

MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1924

Number 2108

The Bridge Builder

AN old man going along a highway
Came at evening cold and gray
To a chasm vast and deep and wide,
The old man crossed in the twilight dim;
The swollen stream had no fear for him.
But he turned when safe on the other side
And built a bridge to span the tide.

"Old man," said a fair pilgrim near,
"You are wasting your time with building here,
You never again will pass this way;
Your journey will end with the coming day.
You have crossed the chasm deep and wide;
Why build you this bridge at eventide?"

The builder lifted his old gray head;
"Good friend, on the path I have come," he said;
"There followed after me to-day
A youth whose feet must pass this way.
This chasm has been as naught to me.
To that fair-haired youth may a pitfall be,
He, too, must cross in the twilight dim.
Good friend, I am building this bridge for him."

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Follow *this* example

MOST business men who operate large fleets of automobiles and trucks keep an accurate record of their hauling costs. Why? Because they find that it pays them to know to a fraction of a cent the cost per mile of everything they buy for their machines. A record like this soon shows

them which one of the different brands of tires, or oil or gasoline gives them the greatest benefits—the most service.

Therefore, it is a significant fact that most of the big fleet owners use

RED CROWN GASOLINE

Red Crown gives them more miles per gallon because it is made for the one purpose of producing **POWER** in the modern internal combustion engine.

Red Crown is always uniform. Uniformity is one of the "Six Essentials of Good Gasoline."* With Red Crown in the tank you can set your carburetor for the most economical mixture and obtain the same mileage and performance whether you buy

Red Crown from the service station around the corner or from a dealer in Cider Center, Kansas.

You can easily prove to your own satisfaction that the example set by other fleet owners is a good one for you to follow. Keep a record for a week of the mileage you get from the gasoline you now use. Then, switch to Red Crown and note the mileage. We are confident that you will be a Red Crown user from then on.

* Six Essentials of Good Gasoline

Every car or truck owner should know these essentials of good gasoline, for if one of them is lacking in the gasoline you are now using, you are not receiving all that you should for your money. Our booklet, "What is Good Gasoline?" explains these six points so that you will know what to demand in the future.

This interesting booklet will be sent to you upon request. Use your business stationery, please.



Standard Oil Company

(INDIANA)

910 S. Michigan Ave.

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Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw

MICHIGAN TRADESMAN

Forty-first Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1924

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MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY
Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

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in advance.
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advance.

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issues a year or more old, 25 cents; issues
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of Grand Rapids as second class matter
under Act of March 3, 1879.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Kalamazoo, Feb. 12—The Rose Tire Company, the United Financing Syndicate, the Dealers' Tire Company, the Low Price Tire Company and the Mail Order Tire Company, all of 1526 South Wabash avenue, Chicago, Ill., were the subject of a fraud order issued by the Post Office Department on Jan. 5, 1924. This action is the outcome of the National Vigilance Committee's campaign against tire companies whose activities tend to destroy the public's confidence in the tire industry. The representatives of these companies have been advertising extensively in farm papers offering used tires at fabulously low prices which when delivered, were found in such a state of decay as to be absolutely unfit for further use. When complaint was made the purchaser was advised that he could avail himself of the privilege accruing from the companies' guarantee to sell a second tire at half the price if the first tire was unsatisfactory.

The above corresponds with our invariable experience with bargain tires advertised by "gyp" tire concerns. It is well that the Post Office Department has put the pirates out of the fraudulent business. The publications carrying this class of advertising are farm papers in name only.

A banker in a Michigan town writes the Tradesman as follows:

On February first while the cashier and myself were at dinner, a man came into the bank and told the assistant cashier that he was collecting for some organization of railway employees and that this bank owed ten dollars for last year's dues, but the assistant cashier refused to pay the bill unless authorized so to do by me, so he called me up at my home and this fellow told me over the phone that we owed his organization ten dollars for last year's dues or for advertising. I told him he was mistaken and that we had never signed up for such an amount, but if he would leave the signed agreement at the bank we

would forward any amount we had signed for and carry out our agreement. When this fellow was through talking with me he told the assistant cashier I had authorized him to pay the ten dollars, which he did. This party seemed to be in a hurry for he said that he wanted to take the bus, which he said was waiting for him. He also said over the phone that he had made this territory several times before and had previously done business with us. It is true that perhaps twice, some time ago, we did pay two dollars a year for an advertisement in some railway organization publication, but the cashier says that when he called last year I was away, and he turned the solicitor down.

Do you have any information that would help us in apprehending this fellow for obtaining money under false pretense.

Am taking the liberty of sending the receipt with the above information to you for I know you are interested in catching such fellows and in seeing that they get what they deserve.

This is the time-worn swindle of the trades union organizer, walking delegate and hanger on. Any publication put out by a trades union organization is based on graft and deceit and invariably accompanied by swindling tactics.

Lansing, Feb. 12—About two weeks ago, I received from the National Disabled Soldiers' League, 1133 Broadway, Room 410, New York, N. Y., a dozen lead pencils with a request that I send them \$2 for same. I have not sent the money, as \$2 does not grow on bushes at my house. I returned same to postmaster and he told me the office was flooded with them. I am perfectly willing to help a down-and-out, but I supposed the United States Government was taking care of that class in first-class shape.

J. B. W.

This scheme to sell lead pencils on the plea of helping disabled soldiers, we believe, is a fraud as far as helping the soldiers is concerned. The soldiers have not benefited by many projects supposed to be conducted for their benefit. Some of the prominent men who lent their names to this so-called league on the start withdrew their names when they learned the methods and purposes of those in control.

Chicago, Feb. 12—"How long are the activities of Theodore J. Snyder, better known as Ted, principal of the Chicago Distributing Co., 186 N. La Salle St., to continue?" This is the question that is now being discussed by South Water street dealers. Not only is complaint being voiced from the local trade, but shippers in the South are also complaining that it is difficult, and well-nigh impossible for them to get returns on their produce.

The Pizzolatto Vegetable Co., of Hahnville, La., is now holding the bag to the extent of \$883.75. This firm received a check from Mr. Snyder on Sept. 20, 1923, which was returned marked "Not Sufficient Funds" and, on Jan. 11, 1924, they are still unable to collect continuously since that time,

it has not been able to collect the money.

The John A. Eck Co. recently entered suit against the Chicago Distributing Co. for collection of a bill amounting to something over \$1,000. Another shipper still waiting to be paid is the Gypsy Truck Growers' Association, of Montz, La., which case is being handled by the local office of the American Farm Bureau Federation.

Mr. Snyder has had a rather checkered career in his 20 years on South Water street. He worked for various firms until March, 1911, when he incorporated the Snyder & Schultz Co., which failed in 1913, with liabilities of \$3,500 and assets of \$150. After this experience he worked for a local concern, and then resumed business for himself in 1914. In 1915, he is reported to have been in hot water owing to the bad check habit, after which he dropped completely out of sight.

In 1920, he came back to the street, and the following year filed a petition in bankruptcy, with liabilities of \$3,397 and no assets. Shortly afterward he again entered business under his own name, and formed the firm of Theodore J. Snyder & Co., which he operated at various locations. His most recent activity is with the Chicago Distributing Co., which he is at present running, seemingly without any inclination to pay shippers their just returns.

Several times he has been closely watched by the authorities, but has so far been able to elude his creditors through legal technicalities. It is the opinion of the trade here that such business ethics as are being practiced by Mr. Snyder injure the local trade in general, and efforts are being made to have Mr. Snyder brought to justice.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 12—Louis F. Hake, who has long been employed as coffee salesman by W. F. McLaughlin & Co. and the Worden Grocer Company, insists that in his new connection with Jeffers & Co. he does not handle life insurance, as erroneously stated by Gabby last week. Everything but life insurance is handled by his firm.

Art Rockwell (National Biscuit Co.) who was ill last week, is out on the warpath again. His territory was covered during his illness by Claude Williams, city salesman for the National.

Thomas Powell, recently cigar manager for the Worden Grocer Company, has engaged to cover the jobbing trade of several states for Berriman Bros.

Richard Bean, Manager of the local branch of the National Candy Co., left Sunday for St. Louis to attend the annual meeting of the National Candy Co., to be held to-day.

At a meeting of the directors of the Michigan Paper Co., held at Plainwell Monday, George M. Ames (Owen Ames & Kimball) was elected President to succeed John A. Wagner, who has served as President for the past half dozen years. Mr. Ames purchased a substantial interest in the corporation about three years ago, at which time he was elected a director. Mr. Ames will devote a considerable time to the mill, with a view to increasing the output and introducing further economies in manufacturing.

James Milford, for several years manager of the general store of Cobbs

& Mitchell, at Springvale, has taken the position of Petoskey district representative for the National Biscuit Co. He will remove his family from Springvale to Petoskey and make the latter town headquarters.

After the 12:45 Saturday luncheon of the Salesmen's Fellowship Club at the Pantlind, the Banquet Committee of the United Commercial Travelers got together and did things. The U. C. T. banquet this year will be held in the splendid new grill room of the Pantlind Hotel. This is something different right off the bat. Fred Pantlind says the ball room is engaged for a dance and it is fortunate, because it gives us something new in surroundings, and the floor is O. K. for dancing after the tables are cleared. You are not going to get a whole lot of advance publicity on this banquet. Your curiosity needs a little exercise. Saturday evening, March 1, Pantlind grill room at 7 o'clock. All other details will be revealed one by one on this night of mystery. The entire spree will set you back only two bucks for each plate. W. O. Cascadden.

January Failures.

Business mortality is always at the peak in January, as this is the time when year-end settlements force weak concerns into liquidation. The past month was no exception in this respect bringing an increase, according to Bradstreet's of 21.5 per cent. over the previous month in the number of failures and an increase of 35.8 per cent. in the amount of liabilities. As compared with January a year ago the increase in the number of failures was only 2.4 per cent. and there was a decrease of 17 per cent. as compared with January, 1922.

Figures for liabilities, however, are less encouraging. The total is the largest since October, 1907, which was a month of severe panic, and is 105 per cent. above the record for January, 1923. Evidently the year-end liquidation affected more large concerns this year than last. The high rate of mortality must still be regarded as reflecting conditions that are now definitely of the past. The process of cleaning up the industrial wreckage incident to the war's aftermath is still going on. The larger concerns would naturally be the ones to survive longest during this period of readjustment.

Death of Veteran St. Joseph Merchant

St. Joseph, Feb. 11—Hon. Nelson C. Rice, 75, four times mayor of St. Joseph, a former representative from this district in the Michigan State Legislature, a pioneer in the grocery business here, one of the founders of the Masonic organization in St. Joseph and an active worker in the First Congregational church, died last night.

Mr. Rice was an outstanding figure in the civic and community life of St. Joseph. Active in all civic enterprises, his long experience as a merchant gave him a keen insight into the administration of affairs. He was connected with almost every development in this city in the last half century.

A FLORIDA FAIR.

Originated and Developed Within Sixty Days.

De Land, Florida, Feb. 8.—The Volusia County Fair, which held its first exhibition two weeks ago, gave us an object lesson of vim, vision and success well worth emulating. A few good business men conceived the plan, got under the burden of it, gathered testimony from other similar projects in the Northern States and Canada and started work sixty days before the Fair was to be held. Fifty-five acres of land were given to the organization in a good location to revert to the donor if it ceased to be used for exposition purposes. It was thinly covered with long leaved pine and some water oaks.

The land for the location of the buildings was cleared, stumped, graded and enclosed with a good fence, an attractive entrance building erected, and good substantial halls built for farm and garden products, for art exhibits, poultry, live stock and automobiles. Everything was in good order for the exposition at the expiration of the sixty days.

The president told me that the county had agreed to furnish \$18,000 for the project, but could not pay over the money until raised by taxation, so the organization borrowed this amount from local banks, entered upon a campaign to secure life members, got out their premium schedule and with a hurrah entered upon the project. He said the different parts of the county had been working at cross purposes, jealousies had arisen and the leading purpose in the minds of the organizers was to develop a neighborly feeling throughout the county.

The first fair was a real success in awakening good feeling and the county itself was startled by the wealth of exhibits brought together. The attendance was larger than the projectors expected and the good feeling awakened was a great encouragement.

I attended the exhibition and to my mind the poultry exhibit was the crowning feature. The plan of the hall and arrangement of cages were the same as at Madison Square, New York and I have never seen a poultry show that was its equal in range and quality.

The most attractive exhibits in farm products were the individual farm collections exhibited by the grower. The arrangement was artistic, the articles well grown and the attendants very courteous and obliging.

The best things in the art hall were loaned and not competitive. Seats were arranged in front of the most notable pictures, as we find them in our best galleries of art. The show of cattle and hogs was the weakest part of the fair, but I can well understand that this feature takes time to work up and the success in the other departments will awaken an interest among the stock men that will, another year as a matter of pride as well as public spirit, bring out competing herds.

Volusia is a large county. Good roads have been built and are projected, reaching every part of it and I predict that this venture will be a very useful factor in the rapid development of the agricultural resources of the county.

Rural Schools.

There is a division of opinion as to the value of consolidation of rural schools and the establishment of high school grades. The controversy has been taken up by farm journals and in some cases has become acrid. Evidently in Volusia county there has been no waste of energy in controversial cackling. The plan of consolidation was espoused in earnest and today the county superintendent tells me there are but eight single room schools in the county. The good roads favor the prospect and the transportation of

the children is handled entirely by the county superintendent. De Land is the county seat and the county school administration building erected here is the first one of the kind I have ever seen and is a model of attractiveness and efficiency.

The city schools in the various towns in the county are also administered from this center and the whole plan is one of centralized authority. I am incapable of passing judgment, but my observation leads me to the opinion that the colored children have hardly a "fair shake" in the distribution of funds or the arrangement of curricula, but I am liable to be mistaken.

A Landscapist in Action.

Mr. O. C. Simonds, of Chicago, well known in Grand Rapids, is one of our bunch which has for this winter separated itself from your zero stuff that furnishes so much material for your daily papers. I am enjoying the privilege of being with him and under the stimulating influence of his active mind. He is in love with his profession. Although he is sojourning here in the interest of his health, interest in his life work is not in the least abated. He loves to do things with his hands, operating under the skillful direction of his head. While capable of handling the largest problems on landscape gardening he by no means despises the things of lesser moment.

Our croquet ground, which I wrought out of wild conditions soon after my arrival here, was on a slightly inclined plane, the lower side being six inches below the upper side. This hazard was an element of uncertainty very exasperating at times. Mr. Simonds determined to remedy this and under his direction, with the aid of his pocket level, I placed the grading stakes and he said my services were not needed further. With coat and waistcoat thrown off and sleeves rolled up, and using shovel, wheelbarrow, hoe, rake and improvised planer, he completed the job in a single day, at the end of which he addressed me as follows, "This has been a fine day. I have had a good time—something of value accomplished."

Dr. Burgess, an old resident here and who has a large area adjacent to the city that he desires to develop, learning of Mr. Simonds' arrival, sought him out and enlisted his interest in the project. The landscapist was in his element and it was fun to watch him in action. It was difficult to determine from his movements whether it was work or play in which he was engaged. As his ideas crystallized into form he was supremely happy in explaining them to us. And while telling us about the location of the buildings, he would ejaculate with enthusiasm, "See that fine water oak! What a beauty! How valuable to look at every day from the windows!" And again, "Just follow me on this curve to the highway. We will enter the grounds beneath these spreading oaks. Nature placed them there for our purpose. Look at that grove of pines between us and the county road. We will plant some low growing things to shut off the traffic and a path is made for us. It has been a hundred years in the making. Why not take advantage of it. Nature does wonderful things for us. The art lies in properly using them. This place has wonderful possibilities and Dr. Burgess will, by utilizing what nature has so well done, have a beautiful home with quite finished surroundings at the outset." Mr. Simonds' enthusiasm was contagious and very soon we were all admiring things we had not before observed. Even the sky and clouds were not forgotten in the pronouncements concerning the elements of beauty contributing to values which could be utilized in the artistic conception. "See that expanse of blue sky bordered by the outline of the tree tops," said he, "and look at that bil-

THERE ARE 57 VARIETIES OF HEINZ PURE FOOD PRODUCTS.

How many do you sell?

Where do your customers buy the others?

A booklet describing each of the 57---has been printed for your information. Ask your Heinz salesman for a copy.

57

The hen—
and the duck

EVER notice a duck just after she has laid an egg? She waddles away as unconcerned as an Eskimo over the banana crop, and no one would guess that she had done anything wonderful.

Consider how different is the hen. When she has added to the sum-total of human wealth by one small egg, she perches on top of the nest, flaps her wings, stretches her neck, and proclaims her performance to the world in raucous voice.

RESULT: No demand for duck eggs; a big demand for hen's eggs. It pays to advertise.

Merchants who enjoy the Sole Agency for Chase & Sanborn's famous Teas and Coffees have no trouble telling the town about it. We "flap their wings" for them; we supply the voice. We never permit sales to drag, but keep them humming by a continuous program of advertising features.

Write us about the agency for your town

CHASE & SANBORN
CHICAGO

lowy cloud coming into the area of our sky. Isn't that lovely? And through that vista, just after sunset, we can catch a glimpse of Venus, the evening star. I don't know offhand just the species of trees and shrubs to use in completing our pictures to be seen from the house we are building, but the things that grow well in this climate which can be found in the woods, swamps and along the lake borders are wonderful. We must use the things that belong here. Lots of them are strikingly beautiful. I must learn their names."

He could hardly stop to walk from point to point as he vividly described his vision of the future manor he was developing. He wanted to run and in the prosecution of his plan he forgot all about the passage of time and expressed his astonishment that meal time had come so quickly.

After reading the stories about the zero temperature throughout the North country we look about us, glance at the thermometer and are grateful for Florida.

Charles W. Garfield.

What Constitutes the Riches of a Child.

Written for the Tradesman.

No one is ever richer than at birth. This is not stated as an absolute fact, but as a proposition to be proved, disproved or modified by further investigation.

The riches of a child are natural endowment, environment and opportunity. Endowment includes physical, mental and moral equipment. Environment embraces all the conditions and influences of home, school and society; the degree of affluence or poverty; the form of government under which one lives. All these with

the accidents of life furnish opportunity.

Accumulations of property are usually termed riches. Wealth in this form is but intelligence, skill and energy transformed into material things. All these depend on the original endowment of the child. They do not attach themselves to a person or grow for nothing. At birth one's endowment, environment and possibilities for opportunity—his riches—are one hundred per cent. Can he maintain par value all his life? In time natural powers fail, but if his riches have been wisely used a reserve has been built up to be drawn upon in declining years. So he must study, plan, work and save, so that his capital shall suffer the least possible diminution as years go by. More, he must preserve his capital in early years until he can wisely use it.

The riches of a child may be noted when we observe that no money nor amount of money can buy the service, the love, the devotion bestowed upon an infant. Care, unfailing attention, sufficiency for all its needs are had without care or anxiety or labor on the part of a child. It is an inestimable store of riches. Who can be richer in later years?

As one grows up, in the process of events, he is separated from most of the environments of childhood. Then he must draw on his resources. He must learn his own powers and make use of them, begin to use and expand the riches of a child, his inheritance.

Handicapped by an inheritance of wealth—money—we cannot say surely

whether such one is born rich or poor. But we do know that one is born with great riches when his parents are healthy, intelligent, industrious, honest, truth-loving, and realize to the full their responsibility to God and humanity to rear their children for useful, honored service in the world.

A vast multitude of men pass through life with similar experiences. Twenty, thirty or forty years of toil and struggle bring them to a point where they realize the objective as gained. They have a family, a home paid for, an assured income and a reserve for declining years. They have passed many a crisis in life, but this is one of the greatest. They need not go on with the struggle for money; they need not seek further accumulations of wealth; they could devote all the profits of their business to humanitarian endeavors or they could devote their powers to service for the public good. If they have become entangled in the meshes of greed; if winning and gaining have caused them to forget serving, they will go on piling up money which in all probability will be a handicap, a curse to their children.

If in earlier years he had given due regard to other things than business—money getting—had kept alive an interest in the good of his own community and the public good, he would have had some diversion planned for the period when he should be able to let go the grind of necessity. Diversion need not be simply amusement but agreeable occupation in service to his fellows.

E. E. Whitney.

Remember, we never know how many receivers catch something of the influence we radio daily.

Every day is judgment day for each one of us.

Dividends Earned 5 Times

on the 7% Prior Preference Stock of the

Continental Gas & Electric Corporation

10 shares of this issue gives a call on 5 shares of Common Stock at \$50 per share. \$17.34 is now being earned on Common upon which dividends are contemplated at a rate to yield 9%.

Considering the earning power of the Corporation, the growing territory served, this 7% Prior Preference Stock is attractive for its well secured income and profit possibilities.

Price—92½ and accrued dividends to yield 7.57%

Send for full information

Howe, Snow & Bertles, Inc.

Investment Securities

GRAND RAPIDS

New York Chicago Detroit

THE WORDEN POLICY

To serve all customers as we would have them serve us.
To tell the truth in every statement and claim we make.
To sell each article for the same price to each customer.
To gain knowledge so Worden brands and service will ever lead in up-to-dateness and meritorious value.

WE KNOW THESE THINGS

Continued success and growth depends on how well we serve our customers.
Nothing kills confidence quicker than false statements and unfounded claims.
Maintaining the same fair prices gives every customer a square deal.
Knowledge, based on honest facts, is our biggest asset.

WORDEN GROCER COMPANY

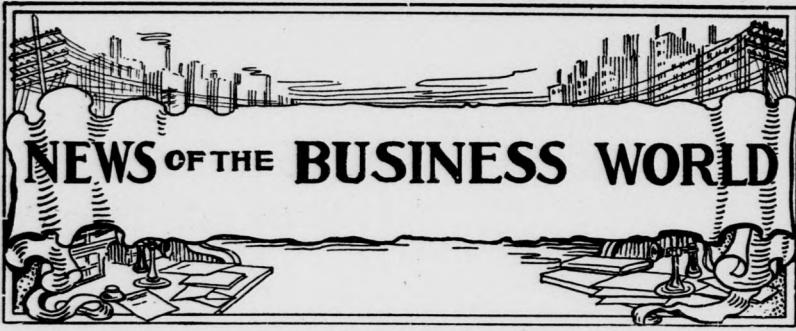
Grand Rapids

Kalamazoo

Lansing

Battle Creek

The Prompt Shipper



MOVEMENT OF MERCHANTS.

Hastings—Charles A. Wolfe succeeds W. Wood in the grocery business.

Detroit—Rosenbaum Brothers have opened a credit jewelry store at 8721 Cass avenue.

Detroit—Anna Akopian has sold her meat market at 4444 Joy road to Geo. E. Sullivan.

Detroit—Robert Leech has sold his grocery at 13618 Twelfth street to William J. Mayer.

Hamtramck—I. Auslander has opened a haberdashery at 8576 Joseph Campau avenue.

Detroit—A. W. Schultz has transferred his meat market at 8711 East Forest to Carl W. Vogel.

Detroit—A new grocery store has been opened at 9152 Erwin avenue in charge of Stanley Ciesielski.

Detroit—The Radio Dress Co., of New York, has opened a Detroit branch at 426 Shelby street.

Whitehall—The State Bank of Whitehall has increased its capital stock from \$20,000 to \$40,000.

Detroit—The Roma Grocery, 6323 Charlevoix street, closed Feb. 5. Andrew Naso was the proprietor.

Detroit—Abdul Nebi and others have bought the fruit stand business of Kamal Ali, 6063 Russel street.

Detroit—Felix Piko has bought the confectionery business at 5024 Junction avenue from John Nichazynski.

Sturgis—Gustav Nickle has sold his bakery to Leo H. Cuyler and R. W. Schaeffer, who have taken possession.

Detroit—George A. McDowell has bought the gas accessory business of James Riley, 11213 Kercheval avenue.

Detroit—Sam Zagarnik sold his confectionery to John Losoki and wife. The store is located at 4508 Campbell.

Detroit—Paul Larned, clothier, has moved from 7700 Mack avenue to the Thompson Arcade, 4469 Woodward avenue.

Detroit—The Detroit Trunk & Bag Co. will open a retail and wholesale branch at Jefferson and Bates in the near future.

Detroit—The Rinshed-Gagnier Paint Co., 166 East Congress street, has increased its capital stock from \$100,000 to \$200,000.

Detroit—Julia Grossberg is the new proprietor of the dry goods business formerly owned by Isaac Spero at 5407 Grand River avenue.

Detroit—Ralph & Brabant, Inc., furniture dealer, 2827 John R. street, has increased its capital stock from \$5,000 to \$25,000.

Detroit—Peter Voss has opened another Peter's Bargain House at Michigan and First streets. He already operates one on Cadillac Square.

Baraga—Carl Nord has purchased the Grenier building and will occupy it with his grocery stock as soon as he has remodeled and improved it.

Detroit—M. Koppelman has moved into his new store at 13840 John R. street. He formerly conducted a dry goods store at 4748 Hastings street.

Detroit—The assets of the Harper-Burns Drug Co., 8546 Harper avenue, will be sold at auction Feb. 13. S. B. Plotter is the manager of the store.

Detroit—Hassan Agemy is the new owner of the pool and cigar business at 1525 Cass avenue formerly run by Wm. J. Carmell and Albert E. Thompson.

Detroit—John D. Peterson, sporting goods dealer at 8657 Twelfth street, has filed a petition in bankruptcy with liabilities of \$3,739 and assets of \$3,058.03.

Detroit—The tailor shop at 37 West High street is now known as Barsamian & Co., Sahag Barsamian and others having taken it over from Sagah Soosamian recently.

Detroit—Sam Weinberg has retired from the firm of Weinberg & Feldman, men's furnisiers at 710 Gratiot avenue, leaving Sam Feldman to conduct the business himself.

Tawas City—The Northern Creamery & Cold Storage Co. has changed its name to the Northern Creamery Co. and increased its capital stock from \$100,000 to \$200,000.

Mayville—Frank Schafer, dealer in general merchandise for the past four years, has sold his stock of fixtures to the Detroit Jobbing Co., who will close it out at special sale.

Holland—Louis Lawrence has purchased the drug stock and store fixtures of the estate of George Lagé and will continue the business under the style of the Lawrence Drug Co.

Monroe—Berdan & Co., wholesale grocer of Toledo, has leased the store building at the corner of West Cass and First streets and opened a branch house with Frank Daiber as manager.

Ontonagon—Thieves entered the store of Eugene Brown and carried away considerable stock consisting of cigars, tobacco, confectionery, flash lights, etc.

Battle Creek—Fire destroyed the plant of the Taylor Candy Co., entailing a loss of about \$75,000, less than half of which was covered by insurance.

Reading—William Lutz, former owner of the Reading Bakery, has purchased it at bankrupt sale and will remodel it before opening it for business.

Fulton—E. B. Miller has sold his stock of confectionery, ice cream and cream station to Albert Rom, a re-

tired farmer, who will continue the business.

Marshall—L. C. Sherman has purchased the interest of J. D. Wright in the shoe stock of Wright & Duffield and the business will be continued under the style of Sherman & Duffield.

Detroit—The Apollo Grocery Co., Inc., 1035 Beaubien street, has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,300 has been subscribed and \$12,100 paid in in property.

Battle Creek—The Bishop House Furnishing Co. has been incorporated with an authorized capital stock of \$60,000, of which amount \$21,530 has been subscribed and \$10,780 paid in in cash.

Detroit—Horn's Commercial Warehouse, Inc., 315 Griswold street, has incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$75,000 paid in in property.

Detroit—The Peninsular Cigar Co., distributor of several well known brands of cigars, has moved to 650 West Baltimore avenue from 213 Woodward avenue. Henry Mazer is the manager.

Detroit—The McNaugheon-McKay Electric Co., wholesale electrical supply dealers, has moved from 331 West Jefferson to 313-15 West Jefferson, the building formerly occupied by Murray W. Sales & Co.

Muskegon—The Koelbel Motor Car Co. has been incorporated to deal in autos, trucks, parts and supplies, with an authorized capital stock of \$30,000, \$10,000 of which has been subscribed and paid in in cash.

Jackson—The C. D. Barker Electric Co. has been incorporated to deal in electrical motors, apparatus and supplies, with an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed, \$1,000 paid in in cash and \$10,000 in property.

Detroit—The City Grocer Co. and City Meat Market, 1408-12 Michigan avenue, has been incorporated with an authorized capital stock of \$175,000, of which amount \$108,440 has been subscribed, \$2,690.82 has been paid in in cash and \$98,249.18 in property.

Kalamazoo—Earl J. Thomas, who has conducted a cigar and tobacco store at 102 Portage street for the past five years, has sold his stock and store fixtures to Joseph M. Hayes, who will consolidate it with his own stock at 401 North Burdick street.

Reading—Allie Haynes and Paul Anderson, clerks in the J. L. Orr dry goods store, have purchased the stock which was damaged by fire about two weeks ago. Additions to the stock will be made and the business continued under the style of Haynes & Anderson.

Detroit—L. D. Lambrakis has merged his wholesale and retail confectionery business into a stock company under the style of the Chain Candy Co., 1016 Seven Mile road, with an authorized capital stock of \$50,000, of which amount \$17,020 has been subscribed and \$14,500 paid in in property.

Detroit—Traub Bros. & Co., 1281 Woodward avenue, jeweler, silversmith, optical goods, etc., has merged

its business into a stock company under the same style with an authorized capital stock of \$500,000, of which amount \$375,010 has been subscribed and paid in, \$19,009.12 in cash and \$356,000.88 in property.

Manufacturing Matters.

Jackson—The Body Co. has changed its name to the Potter Manufacturing Co.

Grand Rapids—The Hekman Furniture Co. has increased its capital stock from \$100,000 to \$200,000.

Munising—The Munising Motor Co. has increased its capital stock from \$75,000 to \$125,000.

Detroit—The Leatherlike Products Co., 7336 Woodward avenue, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Detroit—The Rubner Cigar Co., 2715 West Grand boulevard, has been incorporated with an authorized capital stock of \$5,000, \$2,500 of which has been subscribed and \$1,500 paid in in cash.

Detroit—The End-O-Let Co., 2027 Ferdinand street, has been incorporated to manufacture and sell electrical appliances, with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,000 paid in in cash.

Detroit—The Weigel-Brown Iron Works, Inc., 2175 Bellevue street, has been incorporated with an authorized capital stock of \$45,000, of which amount \$27,000 has been subscribed, \$12,000 paid in in cash and \$3,000 in property.

Grand Rapids—The Teesdale Glue Co. 1517 Robinson Road, S. E., has changed its name to the Teesdale Manufacturing Co. and increased its capital stock from \$20,000 and 500 shares no par value to \$30,000 and 750 shares no par value.

Detroit—The Lamb Visor Co., 1603 Ford building, has been incorporated to manufacture and deal in auto visors, parts, accessories, etc., with an authorized capital stock of \$50,000, of which amount 8,000 has been subscribed and paid in in cash.

Iron River—H. H. Frailing, owner of the Iron River Creamery Co. plant, has purchased the Forest County Co-Operative Creamery in Wabeno. Consideration, \$2,500. New equipment will be installed and the creamery opened for business about March 1.

Detroit—The Detroit Sausage Co., 2441-45 Riopelle street, has merged its business into a stock company under the style of the Detroit Sausage Manufacturing Co. with an authorized capital stock of \$50,000, of which amount \$7,920 has been subscribed and paid in, \$712.91 in cash and \$9,207.09 in property.

Detroit—A. R. Hallock, manufacturer of time recorders, etc., has merged his business into a stock company under the style of the Hallock Clock Co., Inc., 430 Jefferson avenue, East, with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$20,000 in cash and \$5,000 in property.

To be headstrong sometimes is a sign of weakness.

Essential Features of the Grocery Staples.

Sugar—Local jobbers ask 9½c for beet and 9.70c for cane granulated.

Tea—The market has shown but little activity during the week. There has been a steady business, but it has been rather languid and shows not the least trace of speculation. Prices, however, are held firmly, especially Ceylons, Indias and Javas.

Coffee—The market for future Rios and Santos grades has been soft and depressed during the week, due to speculative movements. These have not, however, affected the spot market for Rio and Santos green coffee, all grades of which are firm and show a slight fractional advance for the week. The jobbing market on these coffees, roasted, is also firmer and holders are gradually marking up their selling prices. Mild coffees are also somewhat firmer for the week. The general demand for coffee is good.

Canned Fruits—The fruit line is inactive. Pineapple is inclined to drag at irregular prices. California varieties are taken mostly to fill gaps. There is some talk of future California fruits but neither canner nor buyer is willing to talk of specific prices or wants and s. a. p. business is not appealing to either element. In short, fruits are rather quiet.

Canned Vegetables—Southern tomatoes are selling in a limited way for factory shipment and then mostly in 2s and 3s with very few gallons changing hands. Jobbers are well stocked up and are not in need of goods for which there is only a normal retail demand. If anything, futures have hardly stood the strain of limited buying at original opening and some concessions are made by the smaller packers. Traders believe that they will be able to cover later on at 85c for No. 2s; \$1 for No. 3s and \$3.75@3.85 for No. 10s. It is a long time before packing and whether canners will be able to maintain a 90c and \$1.30 market remains to be seen. The hardening in spot pea prices continues and cheap lines are gradually disappearing from the open market or are available in resales in smaller lots. Stiff prices are demanded and are secured for all lines. Futures are selling in moderate volume with no particular change in asking prices or in general conditions. Spot corn is firm in fancy lines which are scarce and steady in standards. There is not a large supply of the latter on the spot and while it can be had at a price holders insist on full quotations. Moderate interest is shown in the new packs.

Canned Fish—Maine sardine canners will probably offer futures pretty soon. It looks like pretty high prices, as cans have advanced and labor probably will also. The catch this year will probably be better than last, judging by the scheme the packers have of sizing up the past years' averages. Spot Maine sardines are slow and prices are still very high. California sardines are firmer and fairly active. Imported sardines are steady to firm. Salmon is dull. Alaska red and pink are both dull, but holders nevertheless refuse pretty generally to cut prices. California river salmon is moving regular-

ly at firm prices. Most other canned fish are scarce and firm. This includes shrimp, lobster, white tuna and crab meat.

Dried Fruits—Trading is restricted as to Coast purchases, but a fair amount of spot business is recorded. The very shortage of goods here in most lines is bound to cause some firmness and intertrading. Goods bought a short time ago on the Coast are coming in or are near by, and such are being offered to arrive where some factors are not able to quote on spot merchandise. Coast conditions are represented as sound and healthy. Apples and pears appear to be the most restricted packs, with apricots following their lead. Peaches and raisins are drifting into the control of the Association, with a few of the larger independents participating, but the smaller independents are running out of goods and the Coast price basis is being standardized within a narrower range. The prune situation seems to demand a switching of the enquiry from large to medium sizes in both California and Oregon fruit. Another feature noted by distributors is the apparent need of retail prices more in line with the wholesale market to bring about a heavier consumption. Popularizing Oregon prunes also seems necessary, for even at a much wider differential than usual below California prunes of the same sizes Oregon offerings have not been freely taken.

Salt Fish—Indications are that this year's Lenten demand for fish will be rather unusually good. Possibly this is due in the case of mackerel, to the abundance of good shore fish and the moderate prices. Codfish unchanged and fairly active.

Beans and Peas—The market for all grades of white beans has been weak and draggy, but later in the week marrows and kidneys firmed up a little. California limas are steady and unchanged, but the balance of the list is in buyers' favor. Green and Scotch peas unchanged and dull.

Syrup and Molasses—High-grade molasses is wanted and is selling actively. Stocks are gradually reducing and the whole situation, speaking still of good molasses, is firm. Sugar syrup is steady and in fair demand. Compound syrup is also fairly active at steady prices.

Cheese—Nothing special to report about cheese for the week. The market is steady and fairly active.

Provisions—The market showed practically no change for the week. The demand is fairly active and values for the most part steady. The bad storm in the West upset business somewhat by reason of poor telegraph service. Hogs showed an advance, which will shortly be reflected in hog products. The market showed no important change in prices.

Foresight is a quality that helps to make a good buyer. And foresight is fifty per cent. hindsight—judging the future by what has happened in the past.

Honesty is best whether it is policy or not.

Review of the Produce Market.

Apples—Standard winter varieties such as Spys, Baldwin, Jonathan, Russetts, etc., fetch \$1 per bu. Box apples from the Coast command \$3.

Bagas—Canadian \$2 per 100 lb. sack.

Bananas—8½@9c per lb.

Butter—The market is 1c higher than a week ago. Fine butter is in sufficient supply and quiet. The stocks of medium and under grades are not so large and those grades are therefore firm. Foreign butter is still an important factor in the market. Local jobbers hold extra fresh at 50c in 60 lb. tubs; fancy in 30 lb. tubs, 51c; prints, 52c. They pay 20c for packing stock.

Cabbage—\$3.50 per 100 lbs.

Carrots—\$1.65 per bu.

Cauliflower—\$3.50 per doz. heads. Celery—75c@\$1 per bunch for Florida, crates of 4 to 6 doz., \$3.75.

Cocoanuts—\$6.25 per sack of 100.

Cranberries—Late Howes from Cape Cod command \$9 per bbl. and \$4.50 per ½ bbl.

Cucumbers—Hot house \$5 per doz.

Egg Plant—\$3 per doz.

Eggs—The market has held steady around 36c, due to the heavy snows and bad roads. Warmer temperatures will result in lower prices. Michigan storage eggs are all cleaned up.

Garlic—35c per string for Italian.

Grape Fruit—Fancy Florida now sell as follows:

36	-----	\$3.50
46	-----	3.75
54	-----	4.00
64 and 70	-----	4.00
Grapes—Spanish Malaga,		\$9.50@
\$12.50 per keg.		

Green Beans—\$4 per hamper.

Green Onions—\$1.40 per doz. bunches for Chalotts.

Honey—25c for comb; 25c for strained.

Lettuce—In good demand on the following basis:

California Iceberg, per crate---\$3.75

Leaf, per pound ----- 17c

Lemons—The market is now on the following basis:

300 Sunkist ----- \$5.50

300 Red Ball ----- 5.00

360 Red Ball ----- 4.50

Onions—Spanish, \$2.25 per crate; home grown, \$3 per 100 lb. sack.

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

100 ----- \$5.50

126 ----- 5.50

150, 176, 200 ----- 5.00

216 ----- 4.50

252 ----- 4.00

288 ----- 4.00

Floridas fetch \$4.25@4.50.

Parsley—65c per doz. bunches.

Peppers—75c per basket containing 16 to 18.

Poultry—Wilson & Company now pay as follows for live:

Heavy fowls ----- 21c

Heavy springs ----- 19c

Light fowls ----- 14c

Light springs ----- 14c

Geese ----- 15c

Ducks ----- 18c

Potatoes—55@60c per bu.

Radishes—\$1 per doz. bunches for hot house.

Spinach—\$2 per bu.

Sweet Potatoes—Delaware kiln dried fetch \$3.25 per hamper.

Tomatoes—Southern grown \$1.75 per 5 lb. basket.

Turnips—\$1.50 per bu.

Buy Flour To Protect Normal Requirements.

Written for the Tradesman.

The Grain Exchanges of the United States were closed yesterday, it being Lincoln's birthday. The general tone the previous day was easier for futures. However, foreign futures were very active yesterday, indicating quite a lively demand for North American wheat.

The price for cash wheat has been somewhat irregular, depending entirely upon the quality, the choicer varieties and choicer grades bringing a good stiff premium over the futures.

Primary receipts of wheat on the 12th instant were 1,325,000 bushels and the United States visible decreased 1,213,000 for the week.

The demand for flour was quiet to dull in Chicago, Minneapolis, Kansas City, St. Louis and New York, although prices were held firmly on the choicer grades of flour, this, of course, being strictly in line with the premiums being asked for the choicer varieties of wheat.

Grand Rapids mills report a fair trade with an increasing inquiry from outside buyers.

There is nothing of unusual interest to report, the general trend of prices being on an even keel with occasionally slight advances generally followed by some reaction.

The choice grades of flour and wheat are both considered good property. It is not probable lower prices will prevail and neither are material advances expected.

In fact, even markets may be looked for until the Government begins to issue reports covering the condition of winter wheat, about the 1st of April, and as wheat thus far has had reasonably good protection in the winter wheat producing states, a good average condition may be expected, provided, of course, conditions continue favorable. March is a critical month and a material amount of freezing and thawing weather during that period is bound to result in considerable damage to growing wheat.

The trade are perfectly safe, apparently, in buying flour in sufficient quantity to protect their normal trade requirements, but it does not appear conditions warrant heavy future buying.

Lloyd E. Smith.

"Make it snappy" may be good advice in squad drill, but as a rule governing telephone conversation it is about as suitable as it would be in directing pallbearers in action.

The merchant who indulges in speculative buying usually ends by having considerable time to spend in wishing he had bought differently in some way.

A badly ventilated store is a stuffy store, and a stuffy store is a store where the clerks become stuffy, the customers fussy, and the proprietor cranky.

BETTER THAN EVER.

Thirtieth Annual Convention of the Michigan Hardware Dealers.

The annual convention of the Michigan Retail Hardware Association opened its initial session at the Pantlind Hotel, Grand Rapids, Tuesday afternoon. After an invocation by Treasurer Moore, Mayor Tisch made the address of welcome, which was responded to by A. J. Rankin, of Shelby, as follows:

It gives me great pleasure to be able to respond to the kind and gracious speech of the Mayor of this great city.

Since 1904 our Association has met in Grand Rapids eight times and since 1920 we have met here every year. On each and every occasion, we have had the same warm welcome. We have not been at all backward about availing ourselves of the generous hospitality which the citizens of this city have always shown us.

A recent poll of the exhibitors of this organization reveals the fact that over 90 per cent. of them wish to make this a permanent meeting place. We are beginning to think of Grand Rapids as our home and we feel that the kindly welcome extended us is more than the welcome of the Mayor to his city; more than the welcome of a host to a guest. We feel it is the welcome back to our own home as a Hardware Convention and as individual members of the Association.

We are glad and proud to be welcomed to such a home. Grand Rapids is the second largest city in the State. Its growth has been steady and healthy. Other cities have grown more rapidly at intervals, but no city in the State has taken care of its growth in population as well as Grand Rapids. There is always a house waiting for the family that moves. Clean streets and public thoroughfares, well-kept homes and business places have been marked features of your city. Its schools are as good as any in the country and in some educational lines Grand Rapids has been a real pioneer. Your whole city breathes a spirit of good business, common sense and sanity.

Your Association of Commerce is a live one and deserves great praise for the manner in which it has always looked after the welfare of the people who have come here to conventions. Your hotels are not surpassed by those of any other city of the United States and we enter them with a feeling that we are welcome and that you are glad to see us and that you hope that we will come again. The managers of all your hotels are uniformly courteous and helpful, and I take pleasure in commending the efforts of Mr. Fred Pantlind for his efficient manner in looking after our interests, and I am sure that each of the other hotel managers of the city would accord us similar courtesies if we were in their care.

I hope this will be one of the best of all our many conventions. We have met here to get and to give ideas. An idea is the most powerful thing in all the world. Nothing can stop it in its progress. Its course is resistless.

An organization without ideas is sure to die. One having ideas becomes a real vital force in its work. That this organization is alive and has ideas is evidenced by the interest manifested in its work by its members and the public and by the increase in its membership. We are the largest and most efficient organization of its kind in the world, and I wish to urge you to help make this convention even more helpful than others have been in the past.

We have about 1700 members in this organization. Its membership is drawn from all parts of the State. We come from communities widely differ-

ent in the demands made upon the dealer, and an exchange of experiences ought to be of great help to all.

We are dealing with people. People who want our goods. People who have needs. Each community is surrounded with conditions different than other communities. It is our business to study the conditions peculiar to our territory and from this study we ought to be able to meet our patrons on a footing mutually beneficial to them and to ourselves. The study of the needs of our people is one of the most fascinating and from the standpoint of good business is without an equal as a producer of future demands.

The influence we can have in this State is not fully realized by every one, I am sure. We are passing through a great crisis in the history of this Nation in which the good common sense of all thinking men is needed. I have no reference to any particular party. We ought to be pioneers in bringing home to our people the necessity of adhering to sound economic laws. We should show them that lasting benefits to all may come from each one honestly endeavoring to solve his own, his neighbor's and the problems of the country in a spirit of downright fairness. I am sure this is our spirit.

With this purpose, and spirit, Mr. Mayor, we are come to your city and we thank you sincerely for so warm a welcome.

President Ross then read his annual address, which is published verbatim elsewhere in this week's paper.

Papers were read by Alvin E. Dodd, of Washington, and H. N. McGill, of Wellesley Hills, Mass. Both papers will be presented in future issues of the Tradesman.

In the evening the delegates were taken to the Empress Theater.

This forenoon the following paper on Credits and Collections was read by Charles H. Sutton, of Howell:

Credits and collections should demand careful study and important consideration in the management of any business. They are the vital organs of your business, when it fails to function properly it impairs the efficiency of the other organs. When it becomes overloaded and sluggish it forces poisonous germs of Failure into the system of that business and when once firmly imbedded it usually remains to take its toll. Credits and collections are subjects which cannot be dwelled upon to often. They require constant discussion to convince many merchants that better credit methods are an asset to their business. Why? The reasons are timidity, indifference and competition. With these three obstacles imbedded in our minds it is hard to abide by our better sense of reasoning and adopt better methods, but we are gradually realizing the necessity of adopting them if we wish to develop. Why shouldn't credits demand consideration and attention? They are departments of your business just as much as buying, selling or advertising, therefore they are merchandise problems. These other departments are within your grasp at all times, but credit distributes a portion of your capital to the four winds of Heaven to be reclaimed through collections and should be watched closely so that too much of your capital will not be blowing about.

Credit is usually defined as faith in your fellow men, but it is more than that. It is granting your fellow men the use of a portion of your capital without interest and there is just where the danger lies; that is, keeping your accounts receivable within the limit of your finances. I believe I am very liberal when I say the limit should not exceed 25 per cent. of your investment when properly financed and should also be controlled by the

amount of working capital, and the only way you can derive intelligent knowledge every day of those conditions is by a simple but efficient accounting system. Then you can tell at a glance when accounts receivable are growing beyond your resources and you can put more pressure on your collections to reduce them.

Credit, properly handled, is not a detriment to a business and any merchant is doing it an injustice who condemns it. It is just the same as any other department of your business. To obtain satisfactory results requires attention and good judgment. Sound credit is a benefit to a community. It encourages improvements and expansion. It is also an advantage to a merchant. It increases his volume of business and gives him a leverage over the cash store when you stop and consider the greater percentage of the business is done on credit.

The extension of credit requires certain defined principles. First, examine and investigate your credit risk before extending credit. It will save you a whole lot of expense and worry. Second, have definite credit terms. Third, judge your risks according to their character, capital and capacity. The character of a person is of greater importance than wealth in extending credit and it is very necessary to know their capacity or extent of credit. Last, treat each risk according to his personality and be impartial. With these basic principles to guide you it is necessary to have operative principles to carry them through successfully. First, start collecting the minute you make a sale by having a definite time set for payment. Then your request will not be offensive. Second, sell everything with enough value and a resale value, on contract and above all things record the contract or it is of no more value than a book account. Third, send out monthly statements regularly. They are beneficial in many ways and well worth the expense. Fourth, follow up your statements when necessary with one or more polite but convincing letters requesting payment and last, close the accounts which in your judgment have run long enough with a short term note. You can recover judgment much easier on a note than on an account. It is convincing evidence and it also removes the unpleasant arguments which an account invites. I would not expect you to apply all these principles in every case but you should use them every day and your judgment should decide when to use them. It is not necessary to be harsh and radical in applying these principles. You must use diplomacy. It is just a matter of educating the public to your method of doing business and it is not so difficult as you think. The real principle back of the whole thing is to make the public want to purchase your merchandise and then your sound credit methods will appeal to them as a business necessity. The fact is the public expects it and you are the one to adopt them.

Don't let these words go unheeded. They are for your own good. The time to start is now. As a brother merchant, I beg of you to give credits and collections more attention.

Hamp Williams, President of the National Association, then read the following paper on What Makes Success or Failure for the Average Hardware Business:

Success comes through effort, failure comes without it. It requires a combination of many kinds of effort to make success in the retail hardware business, and the neglect of any one may cause failure.

Permanent success is attained by a continuation of duties and effort. Temporary success is here to-day and gone to-morrow, for which there are many causes. Some are avoidable and some are not. Sickness many times is due

to intemperance or indiscretion and fires are caused by neglect. Avoidable wastes, extravagance, indifference, ugly temper, speculation and laziness all contribute to failure.

If my business starts on the decline I get busy trying to find the cause. I read the opinions and experiences of other hardware men, which are published in the hardware journals. I get a little closer to my employees and to my trade. In a short time I find the trouble and apply the remedy. Maybe it is to add a new line, rearrange my store, dress up my show windows, use some soap, water and paint, increase my advertising space in the newspapers, increase salaries and cut my own if necessary; to stand on the sidewalk and meet the people.

At this point you may ask: "When is it you find that your business is on the decline?" When my sales for this January just past are less than they were in January, 1923, or January, 1922.

Local conditions must be considered, of course, and they can be ascertained by asking our local dry goods merchants, shoe dealers, grocery dealers—they are very good barometers. If I find their sales are normal and mine are below, I know there is something wrong with both my business and myself. I may not get along with my competitors—there are some who do not, but there is no reason why I shouldn't go hand in hand with merchants in all other lines of merchandise in my town, and that's what I do. From them I get a great deal of business, either directly or indirectly. It is a good trade to court and it pays. I believe we should boost every legitimate enterprise in our towns and country, boost the churches and the schools, boost our public officials, the chamber of commerce, the social clubs and the newspapers. That is our duty. Besides it pays. Never complain at the road and school taxes if they are properly expended. Boost our Government because it is the best one in the world.

In general, success is attained in the retail hardware business by first having enough capital to open a small stock of good hardware bought at the right prices and properly displayed in a good town and in a good location.

To succeed we must learn the value of time and use a portion of it every day in reading the kind of literature that carries us in the direction toward the end to which we hope to reach. We must please our customers and friends and know how to reach them. This is universal. A good, honest, firm, warm handshake is a good beginning. To our enemies it is the beginning of peace. To friends it is a guarantee of continued love and friendship. To strangers it is an evidence of character and good will. A friendly grip of the hand is a token of friendship and brotherly love and oftentimes distinguishes a friend from a foe. Pleasing manners and an affable disposition will bring people our way when nothing else will. Trust your friends as they deserve and are entitled to be trusted.

The wealth of conscience is of more value than money. It is an asset that the robber cannot take from us. It is an evidence of God in our nature and directs us in the right way of living and points out the duties we owe to our Creator, our country, our neighbor, our family and ourselves. If properly cultivated it will add profit and pleasure to us while living and will bring God to us in all his glory when we come to die.

There are many many things that help us succeed in business. Money alone will not do it.

Failure may come from some of the following causes: over-capitalization, merchandise stocked of inferior quality, poorly displayed in a poor location in a poor country, poorly purchased and sold at no profit, or an effort made to sell at too great a price; but sometimes we fail because we do

not have the good will of our people.

Friends may advise and enemies despise us, but after all the whole thing is up to us whether we succeed or fail.

There are millions who are earning their daily bread by the sweat of their brow, and are extremely happy in so doing. That to them is success. I can think of no mortal so unhappy as those who have plenty of money and nothing to do.

If at the end of the year we can look back and count numerous things we have done for others to make their burdens lighter and living better, that's success; and in addition to that if after taking stock of our hardware and after having paid all our just obligations we find that we have a substantial dividend honestly earned, that is an added success. On the other hand if at the end of the year we find a large accumulation of cash profits and cannot recall a single act of kindness or charity we have rendered others, to my mind and my way of thinking we have made a failure; but we can overcome some of it by sharing our profits with the men who help us make them. That is an act of kindness and good business.

Lead in everything you undertake. Profit by the experience of others and remember that no man can tell you how to succeed. No two succeed alike, no two fail alike, no two act alike, and no two are alike, but there are well defined principles in the retail business which we must observe. Be yourself with all the improvements over nature that you can possibly add. Look your very best and act your very best at all times and under all circumstances, and make your word as good as your bond.

Nature prepares us for the different stages of life. As we approach manhood the worldly pleasures appeal to us most. At middle age we are more settled and wealth appeals to us most, but old age brings to all of us the realization of life as it should be lived, for health and for God.

Finally, the foundation of success is real happiness. In order to be happy we must be true to God, true to our country, true to our friends. "Above all, to thine own self be true! and it must follow as night the day; thou canst not then be false to any man."

After all a happy home and the reflection of a well spent life is the greatest success that any man can attain.

At the evening session Secretary Scott read his annual report as follows:

Fire on January 5 destroyed the Association office and all records and files were lost. My first thought was, how without records and files to refer to, can a report of the Association activities and progress for the past year be made. Fortunately, a report was sent to the National office on January 1 and through the information gained from a copy of this report and from reference to the back issues of the Hardware Retailer, our official publication, I am pleased to submit to you the following:

It is very gratifying to again report that the Michigan Association is still in the lead of all other single state associations as to membership. At the time of our last convention, we reported 1,620 members. We now have a membership of 1,685, which shows a gain for the year of 65. I believe we all have reason to be proud of this creditable showing, for it constitutes the strongest evidence that the dealers in Michigan are the most progressive in the country and are doing their full share to assist in placing the business in which they are engaged upon the very highest plane.

Field Secretary Nelson is doing a splendid work and I believe his services are appreciated by the major portion of our members. He is always ready and willing to help dealers with any of their store problems and will

give suggestions on store and stock arrangement, advertising, window display, better business records, etc. During the past year he has called at 869 hardware stores. Mr. Nelson is a practical hardware man and has had special training and is in a position to give you help if you will allow him to. When he calls I am in hopes you will feel free to talk these trade problems over with him, as he may give you some suggestions that will be of benefit to you and your business.

Thirty-two group meetings were held during the past year. These meetings were well attended and the dealers were desirous of having them continued.

It was decided by the Executive Board of your Association, to discontinue the traffic department for the reason that the recoveries for overcharges in freight bills were so small that we could not get anyone to do the work on a commission basis who would handle it in a satisfactory manner. One of our neighboring state associations is having similar trouble. They say: "An audit of 10,340 bills developed a total overcharge of \$3. The entire time of one man was devoted to this work for several weeks. On a 50 50 basis an auditor would starve to death. This condition exists as a result of the transportation companies making a thorough audit of their freight bills and refunding overcharges and collecting undercharges immediately after the local agent makes his report."

More of our members than ever, during the past year, have taken advantage of the Information Service rendered by the State and National Associations. We are in a position to furnish promptly information on the source of supply of unfamiliar brands of merchandise or repairs for same. The National office has compiled a directory of more than 11,000 trade names for aluminum ware, enamel ware, washing machines, sewing machines, clippers, lawn mowers, food choppers and oil stoves. Other articles will be added to this list from time to time, so that eventually we will have the most complete directory obtainable.

Interest still continues in our Bargain and Information Bulletin and many members have disposed of dead and obsolete stock and others have made considerable money through taking advantage of the special offers which these bulletins contain.

Our hardware mutual fire insurance companies continue to grow and there are five companies now returning 50 per cent. I cannot see how a hardware man can refrain from being a member of the Association and deprive himself of the big saving in this important item of overhead expense.

For the reason that there are so many fake collection agencies operating in the State I am of the belief that a collection department opened in the Association office and operated on a commission basis would be of benefit to many of our members and I recommend this for your consideration.

The twenty-fourth Annual Congress of the Retail Hardware Association was held in Richmond, Virginia, June 19 to 22. The principal subject for discussion at this meeting was "Distribution Cost." Many manufacturers and wholesalers were in attendance and the views of all branches of the hardware trade were given. Everyone seemed heartily in sympathy with the purpose of this discussion to analyze distribution costs, honestly and frankly, and all discussions were well to the point, expressive of the best thought of the various factors of the trade.

Our State was honored at this meeting by the election of our President, J. Charles Ross, as a member of the Board of Governors. I take it that you all read the very complete report of the Congress which was given in the July issue of the Hardware Retail-

er, so it has not been deemed necessary to prepare a special report for submission at this meeting.

In closing, I desire to thank the officers, members of committees and members, for their co-operation, help and courtesies extended and from the encouragement which I have received from them, as Secretary during the past year.

These Blouses Are Like Coats.

The Chinese vogue has come to the fore very strongly in certain types of women's blouses that are now being offered to the trade here. Some of them are made on the order of mandarins' coats, and are long enough to reach to the knees of the wearers. Others drop to within six inches of the hem of the wearer's skirt. They are made of black satin, and are richly embroidered with metal threads in

patterns that smack strongly of the Far East. The "coats" preserve the long, unbroken lines that women seem loath to relinquish, yet break the monotony of the new tubular frocks. Costume blouses are also shown in jacquette length. Tuck-in and tailored silk waists continue in great vogue as a result of the popularity of tailored suits.

Exact Orientation.

Lawyer—Were you wounded in the melee?

Plaintiff—Bress de Lawd, no sah! De razor done connect wif ma haid about two inches east of de 'fo'said melee.

We hope for mercy. Then, let's give it.

THE NEWEST HIT SCARAMOUCHE

A 10c BAR EVERYBODY LIKES.

Include a box in your next order, sure.

NATIONAL CANDY CO., INC.

PUTNAM FACTORY
GRAND RAPIDS, MICH.

BEECH-NUT PEANUT BUTTER



Sales of Beech-Nut Peanut Butter always respond to your selling and advertising efforts. Preferred by discriminating people everywhere.

Counter and window displays will stimulate the turnover on this nationally advertised product. Write for our attractive display material.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

COTTON AND COTTON GOODS.

How sensitive the price of cotton is and how difficult it is to keep up quotations at a high level appeared again last week as it has in previous weeks. Statisticians, especially a number who are not altogether disinterested, have for some time been trying to impress the notion of a worldwide scarcity of cotton, and from this to justify almost any old price which holders may choose to affix to it. But there must always come a time when the price becomes prohibitive. If, for instance, cotton were quoted at \$1 per pound or over, its use would be much restricted. Much less of it is being used at 30 cents per pound and over than would be the case were the price one-half of what it is. When it comes to the point that mills cannot sell their product, at a profit, operations must sooner or later come to a standstill. At present even some of the Southern cotton mills, which work at a comparatively low overhead, have been obliged to shut down in part. Cotton prices have been upheld to some extent by the pooling arrangements that were made, but these cannot always withstand the pressure of a lack of demand, and lately, in some instances, there has been a disposition to let go. Unless consumption increases soon, the end of the cotton year will show considerable of a carry-over. Arrangements are already in progress for this year's crop, the most noteworthy circumstance being the reported intention of planting cotton further North, in Missouri, Kentucky and Illinois, for example, beyond the reach of the weevil.

The goods market shows signs of some activity in the direction of finer fabrics, with little selling of the coarser constructions either in the gray or finished state. It is said that considerable goods are piling up at the mills for lack of demand. Buying is still of the piecemeal character, with few commitments ahead. Underwear business continues rather unsatisfactory and hosiery is not much called for except for filling in purposes.

WOOLS AND WOOLEN GOODS.

In a few instances public sales of wool abroad during the past week showed a little sign of weakening in prices, but in most the strong tone of recent months was maintained. One thing seems to be pretty well established, and that is there is no probability of lower wool prices for months to come unless there should be a sudden flop in demand. Not much is doing in domestic wools, the prices of which remain firm. Some contracting of wool in advance has been done, but the sum total is not large. Wool growers have been led to believe that buyers must come to their terms sooner or later. What their idea of a proper place is was stated the other day by Senator Gooding of Idaho, former President of the National Wool Growers' Association. This is the London price plus the amount of the tariff, or 31 cents per scoured pound. Who pays the tariff under such circumstances is easy to determine. The customers of a single clothing concern in this city outnumber all the persons in the country who own sheep enough

to be benefited by the wool tariff.

In woollen fabrics a number of the minor factors in the trade have had their openings of Fall fabrics. They show moderate advances over last year's prices. One line of corporation dress goods has been opened at last Spring's prices. A week from tomorrow the American Woollen Company will show its fancy worsteds. The trade generally expects larger rises on these than were shown on the serges and other cloths recently offered by the same concern. There has been as yet no rush to buy fabrics for next Fall, but the next fortnight ought to show improvement in this respect.

PRICE MAINTENANCE.

Like Banquo's ghost, the price maintenance matter will not "down." So far as the existing law goes, it has been pretty well settled that a manufacturer cannot control the price at which his products shall be sold at retail. His control over an article ceases when he sells it. Though he may select his customers, he cannot control them. This situation having been well established by a great deal of litigation, it is now designed to secure an amendment to the law by means of which at least some kind of price maintenance may be obtained. With this end in view a bill is to be introduced into Congress on behalf of the American Specialty Manufacturers' Association. This is designed to legalize agreements calling for a fixed resale price in the case of any "article of merchandise of standard quality under a distinguishing trade-mark, name or brand." A proviso makes the law not applicable where the vendor has a monopoly or control of the production or market, or where he is a party to a combination or agreement with his competitors. While this proposed change would only apply to branded merchandise, it so happens that only such merchandise has been the subject of complaint under the existing law. The attempt, therefore, to permit price maintenance regarding such articles will evoke the hostility of all those who have hitherto protested against it. There will be no chance for a new argument on either side, and unless something unforeseen occurs there will be no chance for the enactment of the amendment suggested.

Man in his warfare against his enemy disease, uses whatever weapon comes to hand, directing the forces of nature to assist him in the unending battle. Extinction threatens the natives of the Samoa Islands, and a tiny parasite carried by the stegomyia mosquito, the carrier of yellow fever, is suspected as the principal cause of the high incidence of disease there. Banish the mosquito and the problem is solved, the scientists say, so they are cutting out paths for the trade winds of the Pacific, so the pests may be blown away from the thick jungles. The fight against the stegomyia will be carried on along other lines, the experiment being in charge of an expedition from the London School of Tropical Medicine. Even the winds are harnessed to serve modern hygiene.

THE ATTITUDE OF MIND.

In the kind and character of the business that is passing there are no abrupt changes or the likelihood of them. The transactions of a week appear just like those of the week before, variances during the period being so comparatively slight as to be unnoticeable. It takes observation over a longer stretch of time to discern even a trend. If the whole of the month just past be taken into account, however, a fairly perceptible tendency is made apparent. This is not so much in the actual buying as in the attitude of mind on the part of buyers. They are not so skeptical as they were as to the probabilities, but are willing to be shown. This is really an advance, because it marks a disposition by them to venture if the way is made fairly clear, instead of obstinately closing their ears to all appeals. It is recognized that a lot of merchandise will be needed to take care of demands which are already indicated. The only obstacle apparent seems to be the matter of price. On this point buyers and sellers are still somewhat apart in many lines, in some more than in others. Concessions do not always result in sales because of the suspicion engendered that still further ones may be likely later on. But when the point is reached where goods are really needed, market rates are paid although the orders are limited in quantity to what can be disposed of by a quick turnover. Buyers wish to be in a position to take advantage of any favorable turn. Later on, the logic of events may spur them up.

CANNED FOODS MARKET.

Outside of the offering of a greater variety of futures, including some of the leading commodities in vegetables, fish and fruits, there is nothing particularly new in canned foods this week. Asparagus is the feature among vegetables as other lines have been offered more or less freely for several weeks. Buying of vegetables of 1924 pack is inclined to go slow as jobbers want lower prices than those now quoted. In fish, Columbia River salmon is the leader but fruits are not a vital factor except for Northwestern strawberries. A very fair proportion of that pack is reported as sold at opening prices. Spot foods of all kinds have been slow sellers as they are now taken mostly for nearby requirements.

ARTIFICIAL SILK PRICES.

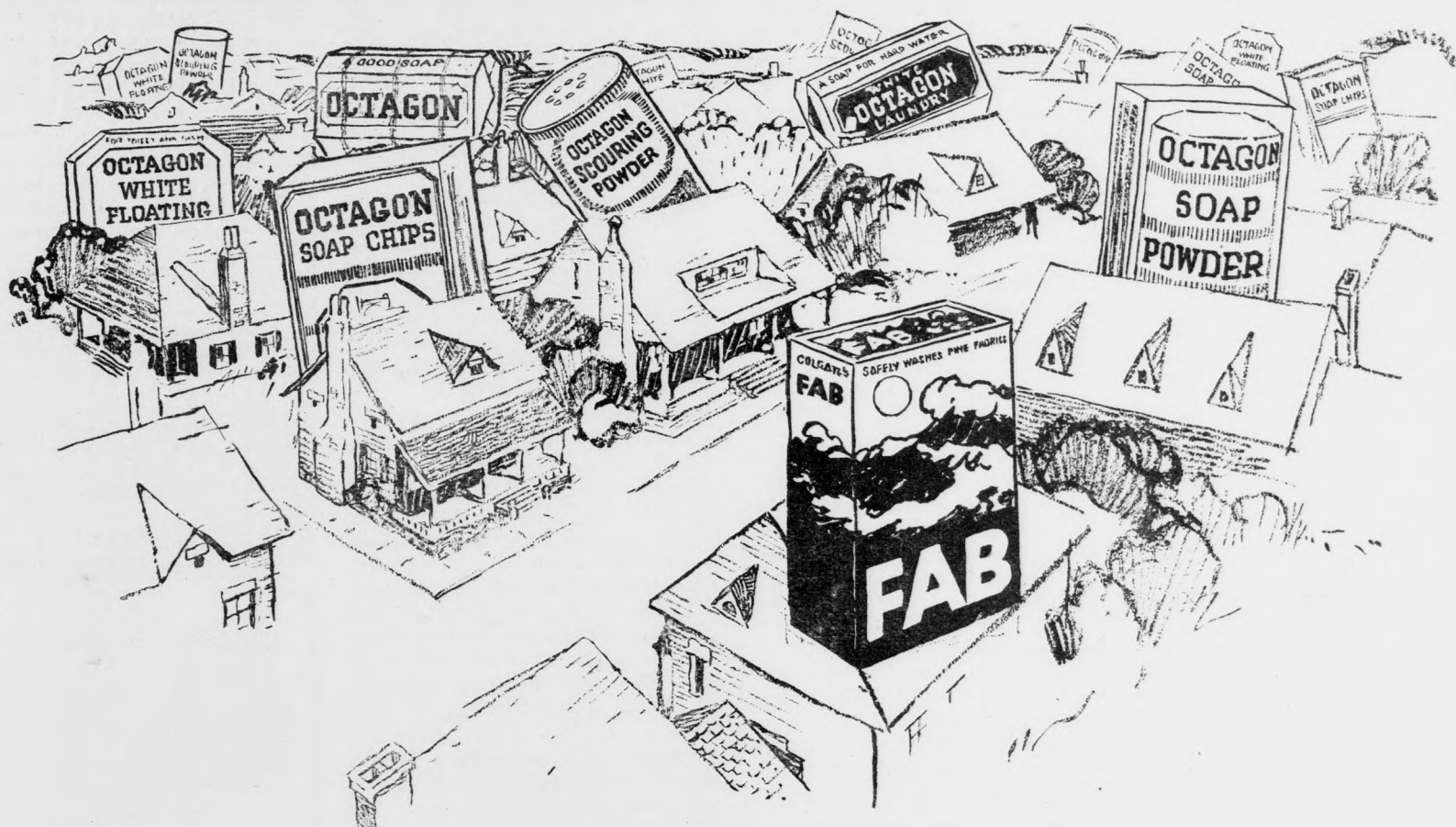
Buyers of artificial silk fiber ought to feel grateful that in these days of rising prices the cost of the material was substantially reduced last week by the various companies making it. And some of them did so feel. These were the ones who had deferred the purchase of their supplies. But a lot of knitting concerns which had stock on hand bought at higher prices were not pleased, because it put them at a disadvantage with dilatory buyers. They were placated, however, in some instances by having a 50 per cent. rebate on the difference in prices. The reduction appears to have been forced by the imports of artificial silk and, if the lower prices fixed are maintained, will probably lead to much larger use

of the fiber. As it is, the material has been taking the place of the regular silk to an increasing extent and the price reduction had a rather dampening effect on the prices of the latter. On its own merits the artificial silk has established a place of its own as an important and useful textile fiber. It no longer needs to masquerade as an imitation of silk. This is one of the reasons why it was sought to give it a distinctive name that would not suggest that of silk. After much deliberation the name glos was put forward by some representatives of trade bodies. It is a purely arbitrary designation, suggestive of nothing in particular, and has not met with general approbation. One of the organizations of knitters has turned it down, and a number of dry goods merchants announce their refusal to use the term. There is apparently some hard sledding ahead for it.

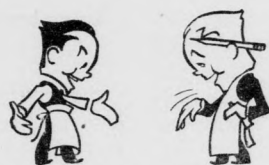
NOTHING RADICALLY WRONG.

While the basic industries are making a good showing as regards both operations and prospects, general mercantile business has not quite so favorable a look. It is conceded that there is nothing radically wrong with the latter, but the buying lacks the spontaneity it should have. While dealers believe that the coming season will be a fairly prosperous one, their purchasing methods do not indicate it. At the convention of the National Retail Dry Goods Association held in New York City during the past week, the presiding officer advised his fellow-merchants to buy sparingly and cautiously and not to allow themselves to be stampeded by the claim of higher prices later on. Thus far that policy has been followed, and it looks as though this would continue for a while yet. No matter what the logic of the situation may be, resulting from higher raw material cost and labor expense, doubt continues to prevail as to the stability of prices. So there continues hesitancy in the tying up of capital in stocks of goods and in the extension of credits. That this is based on something more than mere sentiment is indicated in the lists of business reverses, which showed enlargement at the end of the past year and the beginning of this. In January the failures were the most numerous of any month in nearly two years and the liabilities largest in any similar period since the panic year of 1907. Prudence under such circumstances is not to be wondered at.

The Japanese feel toward Chinese coming into Japan much the same as Californians feel toward Japanese coming into California. A similar economic consideration is present. The Chinese laborer has a lower standard of living than the Japanese; he can exist upon lower wages and thus replaces the Japanese in some fields. His lot is therefore made as hard as possible. The Japanese should understand the attitude of Californians. He does understand it; that is just the point. But he hates to think that any one can look down upon him as he looks down upon the Chinese. It makes him fighting made.



In Every Home A Potential Customer



We will pay \$10.00 for a humorous soap selling story

A section in our **Grocery Trade Paper** advertising will be given over to the best humorous soap selling stories. Look for them. No doubt you have had many funny soap selling experiences in your business career. Jot one down and mail to

COLGATE & CO.
Laundry Sales Department
199 Fulton Street, New York City

We will pay \$10.00 each month for the best story (the one which is printed by us in this section) and will mail a Colgate souvenir package to every person who sends us a story. You will receive a souvenir package whether your story wins the \$10.00 or not.

Every order means a repeat. Stock-display-sell the OCTAGON line and companion products.

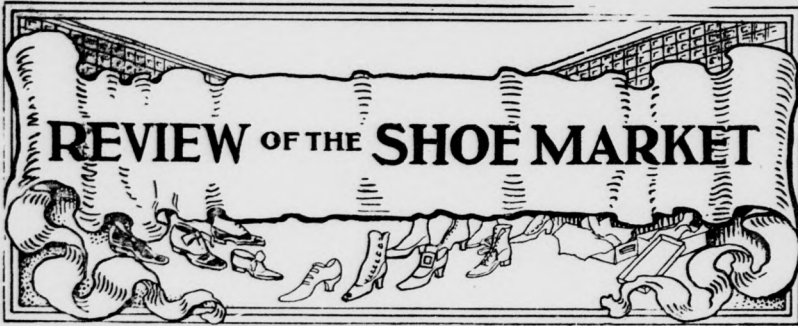
ADVERTISING

plus

OCTAGON QUALITY
helps them move fast

A Complete Line

OCTAGON PRODUCTS — A COMPLETE FAMILY FOR PROFITS



Get Back To Seasonal Selling in Men's Shoes.

Retail shoe men are of course interested in selling more pairs of shoes. During the past year it has necessitated much pressure in order to maintain usual volume in the men's end of the business, to say nothing of increasing it.

The decrease in pairage of men's shoes is glaringly apparent. What to do about this is in the minds of many. Recognizing the evil is one thing, but correcting it is quite another. It is not for me to offer a remedy for the ills of the retail shoe business of today. But it does seem to me that something could be done if there was a united effort behind a single idea. This idea, which I have in mind, is not new, but it is a consideration of facts before us and a recognition of conditions which we are working with and trying to make the most of it. It was quite logical, of course, that the idea of low shoes the year around should find its way into the men's end of the shoe business. For several years the low shoe idea has prevailed in the women's end of the game. As there is always a certain influence regarding the styles forthcoming from the feminine, the idea of wearing low shoes the year around was promulgated forthwith.

A lot of merchants, including myself, figured that low shoes for men the year around was a very splendid idea. We believed that by selling low shoes the year around we could have a continuous season for offering new styles and we would thereby wreck the old tradition of business—and we did. And now we find that in wrecking these traditions we have destroyed the one best bet that vendors of men's shoes generally have relied on for business during these many years. In other words we have destroyed the seasonal idea in the men's shoe business.

No longer is it considered necessary for a man to buy a pair of high shoes September first or to buy his low shoes on the Saturday preceding Easter. And yet for many, many years up until two years ago, most men felt entirely out of order if they appeared on Easter parade with a pair of high shoes. And when September first came around, they felt duty bound to discard their low shoes.

Not only the youngsters, college chaps and high school boys are wearing low shoes the year around, but Grandad and Uncle Tom and many men of mature years are doing so. Now when I say wearing I mean wearing them out, because that is what actually happens. There is no

definite time now, when low shoes ought to be discarded and high shoes put on, which means that they are worn throughout the year and most pairs wear nearly a year, and that means that pairage possibilities have necessarily and considerably decreased.

In our store we are trying the best we know how to put over high shoes during the colder months of the year but it is rather a tough job to do so. As an obstacle, first of all, the boys on the floor have gotten into the habit of selling low shoes the year around, and it is hard to unsell them on this. There is no unity of merchant opinion on this point; we see many stores which do not feature high shoes at all in their window displays.

I was quite surprised to note at the beginning of last season, when the traveling men were coming around for business, that one or two traveling men appeared on the scene without a single high shoe in their lines. I say that this is not a good condition for the shoe business generally. If we are going to sell more pairs we will necessarily need different types of shoes for the various seasons of the year. If we are going to sell low shoes the year around, we can reconcile ourselves to the circumstances of having the average man wear low shoes just as long as they will stay on his feet.

Not so very long ago when the seasonal idea in men's shoes was still with us, when September first arrived the average man felt duty bound to buy a pair of high shoes and laid aside his low shoes for the time being although these continued to have quite a little service in them and looked pretty good. He wore his high shoes during the winter time and then along about the first of March he probably would pick up his old pair of low shoes and look them over and decide that they were not very good looking for his new outfit and immediately would set out for a new pair of shoes. These extra pairs, not thoroughly worn out, were set aside and in due time disposed of, and in that way we secured our extra pair business. Today there are seldom two extra pairs of men's shoes in closets or wardrobes which are not in active service.

The average man is not very particular about the appearance of his feet, in fact men as a rule are rather slipshod about their general appearance. Unless continuously reminded regarding general neatness and the necessity of carefulness in dress they are apt to taper off in their earnestness to appear at their best at all times. This is a fact to face and has a very important bearing upon the sales pos-

sibilities of men's shoes generally. It means that shoe men, especially those specializing in men's shoes, must be ever alert to keep men in line regarding the general appearance of their feet, to be ever watchful for new things which may tempt men to buy extra pairs of shoes; and to plan and prepare considerably in advance for selling campaigns which have behind them not merely a conjecture, but solid reason and logic. Styles of women's shoes may be of the moment and they may have no real reason behind them aside from the desire to adorn with frills and fineries. Style appeal to men must be in an entirely different way. Men's fashions are more practical.

Ours being a large department store featuring men's wear, I have before me at all times a picture of what other retailers of men's merchandise are accomplishing in the way of increased sales. When I see this and seriously consider the way the hat people and the shirt people and clothing people are campaigning it does, seem to me that shoe men, on the men's end of the game particularly, are veritable dubs.

Naturally it is impossible to put any big merchandising idea over without the co-operation of at least the leading units in any local trade. I very much admire the splendid and solid front which the hat men of Chicago put forth at all times. On certain days you find the hat windows in Chicago are trimmed nearly all alike, at least according to a certain general scheme. Straw hats are brought out simultaneously at all stores and there are few who jump the traces or try to hunch a day or two over competitors. After the bell has rung for straw hats in fall we learn that grays are the thing as far as felt hats are concerned and in windows all over the city we see gray hats displayed. A little bit later on we find the hat men pushing velours. The hat men of this town are continuously offering new reasons for buying another hat.

It would be a very fine thing indeed if shoe merchants could line up in the same way that the hat people do and this is said not in a fault-finding way but as an instructive suggestion.

In our store we are going to continue hammering for high shoes during winter time and low shoes during the warmer months of the year and are hopeful that other merchants may see fit to do likewise in their stores. The more that get behind the idea just that easier will it be to bring back old times for the shoe business, that is as far as men's shoes are concerned.—John Spalo in Shoe Retailer.

Don't wait for your store fixtures to wear out before buying new. Buy when you see something that will help you to do more business without corresponding increase in expense.

If you advertise "The customer is always right," or "Your money back if you want it," don't hem and haw about claims for refund. Make good and shut up about it.

TAKING INVENTORY

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

INDIA TIRES

HUDSON TIRE COMPANY
Distributors

16 North Commerce Avenue
Phone 67751 GRAND RAPIDS, MICH.

Herold-Bertsch Shoes



Genuine
Comfort for
Troubled Feet

Our Special No. 988 brings joy to sensitive feet. Wide, roomy, bunion last, soft leather.

Relieves thousands

No. 988

H-B Dependable Footwear

Favorites with farmers for 30 years. Dress and Service shoes for men and boys of all leather and all good leather. Made by skilled shoemakers. Good looking, long-wearing, easy on the feet and on the pocketbook. The line that makes satisfied customers for the shoe dealer.

HEROLD-BERTSCH SHOE CO.
Grand Rapids, Mich.



BOND

SIX SNAPPY COLORS and WHITE

MEETS

THE NEEDS OF

THE HOUR

Kalamazoo Vegetable Parchment Co.

Kalamazoo, Michigan

THE PANAMA CANAL.

Side Lights on Its Operation and Revenues.

Balboa, Canal Zone, Jan. 22—Coming into the harbor at Colon we found inside of the breakwater the most of the vessels of the United States navy, something like seventy of them, including battle ships, cruisers, torpedo boats, destroyers and a big boat with a flat roof for airships. They had been practicing the day before what to do in case an enemy should attack the Canal.

We were taken for a two hour ride through old Colon and Cristobal. Our Government is building a splendid type of houses for its employees and fine streets and parks in Cristobal. They are all the more impressive in comparison with the old shacks of Colon, just across the street.

We were then taken to the Hotel Washington for dinner, a fine modern hotel on the ocean front conducted by Uncle Sam. The navy in the harbor in a semi-circle for two or three miles, all lighted up and with their lights flashing the Morse code to one another and the moon coming up was a sight long to be remembered.

We were at daybreak to go through the Canal. You have, no doubt, read the figures in regard to it, as I have, but as they are interesting to me they may be to you and if not you can skip them. The distance from ocean to ocean is forty-nine miles. On the Atlantic entrance are the Gatun locks a mile and a half long, with three lifts. When through the three you have been lifted eighty-five feet above the Atlantic. In each of these locks there is a usable length of 1,000 feet, with gates at different lengths, so that if a vessel going through is only 200 feet long, they only use the 200 foot lift, using that much less water.

All the locks are twin locks. If one gets out of order they can use the other or use them for boats going in opposite directions simultaneously. They are 110 feet wide and each about seventy feet deep.

In coming out from Gatun locks you run through a lake formed by this lock for twenty miles which did not require much excavating—most places not over seven feet of dredging—until you come to Culebra Cut, which for about nine miles required cutting through the Continental Divide, a width of 300 feet. At the bottom was the big job of the Canal, for it is mostly soft rock and they had to dig back at the top to keep the banks from sliding into the Canal.

At the Western end of the cut is Pedro Miguel locks, with one lift, and a mile beyond Miraflores locks with two lifts or drops; then ten miles of dredging to the Pacific. On the Colon side at the spillway they have a hydro-electric plant capable of generating 13,000 kilowatt, the present capacity for distribution through the Canal Zone.

One fear of the Government was that the Chagres River might not furnish water enough to operate the locks, for every time a boat goes through it takes so much water. Three years ago was a dry season and water became so low they shut down the hydro plant, which in operation uses more water than the locks, and started up their steam electric plant and then had plenty of water for the locks.

The ships in the locks are handled by a cog road on both sides of the dock. Cables are attached to the ship and pulled by a so-called "mule," an electric engine, four cables to each ship, two to pull and two to hold back. The Laconia, being a big ship, had four of these mules on each side. The locks can handle forty-eight common sized ships per day of twenty-four hours.

The first ship through the Canal was

August 3, 1914. Up to June 30, 1923, the total toll paying vessels were 20,000. Outside of the National defense, the cost of the Canal was about \$111,000,000. The charges against the Canal proper is about \$275,000,000. Interests on this at 5 per cent. is \$13,750,000, and the expenses of operation and maintenance are about \$8,000,000 per year. The income from January to September, 1923, was on the basis of \$22,000,000 per annum, so the Canal is now earning the full 5 per cent. interest on the investment and the revenue is increasing every year. The tolls are \$1.20 per net ton for laden ships and for ships in ballast 72c per net ton. The operating expense per ton is 26c for iron ore ships and for average bulk cargo 65c per ton.

Our Government has one of the largest dry docks in the world here, with oil storage tanks for 2,000,000 gallons; coal docks of 7,000 ton capacity; ice plants, slaughter houses, cold storage plants, hospitals, etc. The present operating force of the Canal and Government owned railroad is 2,500 American or gold employees and 8,000 alien or silver employees. The total population of Panama and Balboa is about 60,000. The Canal Zone is vested in a Governor directly under the President of the U. S. The departments are subdivided into operation, marine, etc., something like twenty different departments.

It is rather confusing to think you are going West through the Canal and find on arriving at Panama you are twenty-seven miles East of the Atlantic end, for where the axis of the Isthmus runs from Southwest to Northwest the Canal is built from Northwest to Southeast. At Balboa the Government has built breakwaters out for three miles making a good harbor. The water in the Pacific is about eight inches higher than the Atlantic. On the Atlantic side the tide is one foot; on the Pacific side, twelve feet.

The weather is delightful, both at Cristobal and Balboa, with a cool breeze and thermometer about 75 at noon. There is only one improvement I can suggest to the Government and that is to have a big sign with the names of the towns on, so in going through the Canal on a vessel you would know what they were. Also to have the different Government buildings and forts marked with signs readable from the vessel. It would add greatly to the interest of the trip.

Leaving Balboa about 7 p. m. passengers thought they were certainly seeing strange sights when the moon rose on the Pacific Ocean side of the boat.

Someone has been checking up the passenger list and reports that of the 600 passengers, 200 are widows. I overheard one of them, talking to another lady, say: "If my grandchildren could see me flirting with some of these old widowers they would have a fit, but I am out for a good time. The old widowers—and there are a lot of them on board—are not at all averse to being chosen for a moonlight stroll around the deck."

We have several ministers with us and they are making acquaintances as fast as possible in view of the business they may pick up in the marriage line as the trip progresses. It was quite noticeable how the men picked up in their dressing at Balboa. The stores there have done a good business in the sale of flannel and white suits. Foxy Grandpa is certainly taking on new life and is dressing the part. About forty of them are taking dancing lessons every morning. If a man is not older than he feels, then some of our passengers will be babies before we reach Jerusalem.

C. C. Follmer,

Look For Large Business Soon.

A materially enlarged business in all lines of popular-priced jewelry is looked for during the remainder of the month. Articles meant for wear with the tailored suits for women are receiving considerable attention, among them novelty watch fobs and narrow bands of white and colored stones, similar to those now being used as millinery trimmings. It is said to be the intention to popularize these bands, somewhat shorter than the type used on hats, for wear on tailored suit jackets after the manner that service ribbons are worn. Novelty bracelets, both of the bangle and flexible varieties, are in a strong position.

Good Demand For Accessories.

The vogue of the tailored suit will bring with it, in the opinion of wholesalers, an expanded retail demand for various items coming under the head of costume accessories. These include scarfs, kerchiefs, fobs, fancy handbags and similar merchandise. The fob is a distinctive part of the O'Rossen suit model as it has been developed here, and is said to have received favorable comment. Fair orders for the accessories have been placed already, with indications pointing to frequent reorders as the Spring retail season really gets under way.

In the olden days the flail was used by men to separate the chaff from the grain. The flail is being used on men to-day.

The Mill Mutuals AGENCY

Lansing, Michigan

Representing Your Home Company.

The Michigan Millers Mutual Fire Insurance Co.

And 22 Associated Mutual Companies.

\$20,000,000.00 Assets

Is Saving 25% or More

Insures All Classes of Property

ROBERT HENKEL, Pres.

A. D. BAKER, Sec.-Treas.

Curtains and Draperies

Now is the time to buy your Line for Spring. We have a large assortment to select from.

Scrims in Plain and Fancy 7c to 35c per yard
Draperies ----- 35c to \$1.50 per yard
Lace Nets ----- 15c to \$1.10 per yard
Marquiesette Curtains.
Window Shades, Curtain Rods.
Cretannes and Silkalines.

These lines add greatly to your sales.

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS
Grand Rapids - - Michigan



Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Jan. 28.—On this day was held the final meeting of creditors in the matter of William Mandel, Bankrupt No. 2214. The trustee was present in person. The trustee's report and account were approved and allowed. The additional claims filed were allowed. An order was made for the payment of the expenses and administration and for the declaration and payment of a final dividend to creditors. The bankrupt not having scheduled all of his property and making a false oath to his schedules, the discharge of the bankrupt was not recommended. The final meeting of creditors was then adjourned without date.

Jan. 30. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Martin Kuks, Bankrupt No. 2430. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids. The occupation of the bankrupt is not indicated in the schedules filed. The schedules list assets of \$1,500, of which \$300 is claimed as exempt to the bankrupt, with liabilities of \$1,883.29. The court has written for funds for the first meeting and upon receipt of the same the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Antoni Raczkiewicz, Grand Rap.	\$1,000.00
G. R. Pie Co., Grand Rapids	7.80
City Bakery, Grand Rapids	32.50
Federal Electric Co., Grand Rapids	89.00
Lewellyn & Co., Grand Rapids	4.88
Kent Storage Co., Grand Rapids	81.60
Worden Grocer Co., Grand Rapids	105.59
Holland Cigar Co., Grand Rapids	22.50
Globe Realty Co., Grand Rapids	118.52
De Young & Zylstra, Grand Rapids	14.85
Elliott Service Co., New York	5.20
Wolverine Spice Co., Grand Rapids	5.90
Overland Coffee Co., Chicago	16.50
Hekman Biscuit Co., Grand Rapids	6.57
Kuppenheimer Cigar Co., Grand R.	7.50
Maquardt Lancaster Co., Grand R.	28.80
Katz Market, Grand Rapids	85.79
Vandenberge Cigar Co., Grand R.	7.50
G. R. Dairy Co., Grand Rapids	152.91
Echo Publishing Co., Grand Rapids	5.00
Consumers Ice Co., Grand Rapids	13.33
G. R. Gas Light Co., Grand Rapids	70.00

Jan. 31. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Truman J. Swart, Bankrupt No. 2431. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and has conducted a retail furniture store in that city. The schedules listed assets of \$4,723.80, of which \$2,000 is the face value of an insurance policy on the life of the bankrupt, and out of which the bankrupt claims the sum of \$500 as exempt, with liabilities in the sum of \$3,394.15. The first meeting has been called for Feb. 18. A list of the creditors of the bankrupt is as follows:

City of Grand Rapids	\$ 34.49
Ottawa Furnace Co., Holland	523.24
Burg Bros. & Co., Grand Rapids	20.00
G. R. Directory Co., Grand Rapids	10.00
Champion Stove Co., Cleveland	33.00
Vigil Pub. Co., Grand Rapids	22.29
Conrades Mfg. Co., St. Louis	13.00
Furniture Upholstery Co., Grand R.	529.01
Detroit House of Correction, Detroit	25.00
C. M. Hulse Co., Columbus	68.44
McLeod Furn. Co., Grand Rapids	69.40
G. R. Bedding Co., Grand Rapids	333.91
Eagle Transfer Line, Holland	29.99
Dunbar Furn. Mfg. Co., Berne, Ind.	98.70

Anway Co., Grand Rapids	8.00
A. & W. Products Co., Cleveland	15.20
Lind & Marks Co., Detroit	37.56
W. H. Chase Furn. Co., Grand R.	13.75
Dutton Co., Chicago	137.55
A. Brandwein & Co., Chicago	76.50
Chair Makers Union, Tell City, Ind.	22.50
European Upholstery Co., Grand R.	129.11
Fulton Co., Bay City	339.08
Eagle Wood Turning Co., Chicago	16.00
P. B. Gast & Sons Co., Grand R.	40.10
Wolverine Furn. Co., Zeeland	167.75
Mrs. H. H. Mear, Los Angeles	300.00
H. Leonard & Son, Grand Rapids	248.92
G. R. Savings Bank, Grand Rapids	500.00
Universal Willow & Reed Ware	

Co., Long Island City 70.90
In the matter of Earl B. Pickett, Bankrupt No. 2405, the trustee has given notice of a sale of the farm tools and equipment as well as stock of the bankrupt at auction on Feb. 12. The sale will be conducted at the farm of the bankrupt located in Gaines township, Kent county, six miles southwest of Caledonia.

In the matter of Merritt R. Wade, Bankrupt No. 2382, the trustee having collected all of the assets of the estate, has filed his final report and account and a final meeting has been called for Feb. 11. The trustee's final report will be passed upon and administration expenses paid as far as the funds will permit, there being no funds on hand for the payment of any dividends to creditors.

In the matter of William A. Long, the trustee has reduced all of the assets of the estate to cash and a final meeting of creditors will be held at the office of the referee, on Feb. 11. The trustee's final report and account will be passed upon and administration expenses paid. There will be no dividend to creditors.

In the matter of John W. Heaton, Bankrupt No. 2425, the funds for the first meeting have been received and such meeting will be held at the referee's office Feb. 18.

Feb. 4. On this day was held the first meeting of creditors in the matter of Robert B. Wright, Bankrupt No. 2423. The bankrupt was present in person and by attorney. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The case being no asset was closed without date and the case returned to the clerk of the district court.

On this day also was held the final meeting of creditors and sale of assets in the matter of Francis V. Broady, Bankrupt No. 2351. The attorney for the bankrupt was present; the trustee was present; claims were proved and allowed. The property for sale was sold to Steketee Radio Service Co. for \$60. An order was made confirming the sale. The trustee's report and account was approved. An order was made for the payment of administration expenses as far as the funds on hand would permit. There were no dividends paid. No objection was made to the discharge of the bankrupt. The meeting was then adjourned without date. The case will be closed and returned to the district court.

On this day also was held the sale of assets in the matter of Louis Rybarsyk and Harry Wittkoski and R. B. Electric Co., Bankrupt No. 2412. The trustee was present. Harry Wittkoski was present. Several creditors and bidders were present. The property was sold on final offer to F. H. Peck for \$380. An order was made confirming the sale. The special meeting and sale was then adjourned without date.

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Old and New Taxes.

Economists tell us that taxes, like wine, tend to grow mellow with age. By this they mean that when a certain kind of tax has been in operation for many years the community will adjust itself to its burden. As a result, a tax long imposed, though open to many theoretical objections may sometimes prove less objectionable in actual practice than a new tax devoid of such objectionable features. For this reason a tax which has little else to commend it may sometimes find justification for its continuance in the mere fact of its age.

These considerations are called to mind by the recent action of the Canadian Manufacturers' Association in urging the Government to drop the recently adopted sales tax. The new form of levy was urged on account of its alleged simplicity and productivity, and especially because it would prove burdensome to the producer, the intent of the law being that the burden of the tax should fall upon the consumer. In the view of the manufacturers these theoretical benefits have fallen far short of realization. Some industries have been able to pass the burden on to the consumer, but others have been compelled to absorb it. In effect, then some industries are taxed and others are exempt. The administration of the law proved unexpectedly complicated and the yield has fallen below expectations. The experience with this new tax seems to bear out the views of the economists.

Trade With Latin America.

Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce, cites the increase of 25 per cent. in the value of our exports to Latin America during 1923 and the increase of 29 per cent. in the value of our imports as proof that we are "holding our own" in trade with our Southern neighbors, despite an occasional expression of opinion to the contrary by some pessimistic observer. Exports to Latin America in 1923 showed a gain of 115 per cent. over the pre-war year, while exports to the rest of the world showed a gain in this period of only 68 1/3 per cent. Part of this increase in value is due to the higher price levels now prevailing, but the gain has been substantially greater than the rise in prices and points to a larger volume of trade. Imports from Latin America have also been in greater volume and as the products of that region have also been commanding better prices during the past year, there has been a gain in purchasing power in this part of the world which has had a favorable effect on our export business.

Tax Exemption Again.

One would suppose that the opponents of the lower surtaxes recommended by Secretary Mellon would at least be consistent enough to favor his recommendation that further issues of tax-exempt securities be prohibited. Those who urge that the surtaxes remain high would naturally be expected to favor closing the door whereby wealthy taxpayers are able to escape from the levies aimed directly at them.

News from Washington, however, indicates that a constitutional amendment putting an end to the issue of tax-exempts has less chance of adoption at this session than it had last year. It will be recalled that at the previous session a joint resolution amending the Constitution in the manner indicated obtained the necessary two-thirds vote in the House with a small margin to spare. As this is written the measure is again before the House, with the outcome less certain than it was a year ago.

Corporations Wound Up.

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

Utopian Cafeteria, Ann Arbor.
Carson City Produce Co., Carson City.
National Ice Co., Detroit.
Daggett Mercantile Co., Daggett.
A. A. Munson Co., Saginaw.
Emerson Shoe Co., Rockland, Mass.-Detroit.
New York-Detroit Realty Co., Detroit.
Twin Stores Co., Detroit.
Rogers & Seeley, Inc., Detroit.
Pierce Lumber Co., South Haven.
A. C. Chesley Co., Detroit.
Contract Finance Corporation, Grand Rapids.
Green Brothers, Inc., Detroit.

Honest Man.

There is a preacher in Kansas who should have his salary raised for making the following announcement from his pulpit: "Brethren, the janitor and I will hold our regular prayer-meeting next Wednesday evening as usual."

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Relation of Fire Waste To Taxation.

The taxes to which insurance companies are subject call for consideration upon behalf of the public. We Americans are by nature, inclination and education the most reckless, the most careless, and the most extravagant people on the face of the earth. How often we have heard it stated that we waste more than would support a like number of people anywhere on Continental Europe, and I think that anyone who is now following conditions on that unhappy continent, will immediately recognize that this is true.

Take the annual fire waste of this country from the viewpoint of a taxation. Our waste of \$5 per capita per annum means that every man, woman and child pays \$5 per year for fire waste. That means that the man with the average family, his wife and three children—a family of five—pays \$25 fire tax. The United States Government in its report adds to this fire waste the cost of maintaining fire departments, which is as much more. This means \$50.00 a year to the average family.

Now, if some blue Monday in every year a representative of the Government were to come around and ask us each for our check for \$50 to pay our share of the National carelessness, then we would realize what we pay. But we do not realize that we pay it, because that tax is indirect. The big manufacturers and the big merchants know that this fire expense is a tax. They equip their premises with automatic sprinklers. They put in protective apparatus. They get the lowest insurance rate they can because it helps them to compete. But the man in the street, the ordinary man, does not know how this fire waste is paid.

Take wool, for example. Wool in the warehouse is insured—that is a tax. It is insured in transportation, and there it pays a fire tax. It is insured in the textile factory where it is worked up in cloth. It is insured in the clothing store, insured in the tailor shop, in the department store; and all the way along this fire tax is added to the cost, and when you buy a coat you pay it. Every stock of goods that is insured carries this tax and it is passed along to the ultimate consumer. The masses do not know that they pay it. They do not realize that when they buy a hat, or a pair of shoes, or a suit of clothes, or anything that goes through the regular channels of industry—production, distribution and exchange—they pay a tax. Not realizing it they are indifferent to fire. They think the fire loss does not affect them.

Prosperity in America eliminates frugality. The great middle class of people, which constitutes such an important part of our population, is not a class of conservation. The fast and furious age in which we live keeps us on high speed all the time, and this condition of living does not beget habits of carefulness.

Our people do not seem to realize that it is much easier to preserve that which we have than it is to create or recreate that which we spend or lose; and particularly is this true of

the great destruction and loss of our accumulations by fire.

It is surprising how many people are still of the opinion that a loss "fully covered by insurance" is no loss at all; that such a condition is an even break. The property owner is looked upon as a man of wisdom and prudence who thus guards against what would otherwise be a personal calamity; never seeming to realize that insurance money is simply and solely a contribution, made by the respective members of an organization, to replace that which is nearly always a preventable loss. It, therefore, must follow as the night the day, that the more losses, the more contributions; the more dancing, the more pay for the fiddler.

Bankruptcy Court Fat Picking For Lawyers.

Arthur Black sends the Tradesman the result of his administration in the bankruptcy court of the Church Chemical Co., which is about as wretched a showing as can well be imagined.

The company owed \$93,044.33, and the receiver succeeded in realizing on the estate \$6,044.33, which is about 6½ per cent. When this measly amount is distributed the cloven hoof of the present bankruptcy system of the United States is revealed in all of its hideousness. The exact figures are as follows:

Wages, taxes and liens	-----	\$1,001.80
Dividends to creditors	-----	2,131.59
Fees to officials	-----	203.94
Lawyer for bankrupt	-----	300.00
Lawyer for creditors	-----	100.00
Lawyer for trustee; receiver	-----	1,000.00
Expenses of administration	-----	1,307.00

Reduced to percentages these figures are as follows:

Wages, taxes and liens	-----	16
Dividends to creditors	-----	35
Lawyer for bankrupt	-----	3
Fees to officials	-----	5
Lawyer for creditors	-----	2
Lawyer for trustee and receiver	-----	17
Expenses of administration	-----	22

In other words, while the creditors have to be content with 35 per cent.—which amounts to 6½ per cent. of their

total claims—the lawyers and court officials (who have to be lawyers), absorb 49 per cent.

In no way is the utter imbecility of the bankruptcy law more strikingly illustrated than in this citation. Created by lawyers in Congress to cater to

the lawyers who wax fat on the spoils of the bankruptcy court, it is no wonder many creditors never take the trouble to even file a claim when a debtor seeks relief from his indebtedness in the bankruptcy court.

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sort to the bankruptcy court and charge enormous fees all the way along, ending up by gobbling the lion's share of the proceeds. A better name for the bankruptcy court would be Lawyers' Plunder Tribunal.

Community Mausoleum Sanitation.

In this issue is presented a subject which may be seemingly unpleasant to some but which, nevertheless, is of considerable importance and interest. Therefore, it is worthy of attention irrespective of its character. We refer to the matter of condition and sanitation in respect of cemeteries in general, by comparison to the modern community mausoleum system.

We wish our readers to distinctly understand that we are in no sense decrying the modern cemetery methods which, until recent years, was known and considered the better manner of burial. However, an improved system has been provided in many large and small centers all over the country, including quite a number of Michigan cities. Reference is made to the community mausoleum plan, which is sweeping the United States, the more civilized portions of the Old World, and is being presented to the citizens of Grand Rapids for the first time under the name of "Graceland Memorial Park and Mausoleum." It is a "plan" that essentially appeals to the educated, intelligent and refined.

In the past, many things have been said relative to the sanitary conditions surrounding cemeteries and cemetery interment. Many authorities have submitted learned discourses upon this subject. In the main the context of their articles was usually correct.

They have called our attention to these facts incident to ground burial: The mortal remains of loved ones consigned to the earth or subject to many undesirable and dreadful conditions. Primarily, the flesh rots. It becomes infested with vermin. Irrespective of the soundness of the casket or vault in which it may be placed, ground animals and creatures eventually reach the flesh enclosed therein, for the enclosures do not last forever.

Moreover, any excess of water, or floods, work havoc in and about the grave. This carries poison into adjacent localities, thereby threatening the health and welfare of those residing near by. Often, undesirable and dangerous odors emanate from cemeteries.

It is an accepted, scientific fact that the human body is about 85 per cent. water. Therefore, what else can we expect when the remains are buried in the ground? Is it not true, on the face of it, that the ground burial system is not only becoming undesirable but obsolete?

The modern, community mausoleum is a well constructed, heated building.

It is built to last forever, and the temperature therein is maintained at an even rate of about seventy degrees.

After the conclusion of the services, in the beautiful mausoleum chapel, the casket, which is resting upon a rubber tired carriage, is carefully and tenderly rolled down the corridor until it arrives at the proper compartment. It is then placed therein and the crypt is sealed. It is there for all time.

The heated walls gradually absorb the moisture, the body dries up and literally "returns to dust," as was intended, after many years. No vermin nor other undesirable thing can reach it or violate it. By reason of this system, the mortal remains, and also the casket, keep intact for a very long time. There is no odor emanating therefrom. It is impossible.

Therefore, those utilizing community mausoleum space, not only possess a wonderful and beautiful "memorial," but also preserve the sentimental thoughts of those who have "passed on" and are assured perfect sanitary conditions.

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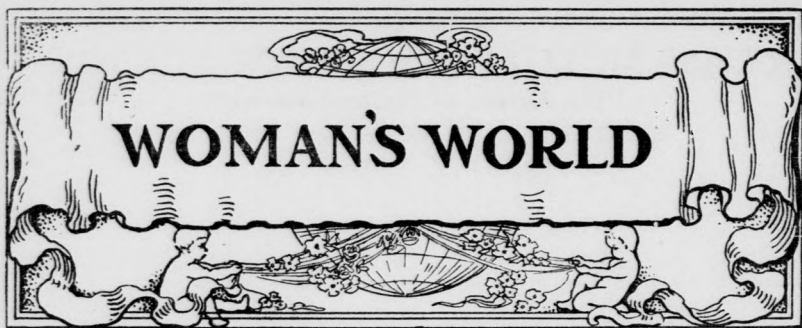
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Little White-Faced Boy in an Egyptian Shop.

Written for the Tradesman.

A little boy was working on a big brass platter, carving on it one of those intricate Oriental designs that look as if the most skillful workmen had spent months upon it. His nose was very close to it. After a long time he became aware that I was watching him, and for a flash looked up at me; then instantly was back at the exacting work.

In that momentary raising of his face I saw that it was the face of an old man; his eyes looked blood-shot and very tired; his complexion was waxy-white, there was nothing in his face that you would call expression; no light of recognition or interest, no curiosity as to who I might be; not even hostility. It might have been the face of a fish.

"How old is he?" I asked the man who was conducting me. He shot a quick question at the boy, in a language that I did not understand. The boy answered dully, without looking up.

"He does not know," the man said. "I think he is about twelve years. He has been working here for three years."

"How many hours does he work here every day?"

"From seven to twelve, and from one to five."

"What does he get for it?"

"Two piastres a day." Two piastres now is somewhat less than ten cents.)

"Has he ever been to school?"

"Oh, no, sir. He cannot read; he cannot write his name. I suppose he never will." Then he pointed to some other boys, and said:

"That boy is only nine; that other one is ten. They get nothing for their work; they are learning the trade."

This was in Cairo Egypt, and not many weeks ago. Out in the store in the bazaar, where they sold the things that were made in this shop at the back, American and European women were squabbling over the prices, or rejoicing that they were so cheap. Some of the work was quite wonderful but when I saw it again afterward I had to see it through the vision of a little white face, with weary eyes and the expression of a fish.

And my mind went back to a report I saw last year from the United States Children's Bureau, and a phrase I remembered in that report, which had to do with "The Working Children of Boston."

"They have not received an education of the sort to make them adaptable to changing industrial conditions or to give them an understanding of

the duties of citizenship. They are subjected also to positive damage, from labor unadapted to their needs and capacities, and from unsuitable associations and environments."

And I remembered, too, how commonly I had heard in America the same excuse that was given me by the owner of this Egyptian shop:

"This child must work in order to help support his family. It is a necessity. He cannot spare the time to go to school."

But he told me, too, that the children who worked on this very fine designing almost always lost their sight, or at least seriously damaged their eyes, very early in life. So that whatever this boy might earn now, he was impairing his earning capacity for the future. And, what is quite as important and ominous, he was growing up without the slightest education or chance of any, during a period when something like self-government is coming to this country. Nothing in his life to fit him for citizenship.

He was missing, too, the things that would increase his earning power. On that subject the Boston report left no room for doubt.

The Children's Bureau report about the working children of the communities making up Greater Boston made it very clear that school work bears a direct relation to earning power, exercising a favorable influence upon even their first earnings and showing clearly that education accelerates perceptibly the rate at which the earning power increases with age.

Going about as I have been doing among the children, first of Italy and later of various places in Egypt, I have been much impressed by the eagerness in their faces, by their responsiveness to every approach once their friendly confidence is gained. They look and act very much like the children I have seen in scores of cities on America. I chanced to come upon a kindergarten in one of the narrow back streets of Brindisi, in Italy, and found a circle of little folks behaving in all respects like those I find in the kindergartens at home.

So, when I hear people talk about "backward races" and the hopelessness of democracy among folk like the people of Egypt, there come to me now on one hand visions of the alert-faced children whom I have been seeing and on the other the memory of the white-faced child working on the brass platter in the bazaar of Cairo who earns 10 cents a day and never will know how to write his name.

Prudence Bradish.

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Granulated, Tablet, Powdered, Confectioners, Brown; Golden Syrup; Cinnamon and Sugar; Sugar-Honey; Molasses

Of Course It's A Hot Dish

Many of your customers are in the habit of regarding our food as a "Summer cereal." You can help us teach them how to serve it hot. As a matter of fact

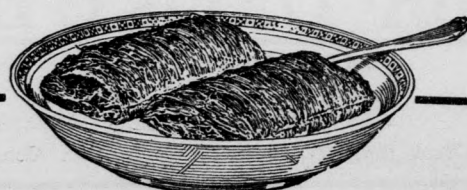
Shredded Wheat

is an all-the-year-round food, just as nourishing and palatable in Winter as in Summer. To make a hot dish for a cold day, heat the Biscuits in the oven and then pour hot milk over them, adding a little cream and a little salt. Better than porridges because you have to chew it.

Shredded Wheat is made in Biscuit form and therefore requires careful handling. Broken biscuits do not please the housewife. Handle Shredded Wheat carefully, and keep in a dry, clean place. This makes satisfied customers for you and saves us a lot of trouble.

MADE ONLY BY

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



Late News From Michigan Factories.

Detroit—The Triplex Plating & Manufacturing Co. has filed a dissolution of incorporation.

Grand Rapids—The Neher-Bates Manufacturing Co. has changed its name to the Neher-Murner Co.

Lansing—The Hager Lumber Co. has increased its capital stock from \$40,000 to \$150,000.

Grand Rapids—Stiles Bros. Co., Buckley street, has increased its capital stock from \$100,000 to \$325,000.

Detroit—The Standard Motor Parts Co., 1715 Hastings street, has increased its capital stock from \$300,000 to \$400,000.

Greenville—The Eureka Lumber Co. has been incorporated with an authorized capital stock of \$38,000, all of which has been subscribed and paid in in cash.

Muskegon—The Fitz John-Erwin Manufacturing Co. has changed its name to the Fitz Manufacturing Co. and increased its capital stock from \$100,000 to \$300,000.

Detroit—The Republic Machine Tool Co., 1600 East Larned street, has been incorporated for \$25,000. William H. Lonsky and William M. Reynolds are behind it.

Detroit—Cecil R. McLaughlin and others have organized the Still Refrigerator Co., 1425 Rivard avenue, with a capital stock of \$170,000, to make refrigerators.

Detroit—The Gasket Cutting Co., 1040 14th street, has been incorporated with an authorized capital stock of \$10,000, \$5,000 of which has been subscribed and paid in in cash.

Detroit—The Dennison Manufacturing Co. and the Port Huron Chamber of Commerce own the stock of the newly-organized Dunn Sulphite Paper Co., 151 West Congress street.

Detroit—The Universal Battery Corporation, 715 Majestic building, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Intra Steel Products Co., 2434 Bellevue street, has been incorporated to manufacture and deal in auto parts, products, etc., with an authorized capital stock of \$75,000, \$1,000 of which has been subscribed and paid in in cash.

Muskegon—The Super Heat Oil Furner Co., 412 Union National Bank building, has been incorporated with an authorized capital stock of \$75,000, of which amount \$40,000 has been subscribed, \$5,000 paid in in cash and \$21,445 in property.

Grand Haven—The Bolling Manufacturing Co. has merged its business into a stock company under the same style with an authorized capital stock of \$35,000 common and \$15,000 preferred, \$10,000 of which has been subscribed and paid in in property.

Grand Haven—The Michael-George Co., 1510 Washington street, has been incorporated to manufacture and sell fountain pens, and deal in pencils, pens, inks, etc., with an authorized capital stock of \$50,000 common and \$15,000 preferred, of which amount \$56,800 has been subscribed and \$5,680 paid in in cash.

Detroit—The Republic Machine & Tool Co., 1600 Euclid avenue, East, has merged its business into a stock company under the same style with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in, \$5,938.38 in cash and \$9,061.62 in property.

Allegan—The Jewett Radio & Phonograph Co. has 99 men on its payroll and will work twelve hours a day until March 1, and if orders keep pouring in the company will operate indefinitely on that schedule. O. W. Schauz, manager, states that had not the recent storm delayed the receipt of a carload of lumber he would have run the plant fourteen hours per day.

News of Michigan Merchants.

Detroit—William J. Maloney sold his grocery stock at 4310 Belvedere avenue to Sam Pollock on Jan. 29.

Detroit—Matilda Turner is the new owner of the grocery of Patrick Sullivan, 2203 Campbell avenue.

Detroit—W. A. Chatellon is taking over the tailoring business of Sam Goldberg, 38 Charlotte street.

Detroit—Geo. E. Sullivan purchased the meat market at 4444 Joy road from Anna Akopian.

Detroit—Leo Wanici purchased Walter Renick's grocery, 9442 Van Dyke avenue Jan. 30.

Detroit—John Mangan, operator of the cigar stand in the Free Press building, died Feb. 4.

Detroit—The Star Grocery and Meat Market, 907 East Congress street, has been sold to A. Thanopoulos and William Maurodis. John Constantinides sold it on Jan. 28.

Detroit—The Ferry Pharmacy, 5501 Hamilton avenue, has been sold to Richard Friedrich. The transfer took place Jan. 27. The business was formerly conducted by Anthony Roshek.

Detroit—Oscar Laughlin sold his grocery stock at 1737 West Grand boulevard to Mike Hollow Jan. 30.

Detroit—Lewis Asher has taken his brother, Norman, into business with him. The firm is known as the Asher market, groceries and meats, 8858 Grand River avenue.

Detroit—Willros A. Dalpe, furrier, 5752 Grand River avenue, filed a petition in bankruptcy recently. The liabilities are \$3,760 and the assets \$1,233.

Detroit—A. M. Patrick, who recently moved his meat market to 5209 Maybury Grand avenue from the 6 Mile road and Greeley, has sold the business to P. A. Horton and W. D. Clark, who will operate as Horton & Clark.

Detroit—Joseph Weil, produce dealer with the firm of Becker-Weil Co., died at his home Jan. 29.

Port Austin—G. Russell Cartwright, who sold the Pointe of Pines hotel four years ago and engaged in general trade at Saginaw as the Cartwright-Murray Co., has purchased the hotel again and will conduct it, giving it his personal attention although he will still retain his interest in the Saginaw store.

Lansing—May Bros. 236 South Washington street, have merged their clothing, men's furnishings, hats, etc., business into a stock company under

the same style with an authorized capital stock of \$45,000 common and \$5,000 preferred of which amount \$30,050 has been subscribed and paid in, \$5,643.19 in cash and \$24,406.81 in property.

Detroit—Duncan & Smith, Inc., 451 West Larned street, has been incorporated to import and export office furniture, fixtures, supplies, etc., with an authorized capital stock of \$25,000, of which amount \$10,000 has been subscribed and paid in, \$1,900 in cash and \$8,100 in property.

Men's Jewelry Styles Change.

One of the things that recent changes in men's jewelry styles have done has been to bring back to vogue the round pearl fastening for use with both formal and dinner clothes. With the dress shirt of the one button type the stud used is a large pearl in either a white or smoked effect. With two and three button shirts smaller white pearls are worn. The indestructible variety is the favorite in both the large and small studs. In settings of 14 karat gold large white or smoked pearls may be had at retail here at \$7.50 to \$10.50, while sets of three white pearls in similar settings retail at \$7.50 to \$9.50. For wear with dinner clothes only there is a growing vogue for colored stone jewelry. Some sets of these, consisting of studs, cuff links and waistcoat buttons, retail at \$100 or more, while others retail at prices ranging upwards of \$50.

A man can be successful and happy if he has something to do, something to love and something to hope for.

Solid Color Shirts Lead.

Efforts to push men's fancy patterned shirts continue, and some success is reported by manufacturers here. It seems to be the opinion of retailers, however, that the solid color shirt will again dominate, as has been the case now for several seasons past. The broadcloth shirt is still favored, although stocks in both wholesale and retail channels are credited with being rather large. Silk stripe madras shirts have figured to a considerable extent in retailers' sales. Silk shirts are being offered at what are considered attractive prices, with the demand described as not very active. Collar-attached models are expected to be big numbers in later buying.

A Doll With Many Heads.

Among the doll novelties shown at the Toy Fair at New York last week was one that may be changed into nine different types. This is accomplished through one "character" head being substituted for another by means of a screw on-and-off arrangement. The doll is equipped with a "mama" voice and the body is cotton stuffed. The heads come in sets of three to nine, with corresponding costumes. The interchangeable feature, according to the manufacturers, takes full advantage of "the creative instinct of the normal child." The sets are priced to retail at from \$5.50 up.

Cheap help in a store does to a business what cheap mechanics in a garage will do to your automobile. Efficient salespeople save money and do more business.

Buckeye Mutual Health Association

COLUMBUS, OHIO

Health and Accident Insurance at Actual Cost for Business and Professional Men and Women

A Mutual Co-operative Association, operated along the same economical lines as followed by the various Associations which have furnished accident insurance to the traveling men at a low cost for many years.

Complete Protection at Lowest Cost

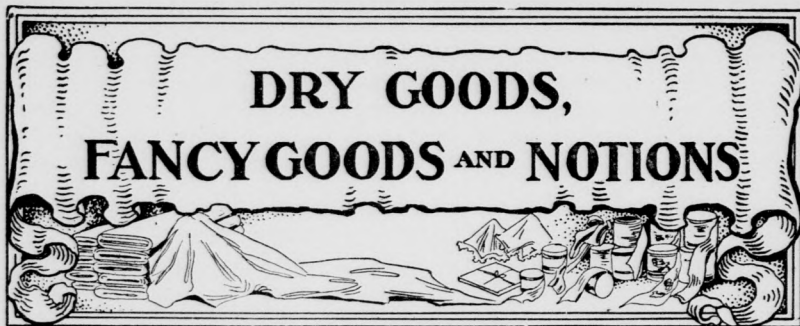
For full information, address

MANLY J. HEMMENS
SECRETARY

Post Office Box 104

COLUMBUS, OHIO

Mention Michigan Tradesman



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

Demand For Clothing.

Are men really spending less money for clothing, as some dealers maintain, or is the present situation in the clothing business a result of overproduction, as is sometimes suggested? Demand for clothing during the past season has been unsatisfactory, and the unseasonably mild winter has undoubtedly been a factor. Last spring business in men's clothing was also disappointing, and again the blame was placed on the weather. At that time it was stated that the slack buying of spring clothing would result in increased business in heavyweight lines the following fall. This prediction has not been fulfilled, but the special sales during the past month have met with a good response.

What is true of men's clothing is also true in the case of shirts. Large quantities are being offered by retailers at prices below present cost of replacement. Stocks are reported to be moderately heavy, and forward buying is conservative. In spite of the higher cost of raw material prices are holding fairly even with those of a year ago.

Data compiled by the Federal Reserve Bank of New York show that wholesale business in men's clothing, measured in dollar values, was 23 per cent. greater in the New York Reserve District in 1923 than in 1922. On the other hand, sales during December were 10 per cent. less than for the corresponding month a year ago. This would seem to substantiate the conclusion that seasonal influences have been an important factor and also to overthrow the assumption that really less clothing is being sold than formerly.

With purchasing power increasing as it has been for more than a year, we should expect the consumption of luxuries to increase faster than that of necessities. As men's clothing is more of a staple article than women's, sales of the latter should increase the faster as general purchasing power of consumers increases. Trade data seem to bear out this conclusion.

Artificial Silk Prices.

Substantial reductions in the price of artificial silk yarns proved a big surprise to producers who are using this material. Manufacturers who have large stocks of yarn obtained at higher prices have been not a little disturbed, fearing that they may have to reprice

their finished goods on the basis of present costs of replacement. This feeling is reported to be especially noticeable in the knit goods trade, and a movement is said to be on foot to obtain some sort of guarantee hereafter against price reductions. One thing which had made the use of artificial silk attractive heretofore was the steadiness in the price of the yarn. Manufacturers of artificial silk give increasing foreign competition as the chief reason for lowering their prices. With the recent decline in the foreign exchanges, the importation of artificial silk has been encouraged, and the foreign material was underselling the domestic at previous quotations.

Still Hold Off on Underwear.

If the recent declines in cotton have done nothing else, they have apparently added to the determination of jobbing buyers of knitted underwear to hold off for lower prices on Fall lines. The manufacturers do not see their way clear to accommodate them in this respect, however, with the result that practically nothing is being done in the medium and higher priced lines. So far this week, in fact, business for the new season has been almost entirely lacking in all grades of this merchandise. More enquiry is reported on Spring underwear, but not a great deal of it has crystallized into business. While far from certain of getting lower prices on lightweight goods by holding off, buyers were said to be showing a general unwillingness to "come across" with orders.

Sales For Art Needlework.

At least 60 per cent. of the stamped pieces purchased recently by women in retail stores were not finished because the designs were difficult, complicated and tedious to embroider and instruction charts were lacking. This is stated in a bulletin issued by a leading wholesaler of these goods who, through his publication is endeavoring to point out the possibilities of the retail art-needlework department. The remedy, it is pointed out lies in providing easy made stitches, such as the "lazy daisy," cross stitch. French knot and "lazy circle." Perhaps more important is the furnishing of instruction charts with each piece, so that women without the required creative instinct or color sense may be guided correctly.

The Low Prices of Serges.

The goods trade is more inclined than ever to the belief that the largest factor in the industry was able to name such low prices on serges because they were in stock rather than to be made up. It is pointed out that

serges have been in such small demand for months that a considerable surplus could very easily result. In one opinion advanced yesterday, it was suggested that the company will book as much in orders for the serges as it has on hand, provided buyers respond to that extent, and later advance prices on these goods. The pricing of the goods so low, in any event, was compared to "giving away what is not wanted" and getting a price on the wanted fabrics.

Buying of Men's Neckwear.

Some increase in the buying of men's neckwear by retailers has been reported recently by manufacturers, but generally the stores are covering rather slowly. A reason given for this is that retailers feel they have plenty of time yet to fill their requirements, because Easter comes late. Silk and wool ties are still leaders as far as volume goes. In cut silks the mogadors are receiving attention and are looked upon to sell well. Retailers are already beginning to feature the bow tie, particularly the butterfly wing style. A big season for bow ties is anticipated. Spring neckwear week will be held from April 12 to 19.

Small Hats Still the Rule.

Small hats continue to have everything their own way in the local millinery trade, even the blocked leg-horn types being smaller than is usually the case. Because of the richness of the trimmings used this season, there is a more general use of blocked shapes than has been seen for some

time. Mushroom models are also designed along small lines, and the newer ones in many instances may be distinguished by their edges. No matter how much they swerve out in rim line and dip they have a slight curl or roll to the edge. This may either be in the nature of an applied flange or blocked out of the shape itself.

The more you worry about your work, the more need there will be for your worrying and the more you will worry.



FIRST SHOWING FOR 1924

January 28th to February 23rd

Criterion Trimmed Hats
Wolverene Tailored Hats

And an unusual and Complete Assortment of Shapes, Trimmings and Novelties.

Also Popular Priced Trimmed Hats

*Your inspection of our line
will be greatly appreciated.*

Yours truly,

Corl-Knott Company
GRAND RAPIDS, MICH.

Have You Seen Our New Lines?

OUR GAIN in sales in January was 60% over last January. We mention this, not to brag, but to prove to you that merchants in this territory are coming to us for their needs in Dry Goods.

This is because they realize that we have an ideally balanced stock of good merchandise in all departments. We buy and sell ONLY QUALITY MERCHANDISE. It is the only kind on which to build a permanent sound business. If you get your merchandise from us, you will find that your trade will remember the quality long after the price is forgotten.

With such a wonderful increase in sales our expenses are proportionately lower enabling us to make as low or lower prices as any.

Our efforts to give prompt reliable shipping service have been the source of many compliments, all of which makes us even more anxious to have better stocks, lower prices, and prompt shipments.

Announcement

Our aim is COURTEOUS, FRIENDLY SERVICE. Bring your problems to us. No charge for helping in any way possible.

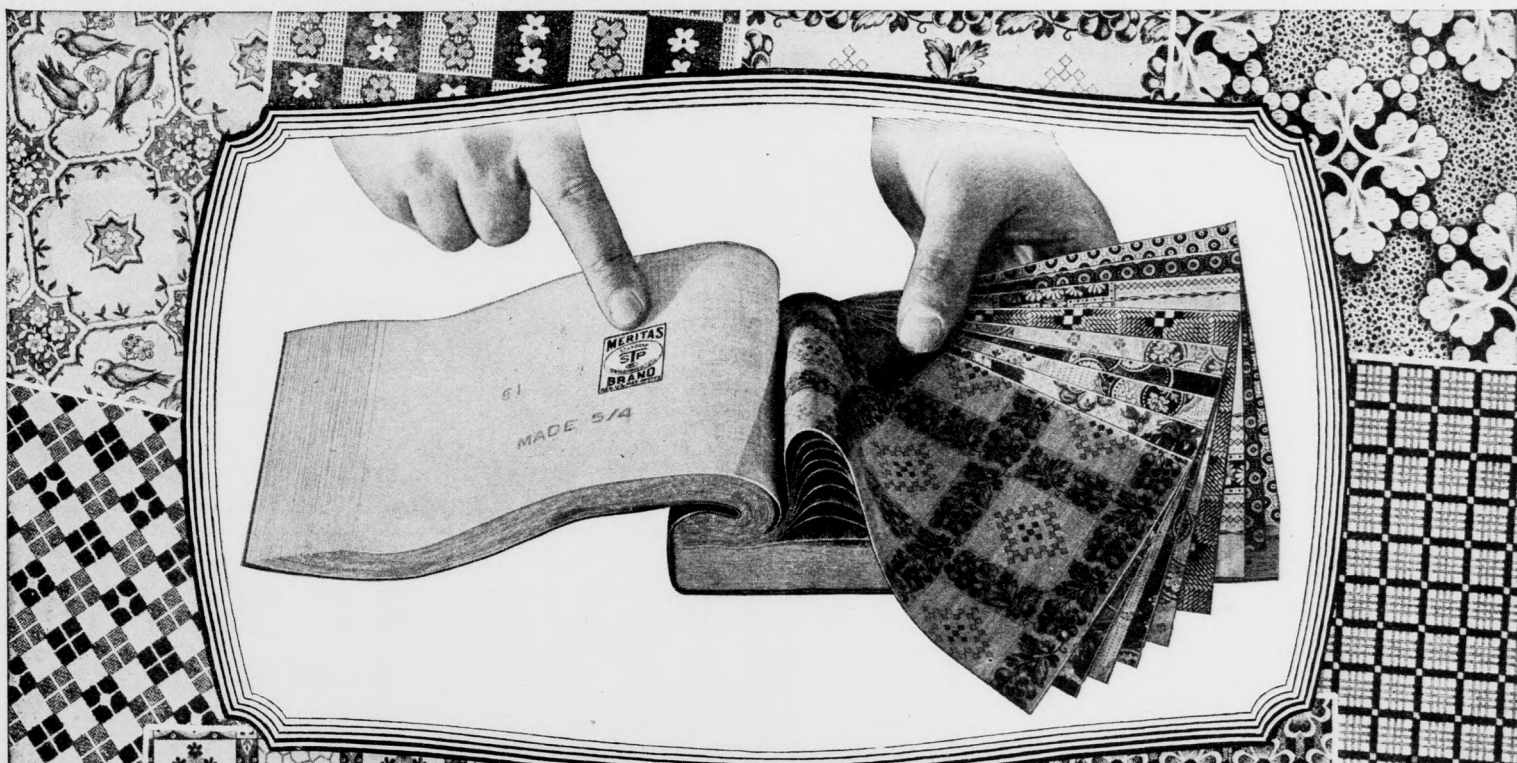
To make your visit more pleasant and profitable, we take pleasure in announcing the appointment of Mr. Fred Bernreuther, who has been with this House for 24 years, to the position of welcoming the trade, and seeing that your every want is properly taken care of.

Mr. Bernreuther's desk is at the front door. Ask him for whatever you want.

Yours for Courteous, Friendly Service

GRAND RAPIDS DRY GOODS CO.

EARNED CONFIDENCE SPELLS SUCCESS



MERITAS

TABLE OIL CLOTH

A Trademark that Brings a Sure Profit Every Business Day of the Year

Six days a week—three hundred days a year, merchants are engaged in the business of buying and selling—for profit. It is not the quantity of goods they buy, but the kind of merchandise they select, that determines their success.

Customers associate trade marked merchandise with the store selling it. They buy Meritas trade marked table oil cloth regularly. They are pretty fickle about unbranded goods.

Women do not have to be sold on trade marked

Meritas Table Oil Cloth. They know the splendid qualities of wear and service, the sturdy, wear-resisting cotton fabric back and the surface that does not crack or peel. They like the original and attractive patterns, a year ahead of other brands.

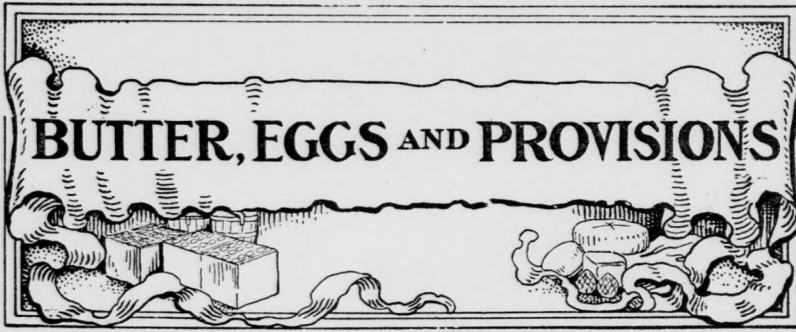
Merchants carrying Meritas Table Oil Cloth know the value of its rapid turnover and sure profit. The time of their salespeople is used effectively. A Meritas sale requires only long enough for selecting and wrapping the goods.

See your wholesaler—We'll move the goods.

THE STANDARD TEXTILE PRODUCTS CO.

320 BROADWAY, NEW YORK





EARLY DAIRYING DAYS.

Conditions Among Michigan Dairymen Forty Years Ago.

It gave the editor of the Tradesman great pleasure to be invited to be the guest of honor at the fortieth annual meeting of the Michigan Allied Dairy Association at Kalamazoo this week, on the ground that he was the father of the organization, having issued the call for the meeting which resulted in the formation of the association in 1885. Untoward circumstances in the form of a heavy cold precluded the acceptance of the invitation. The following talk had been prepared for the occasion:

Being a father is frequently a dangerous relation to sustain. Parentage involves responsibilities of a high order. There must be some justification for bringing a new organization into existence. In the years of its youth it must be nurtured with great care, to the end that it may become so well grounded that it can part company with its founder and continue on a career of usefulness.

The Michigan Dairymen's Association did not owe its existence to the itching palm of an originator or to a desire to create a high salaried position which would enable the Secretary to glide along through life on beds of ease. On the contrary, for many years it was a case of mastering the art of handling a deficiency instead of a surplus; of studying how to make every dollar do the work of several dollars. This was usually accomplished by inducing every one connected with the organization to work for nothing and board himself; in other words, prepare papers, reports and addresses on his own time, pay his own expenses to meetings and conventions, dig down deep for a few dollars to meet the pressing necessities of the organization and be content, by way of recompense, with the applause of his own soul.

Those of you who have been through the mill fully realize the trials and tribulations of getting a new organization going in a new field and starting it on a long career of energy and usefulness. I never had any misgivings over our work in those early days and the subsequent history of the association has given me great pleasure and satisfaction, because I fully realize that much of the progress made by the dairy industry during the past forty years may be attributed to the inspiring leadership of the Michigan Dairymen's Association and its legitimate successor.

From 1875 to 1885 a considerable number of cheese factories were established in the so-called Holland colony. The logical outlet for the product of these factories was Grand Rapids and there the factorymen got in the habit of meeting every Monday to establish uniform prices for the current week, to compare notes on available stocks and to conduct community buying of salt, rennet extract, color, etc. Because of the sympathetic interest the Michigan Tradesman had always taken in the dairy industry, these meetings were held at

the Tradesman office and in time the Tradesman came to be regarded as the headquarters for the cheese industry of Western Michigan.

About this time Davis & Rankin and other piratical creamery supply houses undertook the exploitation of so-called scheme creameries on an extensive scale in various parts of the country. Michigan appeared to be a fruitful field for this class of sharks and although I repeatedly warned the merchants against encouraging the operations of these crooks, I had no way of reaching the farmer who was too easily influenced by the specious inducements of these plausible promoters, who promised to double the price of the farmers' milk and pay him handsome profits on his investment in the creamery besides. In order to circumvent these rogues and assist in putting the dairy business of Michigan on a substantial basis by getting the factory dairymen in close touch with each other through the interchange of ideas and information regarding the dairy business, thus enabling all to benefit by the discoveries of each other, I started a monthly magazine entitled the Michigan Dairymen and issued a call for dairymen in all branches of the business to meet at Grand Rapids Feb. 25 and 26, 1885. Thirty representatives of the butter and cheese industry responded to the call and others sent word that they would gladly join in the movement at the earliest opportunity. As a matter of fact, eight joined the first meeting and twenty-nine at the second meeting. One death occurred in the meantime, so that at the close of the second meeting we had a total membership of sixty-six. This number had increased to 122 by the close of the third meeting.

It was not necessary in those days to exact very large bonds from the Secretary and Treasurer. At the conclusion of the second convention, the financial report was as follows:

Receipts from dues ----\$87.00
Expenses ----- 83.45

Balance on hand ----- \$ 3.55

At the end of the second year the receipts amounted to \$88.80 and the expenditures amounted to \$105.35, leaving a deficit of \$16.55.

I acted as Secretary at eight annual meetings; Mr. S. J. Wilson, eighteen; Mr. Powers, two; Mr. Bechtel, one; Mr. Brownell, one. This covers the first thirty years of the life of the Association.

The first eight meetings of the organizations were held as follows:

Grand Rapids	1885
Kalamazoo	1886
Flint	1887
Adrian	1888
Jackson	1889
Allegan	1890
Lansing	1891
St. John	1892

The twentieth annual meeting was held in Grand Rapids, when I had the great pleasure of entertaining the members and their guests at a banquet at one of the hotels.

The organization started out with high ambitions and steadfast aims and soon took rank with the leading organizations of the kind in the country. The scheme creamery chaps found their operations largely curtailed as the result of the educational activity

IT'S TRUE SWIFT CIGARS

Nothing Fancy But the Tobacco

Distributed by

LEWELLYN & CO.
WHOLESALE GROCERS

GRAND RAPIDS

MICHIGAN

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

We are making a special offer on
Agricultural Hydrated Lime
in less than car lots
A. B. KNOWLSON CO.
Grand Rapids Michigan

Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

"I Want a sack of Flour"

Few woman go into store and say: I want a cake of soap, a can of soup, some pork and beans, a bottle of catsup, a package of cereal food, without having definitely in mind the brand they want.

Yet thousands of women daily go into stores and say "I want a sack of flour", and accept any brand that is offered.

Why not tell the consumer to ask for FANCHON and RED STAR Flour.

JUDSON GROCER COMPANY
DISTRIBUTORS

GRAND RAPIDS,

MICHIGAN

of the organization. Separate sessions were devoted to cheese making, creamery butter making and dairy farming. Noted authorities from other states and Canada were brought into the State to address our conventions and gatherings of dairymen at more remote points. Our presiding officers were selected with great care and no mistakes were made along that line. The man who did more for the organization than any other during the first quarter of a century of its existence was the late Samuel J. Wilson, of Flint, who bore the brunt of the battle as Secretary for eighteen consecutive years, drawing scarcely enough in salary in the meantime to keep him in carfare. His long and faithful service to the Association can be accounted for solely on the ground that he was so devoted to his work and so anxious to see the association fulfill its mission that he was willing to make any sacrifice to assist in the prosperity of the organization.

Dr. Victor C. Vaughan attended the first meeting in Grand Rapids and seldom missed a meeting for the next dozen years. He was then diligently investigating the active principle of milk poisoning, which he finally identified and designated as tyrotoxican. He received a gold prize (I think \$5,000) from the German government for perfecting this discovery.

Erastus N. Bates, of Moline, and Geo. B. Horton, of Fruitridge, were among those who rendered the organization yeoman service in the early days.

Among the most steadfast supporters of the association in the '80s were E. L. Lockwood and wife, who conducted a farm dairy at Petersburg, marketing their product in Toledo. They were both past the 60 year limit when they came to us, but they had all the energy of youth and gave us chapters from their personal experience as butter makers which were instructive and suggestive to a high degree.

Clinton D. Smith, Professor of Agriculture at the M. A. C., never missed a meeting in the early days of the organization. His advice was always practical and timely.

To F. A. Wilson, of Harrison, we owe the privilege of having our proceedings printed by the State. This was a great help when members were few and funds at a low ebb.

I refrain from further personal mention because it would be manifestly unfair to all the pioneers who did well their part and performed unselfish service in bettering the conditions of the dairy farmer, improving and standardizing the products of both farm and factory dairy and in bringing about the era of prosperity which (I trust) now characterizes the dairy industry.

You requested me to discuss the subject Then and Now. You will note that I have confined my remarks altogether to the early days, because I am more familiar with that period than the present. I have watched the career of your organization with jealous and zealous interest because of the small part I took in undertaking to get the association so well grounded that it would withstand the shocks of time and the changes for the better which have continually taken place in the dairy industry. It has been a source of great pleasure and satisfaction to me to note the remarkable manner in which those who came after me have carried on the work of the association to a high degree of service and usefulness.

The man who wants to get on in the world will do well to move on and leave the boss who thinks the old ways are good enough for his store.

The man who always puts his best foot forward isn't likely to step on anyone else's toes.

May Cut Immigration One-half.

The new immigration bill reported by the House Immigration Committee does more than maintain the present restrictions on immigration. It will cut down the number admissible by approximately one-half. This is done by basing the quota on the census of 1890 instead of 1910 as at present and by fixing the quota at 2 per cent. instead of 3 as under the present law. Use of the census of 1890 will not only reduce the number of admissibles, but will also radically affect the character of the immigration to the United States.

Prior to 1890 the bulk of the immigration to this country was from Northern and Western Europe. This is now commonly referred to as the "old immigration" to distinguish it from the "new immigration" beginning about 1890 and consisting largely of arrivals from Southern and Eastern Europe. If the new measure should become a law the total number of immigrants per year will be reduced from 357,000 to about 170,000. Two-thirds of the immigrants will come from the British Islands, Germany, Scandinavia and France. Great Britain and the Irish Free State would furnish 37 per cent. of the immigrants under the new arrangement, Germany 29 per cent., Poland about 5 per cent., and Italy only 2.4 per cent.

The change in the composition of the immigrants would be as drastic as the reduction in the total number. Whenever opinion one may entertain of this new policy the bill carries one improvement over the present method of control, in that it practically provides for selection at the port of embarkation, thus doing away with the deportation problem.

Educating the Consumer.

Education of the consumer has long been recognized as one of the effective remedies for trade abuses, though this method has its limitations. It is a slow process, and many consumers simply cannot or will not be educated. Moreover, there are many instances in which the education required for the consumer's protection is so highly technical that only a few experts can attain to it, and he must look to the State for expert protection. Yet there are many fields in which a wider education of the consumer in such a way as to enable him to obtain a greater value for his money is fully practicable. As an illustration of this may be cited, the plan of the University of Minnesota to formulate definite buying standards to guide the public in selecting clothing to the best advantage with regard to economy, fit and style. This is one of the programs adopted by State universities to "carry the University to the people." The movement has the co-operation of textile experts and merchants who realize that business prospers best when the buyers purchase most wisely.

It's your relations who think well of you when you settle down and your creditors when you settle up.

Fool a customer once and he may come back to get even, but he will not come back to be fooled again.

millions

of women read the convincing story of purity and richness constantly emphasized in the big national advertising campaign on



Carnation Milk Products Co.
233 Carnation Bldg.
Oconomowoc, Wis.

Henry Smith Floral Co., Inc.

52 Monroe Ave.
GRAND RAPIDS, MICHIGAN
PHONES: Citizens 65173 Bell Main 173

Fiegle's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design



YELLOW KID BANANAS

In season all the year round

DELICIOUS
WHOLESOME
NUTRITIOUS

We devote careful, expert attention to properly packing our bananas

THE VINKEMULDER COMPANY
GRAND RAPIDS, MICHIGAN

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

Western Michigan's Largest Feed
Distributors.

NUCOA

"The Wholesome Bread for Bread"

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I. VAN WESTENBRUGGE
DISTRIBUTOR
Grand Rapids Muskegon

GAINING IN STRENGTH.

Annual Address of President Ross To Hardware Dealers.

The time has now arrived for your President to give an account of his stewardship and to prove whether he has wisely invested the talent given him for this purpose or whether he has buried it.

It is with a great sense of humility, mingled with some small amount of satisfaction, that your President prepared this report. Humble because of the knowledge of his own limitations, as compared to the vastness and extent of the work and activities of our splendid association, and satisfaction in being able to report to you some progress and growth during the past twelve months, with the fact that the Michigan Retail Hardware Association still retains her position as leader among the associations of the Nation.

Notwithstanding the fact that in many counties every eligible hardware dealer has been a member of our Association for years and the State as a whole has been thoroughly canvassed repeatedly, yet through the combined efforts of our efficient Field Secretary, the insurance solicitors, traveling men and officers of the Association, we have been able to add to our membership during the past year fifty-eight new members, giving us a total membership to date of 1684, as compared with 1626 of one year ago.

On Jan. 4 our Association offices in Marine City were completely destroyed by fire. Of all the records, charts, reports and statistics compiled since the origin of our Association only those which were in the safe when it dropped from the second floor to the basement were saved. These were thoroughly water soaked, the safe having been submerged in water for some time before being recovered.

Most of the records were compiled by our present efficient Secretary, Mr. Scott, during the twenty-three years of his incumbency and were of inestimable value to us. They represented the result of many arduous hours of toil and I can assure you that our faithful Secretary suffered as much through this loss as though it had been a personal one. Our furniture and fixtures were, of course, insured but when you attempt to replace equipment purchased years ago at present day prices, you will realize the value of keeping well "covered" and be grateful for such coverage as you may secure to help replace your loss.

Notwithstanding our fire loss and increased overhead on account of more service and greater activities, I am hopeful that our Treasurer's report will show some balance on the right side of the ledger.

If we were to reckon our accomplishments on the basis of increased membership and cash balances alone, we would be grossly lacking in foresight. This, as well as other organizations should count their activities value and attainments on the service they render their members; for in Association work as in business, service is the one big and predominating thought to keep before us.

During the past year we have held

thirty-five group meetings in various parts of the State, including both the Upper and Lower Peninsulas. These group meetings were well attended, some members driving more than a hundred miles over bad roads and through rain to attend and covering the same 100 miles back again after the meeting. This spirit shown by so many of our members has given encouragement to your Field Secretary and officers and has spurred them on to greater activity. This is the spirit of co-operation which has made our State Association the largest single state association in the Union and which I hope will help us to retain this position.

Your President was privileged to attend several group meetings and visit many members during the past year and he was impressed with the interest in Association work manifested in all quarters.

During 1923 our Secretaries visited 712 members and 157 non-members. Other officers visited 78 members and four non-members. Forty-two officers or committeemen attended group meetings. Our Secretary issued twenty-five secretarial messages and four exchange or bargain sheets. Seventy of our members ordered combination records, thirty-five customers ledgers, ninety-five inventory supplies and twenty-seven miscellaneous supplies.

Through the assistance of our Field Secretary thirty complete accounting systems were installed; thirty-six members were offered suggestions as to store and stock arrangement, eighteen were furnished standard plans and two special plans; eleven members were given direct help on advertising and two ordered National Retail Hardware Association advertising service. Fifteen obtained free legal advice and ten adjustments of disputes and differences were affected; 227 letters were written by our Secretary in reply to specific enquiries for information.

The compilation of business analysis made by the National Association and sent out in book form has been a great stimulant to many dealers. It is one of the best pieces of Association work accomplished in a long time and should be read and retained by every member.

Simplification of merchandise is another important activity of the National Association at the present time which is or should be of the greatest concern to every dealer. I can best illustrate the possibilities in this field by citing just one instance. The United States Department of Commerce, together with officers of our National Association and about 90 per cent. of the manufacturers of woven wire fencing, at a meeting held last July, agreed upon a reduction in styles from 552 to sixty-nine of sized packages from 2072 to 138. This is only one of numerous lines to be considered. Paint is the line most prominently before us just now and we hope to devote some time to the subject of paint simplification during this convention.

Since our last convention there has been organized the Retailers National Council, with which our National Association has become affiliated. The Secretary of the Retailers National



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Exclusive Jobbers of Shelf Hardware,
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FISHING TACKLE

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STYLE

To Fit Your Business

SALES SERVICE

ECKBERG AUTO COMPANY

310 IONIA AVE., NW.

Council has been selected from our Association, Mr. Herbert P. Sheets having been elected to the office.

The Board of Governors of the "National" recognize the need of this new organization which unites in strength and force all National retail organizations.

About Jan. 1 of this year the head offices of the National Association were moved from Argos to Indianapolis, Indiana, and are now comfortably housed at 130 East Washington street.

While here and there local conditions have not dealt any too kindly with some of our members during 1923 as a whole the past year has been the best since 1920.

From reports coming to our Secretary's office an increasing number of our members are appreciating to a greater extent than ever before the advantage of group meetings and the benefits to be derived from our Field Secretary's talks and the charts he projects on the screen, namely better accounting methods, improved store and stock arrangement, lowering of overhead and increased stock turn; all of vital interest to the present day merchandiser. Your officers are glad to note this increasing interest in the fundamentals of merchandising by so many of our members, for they recognize that for the exclusive hardware dealer to hold his own against the inroads made by mail order houses, chain stores, home furnishing departments in so many department stores in addition to the furniture and drug stores using aluminum ware, cutlery and other items as bait for their own lines; the hardware dealer of to-day must change his methods of merchandising if he hopes to retain his position in the field.

The past is gone, it is history, but what about the future? This is the question uppermost in the minds of many and the question more frequently asked than any other is, "What are the prospects for business in 1924?" This causes us to go below the surface for our answer, hence the following statistics.

We all know that much depends upon the farmer. With this in mind figures were obtained from P. J. Stokes, a gentleman secured by our National officers from Babson's Statistical Research Institute, and who is in charge of the Research Service Department of the National Retail Hardware Association. The figures I am about to give were compiled from reports of the United States Department of Agriculture and are authentic. I offer them because they show improving conditions:

The hypothetical value of all crops produced in the United States during 1923 was \$9,470,976,000. This represents an increase of 12 per cent. over the 1922 valuation of \$8,445,979,000.

Following is a comparison of the 1921, 1922 and 1923 value of the more important farm crops:

Corn, the value of the 1923 crop was 71 per cent. greater than that of 1921 and 16 per cent. greater than 1922.

Wheat. Wheat is the only major crop which showed a reduction in value during 1923 as compared with 1921 and 1922. Last year's value was

4 per cent. less than in 1921 and 17 per cent. less than in 1922. It is interesting to note that in 1922 the value of all wheat produced in the United States was only 6 per cent. of the total value of all farm products. It would seem that the great amount of current discussion relative to the unfortunate position of wheat growers has but little actual importance in its relationship to the position of farmers as a whole. In view of the even smaller valuation of the wheat yield in 1923 it is quite probable that the percentage of wheat to the total valuation last year will be only 5 per cent.

Reports show further that the wheat acreage increased from 47,000,000 acres average for the five years before the war to 64,000,000 acres average for the past five years, with a production increase from 690,000,000 bushels annually for the period before the war to an average of 880,000,000 bushels annually for the latter period; a gain of 36 per cent. in acreage and 28 per cent. in production.

In addition to increased wheat acreage in the United States, Canada, Argentina, and Australia have also steadily increased acreage all out of proportion to population increase. The only solution of the wheat farmers' problem seems to be less acreage of wheat and more diversified crops. Our members in wheat sections should lend their assistance to this end.

Oats. The value of 1923 oats crop was 65 per cent. greater than that of 1921 and 13 per cent. greater than that of 1922.

Hay. Hay is a much more important crop than the average person realizes. This is due to the fact that such a large proportion is used on the farms. It is interesting to note that the 1923 hay crop has been valued at 26 per cent. more than that of 1921 and 4 per cent. greater than that of 1922.

Potatoes. The 1923 potato crop brought the farmers 15 per cent. less than that of 1921 but represented an increase of 29 per cent. over 1922.

Cotton. Cotton has shown the greatest increase in value of any crop as compared with 1921—143 per cent. The 1923 yield has brought farmers 35 per cent. more than 1922.

Tobacco. The 1923 tobacco crop is valued at 41 per cent. greater than that of 1921 and 3 per cent. greater than that of 1922.

Michigan has shown even more substantial improvement in the value of its crops than has the United States as a whole. In 1921 all crops in this State were valued at \$183,685,000. In 1922 the valuation increased to \$214,899,000. 1923 yielded a further increase to \$242,472,000. In other words 1923 crops were worth 32 per cent. more than those of 1921 and 13 per cent. more than those of 1922. What is even more interesting is the fact that during 1921 Michigan ranked 22nd in the valuation of crops as compared with other states. In 1922 it ranked 18, while in 1923 it ranked 17. This means that Michigan farmers have shown greater relative improvement in the last two years than has the United States as a whole. This should be reflected in improved con-

ditions for the members of our Association.

Corn, wheat, oats, hay, potatoes and beans represented about 74 per cent. of the total value of Michigan's crops in 1923. The following figures may prove of interest to you:

Corn. In 1923 corn represented 19 per cent. of the value of all crops produced in the State. What is more, corn in 1923 was valued at 42 per cent. more than the 1921 crop and 11 per cent. more than that of 1922.

Wheat. Wheat growers in Michigan did not experience such an unfavorable showing as those in the majority of the other states. For example, the 1923 wheat crop in Michigan was valued at 3 per cent. more than that of 1921. This compared with a decline of 4 per cent. in the country as a whole. The 1923 Michigan wheat crop was valued at 3 per cent. less than that of 1922 while the decline in the United States as a whole was 17 per cent. Incidentally wheat represents only 7 per cent. of the total value of Michigan's crops.

Oats. The 1923 oat crop brought farmers 108 per cent. more than the yield of 1921. There was very little change as compared with 1922.

Hay. The increase in value of the 1923 hay crop as compared with 1921 was 52 per cent. It was 26 per cent. greater than in 1922.

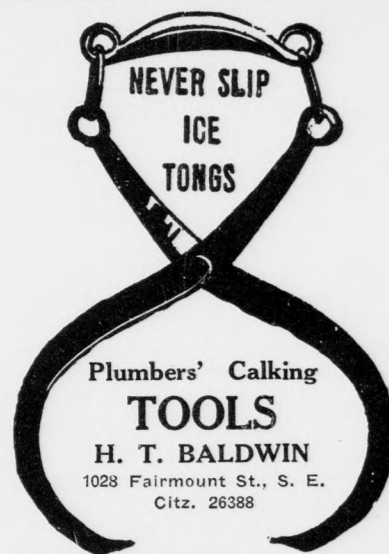
Potatoes. Michigan farmers received 31 per cent. less for their 1923 potato crop than for the one produced in 1921. However, the 1923 valuation was 39 per cent. greater than that of 1922.

Beans. There has been a tremendous increase in the Michigan bean crop. In 1923 farmers received over three times as much for this product as in 1921 and 22 per cent. more than in 1922.

The foregoing figures show the improved condition of the farmer and should be encouraging to us as merchandisers as it is an indication of greater business possibilities. It is of special significance to use as citizens and merchants to note the tremendous strides made in the manufacturing interests of the State during the past decade and to know from the foregoing figures and other compilations that Michigan still holds her own in agriculture.

Building in 1923 set a new record.

(Continued on page thirty-one)



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**Plumbers' Calking
TOOLS**

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1028 Fairmount St., S. E.
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Private Investigations carried on by skillful operators. This is the only local concern with membership in the International Secret Service Association.

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

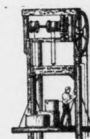
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Grande Brick Co., Grand Rapids

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



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Also used Fountains, Chairs, Table and Supplies.

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7 Ionia Ave., N. W.

Grand Rapids, Michigan



News and Gossip Concerning Michigan Hotels.

Big Rapids, Feb. 13—The other day I asked Adam Ehrman, of Kalamazoo, the father of two successful hotel operators—Frank, of Kalamazoo, and John, of Detroit—just how long ago it was that he opened the Columbia.

He told me that if I could locate one I. H. Coffin, a traveling man for Lee & Cady, he could probably give me the exact date, for he was the first man to place his name on the Columbia register.

Did I have any trouble in locating Coffin? I should say not. For a quarter of a century he has been selling groceries for Lee & Cady, and there has never been a moment during that time when his house could not place their finger on him and find him at his work? It goes without saying that he has been a real factor in the growth of this important concern. Mr. Coffin in addition to being a good salesman, has a retentive memory and he gave me the date I asked for as February 7, 1899.

In Kalamazoo three of the leading hotels are specializing in table d'hôte meals. Here is one from the Burdick bill of fare, for which a charge for \$1.25 is made.

Cream of Tomato Soup
Consomme Princess
Celery Hearts Sweet Pickles
Fried Filet of Sole, Tartare Sauce
Grilled Ham Steak, Sweet Potatoes
Broiled Calves Sweetbreads, Mushrooms
Roast Spring Chicken, Sage Dressing
Mashed or O'Brien Potatoes
Fried Parsnips Creamed Asparagus
String Bean Salad
Vanilla Custard Pie, Ice Cream and Cake
Beverages
The Park-American makes the following offering at an even dollar:
Chicken Broth with Noodles
Oyster Stew, Plain or with Milk
Hearts of Celery Iced Olives
Grilled Lake Trout, Saratoga Chips
Fried Calves Liver and Bacon
Fricassee of Chicken, Tea Biscuit
Roast Ribs of Prime Native Beef au jus
Au Gratin and Steamed Potatoes
Lima Beans
Corn Fritters Hot Maple Syrup
Tuna Fish Salad
Cocoanut Custard Pie, American Cheese
Vanilla Ice Cream and Cake
Chocolate Sundae
Beverages
And last—but by no means least—comes forward with the following at 75 cents, which also merits special mention.

Oyster Cocktail
Cream of Wheat Sweet Pickles
Broiled Sirloin and Tenderloin Steak with Mushroom Sauce
Fried Spring Chicken with Cream Sauce
Cold Boiled Ham Eggs to order
Baked Idaho and Creamed Potatoes
Head Lettuce Salad
Fresh Strawberry Shortcake
Hot Rolls Beverages
There are no longer any strings attached to Kalamazoo bills of fare. The obnoxious words "Choice of" have been eliminated and unlimited selection has been substituted.

The other day I made a brief stop at the Hotel Kerns, at Lansing, and found that eminent host, Ernie Richardson, was absent in California. "Rich" is a busy, practical hotel operator, but money making is not his only hobby. He lays off occasionally and goes out into the world to find better hotels than his own—in which quest he has never been successful—and to find out how to make his own more popular. The last object is altogether unnecessary and he has little to accomplish in that direction.

Time and again traveling men have

tried to impress upon me the fact that A. C. Martin's hotel at St. Johns—the Steel—is worthy of special mention. I paid St. Johns a visit the other day and am now prepared to say that almost any seemingly extravagant praise of the place is justifiable. Whenever Martin discovers a dollar of profit he is not satisfied with himself if he does not spend it improving his hotel, and he succeeds in making a showing. In addition to excellent meals at reasonable prices, his rooms are comfortable and beds are all provided with box spring mattresses. In addition to running water and many other conveniences, each room is provided with excellent lighting facilities and writing desks which are always equipped for immediate use. His room charges are based on the American plan—\$2 per lodging and breakfast, and 75 cents each for other meals—\$3.50 per day.

At St. Johns the Grand Trunk Railroad has easily one of the neatest, and most up-to-date stations in Michigan, and it is also kept in the most perfect sanitary condition, for which state of affairs H. E. Austin, station agent, should be given full credit. I congratulate the Grand Trunk people for being fortunate enough to have him in its service. Would that there were more like him!

I had the good fortune to meet J. R. Stafford, manager of the Park Hotel, of St. Louis (Michigan—not Missouri), and it was a pleasure to be shown through his beautiful place, which in neatness is unexcelled in the State. Mr. Stafford has been intimately associated with the establishment since it was erected in 1881, and the corporation behind him is fortunate in being able to retain him. The Park is famous for its magnetic springs and baths which are well patronized, but it also specializes in its cuisine, which adds greatly to its popularity.

At Mt. Pleasant I discovered that A. X. Smith, formerly of the Hotel Braun, of Muncie, Indiana, has recently acquired the Park Hotel, and is in a fair way to increase the popularity of that well-known establishment, assisted by a most capable landlady, his wife. The physical condition of this property is of the very best and its dining room service deserves especial mention.

As an evidence that there is a tendency to return to pre-war conditions I cite conditions at the Hotel Bennett, Mt. Pleasant, recently taken over by E. J. Kirtley and J. C. Kirtley (his son), formerly of Point Clinton, Ohio.

Under their ownership this hotel, one of the oldest in Central Michigan, has been rejuvenated and shows a vast improvement. It is conducted on the American plan at \$2.75 per day. A comfortable room and three tasty meals per day at that price. My visit there was especially enjoyable in that the Kirtleys are born entertainers, and the kitchen service, under the direction of Mrs. K., produces food of an exceptional high quality. The charge per room, a model of neatness, is \$1.25; breakfast, 45 cents; dinner and supper, 60 cents each. Regular home cooked meals in sensible variety and satisfactory service. Mt. Pleasant is certainly well equipped with good hotels and one will make no error in patronizing either.

It was reported some time ago that

Livingston Hotel

Largest Hotel
Rooms in
Grand Rapids

CENTRALLY LOCATED



GRAND RAPIDS
MICHIGAN



HOTEL BROWNING

GRAND RAPIDS

150 Fireproof
Rooms

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

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



Turkish Baths

WHEN IN KALAMAZOO
Stop at the

Park-American Hotel

Headquarters for all Civic Clubs
Excellent Cuisine Luxurious Rooms
ERNEST McLEAN, Mgr.

HOTEL WILLARD

Detroit's Largest Bachelor Hotel
448 Henry Street
Attractive Weekly Rates
Cafeteria and Dining Room
Open 6 A. M. to 1 A. M.
SPECIAL DINNERS—75 Cents
EARL P. RUDD, Mgr. Detroit, Mich.

The Durant Hotel

Flint's New Million and Half
Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the
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Stop and see George, HOTEL MUSKEGON

Muskegon, Mich.

Rates \$1.50 and up.

GEO. W. WOODCOCK, Prop.

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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.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED

Rates \$1.50 and up

EDWARD R. SWETT, Mgr.

Muskegon :: Michigan

Lansing's New Fire Proof HOTEL ROOSEVELT

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

Western Hotel

BIG RAPIDS, MICH.

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

A good place to stop.

American plan. Rates reason-
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Whitcomb
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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

HOTEL KERNS

Largest Hotel in Lansing

300 Rooms With or Without Bath
Popular Priced Cafeteria in Connection
Rates \$1.50 up
E. S. RICHARDSON, Proprietor

"Bill" Cooper, who runs the very excellent Phoenix Hotel, at Edmore, had sold out, but this announcement was somewhat premature at least, for Mr. Cooper is still at the old stand. The commercial men are fond of this most genial host and hope he will continue to serve them.

The Hotel Golden, at Howard City, recently changed hands, J. A. Golden disposing of the property to R. H. Perolat, who from all reports is giving satisfactory service. This gentleman formerly conducted the Tustin House, until it was destroyed by fire some time ago.

It was rumored some time ago that A. Cooley, the landlord at the Lakeview House, at Lakeview, had purchased the Phoenix, at Edmore. As I have previously stated, Mr. Cooper has not sold out and Mr. Cooley is still at Lakewiew, where he is giving entire satisfaction to a growing trade.

Bert B. Baxter, who is running the Bailey House, at Ionia, and with whom I spent several pleasant hours the other day, while waiting for a train connection, is a most companionable being.

The old Bailey House is probably 75 years old and was said by many to have outlived its usefulness, but Mr. Baxter has been renovating, redecorating, and refurnishing same, and internally it presents a very attractive appearance.

There has been a great deal of talk about a new hotel at Ionia, but nothing has been developed and the chances are that the Bailey House will continue in service for years to come, and if Mr. Baxter remains at the place, there will be always in evidence signs of physical improvement in the property.

The dining room was finally closed last year, which I think was a mistake, but as there are several restaurants in its immediate neighborhood, perhaps this will not prove as much of a handicap as it might under other conditions.

"Uncle Ben" Branham, of the Hotel Bulletin, is a sage and philosopher and is the friend of every man in the hotel profession, who has ever had the pleasure of forming an acquaintance with him. He has something to say about the boniface who smiles:

"The hotel man—owner, manager, clerk, bell-hop—smiles and smiles and smiles. He smiles when a guest arrives, smiles as he serves, smiles as the guest pays his bill and departs. He smiles when the guest departs without paying his bill, pleased with good riddance. He smiles always because he has to or loses trade. But he may smile, if he is that kind of a fellow, because he is making other people happy. There is a difference in smiles. The kind of a smile that emanates from a selfish motive, in the face of a hotel man seeing money in every guest, doesn't fool anybody. It makes guests put their hands on their pocketbooks and look around for the ways in which the hotel has skimmed equipment or service. The other kind of a smile that comes from a pleasure in serving people is an infectious thing. It makes people hold up their heads and hold out their hands. It makes them comfortable in dollar-a-night rooms, and, recollected, inspires recommendation. The third kind of a smile is mechanical, trained, practiced before a mirror. It is not really a smile; it is a contortion. Yes, this matter of properly and profitably smiling is rather difficult. There's only one way to succeed as a smiler and that is to be so really friendly and cordial towards people that we never think about smiling and so let the heart manage the facial muscles to produce the sort of a smile that deserves the name."

Notice posted in a hotel room which I occupied the other night:
"Remember that Esau sold his birthright for a mess of pottage, and don't eternally lower yourself in the eyes of good people by continually com-

plaining. If one meal don't exactly satisfy you, or exactly hit the spot, perhaps the next one will be better suited to your taste."

Frank S. Verbeek.

Sights Seen By J. D. En Route to Savannah.

Savannah, Ga., Feb. 8—Mrs. Martin and myself made our get away from Grand Rapids as planned Sunday, Feb. 3. The sleeper we occupied was picked up at Detroit by the train known as the Royal Palm, a train consisting of all sleepers and a diner, with very few stops from Detroit to Jacksonville, and routed by Cincinnati and Chattanooga. We left the train at Atlanta. At that point reservations had been made from Cincinnati on the Central of Georgia Railway for us and that train landed us in Savannah. Our friends, Mr. and Mrs. O. K. Cummings, who are former Michigan people, moving from Battle Creek five years ago, met us at the depot and had reservations made for us at the Hicks Hotel, where we are putting in this week, but we have a little three room furnished apartment engaged which we will occupy Saturday. Naturally there was nothing of interest on the trip down from Grand Rapids to Cincinnati, as it was a night trip, but immediately on getting out of our births on the sleeper Monday morning the most important thing on my mind was something to eat, so after making our way through four other sleepers we came to the dining car. By this time we had passed over the Ohio River and were in Kentucky and the country began to be interesting, yet it did not at this time of the year bear out the old-time saying, "the blue grass of Kentucky." On both sides as we looked we could see farmers out plowing and that continued all the way through Kentucky and Tennessee. Passing through Lexington, Ky., we saw from the train the former distilleries of the James E. Pepper Co. and it brought to my memory good old days of the past in the grill room of the old Morton House and the Pantlind Hotel, where "good fellows met together," including good old friends like "Bill" Donohue, Walter S. Lawton, Harry Harwood, "Bill" Sawyer, Charley Perkins and many others I could mention. All those gatherings are past history. Very soon after passing Lexington my attention was attracted by the cuts as we passed along the railway right of way, the flat rock formations on either side. Out in the fields this formation of flat rock seemed to lie about six to ten feet beneath the surface of the ground, and only where a cut was made to about that depth was the rock to be seen. From enquiry I made almost any place you might go down six to ten feet and come to the rock, and in place of wire fences or cobble stone fences, they were using these flat rock stones in pieces of a few inches to two feet in width.

About 100 miles South of Cincinnati we passed over the High Bridge crossing the Kentucky River at High Bridge Station. The length of this bridge is a little over 1200 feet and about 350 feet high. Some of the views from the bridge were very interesting, very beautiful scenery of the Kentucky River. The junction of the Dick and Kentucky rivers was very picturesque, as was also the flat bottom river boats. One very interesting part of the route was what is known as the "pan bowl," near Jackson, Ky. It is about seven miles around and all the time the train is on a ridge 60 feet from the water on each side. Chimney Rock is another interesting view from the train near High Bridge. This natural stone formation is entirely of this flat rock, is 75 feet high and 4x6 at the base and about the same all the way up. Hardly any place we passed on the way through Kentucky and Tennessee did we see automobiles, but we did see many old jaded horses hitched to old

style piano top box buggies. Sometimes in place of horses they drove mules. We also saw many people riding horse and mule back. This applies to both men and women. At Chattanooga we took time to look around some, viewing many of the old civil war points of interest, including Lookout Mountain, the incline up the Mountain, the Umbrella Rock on Lookout Mountain, and the Bee Hives, the Old Man of the Mountains and the Mushroom Rock on Signal Mountain. A very large part of the journey through Kentucky and Tennessee was up and down hill about all the time and if the railroad did not go up the mountain and over it, it used a tunnel. From Kings Mountain to Chattanooga we went through fifteen tunnels, most not being very long, yet there were two I was mighty glad when we came out again into fresh air because the coach was so full of smoke as to make it quite hard to get your breath. When we did emerge it was not possible to see out of the windows for many miles or until the steam had dried from the windows. From Atlanta our journey was again in a sleeper and we naturally did not get any views of that 300 miles, but were told there was not anything of particular interest on the trip. Atlanta impressed me very much. It is a city of about 200,000 and I was told a large majority of business people were Northern people; in fact, it is called the "Northern city of the South." A short time ago a woman was convicted of first degree murder at Atlanta and in Georgia that carries a death sentence, which is hanging. We have looked over Savannah considerable, as our friends have a Studebaker sedan and a lot of time to drive, consequently we have been on the go practically all the time since reaching here. This city is not just as I expected to find it. A large number of new residences have recently been built and on more modern plans. I

do not mean by that that the city is growing, as many of the old Southern homes have been vacated and are now empty. The population is not increasing. John D. Martin.

These Items Are Not Taxable.

Not infrequently taxpayers include in their income tax returns items that are specifically exempt from taxation. Among these are the following:

Proceeds of life insurance policies paid upon the death of the insured.

The value of property acquired by gift, bequest, devise or descent. The income from such property, however, is taxable.

Returns of premium on life insurance, endowment, or annuity contracts. Amounts received through accident or health insurance, or under workmen's compensation acts for personal injuries or sickness, plus the amount of damages received, whether by suit or agreement, on account of such injuries or sickness.

Amounts received as compensation, family allotments and allowances under the provisions of the war risk insurance and the vocational rehabilitation acts.

Pensions from the United States for the services of the beneficiary or another in the military or naval service in time of war.

It may be and it probably is necessary to take some chances in business, but it is not necessary to make a gamble of your business by taking frequent and unnecessary chances.

Co-operate rather than coerce.

CONGESTED STREETS

In Baltimore, Md., a recent count of downtown traffic conditions showed that:

"5 times as many automobiles carry less than one-fifth as many persons as street cars do; that 4,130 parked vehicles not only took up all the available space in the downtown district, retarding the use of other automobiles while the owners were transacting business, but, in addition the parked autos lessened the width of the street by half and practically choked up all the main arteries in and out of the city."

No less grave a situation confronts the residents of this community on its local transportation problem. Unquestionably the unnecessary congestion on our streets works to the detriment of our business houses in the matter of trade and the loss of time of all citizens in getting where they want to go. This congestion is due, not to the number of street cars in use, but to the very great excess of the number of automobiles which, however, transport but approximately 15 per cent of the people using the streets.

The problem of unnecessarily congested streets is one that calls for earnest and thoughtful attention by civic authorities in the interest of efficiency and progress and on the basis of: "The Greatest Good for the Greatest Number."

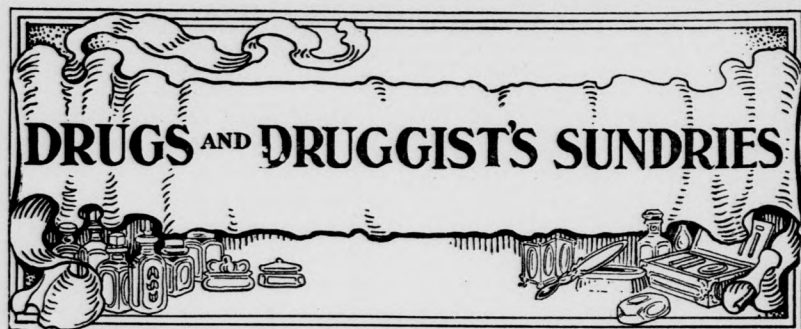
Your Street Car System

Affords You

Safety, Convenience and Economy

GRAND RAPIDS RAILWAY CO.

L. J. DeLamater, Vice-Pres. and Gen. Mgr.



Mich. State Pharmaceutical Ass'n.
 President—D. D. Alton, Fremont.
 Secretary—L. V. Middleton, Grand Rapids.
 Treasurer—A. A. De Kruif, Zeeland.
 Executive Committee—J. A. Skinner, Cedar Springs; J. H. Webster, Detroit; D. G. Look, Lowell; John G. Steketee, Grand Rapids; Ellis E. Faulkner, Midleville; George H. Grommet, Detroit, ex-officio.

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.

Late News About Michigan Druggists.

John Dutmers, the veteran South Division avenue (Grand Rapids) druggist, was married Feb. 7 to Mrs. Martha Damsky, widow of the late Albert Damsky. The ceremony took place at St. Josephs church. Both parties to the union are very estimable people. The Tradesman joins the trade in extending congratulations and best wishes.

Attention members of the Kent County Retail Druggists Association: The annual meeting and election of officers will take place at the Chamber of Commerce, Grand Rapids, at 1 p. m. Monday, March 3. Telephone Secretary Earl DeKruif to reserve one more dinner for you.

Something entirely novel in inspectorships is the condemning of "penny-in-the-slot" scales in Grand Rapids. The Sealer of Weights and Measures contends that a large percentage of these scales are incorrect, owing to climatic conditions, the jumping on them by children and the jouncing by those who patronize them. So he has slipped up on them and caught them defrauding the public who patronizes them. The scales have been tagged, allowing ten days for repairs. With this precedent, may we not look for a careful inspection of clocks in store windows, to see that they are on correct time and do not mislead the public? The accuracy of the directory service might also be looked into.

The Kent County Retail Druggists Association met at the Chamber of Commerce February 3. Mrs. Charles Foot, State Factory Inspector, explained to the druggists present their liability, in case of accident, in employing children under 18 years of age without having their certificate of age on file. This talk was along the lines of the Hon. Carl D. Young at the M. S. P. A. convention last June. Mr. Young's talk may be found in the M. S. P. A. Journal of last December.

D. G. Look and M. N. Henry, druggists of Lowell, discussed the re-routing of M 16 with the Chamber of Commerce at Grand Rapids on Feb. 3.

The 1924 convention of the Michigan State Pharmaceutical Association will be held in Flint. Exact date will be announced later, but it will be early in June.

The annual meeting of the stockholders of the Professional Indemnity Co. will take place in the Insurance Exchange building, Grand Rapids, on Feb. 12.

Before purchasing electric signs, it is a good policy for the druggist to call in his own electrical contractor and find out just how much it will cost to connect and hang the sign. In a great many cases, the druggist finds out after the sign has been purchased that the cost of placing it is more than has been anticipated.

Francis B. Drolet has sold the Normal drug store, at 839 West Cedar street, Kalamazoo, to Jack Dodd. Mr. Drolet has also discontinued the drug store at 139 South Burdick street and will center all his energies as President and Manager of the Music Shop, 136 South Burdick street, Kalamazoo.

Earl DeKruif, Grand Rapids druggist, has just returned from his wedding trip in Florida. He married Miss Louise B. Pape Jan. 10. Mr. DeKruif is Secretary of the Kent County Retail Druggists Association.

The copy of the pharmacy and drug laws of Michigan which is being mailed the druggists of the State is the result of a great many hours of hard work on the part of the State Board of Pharmacy and H. H. Hoffman, the Director of Drugs and Drug Stores. If they have consumed a great deal of midnight oil in the preparation of this book, is sure that the druggists will appreciate it the minute they run over the pages. Notwithstanding that the title says drug laws of Michigan, the Federal laws affecting the drug trade are within the book as well as the State laws. It contains the pharmacy laws, prohibition laws, narcotic laws, revenue laws, laws in regard to venereal diseases; in fact, all laws affecting the drug business, both State and National, with the regulations made in regard to their enforcement. With this volume on his desk, the druggist may take down to the paper baler a mass of pamphlets, pro-mim's, books, supreme court decisions, etc., which have cumbered up his shelves ever since this craze for new laws started. For many years there has been no room in the prescription department for the U. S. P. or N. F.

because the druggist had to maintain a law library in their place.

It has been said that "One hour of worry is more exhausting than a whole day of hard work," and next to the repeal of the "tin on the cork" law, this work of our State Board has taken more worry off the minds of the Michigan druggists than anything else that I know of.

Louis V. Middleton.

Discovery of a New Anesthetic.

Written for the Tradesman.

In a drug store recently a lady who was standing beside a showcase upon which was displayed a number of cans labeled "Motor Ether" remarked, "So that's what puts the motor to sleep?"

The clerk, with a smile, pleasantly explained that the term was a misnomer and that "Motor Ether" had just the opposite effect. Instead of putting the motor to sleep, its action is quickened.

Through this incident we are reminded there was a time, not so far back across the years within the memory of many living to-day, when there was no escape from the pains of disease and surgery.

Ether was first used as an anesthetic in the year 1846. Simpson introduced chloroform to the medical profession as a substitute for ether in 1847, supposing it to have several advantages over ether.

Nitros oxide (laughing) gas had been used by medical students for amusement for "the fun of the thing" long before it was used to relieve suffering and was first used by some dentists in 1846 to produce complete unconsciousness, but now there is a new agent of anesthesia that promises to supplant all other anesthetics. It was discovered by Prof. A. B. Luckhardt, of the University of Chicago. It is ethylene gas and has passed the experimental stage, for 350 operations have been successfully performed on patients under its influence. The gas is composed of carbon and hydrogen, long used for illuminating purposes. The specific effect came to be known through a curious circumstance. In 1908, the growers of carnations complained that they were losing money because the flowers they sent to Chicago went to sleep in the green houses and the buds failed to open. Some botanists were sent from the Chicago University to investigate and found the cause of it was a leakage of illuminating gas which contained 4 per cent. of ethylene. Plants are very susceptible to this gas. It has been found that sweet peas will drop their leaves if the room contains one part of ethylene in a million parts of air—a delicate test for its presence.

The investigation passed out of the vegetable kingdom into the animal. Experiments were carried on up the scale of life, using frogs, mice, rats, guinea pigs, rabbits, kittens and dogs, successfully.

Ethylene gas brought the animals into unconsciousness in half the time and they recovered much more quickly. The gas is inhaled with oxygen, as is the custom with nitrous oxide. Between 80 and 90 per cent. of ethylene is sufficient in most cases to bring

the patient to the point where a surgical operation may be carried on. Care must be taken, of course, that the gas is pure and also to keep it away from flames, since ethylene is highly inflammable.

On inhaling the gas the patient passes quickly into insensibility and then into complete unconsciousness. The respiration and blood pressure remain regular and the muscles are relaxed. The recovery is rapid. Within three to five minutes the patient comes to his senses and without nausea and other unpleasant after effects.

Nim Hathaway.

Spurious Santonine.

Advices from London indicate that parcels of "santonine" have recently been offered in that market under forged labels. These lots, some of which have been sold have been found upon analysis to contain over 98 per cent boric acid and a trace of organic matter. The Eastern & Russian Trading Company which is now acting as agents for genuine santonine have in preparation a new and more distinctive trade mark which they intend to register in all consuming countries and which will be used on future shipments of the genuine article. Enquiry in the New York market failed to reveal any similar fraud, detection in London having apparently prevented the perpetrators from extending their operations to this important market.

Successful Candidates of the January Examination.

Lansing, Feb. 12—The following is a list of the candidates who successfully passed the recent examination of the State Board of Pharmacy:

Registered Pharmacists.
 Lawrence E. Bishop, Big Rapids.
 Robert John France, Detroit.
 Francis Hodgkinson, Detroit.
 Elmer H. Trudell, Detroit.
 Ingwald Wangberg, East Lansing.
 William Oscar Bixel, Brantford, Ont.
 John C. Caldwell, Royal Oak.
 Arthur W. Cross, Caro.
 Herman E. DeyArmond, Highland Park.
 Kenneth Robert Fiddes, Detroit.
 Henry H. Hamburger, Fowlerville.
 Pearce D. Hayward, Detroit.
 Verne L. Hiesrodt, Detroit.
 Anna Mahoney, Detroit.
 Thomas M. McFerran, Detroit.
 L. Duane Moss, Detroit.
 Helen A. Navarre, Wyandotte.
 Lewis Day Slout, Sr., Kalamazoo.
 Wilfrid Jay Steele, Highland Park.
 J. Walter Stentzel, Detroit.
 Jean E. Stewart, Gladstone.
 J. Cameron Wakefield, Detroit.
 Registered Assistant Pharmacists.
 Charles L. Burns, Ionia.
 Al. John Donner, Detroit.
 William C. Ford, Detroit.
 Frederick W. Girodat, Detroit.
 Ernest Gross, Detroit.
 Ben Lipsitz, Detroit.
 Lester E. McCullough, Detroit.
 Milton W. Patrick, Detroit.
 Norman F. Schade, Detroit.
 George E. Snyder, Detroit.
 Kenton E. Allard, Caro.
 Reuben Baggleman, Detroit.
 Carl Bishack, Highland Park.
 Frank J. Breitenstein, Grand Rapids.
 Clarence M. Greenlee, Detroit.
 Glen Wm. Lutz, Detroit.
 Erick Christian Nehls, Big Rapids.
 P. W. Perrin, Saginaw.
 John Fred Seng, Detroit.
 Roy L. Stephens, Detroit.
 Jay F. Zimmerman, Whitehall.
 H. H. Hoffman, Sec'y.

We must fill our own pay envelope, or some day we will find it empty.

Brooks

CHOCOLATES

Made in Grand Rapids for 35 Years

Van Dam



10¢
A RARE
SWEET
SMOKE

New PANETELLA

FAVORITAS (Java Wrapper) 2 for 25¢; PERFECTO (Sumatra Wrapper) 10¢
STRAIGHT SIZE (Java Wrapper) 10¢
BLENDED AND MANUFACTURED BY
TUNIS JOHNSON CIGAR CO. GRAND RAPIDS, MICH.



"Michigan" Money Saving Cash Registers

"Michigan" No. 7 Detail Adder for Small Stores, Cigar Counters, Soda Fountains, etc. Height 21 in., Width 9½ in., Depth 17 in. Nickel Finish, 2 Keyboard Arrangements. See below "F" and "E."

PRICE \$40.00 EACH.

You see them all over the State. A good Register at the Right Price.

No. 7 Key Arrangement.

Two Styles.

Michigan No. 7, Key Arrangements

(1) 50 20 10	50 15 5 2
(NO. 7) 75 25 15 5	(NO. 7) 25 10 3 1

No. 7 Keyboard "F" No. 7 Keyboard "E"

Registers Amounts from 1c to 50c or 5c to \$1.00

USE THIS ORDER

Gentlemen—Please ship me at once by _____

_____ only No. 7 Cash Register.

Keyboard Arrangement No. _____

Name _____

City _____

HAZELTINE & PERKINS DRUG CO.

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MICHIGAN

GRAND RAPIDS

WHOLESALE DRUG PRICE CURRENT

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

Acids			Lavender Flow... 6 50@6 75			Cinchona ----- @2 10		
Boric (Powd.)	15 @	25	Lavender Gar'n	85@1 20		Colchicum	-----	@1 80
Boric (Xtal)	15 @	25	Lemon	1 50@1 75		Cubebs	-----	@3 00
Carbolic	44 @	51	Linseed Boiled bbl.	@ 99		Digitalis	-----	@1 80
Citric	62 @	70	Linseed bld. less 1	06@1 19		Gentian	-----	@1 35
Muriatic	3½@	8	Linseed, raw, bbl.	@ 97		Ginger, D. S.	-----	@1 80
Nitric	9 @	15	Linseed, ra. less 1	04@1 25		Guaial	-----	@2 20
Oxalic	20½@	30	Mustard, artifil. oz	@ 45		Guaial, Ammon.	-----	@2 00
Sulphuric	3½@	8	Neatsfoot	1 35@1 50		Iodine	-----	@ 95
Tartaric	40 @	50	Olive, pure	3 75@4 50		Iodine, Colorless	-----	@1 50
Ammonia			Olive, Malaga,	2 75@3 00		Iron, Clo.	-----	@1 35
Water, 26 deg.	10 @	18	yellow			Kino	-----	@1 40
Water, 18 deg.	8½@	13	Olive, Malaga,	2 75@3 00		Myrrh	-----	@2 50
Water, 14 deg.	6½@	12	green	2 75@3 00		Nux Vomica	-----	@1 55
Carbonate	20 @	25	Orange, Sweet	5 00@5 25		Opium	-----	@3 50
Chloride (Gran.)	10 @	20	Origanum, pure	@ 25		Opium, Camp.	-----	@ 85
Balsams			Origanum, com'l	1 00@1 20		Opium, Deodorz'd	-----	@3 50
Copaiba	60@1 00		Pennyroyal	3 00@3 25		Rhubarb	-----	@1 70
Fir (Canada)	2 55@2 80		Peppermint	4 25@4 60				
Fir (Oregon)	65@1 00		Rose, pure	10 50@10 90				
Peru	3 00@3 25		Rosemary Flows	1 25@1 50				
Tolu	3 50@3 75		Sandalwood, E.					
Barks			I.	11 00@11 25				
Cassia (ordinary)	25@ 30		Sassafras, true	2 75@3 00				
Cassia (Saigon)	50@ 60		Sassafras, arti'l	1 00@1 25				
Sassafras (pw. 50c)	@ 45		Spearment	4 00@4 25				
Soap Cut (powd.)			Sperm	1 80@2 05				
30c	18@ 25		Tansy	6 00@6 25				
Berries			Tar, USP	50@ 65				
Cubeb	@1 25		Turpentine, bbl.	@1 15				
Fish	25@ 30		Turpentine, less 1	22@1 35				
Juniper	7@ 15		Wintergreen,					
Prickly Ash	@ 30		leaf	6 00@6 25				
Extracts			Wintergreen, sweet					
Licorice	60@ 65		birch	3 50@3 75				
Licorice powd.	70@ 80		Wintergreen, art.	80@1 20				
Flowers			Wormseed	9 00@9 25				
Arnica	25@ 30		Wormwood	9 00@9 25				
Chamomile (Ger.)	35@ 40							
Chamomile Rom.	2 50							
Gums			Potassium					
Acacia, 1st	50@ 55		Bicarbonate	35@ 40				
Acacia, 2nd	45@ 50		Bichromate	15@ 25				
Acacia, Sorts	22@ 30		Bromide	47@ 60				
Acacia, Powdered	35@ 40		Carbonate	30@ 35				
Aloes (Barb Pow)	25@ 35		Chlorate, gran'd	23@ 30				
Aloes (Cape Pow)	25@ 35		Chlorate, powd.					
Aloes (Soc. Pow.)	65@ 70		or Xtal	16@ 25				
Asafoetida	65@ 75		Cyanide	30@ 50				
Pow.	1 00@1 25		Iodide	4 61@4 84				
Camphor	1 20@1 30		Permanganate	30@ 40				
Guaial	@ 60		Prussiate, yellow	65@ 75				
Guaial, pow'd	@ 75		Prussiate, red	@1 00				
Kino	@ 85		Sulphate	35@ 40				
Kino, powdered	@ 90		Roots					
Myrrh	@ 80		Alkanet	25@ 30				
Myrrh, powdered	@ 90		Blood, powdered	30@ 40				
Opium, powd.	13 70@13 92		Calamus	35@ 75				
Opium, gran.	13 70@13 92		Elecampane, pwd	25@ 30				
Shellac	90@1 00		Gentian, powd.	20@ 30				
Shellac Bleached	1 00@1 10		Ginger, African,					
Tragacanth, pow.	@1 75		powdered	25@ 30				
Tragacanth	1 75@2 25		Ginger, Jamaica	60@ 65				
Turpentine	@ 25		Ginger, Jamaica,					
Insecticides			powdered	42@ 50				
Arsenic	20 @ 30		Golden seal, pow.	5 50@6 00				
Blue Vitriol, bbl.	@ 07		Ipecac, powd.	@3 75				
Blue Vitriol, less 8½	@ 15		Licorice	35@ 40				
Bordeaux Mix Dry	14@ 29		Licorice, powd.	20@ 30				
Hellebore, White			Orris, powdered	30@ 40				
powdered	20@ 30		Poke, powdered	30@ 35				
Insect Powder	70@ 90		Rhubarb, powd.	85@1 00				
Lead Arsenate Po.	26@ 35		Rosinwood, powd.	30@ 35				
Lime and Sulphur			Sarsaparilla, Hond.	@1 00				
Dry	8½@ 24		ground	@ 60				
Paris Green	38@ 52		Sarsaparilla Mexican,					
Leaves			ground	@ 40				
Buchu	1 50@1 60		Squills	35@ 40				
Buchu, powdered	@1 75		Squills, powdered	60@ 70				
Sage, Bulk	25@ 30		Tumeric, powd.	17@ 25				
Sage, ¼ loose	@ 40		Valerian, powd.	40@ 50				
Sage, powdered	@ 35		Seeds					
Senna, Alex.	75@ 80		Anise	@ 35				
Senna, Tinn.	30@ 35		Anise, powdered	35@ 40				
Senna, Tinn. pow.	25@ 35		Bird, ls	13@ 15				
Uva Ursi	20@ 25		Canary	10@ 15				
Oils			Caraway, Po.	50 35@ 40				
Almonds, Bitter,			Cardamon	2 25@2 50				
true	7 50@7 75		Celery, powd.	45 35@ 40				
Almonds, Bitter,			Coriander pow.	35 27@ 30				
artificial	4 00@4 25		Dill	12½@ 20				
Almonds, Sweet,			Fennell	25@ 40				
true	80@1 20		Flax	07½@ 12				
Almonds, Sweet,			Flax, ground	07½@ 12				
imitation	60@1 00		Foenugreek pow.	15@ 25				
Amber, crude	1 50@1 75		Hemp	8@ 15				
Amber, rectified	2 00@2 25		Lobelia, powd.	@1 23				
Anise	1 00@1 25		Mustard, yellow	15@ 25				
Bergamont	4 50@4 75		Mustard, black	15@ 20				
Cajeput	1 50@1 75		Poppy	22@ 25				
Cassia	4 50@4 75		Quince	1 75@2 00				
Castor	1 70@1 95		Rape	15@ 20				
Cedar Leaf	1 75@2 00		Sabadilla	23@ 30				
Citronella	1 50@1 75		Sunflower	11½@ 15				
Cloves	3 75@4 00		Worm, American	30@ 40				
Cocoonut	25@ 35		Worm, Levant	@5 00				
Cod Liver	1 35@1 45		Tinctures					
Croton	2 00@2 25		Aconite	@1 80				
Cotton Seed	1 40@1 60		Aloes	@1 45				
Cubebs	8 50@8 75		Arnica	@1 10				
Elgeron	3 00@3 25		Asafoetida	@2 40				
Eucalyptus	1 25@1 50		Belladonna	@1 35				
Hemlock, pure	2 00@2 25		Benzoin	@2 10				
Juniper Berries	2 00@2 25		Benzoin Comp'd	@2 65				
Juniper Wood	1 50@1 75		Buchu	@2 55				
Lard, extra	1 35@1 45		Cantharadides	@2 85				
Lard, No. 1	1 25@1 35		Capsicum	@2 20				

GROCERY PRICE CURRENT

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

ADVANCED

Canned Black Raspberries
Pickles
Apricots

DECLINED

Cheese
Currants
Scotch Peas

AMMONIA

Arctic, 16 oz. ----- 2 00
Arctic, 32 oz. ----- 3 25
I X L, 3 doz., 12 oz. 3 75



AXLE GREASE

48, 1 lb. ----- 4 25
24, 2 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
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
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 Cer'l ----- 2 20
Quaker Puffed Rice ----- 5 65
Quaker Puffed Wheat ----- 4 30
Quaker Brst Biscuit ----- 1 90
Ralston Purina ----- 3 60
Ralston Bran ----- 2 70
Ralston Food, large ----- 3 60
Saxon Wheat Food ----- 3 85



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. 7 00
Fancy Parlor, 23 lb. 8 00
Ex. Fancy Parlor 25 lb. 9 25
Ex. Fcy. Parlor 26 lb. 10 00
Toy ----- 2 25
Whisk, No. 3 ----- 2 75

Rich & France Brands

Special ----- 6 75
No. 24, Good Value ----- 7 50
No. 25, Special ----- 8 00
No. 25, Velvet, plain 8 75
No. 25, Velvet, pol. ----- 9 00
No. 27 Quality ----- 10 00
No. 22 Miss Dandy ----- 10 00
No. B-2 B. O. E. ----- 9 00
Warehouse, 36 lb. ----- 9 75
B.O.E. W'house, 32 lb. 9 00

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
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 50
Apples, No. 10 ----- 4 00@4 25
Apple Sauce, No. 2 ----- 2 00
Apricots, No. 1 ----- 1 35@1 90
Apricots, No. 2 ----- 2 85
Apricots, No. 2 1/2 ----- 2 60@3 75
Apricots, No. 10 ----- 8 00
Blackberries, No. 10 ----- 12 50
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 95
Cherries, No. 10 ----- 10 50
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 ----- 1 10@1 80
Peaches, No. 1, Sliced ----- 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 ----- 3 25
Peaches, 2 1/2 Cal. ----- 3 00@3 75
Peaches, 10, Mich ----- 5 50@6 50
Pineapple, 1, sled ----- 1 80@2 25
Pineapple, 2, sl. ----- 3 10@3 25
P'apple, 2, br sl. ----- 2 75@2 85
P'apple, 2 1/2, sl. ----- 3 80@4 50
P'apple, 2, cru. ----- 2 40@2 60
Pineapple, 10 cru. ----- 13 00
Pears, No. 2 ----- 2 90
Pears, No. 2 1/2 ----- 3 50@3 75
Plums, No. 2 ----- 1 25@1 40
Plums, No. 2 1/2 ----- 2 50
Raspberries No. 2, blk 3 00
Raspb's, Red, No. 10 ----- 14 00
Raspb's, Black
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 5 50

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 ----- 3 00@3 40
Clams, Steamed, No. 1 ----- 1 80
Clams, Minced, No. 1 ----- 2 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 ----- 3 25
Shrimp, 1, wet ----- 2 10@2 25
Sardines, 1/4 Oil, ky ----- 6 00@7 00
Sardines, 1/4 Oil, kless ----- 6 00
Sardines, 1/4 Smoked ----- 7 50
Salmon, Warrens, 1/2 ----- 3 00
Salmon, Red Alaska ----- 2 85
Salmon, Med. Alaska ----- 1 85
Salmon, Pink Alaska ----- 1 65
Sardines, Im. 1/4, ea. ----- 10 28
Sardines, Im. 1/2, ea. ----- 25
Sardines, Cal. ----- 1 65@1 80
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 70
Beef, No. 1, Roast ----- 2 70
Beef, No. 2 1/2, Eagle sli ----- 1 25
Beef, No. 1/2, Qua. sli ----- 1 75
Beef, 5 oz., Qua. sli ----- 2 10
Beef, No. 1, Quaker ----- 3 50
Beef, No. 1, B'nut, sli ----- 5 10
Beefsteak & Onions ----- 2 75
Chili Con Ca., 1s ----- 1 35@1 45
Deviled Ham, 1/4s ----- 2 40
Deviled Ham, 1/2s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby ----- 50
Potted Meat, 1/2 Libby ----- 90
Potted Meat, 1/2 Rose ----- 85
Potted Ham, Gen. ----- 1 85
Vienna Saus., No. 1/2 ----- 1 35
Veal Loaf, Medium ----- 2 30

Baked Beans

Beechnut, 16 oz. ----- 1 40
Campbells ----- 1 15
Climatic Gem, 18 oz. ----- 1 95
Fremont, No. 2 ----- 1 20
Snider, No. 1 ----- 95
Snider, No. 2 ----- 1 25
Van Camp, small ----- 85
Van Camp, Med. ----- 1 15

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips ----- 4 10@4 50
No. 2 1/2, Lge. Gr. ----- 3 75@4 50
W. Bean, cut ----- 2 1 65@1 75
W. Beans, 10 ----- 8 50@12 00
Green Beans, 2s ----- 1 85@3 75
Gr. Beans, 10s ----- 7 50@13 00
L. Beans, 2 gr. ----- 1 35@2 65
Lima Beans, 2s, Soaked ----- 96
Red Kid. No. 2 ----- 1 20@1 35
Beets, No. 2, wh. ----- 1 25
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 60
Corn, No. 2, Ex stan ----- 1 45
Corn, No. 2, Fan ----- 1 60@2 26
Corn, No. 2, Fy. glass ----- 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 ----- 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg Soup ----- 90
Dehydrated Potatoes, lb ----- 45
Mushrooms, Hotels ----- 38
Mushrooms, Choice ----- 50
Mushrooms, Sur Extra ----- 70
Peas, No. 2, E.J. ----- 1 50@1 80
Peas, No. 2, Sift. ----- 1 90@2 10
June ----- 2 60
Peas, No. 2, Ex. Sift. ----- 2 90
Peas, Ex. Fine, French ----- 25
Pumpkin, No. 3 ----- 1 35@1 50
Pumpkin, No. 10 ----- 4 50@5 60
Pimientos, 1/4, each ----- 12@14
Pimientos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/2 ----- 1 35
Sauerkraut, No. 3 ----- 1 40@1 50
Succotash, No. 2 ----- 1 60@2 35
Succotash, No. 2, glass ----- 2 80
Spinach, No. 1 ----- 1 10
Spinach, No. 2 ----- 1 35@1 75
Spinach, No. 3 ----- 2 00@2 40
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 ----- 1 30@1 60
Tomatoes, No. 3 ----- 1 90@2 25
Tomatoes, No. 2 glass ----- 2 60
Tomatoes, No. 10 ----- 6 50

CATSUP.

B-nut, Small ----- 2 25
Lilly Valley, 14 oz. ----- 2 50
Libby, 14 oz. ----- 4 25
Libby, 8 oz. ----- 1 75
Lilly Valley, 1/2 pint ----- 1 75
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 85
Sniders, 16 oz. ----- 2 85
Royal Red, 10 oz. ----- 1 40

CHILI SAUCE.

Snider, 16 oz. ----- 3 35
Sniders, 8 oz. ----- 2 35
Lilly Valley, 8 oz. ----- 2 10
Lilly Valley, 14 oz. ----- 3 00

OYSTER COCKTAIL.

Sniders, 16 oz. ----- 3 25
Sniders, 8 oz. ----- 2 35

CHEESE

Roquefort ----- 63
Kraft Small tins ----- 1 70
Kraft American ----- 1 70
Chili, small tins ----- 1 70
Pimento, small tins ----- 1 70
Roquefort, small tins ----- 2 50
Camenbert, small tins ----- 2 50
Brick ----- 28
Wisconsin Flats ----- 27
Wisconsin Daisy ----- 27
Longhorn ----- 26
Michigan Full Cream ----- 27
New York Full Cream ----- 34
Sap Sago ----- 30

CHEWING GUM

Adams Black Jack ----- 65
Adams Bloodberry ----- 65
Adams Dentyne ----- 65
Adams Calif. Fruit ----- 65
Adams Sen Sen ----- 65
Beeman's Pepsin ----- 65
Beechnut ----- 70
Doublemint ----- 75
Juicy Fruit ----- 65
Peppermint, Wrigleys ----- 65
Spearment, Wrigleys ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

CHOCOLATE.

Baker, Caracas, 1/4s ----- 37
Baker, Caracas, 1/2s ----- 35
Baker, Premium, 1/4s ----- 37
Baker, Premium, 1/2s ----- 34
Hersheys, Premium, 1/4s ----- 35
Hersheys, Premium, 1/2s ----- 36
Runkle, Premium, 1/2 ----- 31
Runkle, Premium, 1/4s ----- 34
Vienna Sweet, 24s ----- 2 10

COCOA.

Baker's 1/4s ----- 40
Baker's 1/2s ----- 36
Bunte, 1/4s ----- 43
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 ----- 28
Hersheys, 1/2s ----- 28
Huyler ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 40
Lowney, 1/4s ----- 38
Lowney, 5 lb. cans ----- 31
Van Houten, 1/4s ----- 75
Van Houten, 1/2s ----- 75

COCOANUT.

1/4s, 5 lb. case Dunham ----- 42
1/4s, 5 lb. case ----- 40
1/4s & 1/2s 15 lb. case ----- 41
Bulk, barrels shredded ----- 24
48 2 oz. pkgs., per case ----- 4 15
48 4 oz. pkgs., per case ----- 7 00

CLOTHES LINE.

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



COFFEE ROASTED Bulk

Rio ----- 19
Santos ----- 24@27
Maracaibo ----- 33
Guatemala ----- 34 1/2
Java and Mocha ----- 41
Bogota ----- 34 1/2
Peaberry ----- 27

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
Carolene, Tall, 4 doz. ----- 4 00
Carolene, Baby ----- 3 50

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 90
Quaker, Baby, 8 doz. ----- 4 80
Quaker Gallon, 1/2 doz. ----- 4 70
Blue Grass, Tall, 4s ----- 6 00
Blue Grass, Baby, 72 ----- 3 75
Carnation, Tall, 4 doz. ----- 5 25
Carnation, Baby, 8 doz. ----- 5 15
Every Day, Tall ----- 5 25
Every Day, Baby ----- 4 00
Goshen, Tall ----- 5 00
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

Quaker, Tall, 4 doz. ----- 4 90
Quaker, Baby, 8 doz. ----- 4 80
Quaker Gallon, 1/2 doz. ----- 4 70
Blue Grass, Tall, 4s ----- 6 00
Blue Grass, Baby, 72 ----- 3 75
Carnation, Tall, 4 doz. ----- 5 25
Carnation, Baby, 8 doz. ----- 5 15
Every Day, Tall ----- 5 25
Every Day, Baby ----- 4 00
Goshen, Tall ----- 5 00
Pet, Tall ----- 5 25
Pet, Baby, 8 oz. ----- 5 15
Borden's, Tall ----- 5 25
Borden's, Baby ----- 5 15
Van Camp, Tall ----- 5 25
Van Camp, Baby ----- 3 95

CIGARS

Lewellyn & Co. Brands
Garcla Master
Cafe, 100s ----- 37 50

Swift ----- 130 00
Supreme, 50s ----- 110 00
Bostonian, 50s ----- 95 00
Perfecto, 50s ----- 95 00
Blunts, 50s ----- 75 00
Cabinet, 50s ----- 73 00

Tilford Cigars

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

Worden Grocer Co. Brands

Henry George ----- \$37 50
Harvester Kiddies ----- 37 50
Harvester Record B. ----- 75 00
Harvester Delmonico ----- 75 00
Harvester Perfecto ----- 95 00
Websteretts ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 85 00
Starlight P-Club ----- 150 00
La Azora Agreement ----- 53 00
La Azora Washington ----- 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 00
Valentine DeLux ----- 95 00
Valentine Imperial ----- 95 00
Tiona ----- 30 00
Clint Ford ----- 35 00
Picadura Pals ----- 25 00
Quality First Stogie ----- 18 50

Vanden Berge Brands

Chas. the Eighth, 50s ----- 75 00
Whale-Back ----- 50s 58 00
Blackstone ----- 50s 95 00
El Producto Boquet ----- 75 00
El Producto, Puri-
tano-Finos ----- 92 00

CONFECTIONERY

Stick Candy Pails
Standard ----- 18
Jumbo Wrapped ----- 20
Pure Sugar Stick 600s ----- 4 25
Big Stick, 20 lb. case ----- 21
Mixed Candy
Kindergarten ----- 19
Leader ----- 18
X. L. O. ----- 15
French Creams ----- 20
Cameo ----- 22
Grocers ----- 13

Fancy Chocolates

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

Gum Drops Pails

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

Lozenges. Pails

A. A. Pep. Lozenges ----- 20
A. A. Pink Lozenges ----- 20
A. A. Choc. Lozenges ----- 20
Motto Hearts ----- 21
Malted Milk Lozenges ----- 23

Hard Goods. Pails

Lemon Drops ----- 20
O. F. Horehound dps. ----- 20
Anise Squares ----- 20
Peanut Squares ----- 22
Horehound Tablets ----- 20

Cough Drops Bxs.

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

Package Goods

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

Specialties.

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

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes ----- 35

DRIED FRUITS

Apples
Evap. Choice, bulk ----- 16

Apricots
Evaporated, Choice ----- 16
Evaporated, Fancy ----- 20
Evaporated Slabs ----- 13

Citron

10 lb. box ----- 48

Currants

Package, 15 oz. ----- 18
Boxes, Bulk, per lb. ----- 17
Greek, Bulk, lb. ----- 15 1/2

Peaches

Evap. Choice, unp. ----- 12
Evap., Ex. Fancy, P. P. ----- 18

Pearl

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

Raisins

Seeded, Bulk ----- 10 1/2
Seeded, bulk Calif. ----- 09 1/2
Seedless, 15 oz. pkg. ----- 12
Seedless, Thompson ----- 11
Seeded, 15 oz. pkg. ----- 12
California Sulanas ----- 09 1/2

California Prunes

90-100, 25 lb. boxes ----- @08
80-90, 25 lb. boxes ----- @09
70-80, 25 lb. boxes ----- @10 1/2
60-70, 25 lb. boxes ----- @11 1/2
50-60, 25 lb. boxes ----- @12 1/2
40-50, 25 lb. boxes ----- @14
30-40, 25 lb. boxes ----- @17 1/2

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 06 1/2
Cal. Limas ----- 14
Brown, Swedish ----- 09
Red Kidney ----- 02

Farina

24 packages ----- 2 10
Bulk, per 100 lbs. ----- 05 1/2

Hominy

JELLY GLASSES
8 oz., per doz. ----- 35**OLEOMARGARINE****Kent Storage Brands.**

Good Luck, 1 lb.	25 1/2
Good Luck, 2 lb.	25
Good Luck, solid	24
Gilt Edge, 1 lb.	25 1/2
Gilt Edge, 2 lb.	25
Delicia, 1 lb.	22
Delicia, 2 lb.	21 1/2

Swift Brands.

Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands

Carload Distributor



Nucora, 1 lb.	25 1/2
Nucora, 2 and 5 lb.	25

MATCHES

Diamond, 144 box	8 00
Searchlight, 144 box	8 00
Red Stick, 720 1c bxs	5 00
Red Diamond, 144 bx	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 50
Libby, Kegs, wet, lb.	22

MOLASSES.**Gold Brer Rabbit**

No. 10, 6 cans to case	5 55
No. 5, 12 cans to case	5 80
No. 2 1/2, 24 cans to cs.	6 05
No. 1 1/2, 36 cans to cs.	6 00

Green Brer Rabbit

No. 10, 6 cans to case	4 20
No. 5, 12 cans to case	4 41
No. 2 1/2, 24 cans to cs.	4 70
No. 1 1/2, 36 cans to cs.	4 00

Aunt Dinah Brand.

No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 25
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00

New Orleans

Fancy Open Kettle	68
Choice	52
Fair	32

Half barrels 5c extra**Molasses in Cans.**

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 65

NUTS.**Whole**

Almonds, Terregona	20
Brazil, Large	22
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	03 1/2
Peanuts, Vir. roasted	11
Peanuts, Jumbo, raw	13
Peanuts, Jumbo, rstd	15
Pecans, 3 star	23
Pecans, Jumbo	24
Walnuts, California	28

Salted Peanuts.

Fancy, No. 1	16 1/2
Jumbo	23

Shelled.

Almonds	48
Peanuts, Spanish, 125 lb. bags	15 1/2
Filberts	32
Pecans	84
Walnuts	52

OLIVES.

Bulk, 2 gal. keg	3 50
Bulk, 3 gal. keg	5 00
Bulk, 5 gal. keg	7 75
Quart, Jars, dozen	6 00
Pint, Jars, dozen	3 50
4 oz. Jar, plain, doz.	1 40
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 80
16 1/2 oz. Jar, Pl. doz.	4 50
4 oz. Jar, Stu., doz.	1 90
8 oz. Jar, stuffed, dz.	3 40
9 oz. Jar, Stuffed, doz.	4 10
12 oz. Jar, Stuffed, doz.	4 90

PEANUT BUTTER.**Bel Car-Mo Brand**

8 oz., 2 doz. in case	24
24 1 lb. pails	-----
12 2 lb. pails	-----
5 lb. pails 6 in crate	-----
14 lb. pails	-----
25 lb. pails	-----
50 lb. tins	-----

PETROLEUM PRODUCTS**Iron Barrels**

Perfection Kerosine	13.1
Red Crown Gasoline	-----
Tank Wagon	18.7
Gas Machine Gasoline	37.2
V. M. & P. Naphtha	23.6
Capitol Cylinder	39.2
Atlantic Red Engine	21.2
Winter Black	12.2

**Iron Barrels.**

Light	57.2
Medium	59.2
Heavy	62.2
Special heavy	64.2
Extra heavy	67.2
Transmission Oil	57.2
Finol, 4 oz. cans, doz.	1.40
Finol, 8 oz. cans, doz.	1.90
Parowax, 100, lb.	7.2
Parowax, 40, 1 lb.	7.4
Parowax, 20, 1 lb.	7.6



Semdac, 12 pt. cans	2 80
Semdac, 12 qt. cans	4 15

PICKLES

Medium Sour	-----
Barrel, 1,200 count	19 00
Half bbls., 600 count	10 50
10 gallon kegs	9 50

Sweet Small

30 gallon, 3000	38 00
30 gallon, 3000	43 00
5 gallon, 500	7 75

Dill Pickles.

600 Size, 15 gal.	9 50
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PIPES

Cob, 3 doz. in bx.	1 00@1 20
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PLAYING CARDS

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

POTASH

Babbitt's 2 doz.	2 75
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FRESH MEATS**Beef.**

Top Steers & Heif.	18@19
Good Steers & Heif.	16@17
Med. Steers & Heif.	12@13
Com. Steers & Heif.	10@12

Cows.

Top	12
Good	11
Medium	09
Common	08

Veal.

Top	12
Good	10
Medium	08

Lamb.

Good	24
Medium	22
Poor	16

Mutton.

Good	12
Medium	10
Poor	06

Pork.

Heavy hogs	08
Medium hogs	09 1/4
Light hogs	09
Loins	15
Butts	10
Shoulders	12
Hams	10
Spareribs	10
Neck bones	05

PROVISIONS**Barreled Pork**

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

Dry Salt Meats

S P Bellies	16 00@13 00
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Lard

80 lb. tubs	advance 1/4
Pure in tierces	15
69 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
30 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1
2 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@ 24
Hams, 16-18, lb.	21@ 26
Ham, dried beef	-----
sets	38 @39

California Hams

Picnic Boiled	-----
Hams	30 @32
Boiled Hams	34 @37
Minced Hams	14 @15
Bacon	18 @30

Beef

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

Mince Meat

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

Pig's Feet

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

Tripe

Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00
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 1/2
Blue Rose	06 1/2
Broken	03 1/2

ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 12 Fam.	2 20
Quaker, 18 Regular	1 80
Quaker, 12s Family N	2 75
Mothers, 12s, Ill'num	3 25
Silver Flake, 18 Reg.	1 40
Sacks, 90 lb. Jute	2 85
Sacks, 90 lb. Cotton	2 90

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	1 40
doz.	-----
Wood boxes, Pure	27
Whole Cod	11

Holland Herring

Queen, Kegs	1 05
Queen, half bbls.	8 25
Queen, bbls.	16 00
Milkers, kegs	1 10
Y. M. Kegs	1 10
Y. M. half bbls.	9 00
Y. M. Bbls.	18 00

Herring

K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 25
Boned, 10 lb. boxes	28

Lake Herring

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

Tubs, 100 lb. fancy fat	24 50
Tubs, 60 count	6 00
Med. Fancy, 100 lb.	13 00

SHOE BLACKENING.

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

STOVE POLISH.

Blackline, per doz.	1 35
Black Silk Lapid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, doz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
454 Stove Enamel, dz.	2 85
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	3 00

SALT.

Colonial, 24, 2 lb.	95
Log Cabin 24-2 lb. case	1 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.

Butter Salt, 280 lb. bbl.	4 50
Baker Salt, 280 lb. bbl.	4 25
100, 3 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40

MORTON'S

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

Worcester**Bbls. 30-10 sks.**

Bbls. 30-10 sks.	5 40
Bbls. 60-5 sks.	5 55
Bbls. 120-2 1/2 sks.	6 05
100-3 lb. sks.	6 05
Bbls. 280 lb. bulk:	-----

A-Butter

AA-Butter	4 20
Plain 50-lb. blks.	52
No. 1 Medium bbl.	2 75
Tecumseh 70-lb. farm	-----
sk.	92

Cases, Ivory, 24-2 cart

Cases, Ivory, 24-2 cart	2 35
Bags 25 lb. No. 1 med.	26
Bags 25 lb. Cloth dairy	40
Bags 50 lb. Cloth dairy	76
Rock "C" 100-lb. sacks	70

SOAP

Am. Family, 100 box	6 00
Export, 120 box	4 75
Flake White, 100 box	4 80
Fels Naphtha, 700 box	5 50
Grdama White Na. 100s	5 00

Rub No More White

Naphtha, 100 box	5 00
Swift Classic, 100 box	4 75
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00</

Change of Date By State Grocers.

Wyoming Park, Feb. 12—Owing to the fact that Easter comes April 20, the officers of the Retail Grocers and General Merchants' Association have changed the date of the convention from April 15, 16, and 17 to April 22, 23 and 24. When the Board met to arrange the program, Easter was not thought of, but Treasurer Albrecht, of Detroit, called up the Secretary this week and steps were taken to make this change.

Probably this will be better all around; at least the Secretary is glad to have a little more time to get out the year book.

Everybody should mark these dates on the calendar and in towns that have local associations the delegates should be appointed soon.

Remember we plan to entertain the ladies this year in a special way; also that the convention will be thoroughly practical, with few speeches and much discussion. Questions should be sent in to John Affeldt, Jr., Lansing, who has charge of the question box. This will be a big feature at the 1924 convention.

The question of relegating cut-price articles to the background will be thoroughly thrashed out and possibly a list of objectionable articles will be submitted. We are getting replies to our circular letter of Nov. 30 on this subject in nearly every mail and the merchants are beginning to wake up.

In our store we have tried this out and have nearly killed the sale of one or two articles which the chain stores have been featuring for some time.

The Secretary was recently invited to Hastings to speak to the Commercial Club and was well impressed with that body. Certainly no town we know of with 5,000 inhabitants could get out seventy-five men to a meeting of this kind and I have never met a finer bunch of men in my life. Their President is a prominent grocer of Hastings, William J. Reed. I certainly enjoyed my visit to the county seat of Barry county and would welcome an invitation to other towns which wish to hear what this Association is doing for the retail grocers and meat dealers.

Paul Gezon,

Sec'y Retail Grocers and General Merchants' Ass'n.

Tweeds More To the Fore?

It would not prove surprising if there were something like a marked swing to tweeds as a fabric for suits and coats, possibly for the Fall season. Those who hold this view say that the weave is already receiving considerable attention for the Spring, but the movement may not get well started until wholesale preparations for the Fall are made. It is pointed out that fashion sponsorship has been recently given to tweeds by the Parisian couturiers. Chanel and Lanvin, who have used them for suits. The trend is being watched with interest by the mills, as well as by the garment wholesalers.

Features of Neckwear Buying.

Jabots are receiving some attention in Spring buying of women's neckwear. They represent the late trend, and are called for in nets, laces and chiffons. Pleatings are likewise in demand. Lines of collar and cuff sets in varied materials and fancy color combinations are being featured, and wholesalers say they look for them to continue their popularity. Panel collars are being shown, and retailers in certain sections are ordering them. Buying in general is expected to spurt during the next two or three weeks.



This is the interior of the Dunn Mercantile Company store, Wichita, Kansas, showing the various units of McCray equipment which the president, H. J. Dunn, writes gives highly satisfactory service, and is economical in operation.

"Our McCray Refrigerators Build Bigger Business for Us"

THAT is the experience of grocers everywhere. They tell us so in letters which arrive almost daily.

McCray refrigerators help you grocers sell more goods. They enable attractive display. They keep your stocks fresh, wholesome and tempting in appearance.

Besides, they **save** you money by cutting down spoilage—and because they are **economical to operate** whether you use ice or mechanical refrigeration. Ask any McCray user—he will back that up.

The secret of McCray service is **in-built quality** that goes through to every hidden detail. The patented McCray construction insures circulation of cold, dry air through every compartment.

Complete equipment in stock for stores and markets of every size—refrigerators, coolers, display case refrigerators. We'll build to order if you desire.

Send the post card now for further information. We'll gladly suggest specific equipment to meet your particular needs.

Pay for the McCray as it pays you. Let us tell you about our term payment plan.

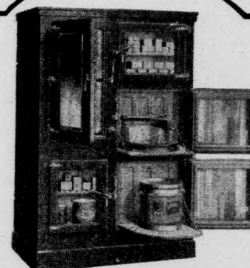
McCray Refrigerator Co.
2444 LAKE STREET KENDALLVILLE, INDIANA

Salesrooms in all Principal Cities
DETROIT SALESROOM 36 E. ELIZABETH STREET

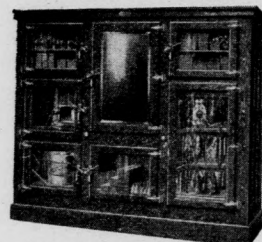
McCRAY

REFRIGERATORS

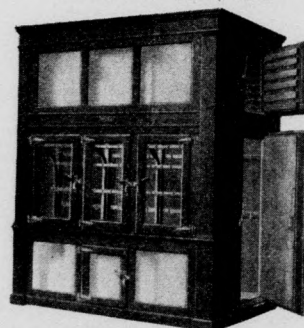
for all purposes



McCRAY NO. 405



McCRAY NO. 411



McCRAY NO. 185



McCRAY NO. 1036

GAINING IN STRENGTH.

(Continued from page twenty-three)
A survey shows construction valued at \$5,992,900,000. This reduced the shortage of needed building by \$2,617,900,000 or about 40 per cent. What interests us is that there is still a shortage of \$3,375,000,000 in needed buildings in the United States and owing to Michigan's great automobile industries she will have to absorb considerably more than her ordinary share of this building program.

Mr. Ford is reported will spend \$125,000,000 for his 1924 program. New plants are planned, cement by-products, coke and wood distillation are included among the projects planned.

The fact that one in every seven persons in the United States owns a motor car and that the number of cars in use in 1923 over 1922 was 2,916,918, or an increase of 23.6 per cent. has not seemed to cause a let up in the automotive industry, which during 1923 used 11 per cent. of all steel produced in the United States.

The manufacturers of auto pleasure cars and trucks are planning the largest production in their history for 1924.

An interesting side light on this industry is that of over 100 active manufacturers of passenger cars in the United States five of this number account for over 80 per cent. of the total aggregate and that of the approximate 4,000,000 manufactured in 1923 five of the manufacturers turned out about 3,335,000. These figures should be of special interest to members of the Michigan Association for Michigan may properly be called the headquarters if not the actual home of the automotive industry.

May we not profitably hesitate a moment, then and ask ourselves:

1. What portion of these projects and activities are we as merchandisers of hardware going to participate in and profit from?

2. With the enormous needed building program ahead of us, the requirements necessary for increased auto production estimated at over a billion dollars, and the great need of our railroad systems in new equipment and rolling stock, and the usual expansion in all sections of a progressive nation—what, if any, are the prospects of declining prices in the near future, and what may we reasonably expect in the way of deliveries?

While it is true that several items in hardware suffered slight declines during the closing weeks of 1923, it is my belief that these declines have been more than offset by the advance in other lines and the still further stiffening of prices on the more basic commodities.

During the week ending Jan. 12, \$50,000,000 of call money was offered on the New York Stock Exchange and returned to the banks as not wanted. Of this amount \$20,000,000 was returned in one day, and call funds were being loaned at from 4 per cent. to 4 3/4 per cent. This does not indicate tight money nor hard times.

There is some difference of opinion between forecasters but the majority predict that at least for the first half

of 1924 we may be reasonably sure of good business. Beyond the first half few care to predict but nearly all are optimistic.

So called "presidential year" no longer causes the fear and doubt about business that it once did. There is no good reason why it should seriously affect business and especially is this true in connection with the coming election.

Personally, and after a very close study of the situation I am convinced that 1924 will be a good year for the hardware merchant who adopts modern methods of accounting, collecting, stock and store arrangement, simplification in stock selection, watches closely stock turn, eliminates slow moving items and adds those for which there is a growing demand, and which justly belong to the hardware trade.

In conclusion, I wish to express my appreciation for the privilege of serving this Association as its President. I am grateful for the splendid feeling of good fellowship which prevailed with its officers during my incumbency. During our group meetings officers and members of the executive boards took an active part in the promotion of Association interests going cheerfully when and wherever requested, without compensation for their time lost.

I have met with nothing but kindness, consideration and cheerful cooperation on all sides. My duties brought me in closer contact with Mr. Scott, our Secretary, Mr. Nelson, our Field Secretary, and Mr. Moore, our Treasurer, than it did with other members of the Executive Boards and to these three gentlemen, with whom I have worked so closely, I am especially grateful for their kindness and helpful consideration, and to the membership at large I wish to congratulate you on being able to retain such faithful officers as these three men, for "in all the states there are none like them."

A well located merchant said the other day that he had been waiting for years for the opportunity to extend his business and it never seemed to come. His competitor on the less desirable side of the street had in the meantime doubled his sales and profits by making his own opportunities.

Do people ever say in your store, "Why, I didn't know you kept that!" If they do, you are weak in your advertising.

Hides, Pelts and Furs.

Hides.	
Green, No. 1	05
Green, No. 2	04
Cured, No. 1	06
Cured, No. 2	05
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 5/8
Horse, No. 2	2 50

Pelts.	
Old Wool	1 00 @ 2 00
Lambs	75 @ 1 25
Shearlings	50 @ 1 00

Tallow.	
Prime	06
No. 1	05
No. 2	04

Wool.	
Unwashed, medium	@ 40
Unwashed, rejects	@ 30
Unwashed, fine	@ 40

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.

Store for Rent—On main street; live town. Wm. M. Monroe, Bronson, Mich. 467

WANTED—A CANNERY. FINE LOCATION, soil adapted to FRUITS, VEGETABLES. BOX 215, MIDDLEVILLE, MICH. 468

FOR SALE—Clean grocery stock and fixtures. Corner location. Good town. A fine business opportunity. Don't pass this up. Address No. 469, c/o Michigan Tradesman. 469

For Sale—Confectionery and lunch business on Roosevelt Highway. Modern buildings, five-room furnished flat upstairs, ice house, garage, light plant, running water, soda fountain, fixtures, and stock. Bell telephone toll station. Located in thriving town of 1,000 population. Address Jas. Norton, Engadine, Mich. 470

TYPEWRITERS—All makes, slightly used, \$20 up. Easy payments. Free trial. Guaranteed two years. Write today. Payne Company, Rosedale Branch, Kansas City, Kansas. 471

For Sale—Owing to death of my husband wish to dispose of hotel property here. Has poolroom in connection. Situated on Mackinac Trail. For particulars, write Mrs. J. A. Bryant, Fife Lake, Mich. 472

For Sale—By owner. Double store, fixtures, and five-room cottage. Best location, in excellent farming country. Price \$4,500, with \$2,500 down, balance terms to suit. Address No. 473, c/o Michigan Tradesman. 473

FOR SALE—"The Big R"—tourists' cafeteria—at the gateway of Cloverland—population 1,000. Inventory \$5,000, buildings \$6,000. Famous for chicken dinners. Grocery and drug stock side line. Will sell for \$9,000, part down, easy terms if taken at once. Address Dr. C. F. White-shield, Sheridan Road, Powers, Michigan. 474

Wanted—Meat cutter, middle-aged American, who can work at meat counter and assist in general store in small town. Good position and wages for right man; Must be steady. Address No. 475, c/o Michigan Tradesman. 475

For Sale—\$75. One Burroughs five-column adding machine and stand. Good as new. Price when new, machine, \$125; stand, \$12.50. Frank J. Ward, St. Johns, Mich. 476

For Sale—\$125. One McCaskey 220-account register. Has been used only about one year. Price when new, \$246. Frank J. Ward, St. Johns, Mich. 477

FOR SALE—Being a candidate for Probate Judge, I offer my grocery stock for sale. Capital needed, \$2,500. Best location in a live manufacturing town. Good opportunity for a hustler. A. B. Tucker, Otsego, Mich. 478

WE WILL trade Florida land clear for merchants' surplus merchandise, original cost price, match any size stock. Write for particulars. Land Market, Palatka, Florida. 456

FEW more pairs of registered Silver Black breeding foxes for sale. Will take care of breeders and their offspring until next Sept. 1; will sell with guarantee of increase or without. Also I am taking orders for spring pups, delivery Sept. 1. Armstrong Silver Fox Ranch, Alanson, Mich. 459

For Sale—Good store building, two story, basement. Electric lights, shelves, counters. Good condition. Address No. 460, c/o Michigan Tradesman. 460

For Sale or Rent—Two-story warehouse with two-truck garage; trackage; St. Paul, Minn. Berry Bros. Milling Co., Hector, Minn. 462

For Sale—On account of sickness, stock of groceries, dry goods and meats, including store and dwelling house. Garage in connection. Terms to suit purchaser. Faris Nickola, Boyne City, Mich. 463

FOR SALE—Stock of clothing, shoes and furnishings in one of the best towns in Western Michigan. Doing the best business, and the best store in town. The best reasons for selling. If stock is not wanted, will sell fixtures and lease. This town is located in the best farming community in Michigan. Reasonable rent, including heat. Address No. 465, c/o Michigan Tradesman. 465

FOR SALE—Good paying country store located at potato and produce shipping point, post office and general merchandise. Store building 30x40 brick and tile, up-to-date, seven-room kelastone residence equipped with every modern convenience. Building all newly built. Gasoline and oil station with full equipment. Will sacrifice to right party. Must sell on account of health. Terms, Oscar F. Burke, Hobart, Michigan. 452

CHARLES I. KELLY
Merchandise and real estate auctioneer
Grelton, Ohio. 448

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

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

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, ect. LOUIS LEVINSON, Saginaw, Mich.

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.

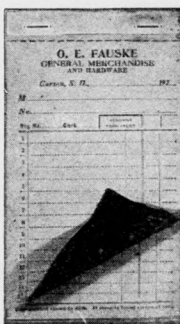
THE POWER CO.

Bell M 797 Citizens 4261

WM. D. BATT
FURS

Hides, Wool and Tallow

28-30 Louis St.
Grand Rapids, Michigan



PROFITS ARE LOST if you fail to keep an accurate record of your sales. Try the one writing system by using sales books. If you don't write us for prices we both lose. Let us bid on your next order?

We make all styles and sizes, prices on request.

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

Economic Coupon
Books

They save time and expense.

They prevent disputes.

They put credit transactions on cash basis.

Free samples on application.

Tradesman Company
Grand Rapids, Mich.

Reason For Opposing Good Roads Bond Issue.

Kalamazoo, Feb. 5.—A recent mention of mine of the affairs of the Grand Rapids Grand Haven & Muskegon Railway was not really intended so much as a criticism as an appeal to the Michigan Utilities Commission to "play out plenty of rope."

The trouble with this corporation—and the same may be said of most others who perform a public service—is that they fail to take the public into their confidence, and seldom make statements of any kind except when they desire to promote a sale of securities.

They persistently do things to antagonize the very people they depend upon for existence and never offer any explanations concerning their actions.

Hence the Verbecks are legion.

Whenever a regulation has been applied by the authorities, no matter how reasonable or necessary, there has never been quiet submission, but, on the contrary, a long drawn out "try out" of legal technicalities, and this method of advertising is always of doubtful character. At least it never excites sympathy.

The board of supervisors of Wexford county last week voted down a proposition to submit a bond issue to the voters of that county at the coming spring election.

The reason for such action was most plausible.

The returned unpaid taxes for Wexford county are \$20,000 in excess of what they were in normal times and many of the farmers are on the verge of bankruptcy.

The supervisors knew that if the bonding proposition was submitted to the voters, it would be carried by the ballots of non-taxpayers.

To express it bluntly, the man who paid no taxes would vote a mortgage on his neighbor's estate.

Wexford county needs good roads. She has needed them for fifty years, but the exigencies of the case do not seem sufficient to compel the building of these roads at once, hence the very sensible, if arbitrary, action on the part of the supervisors will excite the admiration of justice loving people everywhere.

A very perplexing condition exists in Wexford and a half dozen other counties in the Northern portion of the Lower Peninsula.

Good farms are in evidence everywhere and good crops are reasonably certain, but the marketing conditions are very bad.

Millions of bushels of potatoes, apples, cherries and other products remain ungarnished each year because there is no place of final disposal.

A few years ago the producers in these several counties were on the tidal wave of prosperity. Lands increased in value, because of good crops and good prices and to all appearance this was a land of "milk and honey."

Then came the steady increase in taxes and the unusual decrease in the value of farm products.

The former was perhaps inevitable on account of a universal tendency, but farm produce, though salable at the distant market was rather a liability than an asset, on account of confiscatory marketing costs.

If the taxing bodies can do anything to alleviate the immediate necessities of the taxpayers they can afford to "stand by" and prevent the increase of taxable indebtedness.

John R. Quinn, National Commander of the American Legion, is another candidate for oblivion. He makes the positive announcement that the enemies of the soldiers bonus are raising a slush fund of \$200,000 to in-

fluence the vote of representatives in Congress.

In the good old days when it was believed by some that the moon was made of green cheese, this would have been fair comedy, but this particular nightmare of Quinn's is tragedy.

If the bonus project is defeated it will be largely on account of the misguided utterances of such men as MacNider and Quinn.

Perhaps the public will be merciful and accept this foolish talk with pity, rather than disgust.

Congressional representatives do not have to be bribed to vote against the bonus. They know way down in their hearts that the Legionnaires are far from unanimous in their bonus demands and, besides, that they are hearing from the folks back home.

Commander Quinn should tell his stories to the naval contingent—not inflict them on thinking people.

President Lewis, of the united mine workers, at their Indianapolis' meeting, spoke on the subject of peace in coal mining industry and especially the need of an agreement between owners and men, under which wages may be fixed for a term of years, without resorting to strikes or delays in production.

"Were such an arrangement possible," he suggests, "it would demonstrate to the coal consuming public that the industry itself was making a sincere attempt to place its house in order."

Which demonstrates beyond a doubt that knowing the true history of the industry as he does he is well aware that such agreements have been possible in the past in both the anthracite and bituminous fields.

At least fifteen years ago a conciliation board settled satisfactorily every question at issue between the miners and operators and there was no sign of trouble, and even in the soft coal districts there were many intervals of peace, reached by negotiation and argument.

What has been possible in the past ought to be accomplished now that the necessity for agreement is much greater, and we hope Mr. Lewis is man enough to so demonstrate.

Those of the general public who are opposed to governmental ownership of public utilities and governmental interference in business certainly hope that the mine workers union will not make it necessary to resort to that extreme, and as the problem again presents itself would like to enjoy the hopefulness of lasting peace and amity between operators and operatives.

Frank S. Verbeck.

The German ambassador was withdrawn from Paris when the French occupied the Ruhr on the ground that the occupation violated the Treaty of Versailles. A German Ambassador now returns to Paris. This is a tacit admission that the French position was legal. It is certainly an indication that the political phase of the Ruhr occupation, so far as Germany is concerned, may be considered a dead issue. Passive resistance was abandoned four months ago. Soon afterward a beginning was made toward economic and financial adjustment. The Dawes committee is attempting to find a more permanent ground for agreement. Full resumption of diplomatic relations between Berlin and Paris brings the political position somewhere near normality.

Europe's alarms frighten you. Remember, human nature has more lives than a cat.

EUREKA

Chemical Indoor Closet

Odorless, Sanitary

Comfort, Convenience and Healthfulness secured without running water or plumbing.

Danger of contaminated well water is eliminated.

Can be placed in any convenient room. No tools and only a few minutes required to install.

Set in position and connect the vent pipe to the chimney—that is all.

The Eureka Chemical Indoor Closet is made odorless and

sanitary through ventilation and the action of the special chemical which is mixed with water and placed in the container.

The chemical closet is not an experiment but has been in successful use for years, and is endorsed and recommended by many health boards and health authorities.

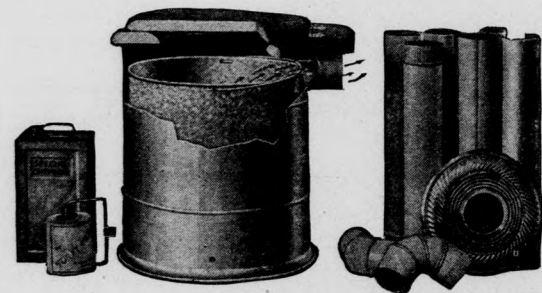
For use in any place where running water or sewer is not available; in the farm or town home, summer cottage or camp, for workmen in buildings under construction, etc., its comfort, convenience and healthfulness is worth far more than the small cost.

The outer container and pipe are attractively enameled, the inner container of galvanized steel.

Complete as shown in the illustration with 7 joints 3 inch enameled pipe each 12 inches long, 2 3 inch enameled elbows, a 6 to 3 inch stove pipe hole reducer and wall finish collar, toilet paper holder and roll of paper, and one can of special chemical.

Extreme size across top 15 x 16½ inches.

Height 17 inches. Shipping Weight approximately 28 lbs.



Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave., 151 to 161 Louis N. W.
Grand Rapids, Mich.