

MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1924

Number 2109

Who ever heard of **STOPPING**
a **LEAK** with a
HAIR NET?
Certainly!

Sell hundreds of them
instead of dozens!

Many a good merchant has gone down
to failure just because he didn't figure
that for every low-margin item he carried
he had to have a money-maker.

THAT'S WHERE
 **ARROW** HUMAN
HAIR NETS
COME IN - THEY PAY 100 o/o NET

Special MERCHANDISING OFFER DURING
FEB. & MARCH - WRITE FOR DETAILS!

Grand Rapids Dry Goods Co.
GRAND RAPIDS, MICH.

Distributors for
KAUFMANN BROS., Importers
114-116 E. 25th St., New York

The Arrow
points the
way to
PROFITS



✕ Marks place where leak
occurred in a typical mer-
chant's business - It was on
low-profit items. He stopped
it with a case of Arrow Hair Nets.
They pay 100 o/o Profit!

THE GENEROUS OFFER FOR INITIAL ORDERS



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



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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.

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw

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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.

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THE VALUE OF EFFICIENCY.

Grand Rapids had the pleasure of entertaining the members of the Michigan Retail Hardware Association for the fifth consecutive time last week. Next year the opportunity will be afforded the Furniture City to entertain the same organization for a sixth consecutive time.

The reason why Grand Rapids is accorded this signal honor is because she is enabled to function more efficiently at a convention of this kind than any other city in the State, because she is centrally located, possesses ample hotel accommodations and also has an exhibition hall within a block of the Pantlind Hotel, which is the official headquarters of the organization. The continued recognition of Grand Rapids as the best location in which to assemble the hardware dealers is, therefore, a public acknowledgment of her efficiency as a convention city.

Further examples of the value of efficiency are presented in the election of Secretary Scott for the twenty-third time and Treasurer Moore for the eighteenth time. These men have demonstrated their value to the organization or they would not be retained in office for such unusual periods without opposition or adverse comment. The long and faithful service these men have to their credit is one outstanding reason why the organization is so successful; why it has been able to show an increase in its membership every year since 1910; why it is the largest state association of hardware dealers in America; why the meetings are so largely attended that the organization is conceded to be the foremost body of its kind in the United States.

Great care is also used in the selection of the presiding officers, who are usually designated several years in advance of actual service. They are first placed on the executive board,

gradually advanced to the vice-presidency and then placed in full control, after first being given an opportunity to acquire a thorough knowledge of the detailed work of the organization.

These are some of the reasons why the Michigan Retail Hardware Association is in a class by itself.

Now that the clothing merchants and hardware dealers have come and gone, the next mercantile convention slated for Grand Rapids is the meeting of grocers and general merchants in April. For obvious reasons the latter organization has never achieved the success which has come to the hardware, dry goods and implement dealers. Now is a good time to make a new resolve and start the grocers and general merchants unit on a career of great energy and usefulness. The occasion demands quick and decisive action. The independent dealer has reached the parting of the ways. He must join hands with his fraters or become overwhelmed in the vortex of mail order and chain store competition. President Christensen and his associates stand ready to point the way. It is up to the rank and file of the trade to give them hearty support or be relegated to a secondary position in the eager race for supremacy.

Status of Pacific Coast Milk War.

The battle between various factions of the grocery trade on the Pacific Coast, referred to more or less frequently in these columns of late is developing features which make it more than a local squabble. It really presents important evolution at work.

The Pacific Coast trade has long basked in immunity from the types of competition in food distribution which have characterized other parts of the country, confident that there was no danger of the "evil" spreading—if one regards it as an evil. But once the chain store got a start there and commenced growing with leaps and bounds the whole evolutionary war broke out in a way that draws the situation clearly in its true colors.

First of all, the manufacturers had refrained from selling chain stores as wholesalers, but awoke to the fact that they now control an output which it is no longer prudent to ignore. The chains made this very appreciable by refusing to handle the goods of manufacturers who would not sell them direct; also made a drive for recognition. In the end they persuaded about twenty such specialty men to recognize them.

That was no more than has happened before in other parts of the country, and while jobbers and retailers have protested loudly and consistently they have long since accepted the inevitable with comparatively good grace.

But on the Pacific Coast the announcement of the direct trading policy caused a sensation. The jobbers rose en masse and, backed by the retailers, both buying exchanges and individuals—set up a boycott. In a little while the bulk of the fighting concentrated on Carnation Milk, the owners of which were disposed to fight it out. They did it by substituting their own distributive machinery to retailers in place of the "striking" jobbers and pushed their goods through the chains more than ever. After a few weeks they announced a scale of prices which placed all retailers on the direct list, but favored carlot buyers or ten-case buyers very greatly as against small retailers.

The buying exchanges were thus placed in possession of the very parity with chain systems which they have wanted all along. Further, it helped them enlist members from among the "independent" retailers. So the organized retail grocers associations at once withdrew from the alliance with the jobbers and ceased fighting.

It left the jobbers in a very awkward position, but they apparently decided to keep on fighting desperately, pushing other brands and trying to enlist the support of the non-exchange retailers in doing it. And there the matter rests at present. The fight is on; the outcome is highly significant.

The incident from an evolutionary distributive standpoint is interesting. It places the retail grocers' organization on record as apparently favoring a policy which gives them the same quantity buying rights as the chains, with little regard to the right or welfare of the non-member. Yet they do not appear to be any more friendly to the chains than before, and certainly their record of loyalty to their wholesale allies is not inspiring.

The individual unattached retail grocers are not furnished a very assuring belief that their rights can be safely trusted to a retail association of that sort. In California—is it true elsewhere?—retail grocers' associations and buying exchanges are largely synonymous, yet their membership is probably not more than 5 per cent. of the total number of retail grocers—nationally between 350,000 and 400,000—they are reputed to speak for.

This is a serious matter for the cause of retail grocers' associations quite apart from the specific merits of this California controversy. There has for some time been complaint that the association movement among retail grocers has ceased to be what it purports to be on the surface—a spokesman for retail grocers at large. Small retailers have charged that it is "over their heads" and has become a salvation ground for the very few who have the resources to join and work with

such an exchange on the basis of "save ourselves and let the devil take the rest."

Jobbers and manufacturers have contended that whenever they encouraged retail organizations and financed their growth in many instances it turned out that they were only building up potential enemies who would turn on them at a minute's opportunity. This charge, while stoutly denied by retailers, appears to have had some confirmation in California. Jobbers and retailers alike say so, at least.

Buy Flour To Cover Trade Requirements.

Written for the Tradesman.

Broomhall has revised his previous estimates on the Russian wheat crop: "The statistical commission has reduced the 1923 wheat crop estimate and now makes it 192 million bushel. The previous estimate on wheat was 364 million bushel for 1923 against 192 million in 1922." This reduces the Russian estimates 172 million bu.

It is not anticipated the report of the Tariff Commission, after it completes its investigation as to the advisability of an increase in tariff on wheat, will have any material effect on the price of May or July wheat, as both of these futures are going to be more dependent upon crop prospects and movement of grain than upon any particular report to be made by any particular committee, for the price of wheat in the last analysis is actually dependent upon world supplies and world demands. In other words, Europe is going to buy its wheat supply to the best advantage and if the American price is out of line with the Argentine and Canadian price, naturally, more Argentine and Canadian wheat will be purchased than American, although these two countries cannot supply all of Europe's requirements, some American wheat will have to be purchased, and from that standpoint a high or low tariff will have its proportionate effect; it will be more sentimental, however, than technical.

Weather conditions, favorable or otherwise, will be the main factor, coupled, of course, with supply and demand, in influencing prices in America on both wheat and flour and there does not appear to be anything in the situation that points to unusually strong markets, neither should the market develop any pronounced weakness. Prices should be reasonably uniform, and the wise policy, in our opinion, for the trade to pursue is to buy both wheat and flour to cover trade requirements. We fail to see where any particular gain can be made or advantage gained by going either long or short.

Lloyd E. Smith.

GOOD BUSINESS RECORDS.

Necessity of Care By Both Merchant and Clerk.*

It is a reasonable assumption that every business man desires to make a good record, not only because it is his source of revenue, but also because he naturally takes pride in it and then after he has passed from the active duties of life his friends, when listening to his virtues, may add, "He was also a splendid business man" and of great value to the community by reason of his genius, executive ability and courage.

I do not believe, however, this is the way the committee desired I should treat the subject, but rather as "good records in business." While somewhat different, yet we realize one seldom attains success in business without having employed good business records.

We pass years of training in school and store preparing to be good salesmen and good executives.

We eventually purchase or rent a store building and stock it with merchandise or buy the stock therein.

We make certain preparations and incur given expenses for the sole purpose of getting customers into our respective places of business to sell them goods at a profit. We hire clerks, pay for lights, heat, up-to-date fixtures, taxes, advertising, trucking, freight, etc., all to let people know who we are, where we are and what we have to sell. When the customers enter the store and ask for goods we have advertised, all of these facilities have played their part and won, but suppose the clerk is forced by conditions to say to the customer, "Sorry, sir, but we are out of that to-day," and when this has occurred about three times the customer is disgusted and comes to the conclusion that we are incompetent or lacking in funds and does his trading elsewhere.

The customer may be wrong, for we may be competent and not lacking for funds, but our employes may be extremely careless.

Every store has a stock or want book in which entries are made of goods low or out, preferably the former, but more often I fear the latter. This book when properly kept enables the buyer to buy in time and buy intelligently, but if the clerks forget to make the proper entry, then the experience of the customer herein recited results, and to me this is the most inexcusable blunder or oversight in modern retail merchandising, for the expense is small but the loss large, particularly if it results in the loss of the customer. Therefore, we are all deeply interested in the best system which will induce our employes to be more thoughtful in this respect, for sales thus lost cannot be made good for not only have the profits from the sales that might have been made lost but the proportion of all expenses incurred to date.

I am not addressing myself to this subject for the benefit of our modern members who do a business justifying the employment of full time book-

keepers, stenographers, auditors, stock-keepers, adding machines, etc., but to the great majority of our members who do much of their own selling, all of their buying and book-keeping who may enjoy part of this assistance but not all.

1. I suggest that you do not attempt to reduce the number of outs by carrying too large a stock, for this retards turnover and dissipates profits, but buy often and by keeping your want book properly prevent this useless waste of being out of stock or over stocked.

2. Study plans which ensure all time sales being recorded. A good cash register helps, but it does not force the employe to make a record in all cases, as many of us know. One or a number of sales to a customer having a good sized or long running account if overlooked may not be noticed and often the person who forgets to charge is not the one who settles with the customer and, therefore, there is no memory connection between the sale and the made-up statement or



C. L. Glasgow.

settlement. A customer rarely exercises his memory enthusiastically to help you remember, but readily complains when proper credit has not been given. Under the most careful system errors will occur and while many systems have been devised and employed, the human element renders them all imperfect; therefore this department of our business requires constant and close scrutiny, for the losses represent cost, margin, profit (if any) and humiliation.

3. Assuming that the entries have been properly made and we come to make settlement with our customers, always give a receipt (carbon preferred) whether the settlement be by note or cash. I understand some note settlements are made these days. Have all notes entered in a note register having space for date, maker, P. O. address, in whose favor, rate of interest, when due and when paid. Yourself or book-keeper can enter those at your leisure and when a note is paid or renewed the record should so show and a notation on the back of each note should state for what given account, direct sale or renewal and if renewal of what number note per year record.

4. There are certain lines of goods

which in time need repairs, such as ranges, heaters and furnaces. It is a good plan to make a record of each sale and place in such record name and number with all the information required by the manufacturer when furnishing repairs. Then when your customer asks for grates, linings, etc. your record will give you all the information required and your customer will appreciate your care exercised in his behalf. This may include such other articles as you may choose.

5. A record of invoices alphabetically arranged enables you to produce any invoice desired and find thereon notations explanatory of shortage, breakage, error in price or extension and if any portion returned date of such return and the amount charged.

6. I have found it profitable and often the means of furnishing information to settle differences, if all letters, such as mail orders, correspondence regarding price and terms and charges for damage or returned goods, were either carbon or letter press copies. A copied letter is rarely disputed and from this record both you and the other party know what was written and it results in much better feeling in all adjustments.

7. In making charges to a customer paying only part of his purchase, do not charge balance not paid for, but itemize and charge the entire purchase and give credit for cash paid and issue a receipt therefor; also where goods charged are returned and other goods taken, credit goods returned and charge those taken, even though the amount be the same. Then, when you render itemized statement to customer, your record will be complete and not left to memory, for the clerk who made the charge may not be with you and the customer remembers clearly the return of the articles, but forgets that other articles of equal value were taken in exchange.

8. When charge is made, let record show if customer, member of family, or neighbor got the goods; also the initials of the clerk making the sale and when account is settled let initials (if by other than the proprietor) of the person issuing the receipt appear under the proprietor's name affixed thereto. This may strike you as too much red tape and unnecessary, but you will not find it so, but rather very satisfactory to both you and your customer. When once this system is in operation it will not take as much time as you think. It is well to make as much of these records in the presence of the customer as possible, for when he or she notices the care with which you handle accounts, notes, etc., it will inspire confidence and to a large extent avoid disputes which might otherwise arise. No one realizes the benefits of complete records and correctly kept books more than the traveling men who have occasion to make adjustments and settlements with their customers.

Freight bills should be carefully filed, so that in case of need they can be selected at once to support any charge made, and not simply paid and then carelessly thrown aside as not important.

I feel that the business man who does a credit business (and most of us do) cannot be too careful, for we can neither afford to give reasonable ground for suspicion that our books and records are not correct, nor allow the losses due to compromise adjustments which are never entirely satisfactory.

I believe that all of our members take at least annual inventories if for nothing more than to enable us to make the report required by the Government and at the same time determine as to profits and losses, rearrangement of stock, etc.

I am not claiming to have told you anything new and possibly have not gone into detail as much as some of you now observe in your business. It is often true, however, that those rules and practices we should most observe are made effective only after having their need told us over and over again and in this respect I hope I have done us all some good.

Hotel Vincent Not a Promotion Proposition.

St. Joseph, Feb. 28—I am enclosing article taken from one of your recent issues and I might say that I have had possibly ten or twelve of these sent to me by various traveling men.

In the first place I want to say that Mr. Verbeck is grossly mistaken in terming me a promoter, as I have been in the newspaper game for the last ten years.

My wife's parents, Mr. and Mrs. Alonzo Vincent, were in the hotel business in Benton Harbor and St. Joseph for at least fifty years and the present hotel which is being erected has been named as a tribute to them.

Briefly, I will explain to you how the present hotel was financed. We borrowed \$275,000 from a first mortgage bond house, next the Benton Harbor citizens numbering ninety-four in all subscribed \$150,000 in second mortgage bonds without any commission being paid for the sale and we put a piece of property 100x100 into the deal for common stock and there has not been one cent paid to anyone for promotional work.

Possibly it would have been much better if the writer of the article had investigated conditions before writing.

Personally I think this article is uncalled for and I don't see why one of your writers should take this stand. However when the hotel is opened I will be more than pleased to have you come and look us over, as I cannot feel that you will assume the same attitude.

William S. Bastar.

Ten Reasons Why Sales Are Not Made.

1. Lack of knowledge.
2. Stumbling statements.
3. Indolent display of goods.
4. Inability to answer questions.
5. Lack of courtesy.
6. Poor appearance.
7. "Kidding" the customer.
8. Inferior demonstration.
9. Failure to gain customer's confidence.
10. Untruthful statements.

As a merchant your standing among people depends upon what your store equipment is like, just as a farmer's standing in your eyes depends upon the condition of his farm equipment.

To improve your prospect of getting somewhere, always come to the point quickly.

*Paper read at annual meeting Michigan Retail Hardware Association by C. L. Glasgow, of Nashville.

Why Traveling Men Retaliate Against the Railroads.

Battle Creek, Feb. 19—The long fight waged by the various traveling salesmen's organizations to compel Class I railroads to sell interchangeable mileage books at reduced rates has met with final defeat at the hands of the Supreme Court of the United States, which has set aside the order of the Interstate Commerce Commission, directing these roads to offer such mileage books for sale.

The Supreme Court upheld the Federal District Court of Massachusetts, which had concluded the Commission's order was made not upon facts, but upon a misinterpretation of the Interstate Commerce act.

Originally after a long and tedious fight by the various traveler's organizations, Congress passed an act authorizing the Interstate Commerce Commission to arrange for the issuance of such mileage books. The Commission was opposed to so doing, which necessitated a long additional controversy.

Finally nearly two years ago they decided to give it a trial only, and made an order to that effect. It was not by any means what the travelers wanted or had reason to expect, but it was a crumb as well as an entering wedge.

This order was to the effect that the first-class roads should issue mileage books which were to be sold at 20 per cent. below the regular rates, and while the slight reduction in fares was not much of an incentive, the convenience to the travelers made up for the disappointment.

The railroads brought suit, alleging that the Commission's construction of the law was unconstitutional, and also violated the Interstate Commerce act, which requires like charges for like service, forbids unreasonable preference and provides that rates must ensure a reasonable return upon investments.

Now there was nothing in the Congressional act, which, unfortunately, was not mandatory, limiting the sale of these books to commercial travelers, consequently anyone who was willing to make the investment, could participate in the benefits. Therefore it was not so-called "class" legislation and certainly was not discriminating, but it seems that the higher court did not look at it from that angle, and the railroads, which never submit to any reasonable regulation without a long-drawn-out law suit, applied their usual methods.

Isn't it a fact that railroad managers and operators frequently go out of their way to antagonize the very people upon whom they naturally depend for support?

Any business concern exercising plain, every day common sense would have made this trifling concession to retain the good will of the public and more especially that particular division of the public who can and do direct traffic on railroads. It was a "sop" to gain public favor, but it was sugar coated and the travelers who had put up the fight were satisfied with this solution of the problem.

Now their influence will be directed against these transportation companies, the auto buses and express trucks will gain additional prestige, and the railroads will again set up a wail for the poor widows and orphans.

It seems to me, under the showing of facts set forth above, that the commercial men would be justified in using retaliatory methods against the railroad companies. I have known cases where they have diverted shipments from some of the stronger to the weaker lines and compelled them to shed tears of repentance.

If they will take up the fight in their own behalf and systematically labor to secure the co-operation of shippers, they can accomplish much—

and who can blame them after this this direct slap in the face?

Tax reduction is clearly the great need of the hour in the entire country, which is shown by the rapidity with which business and civic organizations are lining up back of the reduction program of the present Congress.

National, State and local boards of commerce have already joined enthusiastically in the tax reduction movement and every passing day shows new development along these lines.

President Coolidge has strengthened his cause amazingly by his evident desires for reform in that direction, and his recent address at New York, on the occasion of Lincoln's anniversary, has had much to do with the increased confidence and respect in which he is held by the tax burden-bearers.

I have every faith in the Federal Government working to an end which will eventually furnish relief to the public, but something must be done by municipalities everywhere along the same lines.

Every day I hear bond salesmen remark that there is a poor market for municipal and school securities for the reason that public confidence has not been greatly strengthened by the tendency everywhere to go into debt for local improvements.

Somebody told me a while ago that when a man contemplates moving into a community the first question he asks is, "What are the schooling facilities?" Naturally if he has a growing family and pays no taxes, he does this, but if he is a taxpayer, he is much more exercised over the prospect of burdensome taxes, and more especially if he contemplates establishing an industry which might ultimately prove of great benefit to the community.

During the years when the whole world was enjoying a reasonable degree of prosperity there was not this craze to build school houses, court houses and other public buildings, but just now, when everyone is struggling to make both ends meet, this increasing of local indebtedness to provide these conveniences seems to be an obsession, and more especially among those who do not expect to have any part in paying the bills.

School houses which have in the past proven adequate to turn out a very good crop of useful and industrious citizens are no longer good enough to produce ribbon salesmen, and the paying power of the school district must needs be tested out.

President Coolidge did not mince matters at all when he spoke particularly of state, municipal and school extravagances. Frank S. Verbeck.

Under-Arm Bags Still Lead.

Retailers still prefer under-arm bags, according to wholesalers. In both fancy silks and varied leathers the demand for these has continued from the fall. Some manufacturers, however, see signs of a more pronounced swing to the pouch styles and are prepared with liberal assortments of these. Certain objections, they point out, have been raised by consumers to the under-arm bag which may tend to prevent its vogue for a further extended period. Among these, it is said, is the relative ease with which the under-arm bag may be lost or stolen, or articles drop out from it when it is not carefully closed. The chain or strap handle of the pouch bag, it is claimed, eliminates these.

When tempted to cut a price, for any reason whatever, consider well whether you are going to want to put that price back up and how you will be able to do it.

Canned Foods Week

March 1 to 8, 1924

THE National Canners' Association believe that a concerted effort on the part of themselves, wholesale grocers and retail grocers, can materially increase the consumption and sale of canned foods. They, therefore, have set apart the week of March 1 to 8—to be called "CANNED FOODS WEEK."

It is suggested that retailers make a special effort to sell canned goods in quantity lots, with the idea that we will bring about a larger increase in the sale of canned goods for this period. And the result of this will be greater consumption thereafter.

Our Company has arranged for prominent windows on the main streets of our City, in which canned goods will be displayed.

Without doubt you can arrange for similar windows in your vicinity, whereby canned goods can be displayed by merchants, other than grocers, as well as in the grocers' windows, which will be a wonderful help. If you can do this, you can see that the consuming public will have canned goods before them during the entire period.

It is also suggested that retailers shall suggest combination or quantity sales for their customers, at slightly reduced prices, which will help stimulate the sale during this period.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



MOVEMENT OF MERCHANTS.

Eaton Rapids—L. H. Tyler, recently of St. Johns, has opened a bazaar store here.

Detroit—Jackson Regan has sold his confectionery at 3901 15th street to Rose Fergel.

Minden City—W. Stephenson succeeds Lloyd Wellington in the boot and shoe business.

Detroit—Askin's, clothiers, 1127 Shelby street, will move to 1264 Griswold street Feb. 20.

Albion—The Commercial & Savings Bank has increased its capital stock from \$75,000 to \$100,000.

Grand Rapids—The Wolverine Shoe & Tanning Corporation has removed its business offices to Rockford.

Detroit—Abdul Nebi, fruit dealer at 6063 Russell street, has sold a quarter interest to Andereya Anognosti.

Ludington—The Consolidated Cigar Corporation has closed its branch here.

Dowling—J. D. Wright succeeds Wright & Mason in general trade.

Lansing—The Consumers Fuel & Supply Co. has changed its name to the Hall-Higgins Coal & Supply Co.

Detroit—Fred C. Schmurstein, men's furnishings dealer at 8242 Harper avenue, was killed by a bandit on Feb. 13.

Manistique—Arthur O. Drevdahl will open a men's and boys' clothing and furnishings goods store about March 1.

Grand Rapids—The Neher-Murmer Co., 503 Grandville avenue, has increased its capital stock from \$50,000 to \$125,000.

Detroit—Marian Lepkowski has purchased the meat market business of Joseph Rawa at 2234 Mt. Elliott avenue.

Detroit—Bumpus, Hull & Co., investment bankers, 1440 Penobscot building, has changed its name to Bumpus & Co.

St. Joseph—Frank Cleland, boots and shoes, is reported to be offering to compromise with his creditors at 33 1/3 per cent.

Saginaw—Tompkins Motor Sales Co., Janes and Genesee streets, has increased its capital stock from \$50,000 to \$150,000.

Detroit—Isadore Oppenheim is the new owner of the meat market formerly conducted by Michael Schneider at 1419 Holden avenue.

Detroit—Norwood A. Bannister has sold the Bannister pharmacy, 8908 Michigan avenue, to Alfred W. Holmes and Isador Straub.

Detroit—The Lion Merchandise Co., wholesale dry goods dealers, have moved from 118 West Jefferson to 167 East Jefferson avenue.

Detroit—Broadbent, Spencer & Co.,

wholesale coal, 2216 Dime Bank building, has increased its capital stock from \$10,000 to \$25,000.

Detroit—Walter Wykowski, cigar dealer at 5432 Chene street, filed a petition in bankruptcy Feb. 13. His liabilities are \$2,417.40, his assets \$250.

Detroit—Stanley Ziemenski and wife have sold their grocery stock to Waclaw Staniszewski and wife. The store is at 2611 Carpenter avenue.

Sodus—The Sodus Fruit Growers' Association has changed its name to the Sodus Fruit Exchange and increased its capital stock to \$25,000.

Detroit—The business of Becker & Becker, dealers in machinery at 5156 Grand River avenue, has been sold to Oliver Frederick of the Universal Salvage Co.

Detroit—James Eager has taken over the Saunders Drug Store, 5745 John R. street, from Donald F. Sanders. The change became effective Feb. 13.

Manistee—A. Kann & Co., dealer in automobiles, supplies, accessories, etc., has added a radio department to its show room, dealing in radio outfits, supplies, etc.

Detroit—The Hilton, Hart and Garrett Co., 3150 Cass avenue, office equipment, supplies, etc., has decreased its capital stock from \$250,000 to \$200,000.

Detroit—The Dr. A. Reed Cushion Shoe House, 1566 Woodward avenue, will move to 118 Clifford avenue about March 1. A. M. Gass is the president of the company.

Westphalia—Mrs. Louise Shuller is closing out her stock of general merchandise and millinery and will remove to Portland and engage in the same line of trade, March 1.

Detroit—George Contos has sold his interest in the Pappas Grocery Co., 2624 Stanley and 9668 Petoskey avenues, to his former partners, Jas. A. Pappas and N. A. Stykos.

Detroit—Duncan & Smith, Inc., 451 West Larned, will deal in office furniture. The firm has been incorporated for \$25,000 by L. S. Smith, W. J. Duncan and Hubert Buhler.

Allegan—The A. H. Foster Co. has bought the stock of merchandise and fixtures in this city of the F. D. Travis Co., bankrupt, and is having a special sale to dispose of the same.

Benton Harbor—The Cut Rate Tire Co., 124 Water street, has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Iron Mountain—The Stern & Field Stores of Iron Mountain has been incorporated with an authorized capital stock of \$35,000, all of which has been subscribed and paid in in cash.

Lansing—The Quality Baking Co., 412 Baker street, has been incorporated with an authorized capital stock of \$10,000, \$3,920 of which has been subscribed and paid in in property.

Detroit—The Wm. Bond Cigar Co., 4153 Woodward avenue, has been incorporated with an authorized capital stock of \$12,000, all of which has been subscribed and paid in in cash.

Hartford—Emil M. Varelow has leased the New Bell Hotel to Frank Downing, of Paw Paw and Miss Hattie Freed, of this place, who will remodel and refurnish the hostelry.

Detroit—An involuntary petition in bankruptcy has been filed against Alex Watman, hardware dealer at 2225-27 Gratiot avenue, by three creditors whose claims amount to \$486.95.

Detroit—The Amazon Confectionery, 2829 Hastings street, is now conducted by Christ Fille and Louis Leonti, who bought it from its previous owner, Thomas Allabashi recently.

Greenville—Walter S. Feldt has sold his stock of clothing and store fixtures to James H. Ritzema, who will close it out at special sale and install an entirely new stock and continue the business.

Elsie—The Clinton Creamery Co., a farmer's co-operative organization, has purchased the creamery here which it has been conducting for the past several years. The reported price is \$16,250.

Holland—Louis DeKraker, oldest meat dealer in Holland, has sold his interest in the meat market of DeKraker & DeKoster, to his partner, James DeKoster and his son, Isaac DeKraker.

Bear Lake—J. E. Olsen has purchased the Collins residence and is remodeling it into a hotel. The building is conveniently and pleasantly located and well adapted to the purpose for which it will be used.

Detroit—The Forest Furniture Co., 4775 Cass avenue, has been incorporated for \$3,350, \$3,250 of which was paid in property and the balance in cash. Bessie Manheim and Sol Reichner are the incorporators.

Detroit—L. Silver, Inc., 2608 Hastings street, has been incorporated to conduct a grocery store and meat market, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Kalamazoo—D. O. Brown, proprietor of the West End drug store, is erecting a modern two-story building at the corner of Main and Arlington streets, which he will occupy with his stock as soon as it is completed.

Kalamazoo—Mrs. Rose Kerr, recently of Evanston, Ill., has opened an art shop at 409 West Main street, under the style of the Rose Kerr Shop. Mrs. Kerr will specialize in interior decorations, lamp shades, Italian drawn work, etc.

Detroit—The James Seros Co., 1309 West Grand boulevard, has been incorporated to deal in hotel, bakery and restaurant supplies, etc., with an authorized capital stock of \$25,000, all of which has been subscribed and \$7,500 paid in in cash.

Berrien Springs—Harry H. Dixon

has sold his drug stock and store fixtures to Ira White and George Kruger, both of South Bend, Ind., who will continue the business under the style of White & Kruger.

Detroit—William Lutz has merged his lumber business into a stock company under the style of the Wm. Lutz Lumber Co., 5140 Mt. Elliott avenue, with an authorized capital stock of \$150,000, all of which has been subscribed and paid in in property.

Lansing—Edgar D. Press, manager of the Harry Suffrin clothing store for the past two and one-half years, has resigned his position and will engage in the retail clothing business under his own name as soon as a suitable location can be secured.

Kalamazoo—The Richardson Garment Co., Taylor street, has opened a retail store at 144 South Burdick street where it will handle a complete stock of washable house dresses, aprons and blouses, under the style of The Apron Shop, Mrs. Lulu Wyburn, manager.

Detroit—Dr. Henry Belanger, who has conducted a drug store at 10,573 West Jefferson avenue, for the past 25 years, has sold his stock and store fixtures to the Reno Drug Co., which has taken a ten year lease on the building and will take immediate possession.

Lansing—A. Present, who conducts two jewelry stores in Toledo, Ohio, has leased the store at 207 South Washington avenue and will occupy it with a branch jewelry store, March 1. The business will be conducted under the style of the Daniels Jewelry Co.

Detroit—The Seward Cigar Co., 1209 National Bank building, has been incorporated with an authorized capital stock of \$35,000 preferred and 5,000 shares at \$1 per share, of which amount \$1,000 and 100 shares has been subscribed and \$1,000 paid in in cash.

Detroit—Higgins & Frank, 1428 Washington boulevard, has been incorporated to deal in men's wearing apparel, furnishings, etc., at retail, with an authorized capital stock of \$35,000, of which amount \$24,000 has been subscribed, \$9,000 paid in in cash and \$15,000 in property.

Detroit—The Honey Dell Candy Co., 820 Michigan avenue, has been incorporated to conduct a wholesale and retail confectionery and restaurant supplies business with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$3,500 paid in in cash.

Clare—L. E. Davy of this place and V. R. Davy, of Evart, have purchased stock and store fixtures of the Wilson-Davy Co. and will continue the business under the style of Davy's. The shoe stock has been sold to the Fleming Shoe Co. of Evart, who will continue the business in the basement of the Davy department store.

Kalamazoo—Harold P. Maxwell, formerly engaged in the grocery business, has formed a sales connection with the Hobart Manufacturing Co. of Troy, Ohio, and will open offices in the Masonic Temple building, handling lines of electric operated food machinery, copper meat choppers, mixers of various kinds as well as other lines pertaining to supplies for stores and markets.

Essential Features of the Grocery Staples.

Advancing markets continue the rule in the field of grocery products, as witness the rather extensive list of price aviations listed elsewhere in this issue. When prices are climbing the ladder is the time when grocers are in position to add somewhat to the otherwise and regular slender margins of profit. An excellent business rule is to follow the course of replacement costs, upward or downward as the case may be, revising resale prices to reflect costs of replacement. Right now this means that many items in your stock ought to undergo a slight upward revision that your asking figures may be in line with what it would cost you to-day to replace your present holdings.

Canned Foods Week is near at hand. It will be more generally observed this year than ever before, an increasing number of grocers having found that it pays to link their stores up with this Nation wide movement. Give canned foods the right of way during the week March 1 to 8, featuring them in your advertising, your windows, your interior displays, your over-the-phone and over-the-counter selling talks, and in other ways. Go after volume business. Do not be content with the sale of a single can to the customer but try and build sales by the dozen or the case.

It may not be amiss to once again call to mind the fact that the Lenten season opens on March 5 and that from then up to April 20 the grocer will have an unusual opportunity to create business on food products which will replace meat in the diet of those who observe this season of the year in a dietary manner. Cash in on the possibilities of the Lenten season.

Sugar—Local jobbers hold cane granulated at 9.70c and beet granulated at 9.60c.

Tea—The market has been made more or less quiet during the week by the holiday. Business has come in, however, from over a wide territory for most of the lines in the list. Ceylons, Indias and Javas are in pretty good demand. Congous are also wanted. Most of the trade are predicting better business during the next few weeks. Prices show no change for the week, but everything is firm.

Coffee—The market for Rio and Santos grades has shown considerable strength during the week and all grades of Rio and Santos are probably 1c higher, speaking now of these coffees sold green and in a large way. Demand is active. Advices from Brazil appear to be the principal factor in the advance. Mild coffees have also taken an advance and the market is from ½@1c higher on the whole list. The jobbing market for roasted coffee is firm and fairly active. The basic reason for the present advancing campaign in coffees is the decreased reduction in the coffee acreage, in Brazil. The Brazilians are attempting an increase in their acreage, but it will be sometime before this can be felt in this country.

Canned Fruits—California fruits are firm enough when a jobber comes to pick up peaches, pears or apricots, but that demand is rather limited and is

mostly to round out stocks. Coast interest is limited and very little change occurred in the market last week. Pine-apple is irregularly priced, even on sliced grades, but No. 2½s, for instance, are doing better and are now in greater demand than a few weeks ago. Their shortage, however, is not pronounced enough to affect No. 2s. Apples are somewhat firmer at primary points.

Canned Vegetables—Old packs of tomatoes are showing a little more firmness and a tendency to advance in the smaller sizes but gallons remain quiet, unchanged and in limited demand. There is no big business in factory shipments but occasional cars are being sold. Cannerys are trying to put No. 2s on a \$1 factory basis and No. 3s at \$1.50. Spot peas are wanted for immediate delivery in the cheaper grades but cannot be found at a price or in sizable lots. Goods in other centers are taken, but not so readily. The whole assortment is decidedly firm. Standard brands of corn are selling well for current consumption, with stocks in the country showing greater strength as they are being gradually reduced. Fancy corn is wanted for retail purposes in both white and Golden Bantam varieties.

Canned Fish—The demand for Maine sardines is quiet, for the same reason it has been quiet for months, i. e., the overhigh prices. There is, however, no pressure to sell. Other grades of sardines are unchanged and quiet. The demand for salmon, meaning particularly red and pink Alaska, is light. Prices are about unchanged. Fancy Columbia River salmon is scarce and wanted. Crab meat is steady and fairly active; lobster is quite high. Shrimp scarce and firm.

Dried Fruits—Distributors who have followed a hand-to-mouth buying policy are slow to branch out and accumulate goods in advance of their needs. They think that the dried fruit outlook is more distinct and encouraging, but by no means justifying a speculative trend. Pears and apricots are about the firmest items, and both are scarce at the source. Spot apricots are also hard to find, although there are stocks near at hand. Raisins look more promising now than in several months. Three and four crown loose remain scarce and are absorbed as fast as they arrive from the Coast. Package goods are moving freely, with more attention being paid to outside brands because they show a considerable differential under the Sun-Maid. While no phenomenal advances are expected in box or package raisins the trade thinks that there will be no low prices, because growers will refuse to deliver their fruit to the packers unless they can get a fair return. Prunes are being taken again for export both here and on the Coast, and the trend seems to be upward in the large sizes. Others are still quiet. Both California and Oregon prunes are steady on the spot.

Salt Fish—The demand for mackerel is fair and shows a little of the activity that holders hope will overtake it during Lent. Every-day business, however, is small; prices are unchanged and steady.

Beans and Peas—The demand for all grades of white beans has been quiet during the week, although some of the lines are firmer than they were on account of rather low stocks. Choice marrows are among the firm lines and pea beans are at least steady. Red kidneys are a little stronger, but dull. White kidneys are also firmer. California limas have eased off a little and show a rather soft condition. Green and Scotch peas quiet.

Syrup and Molasses—The demand for good molasses is excellent and the demand is even taking a fair quantity of undergrades. Prices are firm. Sugar syrups are moving rather slowly at unchanged prices. Compound syrup is in good demand, without change in prices.

Cheese—The market is steady at prices ranging about the same as a week ago. The make of cheese continues to be liberal. Stocks in storage are reported to be considerably in excess of what they were last year. The consumptive demand is only fair and we do not see how cheese can have any advance in the near future.

Provisions—Everything in the smoked meat line is very quiet with a light consumptive demand at prices ranging about the same as a week ago. Both pure lard and lard substitutes are quiet at slightly reduced prices. Barreled pork, canned meats and dried beef are all in very slow sale.

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 steady at prices ranging the same as a week ago. The bulk of the receipts are showing fine quality and the margin between the different grades is very small. We do not look for much change from the present conditions in the immediate future. The consumptive demand is fair. Local jobbers hold extra fresh at 49c in 60 lb. tubs; fancy in 30 lb. tubs, 51c; prints, 51c. They pay 20c for packing stock.

Cabbage—\$3.50 per 100 lbs.

Carrots—\$1.75 per bu.

Cauliflower—California, \$2.25 per doz. head.

Celery—75c@\$1 per bunch for Florida, crates of 4 to 6 doz., \$2.50.

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 \$4.50 per doz.

Eggs—The consumptive demand for eggs is absorbing the receipts on arrival. For the past few days the receipts have increased to some extent and the market has declined about 2c per dozen in one week. The price is still high considering the season, and if we do have any change it is likely to be a slight further decline. This, however, depends on the weather conditions. Local jobbers are paying 34c to-day for strictly fresh.

Egg Plant—\$3.50 per doz.

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 — \$1.20 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 ----- 16c

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	-----	23c
Heavy springs	-----	22c
Light fowls	-----	17c
Geese	-----	15c
Ducks	-----	18c

Potatoes—55@60c per bu.

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

Spinach—\$2.25 per bu.

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

Tomatoes—Southern grown \$1.50 per 5 lb. basket.

Turnips—\$1.50 per bu.

Official Call For April Convention.

Wyoming Park (Grand Rapids), Feb. 19—The twenty-sixth annual convention of the Retail Grocers and General Merchants Association of Michigan will be held in Grand Rapids, April 22, 23 and 24 at the Pantlind Hotel.

Please make your plans to have a good sized delegation from your town and that all of the merchants of your town know about the date and place. I wish each local secretary would see to it that his members are kept informed about this convention, as I am working on part time basis and have not the time to write each merchant of every town.

Make big plans to come out, as this will be one of the biggest and most practical conventions we have ever held.

Remember the wives of merchants have a special invitation to attend, as they will be entertained separately.

Paul Gezon, Sec'y.

Detroit—Morris Levin has purchased the share of his deceased brother Ben in the Levin Brothers' Bakery, 3023 Hastings street.

Detroit—John C. Kaselly has purchased the cigar stand at 412 Grand River avenue from M. A. LaFond & Company.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

The Michigan Bankers Association has been advised that on Jan. 24 a party giving his name as Andrew Heintz opened a small savings account with the Commercial National Bank, St. Joseph, giving currency. The following day he deposited a check for \$60, supposedly signed by one Lester Mertes, drawn on the Logan Square State Bank of Chicago. Several days later he used his savings book as an identification with one of the St. Joseph bank's tellers and cashed a check for \$75 signed by R. J. Seiger, drawn on the Illinois Merchants Trust Company of Chicago. Both checks have been returned to the St. Joseph bank, marked "no account." This party also defrauded the Farmers & Merchants Bank, the American National Bank and the Benton Harbor State Bank, all of Benton Harbor. The Berrien County Bank, Benton Harbor, refused his check.

Merchants are warned against a party by the name of Chas. F. Howard, with aliases of Ed. Eckley and L. Van Auken, who is issuing forged checks on the Farmers and Merchants Bank, Waldron, the Thompson Savings Bank, Hudson, and the Farmers State Bank, Concord. He sometimes signs his name Dr. Chas. F. Howard. He is about 40 years of age; 5 feet 7 inches tall; wears glasses with very heavy lens and appears to be somewhat deaf. He usually wears army suite with leggings, but sometimes is quite well dressed. The party Howard travels from place to place in a ford with a winter top and claims to be selling liquid insect killer. This party is known to have been at Waldron, Hudson and Blissfield.

Merchants are warned to be on the lookout for a young man representing himself to be a student at a well-known Michigan college and who is endeavoring to swindle merchants by ordering goods and then presenting in payment checks drawn for an amount larger than the amount called for. If the check is refused he "saves his face" by asking that the goods be sent to his address C. O. D. The young man is thought to be a former student, of the academy in question who was dismissed. If he is that student, he was once arrested in Lansing and released with a suspended sentence.

Information received from Cleveland warns against a man who has been tendering bad checks there, on telegrams for identification. He uses the names of certain well-known writers and the checks are "signed" by the publishers of a prominent weekly magazine.

Merchants are also warned against a man claiming to come from a town in Arkansas and possessing a noticeable Southern accent. He wears emblems purporting to show membership in the Elks and Masons. A check passed on a certain store by this man

was returned with the notation "No account." He appears to be well versed in the oil business, which is in itself a warning.

Forged checks for any considerable amount having become rather difficult to cash, crooks who specialize in forgery are now going a step farther and are forging certifications to put across bad paper. According to warnings recently received from surety companies the rubber-stamped certification on a check does not necessarily mean that it may be accepted without question. Bank representatives say hundreds of merchants have suffered losses during the last six months due to their belief that such stamps on checks are positive safeguards. As a matter of fact, according to bank experts, crooks have been using ordinary stamp sets to make up false certification stamps used by prominent institutions. Merchants in Michigan, however, have not been victimized by this method to any great extent. Business people of all classes are too lax in accepting checks in payment for merchandise and hundreds of dollars are lost annually through forged and no-fund paper.

Ethylene Gas Used to Color Citrus Fruits.

The ethylene process for coloring mature citrus fruit, a method developed by the Bureau of Chemistry, United States Department of Agriculture, is now being generally used in California, according to reports received by the department. The use of ethylene displaces entirely the old process of bleaching by means of coal-oil burners with or without special humidifying means.

In the new method the ethylene is merely forced into the sweat room, and if the room is tight only about 1 cubic foot of the gas will be needed twice daily for 5,000 cubic feet of air space. If the "gassing" is done under canvas the quantity of ethylene is doubled. The coloring, depending on the amount of green color in the fruit, is accomplished usually in 2 or 3 days, the maximum being five days and the minimum one and one-half days. The proper temperature for oranges is from 70 to 75 deg. and for lemons from 60 to 65 deg. The "gassing" has also been done by forcing the ethylene into cars already loaded. Five cubic feet per car per day has been found to do the work.

The cost of bleaching by this process runs from 34 cents to 80 cents per car of fruit, depending upon the length of time and the number of gas applications per day.

That small instrument, the tongue, often makes or mars a man's career.

Sometimes it becomes advisable to let a competent clerk go because he has been there so long that he has lost his ambition, his desire to better himself.

Better a little loss on something advertised as a bargain than a creation of the belief that with you the word "Bargain" means nothing of advantage to the customer.

PERMANENT WORLD PEACE.

Plans Which Ignore Chief Causes of War.

Written for the Tradesman.

Man was beneficently endowed with the spirit of combat. It is essential to his equipment for life—life being a warfare from beginning to end. In whatsoever degree any one lacks this spirit of combat, to that degree he will be a failure. All elements of man's nature seem capable of perversion. The perverted and illy-directed spirit of combat leads not only to war but to other disastrous results.

"Multiply, replenish the earth and subdue it." In seven words we have God's complete program for humanity for all time. Subduing the earth includes not only soil, vegetation, mineral elements, but air, water, heat, light, electricity—all its forces and all its physical laws—bringing them into subjection for man's needs. Not yet does there seem to be any limits to the field for the proper exercise of the spirit of combat in material things. With his twofold nature—animal and spiritual—man has a twofold need of the spirit of combat.

In the early history of the race wars may have resulted from savage lust for blood; from pride in strength or prowess to overcome an antagonist. Later on we discover that the ambition of one man or a group of men for dominion led to war. Then we note wars of conquest to obtain spoils. And the spoils of conquest were sustenance, gold, silver, merchandise, cities, lands, vessels, slaves. Conquest by a nation was only robbery on a much larger scale than the operations of robber bands and tribes against weaker ones, which preceded the formation of nations and has ever since continued to greater or less extent.

In the classification of wars we find them named as wars of conquest, wars for retaliation or revenge, wars for independence, wars of extermination and wars growing out of race hatred. Back of every class is robbery. Conquest to rob; extermination to secure the advantages of conquest; retaliation to punish robbery; independence, to recover rights and privileges taken away; race hatred goes back to robbery somewhere. Jacob tricked his brother out of his father's blessing, and Esau vowed to kill Jacob. The children of Esau—the Turks—are no doubt the worst robbers and murderers on earth.

We say then that the one great cause of war—the motive, the purpose and overshadowing all others, and embracing most all others—is robbery. So long as wars occur we must say there still exist robber nations. But it does not follow that all the people of a robber nation are robbers at heart or even a majority of them. The policy of a nation may be directed by a few men. The great mass of the citizens controlled by a monarchical government have no voice or responsibility in the question of war. They are blind slaves; their allegiance or devotion to their rulers is the result of fear or false teachings.

If we say that a robber nation is one whose policy is to obtain territory or advantages by force, and that only a

robber nation will begin an offensive warfare, we may be able to place all the nations of earth in two classes. Then we shall see the strength, the influence, the prestige which can be counted on for world peace.

Officers of the law can make no agreement with thieves, burglars, bandits or outlaws. There is no means of binding them to any agreement. There is no way to deal with them except to enforce the laws against them. An agreement between nations for world peace must exclude all robber nations from the compact. A defeated outlaw nation cannot be accepted. A long time must elapse to prove whether any reformation has taken place or whether present quietness is due to lack of soldiers and armament. Only those nations having a stable form of government can be depended on to keep faith, to abide by treaties and agreements. Is there any stability in a government where a bad son may succeed a good king; where the reigning family may be destroyed or superseded by some other clique or clan? The only stable government must be one controlled by a free and enlightened people, whose policy is freedom, equal rights and justice to all. Only such nations will be just to other nations.

Let us assume that the United States, Great Britain, France, Belgium and some smaller ones are entitled to classification as non-robber nations: How long since we emerged from any shadow of guilt. Our Government has but just cast off partnership with the great robber—the saloon. Licensed saloons no longer help pay Government expenses. Human slavery existed in America nearly eighty years after we sought freedom from England's tyranny.

Was the Boer war of twenty-five years ago Great Britain's last sin in appropriating territory? Italy joined the allies to regain territory of which Austria had robbed her, but that did not satisfy her. Hence another war of robbery since the world war.

Not many years ago there was great expectation that arbitration would eventually prevent all war. That illusion was dispelled in 1914. Arbitration is effectual only where both parties to a controversy seek a fair and equitable settlement. He who is determined to obtain all he can without regard to the rights of others will never submit to arbitration.

Plans for the prevention of war exhibit the belief of their authors that military training, preparation for national defense, lauding the triumphs of armies, glorification of victors and honoring our soldiers are all inspirations to war. Therefore armies and navies must be reduced and reduced; history must be re-written and modified; the horrors of war, its terrible cost and its needlessness must be portrayed along with the advantages and blessedness of peace. Wonder if these people have ever noticed how much space in the Bible is devoted to accounts of wars. Efforts along this line are well enough after the great, underlying cause of war has been given due place in plans for peace. But our histories have not been at fault. They have always shown that right eventu-

ally triumphs over wrong; that conquest and pillage is the most insecure foundation upon which to build or enlarge a nation.

Military training and army service has never debased American citizenship. If in this year of 1924 it were declared with absolute certainty that world peace had been assured, our army men, who are said to devote their lives to the profession of war, would be first and most sincere in their rejoicings.

"If is the biggest mountain in the world. If all nations would only sign an agreement for world peace the way would be clear. Would it? Those who most easily make promises are most likely to break them. All honor to him who refuses to sign what he cannot conscientiously perform.

In the years preceding the kaiser's war the nations of the world were pretty effectually bound by treaties. Signed agreements were adequate for peace, trade, travel and other international relations. But too many of the nations bound by treaties were not bound by honor, sincerity, friendship or love of humanity. In those days the royal families of Europe visited each other and planned marriages to plans for conquest, subjugation and strengthen ties between nations. Beneath all this apparent peace and amity enlargement of dominion were going on with unabated vigor. Fortunately in some nations there were enough military men and statesmen who were not deceived by such tokens of peace so that preparations for defense were not brushed aside or thrown away.

It used to be said that Europe was an armed camp—that military preparation as a whole was a huge magazine which might at any time be set off by accident. Who now believes that over preparedness for defense was the cause of the kaiser's war or that any accident started the conflagration? The nations of Europe distrusted each other. And well they might. Robbers do not trust each other. Members of the same band depend on their own guns daggers or cunning to secure their share of the spoils.

E. E. Whitney.

Why Mary!

Miss Teachem, wishing to arouse the interest of her Sunday school class, asked them each to write down the name of their favorite hymn.

All the scholars bent their heads over pencil and paper for a few minutes and then handed in their slips. All, that is to say, except Mary.

"Come, Mary," the teacher said, "write down the name of your favorite hymn and bring the paper to me."

Mary wrote and, with downcast eyes and flaming cheeks, handed the teacher a slip of paper bearing the words:

"Willie Smith."

The quality of your work will have a great deal to do with the quality of your life. If your work quality is down, your character will be down, your standards down, your ideals down.

Real Constructive Work For Wholesale Grocers.

Readers hereof will remember the oft-repeated statement of the wholesale grocers' organizations that they realized that the jobber couldn't prosper unless the retailer also prospered, therefore they admitted their obligation to help the retailer, and they proposed to help him—but, they never have. The National Wholesale Grocers' Association denies that the jobber hasn't helped the retailer. It wrote a long letter to this paper some time ago setting forth the various acts of help that the jobber had rendered. As I remember them, they consisted entirely of various tracts sent the retailer from time to time.

The Canadian Wholesale Grocers' Association has sent out some matter showing how a jobber can help the retailer to become a better business man if he wants to. It seems that one of the largest jobbing firms in Eastern Canada was told by one of its oldest and most reliable customers that he was going to quit; "there wasn't any money in the business any more." The jobber thought he would find out why and from then on the jobbers' association tells the story:

The head of the firm did not want to lose a customer of such long standing and paid a visit to the retailer's place of business and saw at a glance the reason why this retailer was losing ground. Opposite his store was a bright, clean up-to-date grocery store and a short distance along the street was a cash and carry store recently opened, while this retailer's store was in a condition that repelled a customer. His windows were not clean, no at-

tempt was made to properly display goods either in the store or the windows and the store generally had not been kept up to date in any particular. He had, however, a very strong asset in having been located in this store for over thirty years and practically knew every one in the district.

At the request and advice of the wholesale grocer, the retailer went away for a week and left his business in the wholesaler's hands. They selected from their staff four men, expert in their particular line; one from their accounting department, one from their advertising department, one from their merchandising or sales department, and one from their credit department.

They immediately got to work, cleaned the store displayed the goods attractively, both in the store and windows, wrote business getting letters to all the retailer's customers, price cards and advertising and generally reorganized the whole business.

That retailer returned to an up-to-date store and with his big asset of personal acquaintance and knowledge of the district, has not only won back his old customers, but has shown a remarkable increase in business and profit.

Well, it worked so well in this case that the jobber referred to has now established a regular department in his business for the aid of retailers who are not getting along as they should. That is real constructive work; that's real help. All jobbers couldn't do that, for they could not supply sufficiently good experts, but their association could.

This incident is therefore respectfully referred to the National Wholesale Grocers' Association, which I really hate to interrupt in its glorious work of sending helpful tracts to eager retailers.

Elton J. Buckley.

HEALTHY CUSTOMERS are more profitable

Grocery orders are larger in healthy families. Every case of constipation in your neighborhood is costing you money.

YOU can bring permanent relief to those sufferers with Kellogg's Bran, cooked and krumbled. Remember—Kellogg's is the bran doctors recommend. It brings **SURE** results because it is **ALL BRAN**. And only **ALL BRAN** can be 100% effective.

You cash in three ways when you sell Kellogg's:

- 1st: Take a profit on the bran.
 - 2nd: Get sales that otherwise would go to the drug store for pills.
 - 3rd: Increase the appetites of your customers
- AND SELL MORE FOOD.**

KELLOGG'S BRAN IS GUARANTEED TO RELIEVE MILD OR CHRONIC CONSTIPATION. AND A KELLOGG GUARANTEE IS SOME SALES ARGUMENT.



Kellogg's

BRAN

Cooked and Krumbled-Ready-to-Eat

FATHER OF THE REPUBLIC.

Friday will be the anniversary of the birth of George Washington, "the father of his country." Heroes may come and heroes may go, but of the galaxy this country has produced there are two that will never be forgotten—Washington and Lincoln. Their birthdays both fall within the same month, and while these days are designated as legal holidays, they are not observed in the manner they deserve. Both Washington and Lincoln are ideal types to be kept continually before the American people and especially before the younger generation. Not as goody-goodies or namby-pambys, but as big, virile American men of ideals, who in time of National stress stood forth as leaders, each securing in varying degrees that freedom which is the very keystone of this Government.

Washington as military leader is not as important as Washington as statesman. It is not improbable that there were many men in the Continental Army as skilled in arms as he, and that these men, had the opportunity been theirs, could just as effectively have brought about the subjection of the British and the expulsion of the foreign foe from these shores. Modern strategists would, no doubt laugh at the tactics employed by all of them. But there was probably no man in the new country who could have taken the place of Washington as captain of the fragile ship of state and guided it safely through the storms and the shoals of those first eight years of National life.

Washington was not a great talker, but the records of his utterances preserved to us reveal that when he talked he did so carefully and to the point. Evidently he made sure of what he was going to say before he said it, and the result was golden words of wisdom.

The American people face few crises to-day that cannot be solved by rigid adherence to the advice of George Washington. This applies to affairs both internal and external, for while conditions have changed basic principles have not, and by proper application of these principles our difficulties would safely be tided over. At present no problem is greater than that of foreign relations. It is generally conceded that this is the most important situation to be met by the present administration, next to the reduction of war taxes. It was solved by Washington, who preached the doctrine of friendship for all, enmity towards none and entangling alliances with none.

Washington believed in and fought for the principle of self-determination. Despite the fact that the original colonies had been settled by English people under English royal charter, he believed that these people were fully entitled to break away from the mother country and to set up a government and a flag of their own. Toryism was an abomination in his eyes. Likewise he looked ahead—a century ahead—and he saw the infant republic what it is to-day, one of the great world powers, and in this vision he saw it free, pursuing its trade when and where it

pleased, secondary to no nation on earth.

It is small wonder that the eulogy delivered at the time of his death by Col. Henry Lee has endured to this day. He was indeed, "First in war, first in peace, and first in hearts of his countrymen." May this sentiment continue as the inspiration of the American people.

WOOLS AND WOOLEN GOODS.

Prices of wool abroad continue to rule high. At the London auction sales which closed last week quotations were above those of the previous ones. The advances were especially marked in the case of crossbreds. During January there was a further depletion of the stock of the pooled wools of the British Australian Wool Realization Association by 79,444 bales, leaving remaining only 130,175 bales. When these are gone, which should be within a couple of months or so, there will be an end of wool reserves, and the world supplies will have to be met with each year's new clip. How big the stocks are in this country is not easy to determine. The Census Bureau, it is true, gets out periodic statements, but they are not of much value because of the disinclination of manufacturing concerns to furnish the necessary data. The latest of these statements, purporting to show wool stocks here on Dec. 31, makes out a total of 415,681,316 pounds, grease equivalent. This includes tops and noils. But among the concerns whose supplies are not included are the American Woolen Company, the Amoskeag Company and other large users of wool. Perhaps a fair estimate of the wool stocks would be a quantity sufficient for a year. The new domestic clip, which will begin coming into market within a few weeks, ought to add between 250,000,000 and 300,000,000 pounds to the total. The comparatively low prices set on fabrics for Fall have, it is said, tended to keep down prices on the raw material. But it is, perhaps, more accurate to ascribe this result to the comparatively small amount of buying of such goods.

The Moscow Bolsheviks have not been backward in taking advantage of the trump card dealt them by the Labor Government of Great Britain. They now announce that unconditional de jure recognition of their regime is to be the order of the day. No government unwilling to accord it need apply for trade agreements or concessions of any kind. Even those nations, such as Japan, that have had semi-official representatives on Russian soil must now come across or sacrifice that advantage. With Great Britain, Germany and Italy—to say nothing of certain lesser powers—on her visiting list, Russia need no longer go hat in hand to the rest of the family. The one exception is the United States—the aloof, the splendid, the golden. It is just possible, so Moscow intimates, that mere de facto recognition by Washington would suffice. It sounds like a subtle bit of flattery.

Intelligence must save its life by losing its pride.

COTTON CONSUMPTION.

A puzzle to some of those who are interested in keeping cotton prices up to a high notch was the behavior of the markets during the past week after the report was issued showing the consumption of the article in domestic mills in January. Before this came, an unofficial statement was circulated putting the consumption at 562,000 bales. This was regarded as something extreme and hoped for but not expected or taken seriously. But the Census Bureau figure went even beyond this and made the amount 576,000 bales of lint and 40,892 bales of linters. By all the rules of the game this should have resulted in a quick upturn in quotations. Instead, the market went the other way and broke over a hundred points. Explanations were, of course, forthcoming. One was to the effect that the bureau figures were wrong in view of the reported curtailment of operations by the mills. Another put the blame on the operations of the speculators. But an examination of the figures of previous years showed that the greatest consumption has usually been in January when things were normal. Then, too, prices are not wholly dependent on home consumption of cotton. Exports have to be considered. And it so happened that the exports of cotton in January were nearly 300,000 bales less than in December and the lowest of any month since August. Even the takings by spinners for the half year ended with January show a pronounced falling off. In that period foreign spinners took about 500,000 bales less than in the corresponding time a year ago, and domestic spinners about 200,000 bales less. So there may have been some method in the madness of the wicked speculators. The break in cotton had its effect on the goods market. Transactions in gray goods were not many and were marked chiefly by the efforts of second hands to sell at about a quarter of a cent a yard below the asking prices of mills. Sales were for immediate or near-by delivery, there being little inclination to trade ahead. It remains a question how much of goods the mills are holding in the expectation of getting better prices later on. A fair share of finished goods is going into distributing channels on orders that are individually rather small. The pricing of indigo denims on the basis of 24½ cents for 2.20 white backs was a feature of the past week. This is on the basis of about 54 cents per pound and is regarded in the trade as quite fair.

THE CANNED FOODS MARKET.

Whatever the sentiment regarding futures may be in other markets there is no disposition among local operators to contract freely for their future requirements. Asparagus, at the tentative opening, is regarded as high and confirmations have been coming in slowly. Future fruits, including Hawaiian pineapple, on a s. a. p. basis, so far have not been free sellers. In tomatoes the tendency is to postpone action, evidently because jobbers believe that a large acreage will be taken under contract by canners if they are fortified by a considerable volume of

future sales. Some of the largest buyers so far have not touched a case of future tomatoes, either Southern, Middle Western or Californian. Peas have been the exception to the future trading rule as they have sold better so far than any item. Little is being said about future fish. Maine sardines are not offered to any extent and in salmon Columbia River packs are the only thing quoted. Alaska fish are not well enough placed on 1923 lines to go well in 1924 packs. The absence of much interest in futures and the rather limited demand for spot offerings makes the whole canned food line quiet and uneventful. The greatest problem is to find the lines which are wanted but which hardly exist. Brokers dig around for such stocks but cannot find them at a price the buyer will consider, and when they offer the more plentiful staples there is little attention paid to them.

VERY MUCH IN A NAME.

A New England specialty store has adopted the following plan for uplifting the morale of its organization:

Every salesperson in the store is termed an assistant buyer and the title of clerk or stock girl is not used in the organization. This plan came about as a means of stimulating ambition in the average girl who came into the store to work behind the counter in a selling capacity. It was based upon the idea that the buyer's most important work is selling the merchandise he buys within a specified time and at a profit. Therefore all the salespeople are taught that their jobs as assistant buyers are not only to sell merchandise, but to see that merchandise is sold and to watch for slow-moving numbers, and if possible to find out the reason why.

They find that the title of assistant buyer is a great help in accomplishing this purpose. It also is responsible for improving the morale of the organization and increasing the interest shown in customers.

The management feel that the personnel look upon their work in an altogether different light as assistant buyers than they would as salespeople, and they state that the plan has been productive of very good results.

Science continues to win victories in the never-ending battle against disease. For generations the sleeping sickness of Africa, a disease borne by the tsetse fly as the anophele-mosquito transmits the malaria parasite, has puzzled medical men and offered an almost insurmountable barrier to the development of vast spaces of the Dark Continent. But "Bayer 205," a preparation of atoxyl worked out in the Bayer Chemical Works near Cologne, has been found to be remarkably efficacious in the treatment of the disease, freeing the blood of the patients of the trypanosome which cause it and guaranteeing sufferers against a return of the ailment. The preparation is also successful for cattle, which have been among the worst sufferers from the deadly bite of the tsetse. What this may mean to a world in need of great undeveloped areas of rich agricultural country is not easy to imagine.

Good Roads Still a Problem For the Farmer.

Grandville, Feb. 12—The question of good roads is of paramount importance for both farmer and merchant. All small town merchants are interested in highway improvement and there has been much of it done in Michigan during the few years last past.

The old time wagon roads—dirt roads, if you please—would be considered almost impassible to-day, what with automobiles, trucks and busses speeding throughout the country at almost railroad speed. I well remember the early logging days when supplies drawn for the camps over wagon roads were decidedly "slow."

How could they be anything else with miles of light openings sand, and other miles of deep mud, with the bumps and slews occasioned by the roots of trees projecting into the track.

Roads then wound about among the trees in a way that would put cuss words into the mouth of even the most staid citizen. But then it was all in a life time, and the poor, ignorant settler knew nothing better. A ton weight was ample load for the best horse team. Starting from Muskegon at noon of a summer's day, the sun would be well down to the horizon when the camp, twenty miles up the river, was reached. Three miles an hour, with many halts to give dobbie a breathing spell marked the way.

One lumberman's driver had what he thought was an extra load for the condition of the roads, and it was with a degree of satisfaction that one of the barrels which had sprung a leak, oozed something of a very strong odor. "I'm not fool enough to draw a barrel of rotten garbage twenty miles," growled Jack.

Off went the barrel of the bad smell and the load was lightened considerably. When the man and team drew up at the shanty and the foreman came out with a lantern, for night had fallen, to inspect the load, he flashed the light over the contents of the wagon, then said:

"Didn't you fetch the kraut, Jack? I don't see it anywhere."

"The what?"

"The sourkraut," blurted the boss. "We were to have a barrel of that for the table."

"Well, by thunder!" exclaimed the teamster. "Well, yes there was another barrel on, but it bust open and smelled so darn rusty I dumped it beside the road down on the openings, Joe. 'Twas spoilt anyhow, so don't mourn."

"The kraut spoilt! You blamed fool—"

But it was too late to criticize and Jack refused to feel condemned. The openings roads were slow enough, deep sand for a dozen miles save on rainy days, with the woods road but little better, and even not as good in the spring and fall when the mud was axle deep in places.

The road problem then was really no problem at all. Settlements were few and far between and nobody got out and argued for improved roads. Fact is, it was a long time before even the farmers at a later day came round to a belief in good roads.

The question of cost always came uppermost. It required a campaign of education and the advent of the automobile to bring about a liberal thought with regard to our highways.

In the early days of automobilizing the farmers looked askance at the buzz wagons. I have heard many a farmer tell of his horses being frightened by the devil wagons and his desire to see them wiped out of existence.

Another ox was gored, however, when the farmer himself became interested in the new roadsters. The farmer who is not able to support at least one auto is looked upon as a mighty poor stick, and our present road system, no doubt, owes its exist-

ence to the use of the gas wagons by almost the entire community.

When once a people fall for a thing, then good bye caution, and even prudence. As stingy and close as were the farmers with regard to road building in the days before the advent of this new mode of conveyance, since it has become the common carrier for everybody there has been a lapse in the other direction, and taxes upon taxes have been piled up to build roads, to multiply State officials to look after the highways, until to-day there are a lot of lounge lizards sitting in offices dictating how, when and where the money of the State shall be expended.

Good roads are the making of the country. Extravagantly built roads are a menace and a sign that the public has gone daffy along certain lines.

That old cry, "Millions for defense, not one cent for tribute," might well reflect the present condition of Michigan road building. Millions for good roads, millions properly expended, not a single cent thrown away recklessly to keep pets and grafters in fine offices, acting as leeches who bleed the common people white.

Money has been little valued since the world went to war with itself. The pay day, however, is showing up in the offering. It is fine to be thought liberal in matters affecting the public weal, but when it comes down to the individual pocketbook, then the victim of his own indiscretion begins to squirm.

Rightful taxation for the upkeep of our good roads would lighten many a burden. The tax on gasoline vetoed by the Governor, had it been permitted to become a law, would have been a godsend to the people of Michigan, since millions would have come into the State from outsiders who enjoy our good roads and ought to be made to help keep them up. Old Timer.

Eternal Hope Is the Lodestar of Humanity.

Grandville, Feb. 12—Have you ever stopped to think how few there are in the world to-day, compared to the countless billions gone on before?

There are a billion and a half of living people in the world to-day, small in numbers compared with the billions dead since the creation of the world.

While the Fundamentalists and Modernists squabble over this creed and that, this interpretation and that in the book we call the Bible, millions are dropping into eternity and still the world goes on and on without end.

Hope is the one single word that has done more to buoy up the hearts of men than any other word in the language. Without hope, what would become of us? And there we are, going on toward eternity, hoping for the best, hoping for life beyond the grave, hoping to meet and greet all the good friends gone before into that afterwhile of which mortals know nothing and can explain nothing.

Hope and faith.

You see that hope comes first. What we hope for and what we have faith to believe may not exactly coincide. Man without hope would be lost indeed. Faith without works is dead. Furthermore, if the billions upon billions who once lived upon this earth have gone down to nothingness and the dust of earth, then the creation of man has been a failure and life is not worth living.

Where now are Washington, Jefferson, Adams, Lincoln and scores of others who once lived and carried on in this world of ours? Are they still sleeping in the grave awaiting a resurrection morn which may never come? It hardly seems possible. The heart and soul of man—that part which is not of the earth earthy—demands something more natural to his existence; something which will give him buoyancy of thought and feeling right here and now, something that supplies the needs of that longing for eternal life beyond the grave.

That hope is strongly marked in the world to-day, even though a part of the inhabitants live and act as if this world was all, and that a short life, and a merry one was the sum total of existence. To this no reasonable mind can subscribe. When I was a boy I read about the Indians being poor and ignorant of a future existence. They had no book to tell them the way and lived under the ban of darkness and heathenism.

A poem in the old Sanders' reader read something like this in commemoration of the redman's ignorance: "Lo, the poor Indian, who sees God in clouds and hears Him in the winds."

I hardly comprehended the full meaning of those lines until in later years I felt to wonder if this manner of the poor heathen redman seeing God was not fully as reasonable as that of his white brother who got his information from between the covers of a book.

Seeing God in clouds, hearing him in the wind, is certainly as far reaching as anything put forward by any religious class in our world. If God is not in clouds, also in the winds, where then is He? Everything living beckons us to look into nature, to explore the hidden precincts of everything round about us. The sun, moon and stars invite investigation. The latter we are told by our astronomers are worlds without number. The God of this world is the great I Am of all the worlds we see in the night skies when no clouds obscure the vision.

An old Baptist minister pointed to a brilliant star one night as we sat watching the heavens and said: "Who knows but that star will be our abiding place after we leave this world?" Who knows indeed? His thoughts were not bound up in the narrow creed of the Fundamentalists, but had free expression on the subject of the hereafter.

Grass grows, flowers bloom, the wind blows, the sun shines and all

nature seems alive in worship of that unseen power which builds worlds without number and makes glad the heart of man. Why, then, should we doubt the goodness of the Almighty? We know if He is good—and we have no reason to doubt it—he will look after our future as well in other worlds as here on this insignificant ball when we compare the bigness of the world with the mighty spaces and the grandeur of the great creation.

Hope springs eternal in the human breast.

The quibbles of theologians over matters of church creeds are of small moment, compared with the one great thought that if a man die shall he live again? Hope says yes to that momentous question which has been the all important question since the creation. It is a question that will not go down. Billions upon billions of men, women and children once inhabiting this earth are here no longer. That they live in another world is the hope and belief of millions who never crossed the threshold of a church.

It is this belief that saves poor humanity from madness, gives to the inhabitants of earth a hope that is greater than anything else in the world. That greatest of modern Agnostics, Robert Ingersoll, said that when the mourning friends stand beside the bier of their beloved dead, "In the sight of death hope sees a star and listening love can hear the rustle of a wing."

A large admission from one who has so often been criticized and condemned for his agnosticism.

However, that hope which possesses the heart of every man stands out as testimony in behalf of that immortality which is the blessed promise of Nature's God in whatever light we view it. Old Timer.

Napoleon studied much before he strutted. After he strutted, he stumbled.

The kind of advertising that pays you double

A powerful, new Domino Package Sugar advertising campaign is now appearing in more than 400 newspapers.

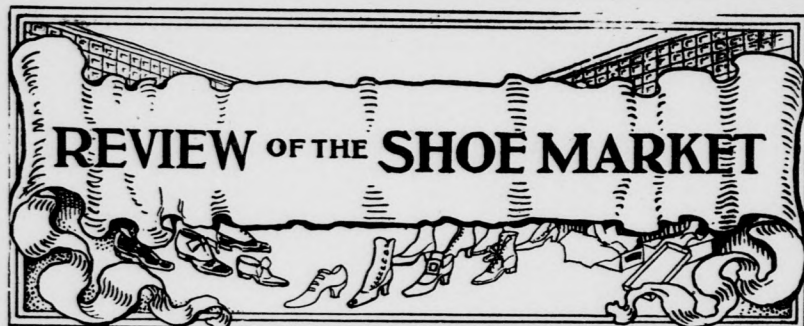
The cleanliness, convenience and satisfaction assured by Domino Package Sugars will be told twenty-five million people—more than two hundred sixty million times during the campaign.

This advertising is directed to pay you doubly—not only by increasing the demand for Domino Package Sugars, but also by educating your customers to buy sugar in the right way—in packages. The way that saves you handling costs and protects your profits. Co-operate with the advertising and push Domino Package Sugars for more business and better business on sugar.

American Sugar Refining Company

"Sweeten it with Domino"

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



Meeting the Issue of Too Many Styles

Manufacturers of shoes are meeting the issue of "too many styles" that has struck such a responsive chord among retail merchants. The making of too many styles and buying too many patterns and its tremendous burden in the overhead cost is recognized as being one of the chief factors in causing shoes to remain too high in price.

To quote one salesman in a letter to his salesman, "Increased production on fewer numbers or styles will enable us to better our shoes, lower our price and maintain a regular production without a variable price. We are getting ready to lower our price without cutting our profit. Concentration in our selling, means concentration in our production and as we reduce our possible number of customers. This policy removes us from ordinary price competition."

One of the greatest of expense factors has been in the duplication of similar patterns in a large number of factories. A manufacturer gets out a pattern and shows it to his customers and many who are not his customers. Many merchants and buyers pass on the idea to other factories and urge them to put it in. With the result that one, two, or a dozen, or perhaps 50 factories put in the same identical pattern and none of them make enough shoes on this one pattern to keep the pattern cost per pair of shoes made down to a reasonable figure and the additional cost is carried in the price of the shoes. The evil has spread until it has become a fixture, and it keeps overhead unnecessarily high, besides causing small lots of shoes in the factory and drug store prescription prices for labor operations on intricate designs.

Shoes cost the consumer very much too near double the old retail price standards. This is not true in all kinds and grades of shoes, but it does apply to a large per cent. of style shoes in better grades. More than anything else it is because of high overhead and too much of the expensive kind of labor involved in making. Standardized styles could be made at a cost of perhaps 35 per cent. to not over 50 per cent. greater than old standards.

Simplification of design and better efficiency in making, as affecting costs, are illustrated in the automobile field. Automobile prices went as high in price as any luxury during the war, but there is hardly a standard make of car that is not being sold to-day at less than 1914 prices. Tires have not only gone back to reasonable prices, but they are giving twice and better than twice the mileage that they formerly did, due to better principle of

construction and better and more efficient methods of making.

Shoe manufacturers may well take a leaf from these two illustrations of lower price and greater volume possibilities. The retail merchant is in a receptive and co-operative frame of mind. The manufacturers will not do it unless they receive the support of the merchants, but there are enough manufacturers who are ready to start the policy and enough merchants who are ready to support them and buy their product on this basis to insure success to both manufacturer and merchant who work together.—Shoe Retailer.

Women's Shoes Selling Better.

Although there has been a noticeable improvement in the business placed in women's shoes in the last few weeks, the volume of orders booked to date appears to be considerably smaller than it usually is at this time of the year. Two things are held responsible for the uncertainty shown by many retailers. The first of these is the multiplicity of styles and the second is the lateness of Easter. While the style question is undoubtedly the more potent of the two in holding business back, the delayed Easter season is having an effect that is all its own. It is this, coupled with the piece-meal system of buying that is so generally in vogue nowadays, which is giving the manufacturers cause for concern. The latter anticipate a rush for merchandise just before the holiday that will be impossible for them to meet, but if the retailers see any such thing in the offing they are apparently not letting it bother them very much.

Are Showing "Reptile" Leathers.

In keeping with Continental styles, there is a marked tendency in this country at present to favor "reptile" effects in women's shoes for Spring wear. One of the prominent tanners is offering to the manufacturing trade novel embossed effects in calfskin that simulate alligator, lizard and python skins. These are shown in two-tone effects, among the various combinations being brown and gray, two contrasting shades of gray, brown and champagne, etc. These leathers are also being shown for Summer wear in the popular Chinese shades, and shoes made of them are being displayed at the style show of the National Shoe Retailers' Association in Chicago this week by many of the leading makers of the finer grades of women's footwear.

After all, no happiness equals that flowing from honest work well done.

J. D. Tells All About Savannah.

Savannah, Ga., Feb. 15—We have been here now going on our second week and will tell you something of our first impressions. Savannah is a city of about 85,000 population. The first settlement or landing of white people was Feb. 12, 1733, when Col. James G. Oglethorpe pitched his tent near the river front, near where now stands the Savannah cotton market. A large marble bench marks the spot. Many people call Savannah a seaport city—it is called the seaport of Georgia—yet does not lie on the ocean, but is about eighteen miles up the Savannah River, which is a very wide, deep stream and all ocean boats land at the port. It was our pleasure to be at the river front the other day and see a large ocean boat land from Japan. The boats making this port are not the class making New York ports, known as the ocean liners. The boats entering here are more of the class of large freight boats, yet with accommodations to carry passengers. The drive from here to the ocean is about twenty miles on an elegant oyster shell paved road. Reaching the mouth of the Savannah River, we found a beautiful place called Tybee Beach on Tybee Island. All the way on this drive from Savannah to Tybee Beach you are crossing small islands and bridges with a large portion of the land very low and marshy. The tide goes out and in twice every twenty-four hours. It is very noticeable all along this drive and also on the river front in the city. Across the river at Tybee Beach is Fort Scribner. There is quite a large consignment of U. S. soldiers at this fort and all the defense guns are hidden, but can be brought into usefulness, as well as in sight, on very short notice. The hotels of Savannah are very good, both in quality of eats furnished as well as the service rendered. The three best hotels are the Savannah, the Hicks and John Wesley. The Hotel DeSota ranks a little bit higher than the three mentioned, but caters more to the tourist trade than the transient or commercial. A great many of the social functions of the city are held at the DeSota Hotel, but they all serve a very fine noon lunch at 75c, with dinner from 6 to 8 at \$1.50. I speak from experience, for we have tried them all. The streets here are well paved, some with brick and many with asphalt. Every road out of the city is cement for seven miles, and then you come to the oyster shell roads. It makes a very hard road and packs down like gravel, but is very dusty. Many of the streets are narrow and yet some of the down town business streets are wide enough to allow double street car tracks. All narrow streets are one way traffic as well as all streets with but one street car track, and these are one way, both for automobiles and street cars. You see some horses on the streets here and many mules hitched to vehicles of all descriptions. The traffic situation here is excellent. These one way traffic streets do not end with the down town district, but many of the streets run-

ning out to the resident district are also one way. They run either North and South or East and West. There are no diagonal streets or three cornered blocks. The business section contains many mighty good retail furniture stores, also dry goods, ladies' furnishings, men's clothing, drug stores, etc. The poorest showing I have found is in grocery stores and meat markets. Many of the latter would, in my estimation, bear sanitary inspection. To give you some idea of the very good car service, we have been fortunate enough to have been offered accommodations, or rather share in the hospitality, of one of the old Southern homes. The man and wife who own it and Mrs. Martin and myself are the sole occupants of the home, aside from the servants. The home is on one of the beautiful streets, lined with palms for shade, and, believe me, they give some shade. The home we are in is the second from the corner; in fact, they have but three or four houses in a block in the good sections and there are 3½ minute service cars going down town, and two blocks the other way. There is jitney service they call one minute service also going down town. I guess it is minute service all right, for I have seen four jitties all going in the same direction in one block. In transportation the South is not slow. They do, however, still take the old "noon siesta" from 2 p. m. to 4 p. m. There is a movement now being pushed by the Rotary Club to cut this waste of time and energy out and get back to a noon hour, the same as Northern cities do. John D. Martin.

Oh, What's the Use?

A young man ran for the legislature of Illinois, and was badly swamped.

He next entered business, failed, and spent several years of his life paying up the debts of a worthless partner.

He was in love with a beautiful young woman to whom he became engaged—then she died.

Entering politics again, he ran for Congress, and was badly defeated. He then tried to get an appointment to the United States land office, but failed.

He became a candidate for the U. S. Senate, and was defeated.

Then he became a candidate for the Vice-Presidency and was once more defeated.

One failure after another—bad failures—great setbacks. Then he became one of the greatest men of America—Abraham Lincoln.

Who says, "Oh, what's the use?"

The thing you persist in saying and thinking you cannot do you never will do, although you might have done it had you tried.

Time doesn't stand still. You?

Herold-Bertsch Shoes

More Wear  Per Dollar

Famous Black

Gun Metal Shoe

A favorite of thousands.
Extra wear, extra value.
Roomy, good-looking
sturdily made to the
last stitch.

Moderately
priced.

Farmers Prefer Dependable
H-B Shoes

For 30 years our skilled shoemakers have been satisfying the middle states farmers with Dress and Service Shoes combining good looks with exceptional wearing qualities. A complete line for men and boys, including the H-B Hard Pan that wears like iron. Fairly priced, easy on the feet and pocketbook.

Herold-Bertsch Shoe Co. Grand Rapids, Mich.

WELL ROUNDED CONVENTION

Closing Events of Thirtieth Annual Meeting.

The thirtieth annual convention of the Michigan Retail Hardware Association came to a close at the Pantlind Hotel (Grand Rapids) last Friday afternoon, after four days of unalloyed pleasure and satisfaction. The attendance was the largest ever recorded by any State hardware organization. The high character of the papers, reports and discussions showed very plainly that the Association is still at the forefront of progress and stability.

At the Thursday forenoon session E. L. Hess, of Detroit, delivered an address on "The Dealer a Salesman."

C. L. Glasgow, of Nashville, read a paper on "Good Business Records," which is published verbatim elsewhere in this week's issue. At the conclusion of the paper, Mr. Glasgow asked permission to say a few words in behalf of Lincoln and held his audience entranced for ten or fifteen minutes while he proceeded to do his subject ample justice. All who heard this talk insist it was one of the best tributes to the Great Emancipator ever uttered.

J. H. Kolb, of the University of Wisconsin, read a paper on "Service Relations of Town and Country," which will appear in the Tradesman next week.

Charles Henry Mackintosh, of Chicago, read a paper on "Advertising and Selling To Move Hardware," which will appear next week.

The Committee on Nominations presented the following report, which was unanimously adopted:

Your nominating committee is pleased to make its report at this time. After careful and thoughtful consideration and with the thought in mind of giving all of our membership a good representation, we take pleasure in nominating the following men for the various offices for the ensuing year:

President—A. J. Rankin, Shelby.
Vice-President—Scott Kendrick, Flint.

Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Executive Board to serve two years—Charles Ross, Kalamazoo; H. C. Waters, Paw Paw; George Kidd, Detroit; Warren A. Slack, Bad Axe; W. S. Felton, Engadine.

Respectfully submitted

H. C. Waters

F. J. Purdy

Arthur Marriot

Charles Gartner

J. H. Lee

Frank Trude

Norman G. Popp

Chairman.

The afternoon was devoted to the exhibit building and the evening to the banquet at the Coliseum. The principal address was by Dr. Willard Scott, of Brookline, Mass., which was well received.

The final session was held Friday afternoon, when the report of the Committee on Constitution and By-Laws was adopted.

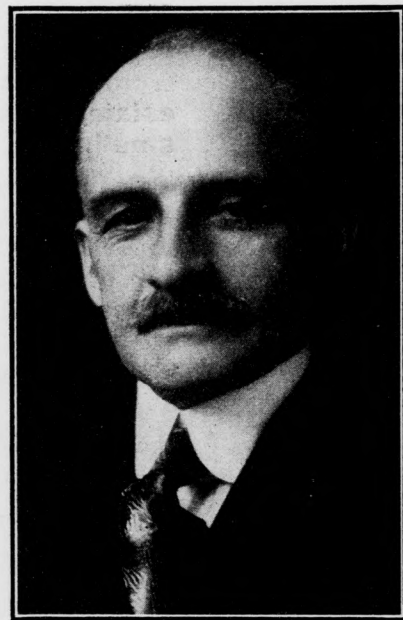
The Resolutions Committee presented the following report, which was unanimously adopted:

Recognizing the value of having before us in modified form the ethics pertaining to hardware retailing, we endorse the ethical code for hardware merchants as adopted at the Annual Congress of the National Retail Hardware Association in Richmond, Va., last June, and which is appended to and made a part of this resolution. We strongly recommend it to all hardware dealers for their frequent reading and consistent application to every day business, believing that universal conformance would help to end many trade abuses and the useless costs to which they are primary contributing factors.

1. Acting as purchasing agent for his community, it is the hardware merchant's function to keep informed of the merchandise essential to the convenience, comfort, and resultful living of the people of such community, and to supply those needs intelligently and economically.

2. He should maintain his position in the economic organization by courteous and efficient service, reasonable prices and consistent integrity in his relations with those from whom he buys and those to whom he sells.

3. He should place merchandise orders in good faith. No circumstance justifies ordering beyond anticipated needs, in the expectation of cancelling, giving an order for immediate con-



A. J. Rankin, President.

4. He should not return goods received on regular order without permission from the seller, and then only in accord with mutual understandings, nor should such permission be requested after the lapse of a reasonable time.

5. Deduction should never be made from an invoice to compensate for damages to, or loss of merchandise in transit for which the shipper is not responsible.

6. Any shortage in shipment, or discrepancy between the shipment and order, should be immediately reported to the shipper.

7. The merchant's obligations to those from whom he buys should always be paid according to sound business practice. In no case should any such be deferred without the creditor's consent.

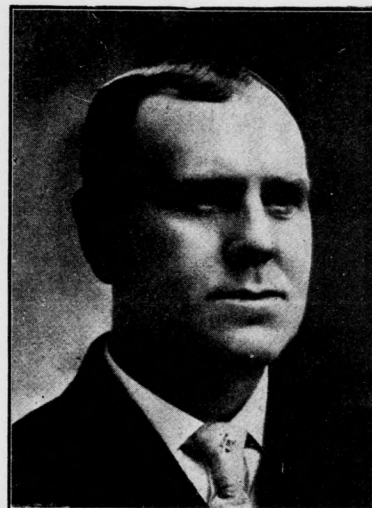
8. Cash discounts should never be deducted after the discount date.

9. Prices quoted by selleres should not be divulged to other sellers, or misused in any other manner.

10. The hardware merchant should keep faith with his fellow hardware merchants and seek the public's patronage only upon the basis of sound merchandising policies, truthful advertising, constructive salesmanship and efficient and faithful service.

11. He should contribute his full share to the advancement of the retail hardware trade by co-operating in every way possible to raise its standards and make its service most efficient.

12. In his relationship with other merchants the hardware merchant should do as he would like to be done



William Moore, Treasurer.

by, scrupulously avoiding any unfair or questionable act or practice either to gain the favor of a manufacturer or wholesaler or to win the patronage of the public.

13. He should exemplify the highest type of alert and active citizenship, having in mind that permanent success depends upon the measure with which he conforms to the laws of state and nation, performs all duties of citizenship and helps to promote the public welfare. He should give his best judgment and effort to all movements affecting the common good and work for the benefit and progress of the community.

14. He should refuse the use of his name in the promotion of any questionable enterprise and use his influence to safeguard the people of his community against the exploitation of unworthy causes or enterprises of doubtful consequence.

15. The hardware merchant should be a man of character, truthful in his relationships, just in his decisions, and fair in his conduct affecting his fellowmen. He should recognize that the reward of enduring respect can be won by conscientious adherence to right.

We are pleased to note the increasing interest in hardware simplification and the definite accomplishment of the past year. We reaffirm our belief that elimination of unnecessary types, styles, sizes and finishes will ultimately produce economies of worth while

extent to hardware manufacturers, distributors and the public.

We commend hardware manufacturers, the Department of Commerce, the Chamber of Commerce of the United States, the National Retail Hardware Association and other agencies which have been active in the effort to bring about simplification and renew our pledge to support all such endeavor, urging in this connection that retailers individually respond promptly in activities which may be indicated from time to time by Association officers

Whereas—Considerable complaint has been registered with us by members of the Michigan Retail Hardware Association on the practice of some of the jobbers and distributors doing business in this State in selling their merchandise direct to private parties and to employees of manufacturing firms; and

Whereas—We do not deem this fair to the legitimate hardware dealer carrying stock and giving service in that community and not a good business practice; therefore be it

Resolved—That we hereby protest against this injustice to our members and that we so advise the jobbers doing business in this State by sending them a copy of this resolution, and that we respectfully ask them to discontinue this practice.

We fully appreciate all the courtesies and privileges accorded us by the management of the Pantlind Hotel. We hereby express our gratitude to all those who have contributed to make our stay in Grand Rapids pleasant and profitable and our convention the largest and best in the history of our Association.

Respectfully submitted

F. E. Strong

George McCabe

Committee.

Grand Rapids was selected as the next place of meeting. It could not very well be otherwise, considering that 85 per cent. of the membership and 90 per cent. of the exhibitors insisted on the selection of Grand Rapids.

The notable features of the convention were the election of Arthur J. Scott as Secretary for the twenty-third time, the election of William Moore as Treasurer for the eighteenth time and the selection of Grand Rapids as the place of meeting for the sixth consecutive year.

The Association was organized in Detroit in 1895 with ten charter members. It has shown a growth every year except 1902, 1903, 1904, 1909 and 1910. Since 1910 the growth has been gradual every year, there now being a few less than 1700 members.

She Would Keep the Secret.

A minister of a rural parish, motor-ing home one day after a round of visits, overtook a girl plodding along a country road carrying a heavy basket of provisions.

Recognizing her as a servant employed by a farmer living near his parsonage, he pulled up and offered her a lift. When he came to the lane leading to the farm he stopped to let her get down and she said: "Oh thank you, sir."

"Don't mention it," replied the minister.

The girl blushed prettily, hung her head, then looked up archly.

"All right," she said; "mum's the word."

Smiles lighten the pathway of life.



Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Jan. 29—(Delayed). On this day was held the special meeting of creditors and sale in the matter of Northern Michigan Pulp Co., Bankrupt No. 2289. The trustee was present in person and by attorney. The creditors and bidders were present in person. The two offers of compromise on preferences were both accepted and the trustee directed to release the parties upon compliance with the terms of the offers. The meeting was then adjourned to Feb. 4 in order to consider further offers to be received at that time. When the meeting was called on Feb. 4, the final offer of Brown & Graff, of Grand Rapids, in the sum of \$13,100 for all of the personal property, lease and one lot owned was confirmed and accepted. The meeting was then adjourned without date.

Feb. 4. On this day was held the meeting for the examination of the alleged bankrupt and for the consideration of the offer of compromise and composition in the matter of Fremont Fuel & Ice Co., Bankrupt No. 2352. The bankrupt was present in person and by attorney. Creditors were present in person and by attorney. The bankrupt after examination in open court made an offer of composition to his creditors of 50 per cent. The meeting was then held open for a short time to allow the creditors to express their preference or disapproval of the offer.

On this day also was held the final meeting of creditors in the matter of Stulp Hardware Co., Bankrupt No. 2208. One of the partners of the bankrupt was present. Certain creditors were present in person. Additional claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses and for the payment of a first and final dividend to creditors of 6 1/2 per cent. There was no objection made to the discharges of the parties bankrupt. The meeting was then adjourned without date.

Feb. 5. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Eagle B. Van Allsburg, Bankrupt No. 2429. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Muskegon. His occupation is not indicated. The schedules list assets of \$250, all of which are claimed as exempt to the bankrupt, with liabilities of \$859. The funds for the first meeting having been forwarded the meeting is called for Feb. 19. A list of the creditors of the bankrupt is as follows:

Bert Hazekamp, Muskegon	\$130.00
Swift & Co., Muskegon	118.00
Cudahy Packing Co., Milwaukee	35.00
Anderson Packing Co., Muskegon	125.00
Wilson & Co., Chicago	60.00
Vetty & Zunker, Chicago	39.00
Miller & Hart, Chicago	19.00
Clyde Coon, Muskegon	12.00
John Mink, Fruitport	25.00
Frank Gilderloos, Muskegon	11.00
Mrs. L. Kingsbury, Muskegon	82.00
Morris & Co., Chicago	65.00
Sanitary Dairy Co., Muskegon	16.00
Oscar Mayer, Chicago	40.00
Arnold Bros., Chicago	15.00
Steindler Paper Co., Muskegon	30.00
Moulton Grocer Co., Muskegon	35.00
Arie Van Andel, Muskegon	15.00

Feb. 6. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Martin Ter Haar and Peter J. Roon as Ter Haar & Roon, Bankrupts No. 2432.

The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupts are residents of the village of Forrest Grove, and have conducted a general store at such place. The schedules filed list assets in the sum of \$29,728.46, of which \$4,300 is claimed as exempt to the bankrupt, with liabilities of \$41,605.74. The first meeting has been called for Feb. 21. A list of the creditors of the bankrupt is as follows:

United Motor Co., Grand Rapids	\$ 150.00
Zeeland State Bank, Zeeland	900.00
Byron Center State Bank, Byron Center	1,500.00
Morris Plan Ind. Bank, Grand Rapids	1,360.00
Miss Irvette Avery, Hudsonville	1,600.00
John Winters, Zeeland	1,200.00
John Van Regenmorter, Zeeland	1,000.00
Leonard Pikkard, Hudsonville	900.00

The following are notes not secured by endorsements:

Miss Alice Bos, Zeeland	\$ 500.00
John De Kleine, Zeeland	500.00
Herman De Witt, Zeeland	4,000.00
Mrs. Jacob Roon, Hudsonville	2,675.00
Mrs. C. A. Rynbrant, Jamestown	4,000.00
Albert Ter Haar, Hudsonville	1,000.00
John P. Bruce, Barton, Fla.	320.00
Henry Bos, Hudsonville	600.00
Mildred Vander Waal, Hudsonville	500.00
John Burgess, Ross	2,300.00
John Bos, Hudsonville	400.00
Harry Bos, Hudsonville	200.00
Johanna De Witt, Hudsonville	200.00
Albert Ter Haar, Hudsonville	175.00
William Schober, Hudsonville	200.00
William D. Batts, Grand Rapids	375.00
John Toban, Allegan	7,000.00
Andrew Wisniewski, Grand Rapids	100.00
A. Larsen & Son, Grand Rapids	50.00
John Roon, Hudsonville	3,600.00

The following debts are on open accounts:

G. R. Dry Goods Co., Grand Rap.	383.78
Swift & Co., Grand Rapids	8.75
Fixit Co., Grand Rapids	7.18
Voigt Milling Co., Grand Rapids	50.25
L. Perrigo & Co., Allegan	29.30
Herold-Bertsch Shoe Co., Grand Rapids	52.50
F. Bruin & Sons, Holland	11.46
Van Driele & Co., Grand Rapids	137.50
Superior Cigar Co., Holland	7.50
Butler Bros., Chicago	54.00
Hudsonville Lumber Co., Hudsonville	417.00
Vander Berge Oil Co., Holland	120.00
United Motor Truck Co., Grand Rapids	450.00
Kent Storage Co., Grand Rapids	372.00
Mills Paper Co., Grand Rapids	18.00
G. R. Bedding Co., Grand Rapids	36.00
Steketee & Sons, Grand Rapids	31.50
Hirth, Krause Co., Grand Rapids	23.50
Worden Grocer Co., Grand Rapids	474.98
Fisk Tire Co., Grand Rapids	88.00
Hekman Biscuit Co., Grand Rap.	6.78
V. C. Milling Co., Grand Rapids	51.10
Henry J. Heystek Co., Grand Rap.	34.49
G. R. Notions Co., Grand Rapids	116.16
John Seven Co., Grand Rapids	86.00
Rinkma Bros., Hudsonville	250.00
Clarice Rynbrant, Jamestown	165.00
Bracks Candy Co., Milwaukee	10.00
Citizens Tel. Co., Jamestown	14.35
Henry J. Steele, Burnips Corners	71.60
W. F. McLaughlin Co., Chicago	10.50
Dr. Hess & Clark, Ashland, Ohio	60.00
Judson Grocer Co., Grand Rapids	68.00

The following are notes discounted by the petitioner and endorsed by them:

Herman De Witt, Zeeland	\$325.00
Mrs. H. Kamps, Zeeland	100.00
Ben Helenthal, Zeeland	100.00
Alfred Ter Haar, Hudsonville	175.00
John Bos, Hudsonville	200.00
Harry Bos, Hudsonville	200.00
Martin Kramers, Hudsonville	245.00

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cannot be too strongly urged upon the man or woman who will leave an estate, either large or small.

Only thus can provision be made in each individual case for the participation on the part of relatives to the extent desired.

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John Yntena, Zeeland	125.00
Anthony De Witt, Zeeland	100.00
G. R. Grain & Milling Co., Grand Rapids	12.50
J. A. Mohrhardt, Grand Rapids	50.00
National Candy Co., Grand Rapids	7.50
Glinrich & Son, Grand Rapids	249.00
Ikenhout & Co., Grand Rapids	7.50
Blanz Bros., Allegan	69.00
Vanden Berge Cigar Co., Grand Rapids	65.00

Feb. 11. On this day was held the final meeting of creditors in the matter of William A. Long, Bankrupt No. 2377. The bankrupt was not present or represented. The trustee was present in person. One creditor was present. Additional claims were proved and allowed. An order was made for the payment of administration expenses. There were no funds for the payment of dividends. There were no objections made to the discharge of the bankrupt. The final meeting was then adjourned without date. The case will be closed and returned to the district court.

On this day also was held the final meeting of creditors in the matter of Merrit R. Wade, Bankrupt No. 2382. The bankrupt was present in person. Creditors were present in person. The trustee was present. Additional claims were allowed. The interest of the bankrupt in the oil stock, lot and accounts were sold to the highest bidder. Orders were made confirming the various sales. The trustee's report and account was approved and allowed. An order was made for the payment of administration expenses as far as the funds on hand would permit, there being no funds on hand for the payment of dividends. There was no objection to the discharge of the bankrupt. The meeting was then closed without date. The case will be closed and returned to the district court.

In the matter of William Mandel, Bankrupt No. 2214, the writer reported a final dividend of 19.8 per cent. and desires to correct this statement as the final dividend as finally computed and drawn is 19½ per cent.

Japan a Good Seller and Good Buyer.

The offering of a large Japanese loan in this country has aroused interest in the general economic relations of Japan with the United States. Most people will undoubtedly be surprised at the extent to which Japan depends on this country for its markets. Department of Commerce figures show that 45 per cent. of the Japanese exports reach this country, while France and Great Britain take respectively only 5 and 3 per cent. Forty-one per cent. of Japan's exports consists of raw silk, and 90 per cent. of that goes to this country. The United States also takes a fourth of the exports of silk goods, a third of the pottery, and 90 per cent. of the tea exported from Japan. Likewise it is the chief market for many articles and commodities of lesser importance, such as camphor, straw braid, brushes, buttons, paper goods, and matches.

The excellent market which Japan finds in this country for its exported products affords an excellent guarantee of friendly relations between the two nations.

Japan is a good buyer from this country as well as a good seller to it. In 1922 31 per cent. of its imports were from the United States, and our country supplied more than twice as much as any other. Forty per cent. of our raw exports to Japan consisted of raw cotton, and this country also supplied most of Japan's imports of lumber, iron and steel, kerosene, and construction materials. The exhibit shows that Japan is dependent on the United States for many of the things which are absolutely essential to its industrial life. Its total purchases from us, compared with those of Great Britain, Canada, France and Germany, are small, because Japanese living standards are different from those of Western nations, but even before the earthquake Japan bought more of our iron,

steel, and lumber than any other country, and with the placing of the new loan here such purchases are expected to increase.

World Census of Automotive Vehicles.

The world census of automotive vehicles prepared by the Department of Commerce brings out the rather significant fact that the United States has 80 per cent. of all such vehicles, but only 16 per cent. of the motorcycles. Of the 18,100,000 passenger cars and trucks in the world the United States has 15,280,000; but of the 1,075,000 motorcycles the United States has only 172,000. In other words, out of every six passenger cars and trucks in existence the United States has five, whereas out of every six motor cycles in the world the United States has only one. In the rest of the world one automotive vehicle in every three is a motorcycle. In Great Britain the number of motorcycles is 430,000, while the number of passenger cars is only 409,000.

These figures afford a most striking commentary upon the high purchasing power of the American people. That the American market has not reached the elusive "saturation point" is indicated by the fact that the rate of increase in the number of vehicles last year was 23 per cent. for both the United States and the world at large. If the saturation point has been approached here the rate of increase should have been less than in other countries where the markets have not been so well stocked.

Not Catching.

Kitty—Come in and see our new baby.

Teacher—Thank you; but I will wait until your mother is better.

Kitty—You needn't be afraid. It's not catching.

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East Helps West.

The prompt response of the large banking institutions in New York to the President's call for help for the distressed farmers of the Northwest ought to temper the asperities of some of the Western politicians toward the capitalistic East, but it probably will not. For the Western radical to reach office without berating New York in general, and Wall Street in particular, would be equivalent to his making bricks without straw. We need not expect too much. Yet the speed with which the New York banks pledged more than \$5,000,000 of the \$10,000,000 fund to be raised by the Service Corporation attests the fact that New York bankers are not provincially minded, but realize that "we are all members of one body." It may not be amiss also to state that the plans for help were formulated at a conference called by a New England President, and that this whole project of relief was worked out in the East after a conference of Western bankers in Chicago had proved barren of results. This last is mentioned merely to show that East and West can be friends in spite of the politicians.

Contrasting Figures.

Recent data present the contrasting situation of expanding industrial activity and of less employment. For example, the steel industry made a big stride in production during the past month, and consumption of cotton was 24 per cent. greater in January than in December. Yet reports from a number of industrial states show fewer workers on the payrolls. The Illinois Department of Labor, for example, estimates that the number of factory workers in that State declined about 14,000 during January. The United States industrial survey for New England, made public this week, showed an increase in part-time and a decrease in the demand for labor. It is possible to give too much importance to this decline in the number of workers during mid-winter. This is a normal trend. The surplus of textile workers reported in New England, however, seems to suggest that the heavier consumption of cotton last month may have occurred mainly in Southern mills.

Britain's January Trade.

British trade figures published this week throw some further light on gold imports as well as on the recent decline in sterling exchange. The excess of imports was only slightly greater in January than a year ago, but in the last three or four months it has shown a substantial increase over the middle of 1923. From September to December, inclusive, the net unfavorable balance, which allows for re-exports of foreign goods, rose from £11,300,000 to £34,700,000. In January it was £23,700,000. This was probably the major reason for weakness in sterling, although talk of inflation last fall followed by a political contest and a labor victory were contributing factors. The decline of over £10,000,000 in the unfavorable trade balance in January as compared with December was due to a drop in imports rather than to

any change in exports. During these two months the value of exports of British goods was practically the same.

Dating the Price Tags.

The merchant who is interested in increasing his turnover (his frequency of small profit sales of known brands of goods) does well who adopts some convenient system of marking on price tags the dates when merchandise is received in the store and put on the shelves. Such a system may perhaps best be a secret code one. It is relatively easy to work out such a code oneself. There are enough letters in the alphabet to stand for the months of two years. Just start with this month as "A" and continue with the months and letters in rotation. Now suppose the normal or desired rate of turnover in your establishment is one every two months. A product having a price tag attached bearing the letter "A" three months from now ought to serve as a red flag. It is proof positive which it might be very difficult to get in any other way that the product in question is not selling the way it should. The answer may be to discontinue the brand or not to buy in such large quantities another time or to push the line harder. At any rate, and whatever else, it surely should mean that the individual article in question should be placed on the bargain counter at once to be sold at cost or even below, because it is eating its head off, so to speak, and piling up overhead in the store.

Appetite For Low Taxes.

The plan of leaders in Congress to make a reduction of 25 per cent. in the income tax for 1924 has been criticized as a matter of fiscal policy, but it has a wide popular appeal, and the prevailing opinion is that it will be adopted. Those who criticize the suggestion state that such a curtailment of revenues was not taken into account by the Secretary of the Treasury when he presented his program to Congress and that this sudden decision destroys the nice balance between income and outgo which he had so carefully worked out.

Nevertheless the public appetite for lower taxes is keen, and as this is an election year Congress is expected to do the popular thing. Whatever effect its action may have on the Federal Treasury, the general effect on business will be bullish. Retailers see a gain in consumer buying power likely to result. Such a cut in this year's revenues is regarded as further diminishing the chances of the passage of a bonus bill at the present session, and for that reason the effects are regarded as especially bullish.

Corporations Wound Up.

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

Bell Electrotyping Co., Detroit.
E. S. Evans & Co., Inc., Detroit.
Green-Haag Drug Co., Detroit.
John Whittaker & Co., Detroit.
Wickham Co., Saginaw.
Associated First National Pictures of Michigan, Inc., Detroit.
Huron Bay Lumber Co., Grand Rapids.

Merchants Life Insurance Company

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

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Change in Name of Indemnity Organization.

The annual meeting of the stockholders of the Professional Indemnity Corporation was held at the offices of the company, Insurance Exchange building (Grand Rapids) Tuesday, Feb. 12.

At the meeting the articles of association of the corporation were amended also changing the name of the company to the Professional Underwriters Corporation, it being more suitable for the purposes of the corporation which is now active in business.

The Professional Underwriters has filed the necessary papers with the Insurance Department of Michigan and has received a license to conduct the business of insuring against loss or damage sustained in the lawful practice of the insured's business or profession or otherwise for which there is liability in civil actions only.

Active business operations were commenced under the license on Feb. 14 by taking over the business of the Retailers Indemnity Co., owned and operated by H. A. Brink, of Grand Rapids, which has been successful in the business of issuing indemnity bonds since 1911.

The stockholders of the Professional Indemnity Corporation to the number of 200 are druggists, surgeons, physicians and dentists of Michigan. The authorized capital of the Professional Underwriters Corporation is \$100,000. The officers of the company are:

President—H. A. Brink.

Vice-President—R. J. Hutchinson, M. D.

Vice-President—C. A. Burbridge, D. D. S.

Vice-President — Henry Riechel, druggist.

Secretary Treasurer—E. H. Brink.

Assistant Secretary—A. Vanden Berg.

The first five officers and Dr. W. A. Cook, D. D. S., of Detroit, E. J. Fletcher, druggist of Grand Rapids, Dr. William Northrup, M. D., of Grand Rapids, and L. V. Middleton, druggist of Grand Rapids, compose the Board of Directors of this corporation.

The purposes of the company are to indemnify druggists, surgeons, physicians, dentists and business men who are liable for civil damages in the conduct of their business or profession and to act co-operatively in the matter of combating the rapid and dangerous growth of civil damage claims and suits in professions and business and to co-operate with each other in matters of interest and protection of the several professions and business concerns.

The organizing of this company was commenced in 1921. The corporation in the very near future will extend the business operations of the Professional Underwriters to Wisconsin, Illinois, Indiana, Ohio and Pennsylvania.

Another Bad Twenty.

A new counterfeit \$20 Federal Reserve note on the Federal Reserve Bank of Atlanta, Georgia; check letter "G"; face plate No. 41; W. G. McAdoo, Secretary of the Treasury; John Burke, Treasurer of the United

States; portrait of Cleveland, is reported.

This counterfeit is a fairly well made photo-mechanical production, and is apparently printed on genuine paper, no doubt obtained by bleaching bills of small denomination. The seal is of a deeper shade of blue than the genuine, and the number of the specimen at hand is F1278270A, the "F" being too widely separated from the figures of the number. The back of the bill is deceptive, although the fine lines of the lathe work in the border are not defined. The bill appears to be somewhat longer than the genuine.

Pullman Surcharge Hearing Postponed.

The hearing on the question of Pullman surcharges has been postponed until March 18, when an effort will be made to finally conclude the taking of testimony. There are pending before Congress a number of measures providing for the elimination of the surcharges now collected for Pullman accommodations, and some action may be taken on one of these bills before the Interstate Commerce Commission holds its hearings.

Not Good Finance.

A famous financier was taken seriously ill at the age of ninety and felt that his end was near.

"Nonsense," said the doctor, "the Lord isn't going to take you until you have passed the hundred mark."

"No, my friend," said the aged banker "that wouldn't be good finance. Why should the Lord wait until I reached par when he can pick me up at ninety?"

Household Linens Do Better.

Probably in no other branch of the textile field has a more marked improvement in demand on the part of retailers been shown than the increase in the call for household linens that has been experienced lately. Buyers have apparently come to a realization that this merchandise is not only relatively cheaper than cotton goods of the same class, but that it is actually cheap on the present basis of replacement costs. Price advances that have lately been put into effect on colored dress linens were said recently to have a direct bearing on crashes, low-end towels, etc., due to the similarity of the yarns which go into them. Generally higher prices are in prospect. As it was put recently, the "manufacturers, after living for a long time on hay, have got the smell of grass and are going after it."

Sports Coats in Demand.

Wholesalers here say the early demand for sports coats is good. The suit vogue is not having any adverse effect on coat buying, nor is it expected to. One of the popular coats at the moment is that made of the fabric known as angora polaire. Re-orders on this cloth have stood out in the Spring fabric business done by one of the largest women's wear mills. Similar versions of the "teddy bear" cloths have proved popular. In the higher grade merchandise, cut velvet coats are said to be selling well. Novel treatment of the fabric dominates in the coat lines.

The merchant who takes no personal interest in his employees cannot expect them to take more than a strictly business interest in his success.

A deserved kick helps us more than an undeserved pat.

Your store policy, your attitude toward the public, is what makes people like the store well enough to keep coming. Get your policy right and keep it right.

Most successes are won by doing ordinary things extraordinarily well.

Safety

The safety of this issue of \$5,700,000 7% Gold Bonds is shown by the market value of the junior securities, which totals over \$12,500,000. The available earnings are over 3¾ times total funded debt requirements.

Continental Gas & Electric Corporation

7% Gold Bonds
due in 30 years.

We recommend these bonds for their safety, satisfactory return and attractive conversion privileges. Full information on request.

Yield 7%

HOWE, SNOW & BERTLES INC.

Investment Securities

GRAND RAPIDS

New York Chicago Detroit

We are in the market to purchase an entire issue of public utility, industrial or real estate first mortgage bonds.

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GRAND RAPIDS, MICHIGAN

Phones Citiz. 4267, Bell, Main 2435

The Michigan Retail Dry Goods Association

advises its members to place their fire insurance with the

GRAND RAPIDS MERCHANTS MUTUAL FIRE INSURANCE COMPANY

and save 30% on their premiums.

Other merchants equally welcome.

319-20 Houseman Bldg.

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SAFETY SAVING SERVICE CLASS MUTUAL INSURANCE AGENCY

"The Agency of Personal Service"

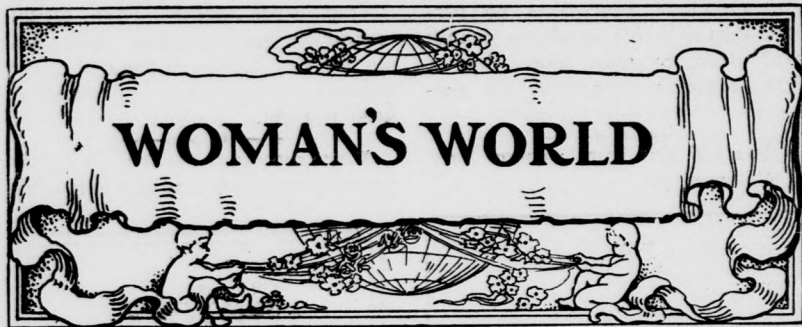
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Retail Hardware Mutual	Central Manufacturers' Mutual
Hardware Dealers Mutual	Ohio Underwriters Mutual
Minnesota Implement Mutual	Ohio Hardware Mutual
National Implement Mutual	The Finnish Mutual
Hardware Mutual Casualty Co.	

We classify our risks and pay dividends according to the Loss Ratio of each class written: Hardware and Implement Stores, 40% to 50%; Garages, Furniture and Drug Stores 40%; General Stores and other Mercantile Risks 30%.

WRITE FOR FURTHER PARTICULARS.



Childish Enthusiasms the Key To His Life.

Written for the Tradesman.

When Humboldt, the great naturalist, was a little boy he conceived the idea of having a collection of all kinds of fishes that swam in the brook near his home; of all that were to be found in the rivers of his country, clear to the ocean. He came to his mother with this grand idea.

Can't imagine his mother telling him at once that it could not be done? That it would require an immense aquarium, enormous expense—that he couldn't do it anyway? I fancy most mothers would have laughed and told him it was absurd. Well, she did nothing of the kind. She promptly displayed enthusiasm, and asked only one question:

"Where will my little boy put so many fishes?"

"Why, in the trough at our well," he replied, with the utmost confidence.

"Good! We shall begin to-morrow," said the mother.

I do not know the rest of the story; but I do know that with the help of his great mother Humboldt became one of the great scientists of the world and knew more about fishes than almost anybody else.

I thought of that story last winter when in a famous New York City kindergarten I saw a teacher encouraging one of her boys to undertake a job that most people would have said was far beyond his capacity.

"Well, Tommy, what do you wish to make this morning?" she asked as he came in rosy out of the winter air.

"I want to make some scales, so we can all stand on them and be weighed."

The teacher looked at me; but she did not say that it was an impossibly large order. What she did say was "Well, let us try."

The child carefully studied the scales on which they weighed the children, examining every detail. He felt all over the contrivance, trying to make out how it worked. Then he said he would have to have a board for the bottom, another for the upright, and some stiff cardboard. He was as serious and intent as a grown person could be in planning a great building. I did not stay to see him at work; but the teacher told me afterwards that he made a very creditable job of it; discovering for himself that to make scales that would actually work would require more expertness and knowledge than he possessed. It fired him with desire to learn those things that he lacked.

Doubtless Humboldt soon discover-

ed that his well-trough was not big enough. His mother was very wise in letting him go on with his own idea. One's own idea, pursued to some kind of a finish, is better for purposes of education than a dozen apparently better ones suggested by somebody else.

When a child asks questions about things in nature or the work of man and wants to study and find out more about it, then is the time to grasp the opportunity and make use of the spontaneous interest.

"But I do not know about such things," some mother will say. "How can I teach him about something I do not know? Isn't it much better for me to lead his attention to something that I do know about?"

No; it is not. The child's own spontaneous interest is your clue. Your job is to jump in at once and help him follow it up. Take the time to inform yourself, and enlist the help of those who know.

A boy of my acquaintance has recently developed a great interest in geology, in fossils and stones, and the physical history of the earth. And I have just given him a letter of introduction to a geologist whom I happen to know, who loves boys as much as he does geology. I know he will take that boy in hand, and get a lot of pleasure himself out of leading him on.

The ideas that youngsters have often seem "wild" to their elders, but when they are discouraged and snubbed and "sat on" it always does harm, not only to the boy but to the relations between him and the older person. A child soon discovers whether it is worth while to submit his enthusiasms to his father or mother. If he is usually snubbed, it is not long before he closes his confidence and keeps such things to himself, or takes them elsewhere. Haven't you known young people who are silent and uncommunicative with their own parents, but garrulous with other people who are more polite—to say the least—towards their conversation? Usually the reason is just that.

Let the child discover whether his ideal is practical. Often he can do much better than you suppose. And do not be discouraged if he stops part way through; stand by and help if it is a particularly difficult job. Your interest will carry him further, than he could go alone; it may make all the difference whether he gives up in despair or goes through to the end. He will learn much in the attempt—and so will you—and it may be the opening door to a life work.

Your interested response to your child's enthusiasms is your own best

key to his heart, and your own best help in his development.

Prudence Bradish.

(Copyrighted, 1924.)

Items From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 12—Lawrence Ermentinger, of the Ermentinger & Gravelle Co., is back on the job again this week, after an illness of three weeks.

The Soo hikers made the first hike to Sugar Island last Sunday, being the guests of Robert Cowan at his summer lodge, where the guests were entertained with an elaborate dinner. The weather was ideal and the snowshoeing exceptionally good. Dr. Ritchie was in charge of the cooking, assisted by H. E. Fletcher. Owing to the absence of Toastmaster Nelson Hall, the time was taken up in telling stories and discussing the McMillan North pole expedition.

Thomas Green, one of our former citizens, but now residing at Lansing, was a business visitor here this week. While here the Knight Templars gave a banquet in his honor.

Fred Shaw, of the Gamble, Robinson & Shaw Co., returned last week from a trip to Minneapolis, Grand Rapids and Detroit.

W. B. Sprague, who for the past two years has been in the hotel business at the summer resort near Curtiss, has moved to the Soo, where he expects to reside. He has not as yet decided just what line of business he will take up for the future.

Times are changing. Wheat and hay aren't the dollar catchers they were. Automobiles don't eat hay. Our farmers have got to grow something else or they will go broke.

It was our Paul Maloney, from the Soo, who distinguished himself at up the American flag at half mast in front of the German embassy to honor Wilson's passing. They started to Washington last week, when he put sing the Star Spangled Banner while the police stood at attention. Pictures of Maloney and his two companions were carried in the Washington papers under the caption "Defenders of America's Honor."

The Sault Ste. Marie Memorial Hospital is finished and the date set for the opening is Feb. 22. This is one of the finest hospitals in this part of Michigan and will be a credit to Chippewa county and especially to the Soo.

Construction of an improved storage battery division was completed this week at the Soo Machine and

Auto Co. The section will be placed under the direction of Clifton Bron, formerly of the Exide Battery Co. With the enlarged battery storage and repair department the Soo Machine Co. will be enabled to better care for its increasing business.

Ham Hamilton, of the Pickford Grocery, Pickford, was a business visitor here last week, making the trip by sleigh.

Mrs. R. J. Stewart, in charge of the millinery department for Cowan & Hunt, left last week for the East on a purchasing trip.

You think you have hard luck on the first of the month, but think of the tailor. He has pressing bills all the time. William G. Tapert.

Leather Novelties For Women.

Among the leather goods novelties for women now offered in this market is an individual hatbox that is different from anything of the kind shown heretofore. It is not only lighter, but smaller, measuring only 6½ by 14 inches, against the usual sizes of 9 by 20 or 12 by 20 inches. It is made with a padded top, and the frame is guaranteed strong enough to make the box non-crushable in anything approaching ordinary use. In patent or cobra grain leather it may be had to retail at \$5.50 and up. Another novelty is an under-arm box. It is made without a handle, combines the functions of a handbag and vanity case, and can be bought at a price which will enable it to be wholesaled profitably at \$5 in patent or buffed alligator leather. It is 9 inches long by 5 inches wide, and its equipment includes a mirror measuring about 7 inches by 3.

No Luxuries.

There's a fruit grower up near Rialto, who put his two children in the summer school at San Bernardino. Just a few days after their names had been listed a book agent called on him and said:

"Now that your children are going to school, you ought to buy them an encyclopedia."

"Encyclopedia? Be darned if I do! Let 'em walk like I did," was his retort.

Try to see through things and see things through.



Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

The Old Reliable

Over 25,000 Patients
in West Michigan

New System Dentists

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

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

The Mill Mutuals

Agency

Featuring the
**Michigan Millers Mutual Fire
Insurance Co.**
of Lansing, Mich.

(Your Home Company)

And 22 Associated Mutual Companies
with Combined Assets of \$20,000,000.00

Insures
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Is Saving Its Clients 25% or More

Are YOU Getting This Benefit?

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A. D. BAKER, Secretary-Treasurer, LANSING, MICH.



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

Crepe For Hats Is Returning to Favor

For facings, sports hats, fitted hats and combinations, as well as for braided corded rolls, the canton crepe and crepe de chine that have recently entered this season's millinery style lists are the most sought after fabrics of the moment in this market. Faille and shot silks have gone South—and crepes also—but the crepes are returning to favor in the metropolitan district.

The all-crepe hat is sponsored by Paris, and in georgette crepe at that, according to the bulletin of the Retail Millinery Association of America. This soft, dull finished sheer fabric is tightly fitted over large and small shapes, including both brim and facing. Even the roll shapes are so fitted that at a distance they resemble felts, except for their more formal trimmings. Appliques of fabrics on a georgette fitted hat are favored and are good "buys," for the conservative woman always admires a self-trimmed hat.

In the matter of straws the newest theme is the all-milan hat that can be retailed at a medium price. In the better grades maline is used to face hats of this type for dress wear. Tuscan straw, generally used in the natural color, is the arrival de luxe in millinery, the bulletin further says, and in open work weaves and manipulations it is much touted. Milan for the large dress hat or small trotteur is finding favor.

Timbo, mojo, crinol and Swiss hemp are not to be overlooked in the strictly "dressy" and sport hat types, but it is bangkok that is carrying on as the saying goes, almost exclusively in the field of the blocked sport hat. Wool and timbo and crepe combinations are very strong sport items, but the light weight of the bangkok models has much to do with their popularity.

Now Use Self Trimmings.

One of the newest twists to the trimming of negligee and underwear is the application of the material from which the garment is made in picot-edged, pointed tabs. This trimming is used as wide banding, with one point falling over another, for the hem finish of nightgowns and, on a smaller scale, for chemises of satin and crepe. Satin particularly lends itself to this treatment. A popular negligee style of the moment, according to the United Underwear League of America, is a pajama suit that has the trousers and bodice made in one, with a long

dress gown to be worn over the garment. This is a modification of the regular pajama suit that is intended for women of conservative tastes. A more novel garment is a reversible one made of a material that is plain on one side and that shows patterns of figured silk on the other. Both sides of the garment are made with dainty pockets and flat trimming.

Novel High-Grade Handbags.

In high-grade handbags a manufacturer is offering the trade several types that he says are meeting with a high degree of favor. One in the pouch style in fancy silk or leather has a Swiss enameled frame which is frequently jeweled. The ornamentation of the frame and the paintings of flowers in the enameled portion are hand work. These bags wholesale for \$28 per dozen. Opening the center of another reveals a standard compact case having a lip stick container on one side and a perfume bottle on the other. The frame of this bag is hand ornamented and, in some cases, jeweled. These goods wholesale for \$66 per dozen. A group of beaded flat bags is shown. These are made of hand-painted metallic beads, said to be untarnishable. They have jeweled chain handles and are gold or silver fringed. The price is \$16.50 each. Included also are "dressy" metal bags of octagonal or hexagonal form.

Vogue of Hand-Painted Garments.

Started by some of the leading retail specialty shops which desired something new and original, the vogue of hand-painted dresses and other garments is steadily increasing, according to a textile studio which specializes in this work. Garment wholesalers are having certain models hand-painted, the head of this studio said yesterday, and commercializing the work has made it moderate in cost. Not only are dresses decorated with painted flowers, birds, butterflies or other ornaments, but the list also includes shawls, capes, coats, parasols, fine underwear, silks and hosiery. The painting is described as durable and washable. Gold and silver and shaded effects in antique and modern finishes are featured.

Such an Easy Job.

Most any one can be editor. All one has to do is to sit at a desk six days out of the week, four weeks of the month, and twelve months of the year, and "edit" such stuff as this: "Mrs. Jones, of Catcus Creek, let a can opener slip last week and cut herself in the pantry."
"A mischievous lad of Piketown threw a stone and hit Mr. Pike in the alley last Thursday."

Automobile Show Week

February 25th to March 1st

Make Our Store Your Headquarters. Only Two Blocks From Exposition Building

We are offering Specials in Each Department During This Week.

A Few Specials in Domestic Department

- | | |
|--|-----------|
| 27 in. Everett Classic Gingham, bdl., 10/20 | |
| per yard | \$.13 1/2 |
| 32 in. Brentwood Gingham, bdl., 10/20, yd. | .17 1/2 |
| 32 in. Utility Gingham, full pcs., per yd. | .18 1/2 |
| 15 in. Cotton Crash, Plain or Twills, full pcs. | |
| per yard | .09 3/4 |
| 17 in. Part Linen Crash Bleached or Brown, full pcs., per yard | .14 1/2 |
| 36 in. Ramona Sateen Linings, 10/20, Asst. Colors, including Black, per yard | .28 1/2 |
| 9/4 Unbleached Pepperell Sheeting, 10/20, 50 yds. to bdl., per yard | .42 1/2 |

Be sure to call on us during this week

PAUL STEKETEE & SONS

WHOLESALE DRY GOODS
GRAND RAPIDS, MICHIGAN

More New Lines Every Day

Our salesmen are just taking out our new POLAR BRAND line of Men's and Boy's Mackinaws, Wool Pants, Buffalo Flannel and Checked Flannel Shirts which is the finest line of its kind that we know of. It is all wool, better tailored and lower priced than any other competitive line. Be sure to give our salesmen an opportunity of showing this to you.

Our entire SWEATER line is new and up to date and consists of the finest numbers obtainable. Also we call your attention to our line of Hockey Caps and other kindred knit goods lines, especially the line of Infants' and Girls' Jersey Knit Dresses and Combination Suits.

Our salesmen are also showing the finest line of Outing and Shaker Flannels that we have ever had and priced very reasonably. A good part of this line has been sold up by the Mill, showing how well the Wholesalers think of these lines.

Our line of Cotton and Wool Blankets are second to none and priced below replacement price today.

We are also showing a most complete line of Canvas, Jersey and Leather Gloves and Mittens. There are many other lines of Fall Futures which you would be wise in looking over in order to take care of your needs next fall, as by having the best merchandise and best prices you are bound to do a nice business this year. OPENING FUTURE PRICES ARE ALWAYS THE LOWEST.

In addition to showing many wonderful lines for Fall, we are able to state that our lines for immediate delivery are in better variety and styles than ever before and we are prepared to make prompt deliveries on all lines of staple merchandise in Piece Goods, Hosiery, Underwear, Furnishings, Notions or kindred lines.

In addition to all staple lines which you need we are also showing many Novelty Lines of Ladies Artificial Silk Sweaters, Girls Camp Fire Suits and many other lines not heretofore carried by us.

The result is we are showing wonderful increases over 1923 and you can do likewise by having the kind of merchandise that your trade wants and at prices which are substantially the same as they have been for the past year.

GRAND RAPIDS DRY GOODS CO.

IN 1924 DEPEND ON US

May Be Carrying It Too Far.

The question of whether retailers, in their quest for quick and numerous turnovers, are not going too far has been raised by a prominent textile man. "About a month ago," he said, "a well-known buyer came to me and told me that he was losing two sales out of every five prospects because his stocks were so low that the demands of prospective customers could not be supplied. Complaints to the merchandise man, and later to the head of the firm brought no relief, he being told to hold stocks at a minimum in order to show as low a record as possible when inventory was taken about Feb. 1. To his complaint that the business of the department was being hurt by the growing impression that customers could not get what they wanted there, the men higher up merely told him to obey orders and let them do the worrying.

Expect Conservatism To Rule.

Indications are that the early orders for women's wear Fall goods will tend to be conservative though, perhaps, not to the extent shown in men's wear fabrics. This is mainly ascribed to the unsatisfactory experience which the cutters had last Fall. Apart from that is the increasing feeling of the garment wholesalers that they should not buy too heavily in advance. This was evidenced in their desire to have the mills open their lines closer to the time of actual sale of garments to the retailer.

The matter of finance enters here, but there is also another aspect deal-

ing with piece goods in cutters' hands. It has been found that, at the first unfavorable sign, this surplus finds its way into the market at lower prices, thus affecting both the value of the goods held by others and the finished garments.

Showing Scarfs For Women.

Following the style sponsorship given them abroad, scarfs for women are beginning to be shown in this country rather extensively. For sports wear and as an accessory for the tailored suit, it is believed that they will meet with much favor. They are made of silk or other fancy material and are fringed. The ribbon manufacturer believes the vogue will afford the opportunity for larger sales of wide ribbons to be made into the scarfs. One ribbon wholesaler is offering to supply made-up models at cost. Crepe is the fabric that is featured for the ribbon scarf.

Lacquer Red to the Fore.

Among colors coming into market favor, the most prominent at the moment is lacquer red. The shade is being featured in a large variety of women's apparel, including coats, dresses, blouses, millinery and evening gowns. The favor given the color is another indication of the trend toward the higher shades for the Spring. In sports wear particularly, the high effects predominate and are expected to do so all through the season. It is felt, however, that there may be a reaction for the Fall that will tend to bring back to vogue some of the more staple shades.

Musical Toys and Gifts.

Quite popular some years back, toys and useful gifts that play a little tune when opened or set in motion are coming back, according to a leading wholesaler of these goods. The musical movements are made in Switzerland, but they play the latest American airs. Each movement plays from one to six tunes. Among the articles that are made with the musical attachment are high-grade cigarette boxes, candy containers, bridge boxes, face powder outfits with puffs, toy grand or upright pianos, jewel boxes, phonographs, candlesticks, sewing baskets, tea pots, tobacco jars and savings banks. The movements are described as skillfully made and guaranteed.

Proud of His Occupation as Merchant

I am proud of the business of being a merchant. To my mind, it is a challenge for all that there is of ability, of mind and heart in a man. I have a son down at Lordsville who is just now preparing to go to college and I haven't any higher ambition for that boy (and he is an only son) than that he come into the store and take up the responsibilities of being a merchant. I am proud of the craft. I am proud of the industry in which I am engaged and I feel that everything that I have, of imagination, of ability, of all the qualities of mind and heart—there is a challenge for all these things in my own game, and I am glad of it and proud of it! Frederick H. Rike.

It is more important to make a permanent friend for your concern than a transient sale.

Why He Was Delayed.

A crowd had gradually collected outside the single telephone booth and waited with varying degrees of patience while the man using the phone held the receiver to his ear for half an hour. He made no attempt to talk and his expression was practically blank.

Finally one bolder than the others, opened the glass door and enquired, "Are you speaking to any one?"

"Yes," the silent telephoner replied, "I'm speaking to my wife."

**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.

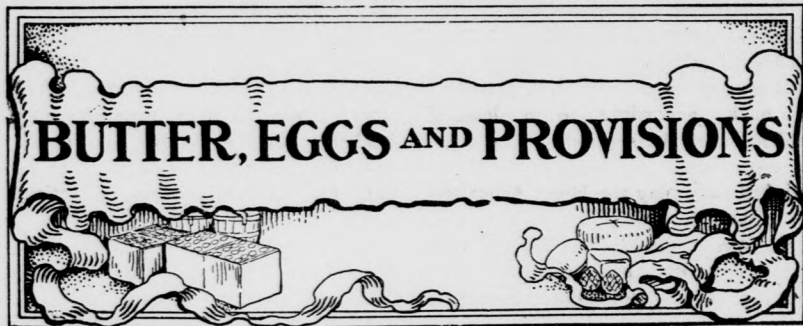
Also Popular Priced Trimmed Hats

Your inspection of our line will be greatly appreciated.

Yours truly,

Corl-Knott Company
GRAND RAPIDS, MICH.

50,000 PEOPLE
—will attend the—
AUTOMOBILE
SHOW
At the Klingman Building
Feb. 25 to March 1
WHY?
Something Different!



Cleaning Eggs With Sand.

Sand blasting has long been known as a mean of cleaning articles of stone and metal. The application of this process to the cleaning of eggs, however, is a recent development and the apparatus by which this is accomplished is perhaps sufficiently unique to warrant description. The advantages of this method as applied to eggs are numerous:

Great quantities of eggs may be handled rapidly;

The operation is inexpensive;

It is effective on stained, processed or unprocessed eggs;

It makes it possible to preserve and store light dirty eggs, in the anticipation of their being cleaned at a subsequent date. This last is perhaps the greatest advantage that has been derived by the poultry industry through the use of this principle.

The sand blast machine for cleaning eggs comprises two essentials: A suitable carrier for the eggs and nozzles for projecting sand against eggs.

A long, horizontal conveyor consisting of rubber-covered rolls is so arranged that by its forward motion the rolls are caused to rotate. These rolls are so spaced as to prevent eggs placed on them from falling through and are of such diameter as to keep adjacent eggs from touching each other. This conveyor is sufficiently wide to accommodate six eggs lying down. Suitable guides serve to retain them on the rolls. In consequence of the motion of the rolls, the eggs themselves rotate continuously. Above a section of this conveyor the sand blast nozzles are placed. These nozzles receive sand and compressed air, the latter causing the sand to descend with considerable velocity and strike the surface of the egg. After having expended its energy, the sand and air pass through the conveyor rolls and into the hopper, which is placed below them. The sand is then elevated and subsequently returned to the nozzles by means of two belts, to which are attached steel buckets and thus the sand is used over and over again. The continual abrasion pulverizes the sand so that it no longer acts as a cutting agent. This fine powder is separated from the coarser material and is carried off by means of a suction fan. The cleaning area of the belt is approximately one-fifth of its entire length and is placed closer to the feeding than to the discharge end. The eggs are removed from open side cases one tier at a time by means of a steel paddle which is withdrawn when placed on the rolls. The filler having been removed, the eggs take their position on the rolls and advance

toward the sand blast area. "Checks" are removed by the operator before they are blasted.

After the eggs have been cleaned, the fine sand which may have adhered to the shell is removed by a jet of air. Operators grade and take off the eggs as they progress past them on the belt.

The term "sand blasting" conveys the impression of a very vigorous action and is one which in this instance is perhaps misapplied. The air pressure is so low that the hand may be held directly in the path of the sand without any great discomfort. It naturally follows that the breakage of eggs attributable directly to the sand blast is negligible.

This process has increased the efficiency of the egg business enormously. Hand washing has always been objectionable for many reasons. Six to eight cases per day is the maximum which may be expected from an operator. Breakage is high and the value of the egg is diminished. Washing is not effective on oiled eggs; therefore, in the past it has been necessary to process only the cleanest eggs, thus throwing on the market a surplus of dirty eggs during the producing season.

H. E. Kennedy.

A Leaf From the Book of the Past.

Grandville, Feb. 19—"Hello, Bob, what's troubling you now?"

Old Sam Hopkins halted before his neighbor, Wilkins, an old retired farmer who sat on his porch, smoking and reflecting, a puzzled expression on his buckskin face.

"Nothing troubling me very much, Sam, only I can't quite understand some things. I'm reading in the papers about strikes and the grumbles of folks who say they can't live on present day wages. My land, in my day, when the biggest paid of 'em all got a dollar and a half a day they had to live on what they got and nothing said about it."

"Oh, yes, of course, Bob," said Mr. Hopkins, seating himself on the step. "Wages in these old days weren't much, but then look at the prices they had to pay for food and clothes. Nothing like it is to-day, you know, wages and cost of living have to keep each other company."

"One would think so, but they don't—not always, anyhow—and that's what was puzzling me when you came up. I see by the paper that teamsters are going on a strike for more wages, and they're getting \$5 and \$6 now, as against \$1.50 when I was young, immediately after the Civil War."

"Yes, but you know how cheap everything was then—"

"Hold on, Sam. Wasn't you in the store business in the late sixties?"

"Yes—"

"Well, then, listen here," cried Mr. Wilkins. "I've been looking in an old book of accounts. Back in them old days I paid you 80c a gallon for kerosene oil. Now put that down against \$1.50 daily wage. Then 18c

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

Fanchon Flour

Increase Your Business and Your Profits

FANCHON Flour is the surest trade builder that any dealer can handle. Its outstanding quality brings new customers and keeps old ones. That's why you find so many wide-awake dealers putting a little extra effort behind the sale of this better flour.

JUDSON GROCER COMPANY

DISTRIBUTORS

GRAND RAPIDS,

MICHIGAN

IT'S TRUE SWIFT CIGARS

Nothing Fancy But the Tobacco

Distributed by

LEWELLYN & CO.

WHOLESALE GROCERS

GRAND RAPIDS

MICHIGAN

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

Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

a pound for sugar, not granulated, but plain brown at that."

"Is that so? Bless me, but I'd forgotten."

"There are many things you forgot, I guess," chuckled the other. "I was working in the lumber woods then, drawing supplies from Muskegon for Hobbs & Grosscut, and I call to mind that I paid \$20 a barrel for flour at Muskegon, a dollar a bushel for oats, and ground feed in proportion. There weren't no farmers to speak of in them days anyhow. Pork was \$40 a barrel and I bought a good suit of clothes for \$40 and a pair of fine calf boots for \$11. I bought my wife a calico dress, paying 50c a yard—and it took ten yards then to make a dress. Common brown sheeting was 75c a yard. Then there was the matter of nails, 16c a pound, soda 15c and so on, and all this while we were getting top wages of a \$1.50 a day."

"A little different to-day," admitted the other old man.

"Well, yes. Wages four times as much as then, and yet the fellow who works can hardly keep out of the poorhouse. What's the answer to all this, Sam, can you tell me?"

"I'd like to, but blame me if I can. Are you sure you got your prices right, Bob?"

"I should say I have—got 'em down in black and white. The politicians know how to bamboozle common folks and make 'em believe the moon is made of green cheese, but blame my skin if I take much stock in all this yelling that wages aren't sufficient because of the high cost of living." People got along on a dollar and a half a day and paid for many things we live on more than we do to-day. That's a plum fact, say what you will about it. At this very time men worked in the woods for \$30 a month and board; where a man boarded himself, he got \$40."

"Say, Bob, when these politicians come round here campaigning, lets put some of these puzzles up to them. You didn't mention tea, the housewife's solace, which I remember was \$2 a pound, and an average brand of tea at that. The store business was a little different, too, than it is now."

"Oh, yes, I expect it was."

"We merchants figured 33 1/3 per cent. profit on the cost price of goods. This, of course, did not take into consideration overhead expenses. Later on, or a little after your time of figuring, sugar fetched 25c a pound, raisins on stems (there were no package raisins then), 40c. I worked teaming most of the time. I remember that timothy hay fetched \$40 a ton at lumber camps, and I put in one winter drawing it from the farms South a few miles. I paid the farmers \$30 a ton and made a trip in two days, so you see, for my work and team, I got \$5, which was a bonanza in them times."

"The high cost of living was never talked about then as I remember," continued Sam Hopkins. "I know in after years, when prices slumped and there was less business going on, we looked back to those good old days soon after the Civil War, and called them the best days we ever knew."

"Wheat went one time to \$3 a bushel, which made flour high, of course. The merchant made his best money then and before, when prices were going up. There were a good many failures when the slump came and hard times because of the return to specie payment."

"That's so," agreed Sam. "The old greenback days constituted the best business times I ever saw in this country. I was a greenbacker hot and heavy, and helped raise more than one ragbaby pole. You remember how that was?"

"Yes, folks went crazy over greenbacks. I never quite lost my head. I knew the rag currency times couldn't last, and they didn't. But to-day, with the currency as sound as a dollar, I don't see what keeps prices so high."

Old Timer,

Notches in Trees Show Depth of Snow.

Stories of deep snow in Northern Michigan are not fiction, according to John C. Wright, a well known Michigan writer, who describes as one of his favorite pastimes the marking of the snow's depth in Emmett county by cutting notches on the trees. In the summer time he would show resorters how deep the snow was the previous winter.

"I used to live in Emmett county," says Wright, "and for fifteen years I kept an accurate measurement of the snow fall by notching trees. Along the lake shore from Petoskey, Harbor Springs and Cross Village may still be seen the notches I cut."

"Some seasons the snow would pile up over the tree tops in the gulleys, and when people tell you that the snow is deep up there this year you just believe them."

Lansing, Feb. 19—The above article recently appeared in the daily papers. It is, however, only a "garbled" report of what I said. Thinking you might be interested in the matter, I will give you the actual facts, hoping you will set me right before the people of Michigan. I was living at Middle Village at the time and I firmly believe that more snow piles up in that vicinity than at any other place in the State of Michigan. I made the marks as above stated and would, no doubt, have become the champion snow marker of all time, if it had not been for circumstances wholly beyond my control. But I had a rival in this marking business—a man by the name of Rhine ("Pork" Rhine, he was nicknamed by his neighbors), who lived four or five miles further down the coast. It appears that he disputed my records, claiming that he had higher marks than I had. The rivalry between us became very keen.

Near the close of my career in that part of the country we experienced an unusually severe winter. It began to snow early in October and kept it up continually until after the holidays.

"Now," I said to myself, "is my chance to beat Pork Rhine."

To cap the climax, along about the last of January, a severe blizzard set in which lasted three or four days. When we got out of our shanties, everything was covered up with snow.

Grabbing a shovel I started for the top of the hill to make my mark. "Here," I chuckled, "is where Pork Rhine meets his Waterloo; for I propose to put a mark higher up than any mark has ever been placed before."

But when I finally reached the top of the hill no trees were in sight—all were buried beneath the snow. All I encountered was a small branch at the top of a tall elm. This was too small to make a notch on, so I returned to my house through my tunnel and secured a cane fishpole which I fastened to the elm and on which I tied a piece of red flannel to mark the depth of the snow.

Well, to make a long story short, spring at last arrived and with it the songs of birds to let us know that the snow had disappeared. High up in the air floated my piece of red flannel.

More resorters and tourists flocked to the North that summer than ever before and, of course, they all wanted to know about the winter and what kind of a record I had made.

"There it is," I would say, pointing to the flannel with pride.

Some were skeptical and other said "impossible!" But there was the mark. What could they do?

One day in mid-summer a particularly inquisitive flock of tourists came to my shack.

"How deep was the snow?" said they.

I pointed to the flannel. One old lady adjusted her glasses and said:

"Well, you certainly had a lot of it here, but not as much as down at

Rhine's place. His mark is higher than that."

This statement nearly took me off my feet. Was it possible that Pork Rhine had beaten me? I determined to find out immediately. So the next morning bright and early I started for Rhine's farm. When I got there I saw a tin can glittering in the sun at the top of a high birch tree, but said nothing. Finding Rhine, I passed the time of day and casually remarked.

"Have much snow down this way last winter?"

"Yep, we had a little," said he.

"How much?" said I.

"See that tin can up there?"

"Yes."

"Well, that's the record on the Rhine farm and I reckon it ain't going to be beat right away nuther."

"Oh, pshaw, Pork," said I. "That ain't nothing. Come up to my place and I'll show you what a regular record looks like."

After much hee-hawing and blustering he finally consented to accompany me.

But imagine my chagrin, when arriving at the elm, to find that the piece of red flannel had disappeared. In my absence a miserable red-headed woodpecker had pecked the fish pole in two and thus destroyed my record.

It wouldn't have been so bad if he had used a little judgment and pecked the pole in two above the flannel. But he didn't seem to have any common sense.

The butt end of the pole was still there at the top of the elm, but this proved to be several feet short of Rhine's tin can, so I had to give up.

Shortly after that I left that part of the State, disgraced and ruined by a measly red-headed woodpecker.

Since then "Pork" has passed away and I bear him no malice. I presume he hasn't seen as much snow as we had in Emmet county for a long time.

If anyone doubts this story, the elm and the white birch and other trees are still standing just as I left them.

John C. Wright.

Fieglers

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
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You Make
Satisfied Customers
when you sell

**"SUNSHINE"
FLOUR**

Blended For Family Use
The Quality is Standard and the
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**Genuine Buckwheat Flour
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The best all purpose flour.

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The best bread flour.

Look for the Perfection label on
Pancake flour, Graham flour, Gran-
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Western Michigan's Largest Feed
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The standard
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HIGHEST QUALITY
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I. VAN WESTENBRUGGE
DISTRIBUTOR
Grand Rapids Muskegon



Michigan Retail Hardware Association.
President—A. J. Rankin, Shelby.
Vice President—Scott Kendrick, Flint.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Competing Successfully With the Mail Order Stove.

Written for the Tradesman.

There is no logical reason why people should buy stoves by mail. There is every reason why it pays to buy from the local dealer. Those hardware dealers who are sufficiently farsighted and progressive to give some study and thought to the question, and who take pains to show buyers in their communities why they are in a position to give the customer a better deal, are able under all conditions to compete successfully with the mail order houses.

One merchant, when the question of mail order stoves was raised by a customer, discussed it frankly, tactfully but without apparent animus. He pointed out that when a stove was bought by mail it was necessary to first send the money. A few weeks later the stove was delivered at the nearest depot. The purchaser was then obliged to go to the depot, cart the stove home, and go to the trouble of setting it up and testing it out. If any parts were broken, or if for any reason the stove did not work as it should, it would be necessary to correspond with the mail order house. The chances were it would take a number of letters before some sort of adjustment could be made. Suppose the stove was not as represented, and it was found desirable to return it. It would then be necessary to crate the stove, cart it back to the depot, attend to the shipping, and wait for days or weeks for the refund of the money.

"Is that a better plan," the hardware dealer blandly asked, "than coming here—you know me and have known me for years—looking over the stoves, selecting the identical stove you want to buy, having it delivered by my own men and set up and tested out at my expense? If it's not right, I've got to make it right. Isn't the saving of time and trouble worth something?"

Where the local dealer is wide awake, dependable and efficient and has an established reputation for looking after his customers and insuring them satisfaction, there is no answer to this argument—except price. And when the price question is raised, the dealer has his clinching argument in reserve. He gets out the mail order catalogue, lets the customer select the stove, and proceeds to analyze that stove—weight of metal, oven capacity, and all the other factors that go to make up a showy,

low priced but far from satisfying article. He compares the mail order stove on the floor which, he has mentally decided, will best meet the individual customer's requirements.

Where the mail order house makes its biggest inroads is where the local dealer is anything but wide awake, fails to give satisfaction, and where, despite the distance, the mail order house gives almost as good service as the local merchant. There are, of course, a good many people with the firmly-rooted idea in their minds that the mail order house sells more cheaply, but who never take the time to compare mail order goods in prices and quality with the goods in local stores. It is for the merchant to tactfully make these comparisons as opportunity offers; and to stress the real value of his own offerings through the very medium which the mail order house uses so effectively—advertising.

When you come to consider the fact that the local merchant is known in the community, that he has such an excellent opportunity for a fine display of his stoves, it is a wonder that more dealers do not take fuller advantage of their opportunities. Can anything be more inviting than an attractive demonstration with an experienced cook baking biscuits and serving coffee on some particular range the merchant is selling? If there are salesmen in the store capable of explaining the features of the range, is there any hardware dealer with good business ability who cannot convert a large number of visitors at such demonstrations into customers?

Some hardware dealers argue that they do not have time to give to demonstrations of this kind or to make personal calls upon people who may be in the market for stoves. If such is really the case, there surely is no good reason why the dealer cannot follow up a large number of prospects through the mail. The large majority of aggressive dealers of to-day have up-to-date mailing lists. They make use of these lists with well-written circulars and other advertising matter.

One firm went further than this and adopted practically the same methods as the mail order houses. They issued a real mail order catalog of about 16 pages and cover, measuring 9 x 12 inches. This catalog was written from the standpoint of the local retailer and contained full information on how to order. The merchant said:

"If you cannot call at our store and see at first hand our stock, send us a check, money order or express order and any goods you pick out from the

United Motor Trucks

A SIZE
AND
STYLE

To Fit Your Business

SALES SERVICE

ECKBERG AUTO COMPANY

310 IONIA AVE., NW.



Rain through swinging windows
Keep the Cold, Soot and Dust Out
Install "AMERICAN WINDUSTITE" all-metal Weather Strips and save on your coal bills, make your house-cleaning easier, get more comfort from your heating plant and protect your furnishings and draperies from the outside dirt, soot and dust.

Storm-proof, Dirt-proof, Leak-proof
and Rattle-proof

Made and Installed Only by
AMERICAN METAL WEATHER STRIP CO.
144 Division Ave., North
Citz. Telephone 51-916 Grand Rapids, Mich.

THE TOLEDO PLATE & WINDOW GLASS COMPANY

Mirrors—Art Glass—Dresser Tops—Automobile
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All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN

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Brass Stencils—Steel Stamps—Stencil Cutting Machines

8 SOUTH IONIA AVENUE

CITIZENS 51518

Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware,
Sporting Goods and
FISHING TACKLE

catalog will be delivered to you the same day order is received. You have our guarantee that these goods are exactly as represented, and if not satisfactory we will call and get them at our expense and promptly refund your money.

The catalog showed not only stoves, but other lines, such as guns, shells, step ladders, stove parts, stove polish, wall paper, bushel baskets, roofing paper, household articles, paints, etc., with prices quoted on each article. It was profusely illustrated, and went into details regarding the quality and workmanship of the goods shown. From experience this firm has found that this catalog has brought in annually thousands of dollars of new business. They figure a large number of people have the mail order habit. They seem to feel that by ordering from a catalog they are getting something better than anything they can purchase from their local dealer in the ordinary way. This firm took advantage of that line of reasoning and turned it to its own profit.

The merchant who would successfully combat mail order competition will of course use attractive advertising in his local papers. He will also make the most of his window displays, changing these displays regularly and incorporating new ideas to attract attention. His stove department will occupy a prominent location, and he will back all this up by selling the highest quality of stoves he can secure. He will secure the co-operation of the manufacturers and get the kind of advertising matter he can use to best advantage in displays and local advertising.

One great advantage the local dealer has over the mail order house is the human element entering into his business transactions. When he sells goods he can talk to the buyer face to face. He can learn his customer's likes and dislikes. He can appeal to the man in a manner observation teaches him will make the most favorable impression. He can deal with humanity individually, where the mail order house is compelled to deal with humanity in the mass.

A woman comes into your store to buy a range. It is not some specific stove she wants, or at some specific price, but merely one better than her neighbor has, or than she herself had before. You can adapt your salesmanship to her needs; and, more, can help her define those needs.

Suppose a man buys a saw. He has even made up his mind as to price. He balances the article in his hand, sights down the teeth, puts it down and tries another and perhaps another, and makes his choice. That choice represents to him the best of the three. From his expression you know which of the three he wants; and you can push that one. Right there, in being able to watch your customer, to gauge the workings of his mind, you have a great advantage over the mail order house, whether you sell saws or stoves.

Victor Lauriston.

The responsibility for a large percentage of returns of merchandise is due to the clerk claiming too much in order to effect a sale.

Has Novel Seal For Notaries.

A novel seal for notaries, corporation executives, lodge officers, and numerous other users of such an article has been put on the market by a Chicago concern. In appearance it is exactly like a hunting case watch, and may be had in gold-plated, gold-filled and solid gold cases at prices ranging from \$10 to \$100 and more. Coats of arms or other emblems may be engraved on the cases, if desired, as well as initials or monograms. The cases are the size of a No. 14 watch, and the diameter of the dies is 1½ to 1¾ inches. The light weight of the article, which is four ounces, makes it easy to carry in a vest pocket or woman's handbag. To use the seal it is necessary only to insert the document between the two parts and make the imprint with a blow of the hand.

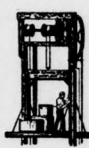
Offers Novelties in Glassware.

Among the novelties in glassware that are now offered to the trade is a cocktail set of shaker and six glasses to retail at \$10. The top of the shaker is made of plated silver, but the body of it is glass. On it, and also on each of the glasses, is a hand-painted rooster with gaudy tail feathers. The glasses are rimmed with sterling silver. Other novelties include sterling silver deposits on candy jars, vases, console sets, sandwich trays, etc., of frosted colored glass to retail at from \$5 to \$10. This line was said yesterday to be the first shown in which the deposit work is on frosted glass.

The Exact Difference.

"Father," said the conventional small boy, "what is the difference between a pedestrian and a jay-walker?" "A pedestrian," returned the conventional father, "is a person who walks when you are walking. A jay-walker is a person who walks when you are driving."

You will learn about some sales-making display methods if you will write half a dozen showcase and fixture makers for catalogs. There are devices you know nothing about.



Sidney Elevator Mfg. Co., Sidney, O.

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

MCCRAY

REFRIGERATORS

for ALL PURPOSES

Send for Catalogue

- No. 95 for Residences
- No. 53 for Hotels, Clubs, Hospitals, Etc.
- No. 12 for Grocery Stores
- No. 51 for Meat Markets
- No. 75 for Florist Shops

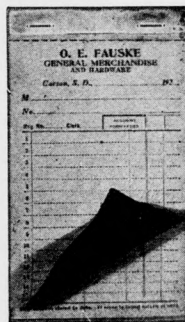
MCCRAY REFRIGERATOR CO.
2444 Lake St., Kendallville, Ind.

Sand Lime Brick

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

Brick is Everlasting

Grande Brick Co., Grand Rapids
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co., Rives Junction.



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 Bldg.
Battle Creek, 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

INDIA TIRES

HUDSON TIRE COMPANY
Distributors

16 North Commerce Avenue
Phone 67751 GRAND RAPIDS, MICH.

TAKING INVENTORY

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



BOND

SIX SNAPPY COLORS and WHITE

MEETS

THE NEEDS OF
THE HOUR

**Kalamazoo Vegetable
Parchment Co.**

Kalamazoo, Michigan

Nachtegal Manufacturing Co.

237-245 Front Avenue, S. W. Grand Rapids, Michigan

BANK
STORE and OFFICE
Fixtures and Furniture

Russ Soda Fountain Special

We have two 6 foot, two 8 foot and one 10 foot Russ Fountains on which we can quote a very low price.

Also used Fountains, Chairs, Table and Supplies.

CASH OR TERMS

Grand Rapids Store Fixture Co.

7 Ionia Ave., N. W.

Grand Rapids, Michigan



Some Early Landlords of Big Rapids.

Big Rapids, Feb. 17—The original village of Big Rapids was platted in 1859 and the first hotel, which was afterward known as the Mason House, was built by A. M. Williams the year previous. On the occasion of the opening one of the orators remarked that "within twenty years a two-story hotel covering a half a block would be required to meet the necessities of the times." While this prediction may have been rather too optimistic, and extended beyond the mark, the fact remains that within that period the Northern Hotel became a reality. This hotel in its day was pronounced to be one of the finest in the State.

Contemporary with the Mason House were the old Darling Hotel, the Pacific House (managed by Andy Johnson), and the Montreal House (managed by Perry Montoney), the Shiedel House and several others.

The Northern Hotel was erected in 1881, and was conducted for many years by Sidney H. Roosevelt. This structure was 300 feet in length, and, besides its commodious office and dining room, contained over sixty guest chambers, with a height of two stories, thereby nearly conforming to the prediction made at the Mason House opening.

The hotel passed through many vicissitudes in the hands of such operators as "Dad" Stearns, W. C. Parker, M. K. Fillmore and J. S. Decker, until it finally passed into the possession of E. M. Hoffman, in 1905, who expended \$10,000 in improvements, such as running water, baths, etc., in its rooms.

In 1910 it was acquired by the Sisters of Mercy, who conducted it as a hospital until its total destruction by fire in 1915.

In 1900 George G. Jenkins, in partnership with William F. (the present owner) purchased the Western Hotel of seventeen rooms and later on acquired the old Brackett House—with twenty more—adjoining, which proved the nucleus for the present Western Hotel. It was added to from time to time and to-day has sixty-five modern rooms, all with running water and several with baths.

Jenkins Senior died in 1915 and the Western is now solely owned and conducted by his son, William F., known among traveling men everywhere as Bill. His friendships are many, his hotel is efficiently conducted and he enjoys a wonderful patronage. In his efforts to please the public he is very ably seconded by his estimable wife.

It is my good fortune to enjoy the friendship of Bill Jenkins and he is sure some friend. He always occupies, also, a high position in the counsels of the Michigan State Hotel Association, in which he is a faithful worker. In the operation of its feeding department, the Western most certainly excels.

The Western is conducted strictly on the American plan, the rates ranging from \$3.50 to \$4.50 per day. Single meals, 75 cents, with unlimited selection.

Just at present they are insisting on Running Bill for Mayor at the approaching city election, and the local newspaper has this to say concerning it:

"Mr. Jenkins was married in December, 1920. He is the father of a very young lady. It is reported that it became necessary to sell the mother on the plea of Bill becoming the town's mayor; but, if she is ever sold, Frances Elizabeth surely objects. Soon after the father's consent was obtained, Frances Elizabeth began to express her adverse opinion in vigorous fashion and kept it up through the following night. There was much music in the air and trouble for the devoted father, who blinked sleepily the next morning."

Frances Elizabeth is two weeks old. I am informed that Mrs. Glenn J. Fillmore has decided to continue the operation of the Hotel Quincy, at Quincy. Mr. Fillmore died several weeks ago, but his demise will make no difference with the conduct of the hotel, as it has been under active charge of this most capable lady for some time. Mrs. F. enjoys an extensive acquaintance among the traveling, as well as the hotel fraternity, and all will be pleased to know she is to remain in the service.

A. Cooley, owner and landlord of the Lakeview House, at Lakeview, positively assures me that he is to take possession of the Phoenix Hotel, at Edmore, May 1. He has not decided as yet what he will do with his Lakeview property, but under any circumstances it will continue to function. Mr. Cooley is a most agreeable landlord and is bound to succeed in his new field. The Phoenix is well known and the new proprietor will certainly add to its laurels.

The new hotel at Fremont will be known as the Kimbark Inn and will be conducted by Mr. and Mrs. Hildebrands, who also conduct similar properties at Bay City and Pontiac. When completed it will be a credit to the citizens of Fremont, whose financial support made it a possibility.

The new Hotel Doherty, at Clare, while not formally opened, is being utilized by traveling men, who pronounce it a most surpassing institution. I intend to look it over shortly and will tell Tradesman readers all about it and what it means to the village of Clare.

Whoever has traveled along the Pere Marquette on the Saginaw division and been entertained by Mr. and Mrs. William Cooper, at the Phoenix Hotel, at Edmore, will learn with regret that that much esteemed couple are to retire from the hotel business May 1. The Coopers have not definitely decided what they will do in the future, but their legion of guests fervently hope they will acquire something in the territory with which they are so familiar. Under their administration the Phoenix has been a homey place to stop, the rooms scrupulously clean and the meals most excellent, and naturally these accomplishments are only attainable when the presiding genies are genial.

Personally, I am very glad to have known this delightful couple, and as they are retaining their membership in the State Hotel Association, their many friends in that organization will have the pleasure of meeting them at their gatherings.

A commercial traveler whom I met the other day told me he was under the

Cody Hotel

GRAND RAPIDS

RATES

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

CAFETERIA IN
CONNECTION

New Hotel Mertens

GRAND RAPIDS

Rooms without bath, \$1.50-\$2.00; with shower or tub, \$2.50.

Club Breakfast 20c to 75c or a la Carte.

Luncheon 50c.

Dinner 75c.

Write for Reservation.

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
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impression that the State hotel organization functioned solely for the purpose of controlling hotel rates, which statement was, of course, sheer nonsense. At no time in the history of this organization has there ever been a suggestion of such a program. The charges and details of operation of every hotel man has been a matter of individual action and any discussions have been along the line of hotel economies without any reference whatever to hotel rates. A perusal of the bulletins, which report the proceedings of these meeting verbatim, will prove this, and there are never any star chamber sessions. The real objects of the Michigan State Hotel Association are to bring about a better acquaintance and more fraternal feeling among men and women conducting hotels in the State.

To obtain consistent legislation.

To assist deserving members and give them favorable publicity by publishing a framed corrected official roll of active members to be kept conspicuously posted in their lobbies.

To induce members to attend all general and district meetings—four of which are held each year—and to promote co-operation and to encourage helpful suggestions on hotel management.

To have read and discussed papers by experts on up-to-date methods of conducting creditable, popular and profitable hotels.

To inspire members to be ever ambitious in making their hotels the pride of their community.

To encourage, by every means possible, tourist travel through Michigan.

To promote and protect the mutual interests of its members, and help them to perform their duty to their patrons.

One of the deserving features of the Association is the warm paternal feeling existing between the big operators and their smaller associates.

There is the whole matter in a nut shell. The man who is right and wants to be square with the public will be supported by his associates, but if he does not perform a legitimate service at legitimate charges, he will receive scant courtesy.

It goes without saying that in cashing checks for the traveling public, a great deal of diplomacy is necessary on the part of hotel men as well as a certain amount of firmness.

The manager of one of the larger hotels in an interior Michigan city has a policy in handling this problem which appeals to me and may profitably be adopted by others.

When a firm check is presented by a man who represents he is making his first trip for his house or that he is in new territory, he calls up the firm he claims his house previously sold. If his house is well known to them he then requires of him personal identification, preferably fraternal cards. (Western Union cards are occasionally accepted, but are not so convincing, as they are usually easily obtainable). If he is unable to furnish these and the check is a large one, I offer to wire the bank on which the check is drawn, paying one-half the cost of the telegram and reply. If the check presented is a personal one and large, I do not cash it unless endorsed by some local man. If a medium sized check, I wire the bank, the same as with a firm check. If the answer from the bank is satisfactory, I then write up the check in our loose leaf record book, taking the man's signature and home address so that, if need be, we are able to locate him in the future.

It is really better to have the type of man who says he will not stop at your hotel again unless you cash his check go elsewhere than to have his check come back after he has departed with your money. Care exercised in cashing checks for strangers is well expended.

How many Michigan hotel men realize that the Michigan bad check

law, now being copied in many other states, was passed through the instrumentality of the Michigan State Hotel Association and its efficient legislative committee?

In speaking of dinner bills of fare for Kalamazoo hotels last week, by oversight I neglected to mention that the 75 cent meal, from soup to strawberry shortcake, was served by the New Columbia Hotel.

Meeting of the Greeters.

Kalamazoo, Feb. 18 — Michigan Charter of the Greeters of America held an "up-state" convention at Kalamazoo on Saturday last as the guests of the local hotel men.

The Greeters is an organization made up of hotel clerks and kindred vocations and has a membership of about 275. Several new names were added to the roster on this particular occasion.

A luncheon was given by Ernest McLean, of the Park American, the following constituting the bill of fare:

Blue Point Cocktail
Beef Bouillon
Hearts of Celery, Olives, Radishes
Roast Turkey, Dressing and Cranberry Sauce
Potato Croquettes
Candied Apples
Fruit Salad
Chocolate Parfait
Coffee
Cake

Jacob Kindleberger, the prominent local paper manufacturer, gave a brief talk on "Courtesy" and a delightful musical program was rendered.

The afternoon was devoted to a business meeting for the members and a drive and theater party for the ladies.

In the evening the Greeters were the guests of Walter Hodges, of the New Burdick, to a dinner, followed by a dance. The dinner menu comprised the following:

Grape Fruit Cocktail
Olives and Celery
Cream of Tomato Soup
Broiled Tenderloin of Beef, with Mushrooms
French Fried Potatoes
New Wax Beans
Head Lettuce, Thousand Island Dressing
Neapolitan Ice Cream and Cake
Coffee

Among the officers just elected are R. B. Brittain, President, Hotel Brookins, and J. William Porter, Secretary and Treasurer, Hotel Statler, both of Detroit.

The next meeting will be held at the Statler Hotel, Detroit, in April. In the meantime an active drive will be made for new members, in which the co-operation of leading hotel proprietors and managers is expected.

This organization is doing much to bring about a better feeling between the various hotels and their patrons and is certainly most deserving of support.

The posting of hotel rates in rooms is a topic of much discussion among Michigan operators.

Many hotels are already doing so and there is every reason to believe there will be a universal adoption of the practice.

There seems to be little valid objection to the posting of the maximum rates, and it gives the guest a feeling of security when he knows exactly just what he is being charged for the accommodations furnished.

The hotel, in order to exist at all, must know just how much must be realized on each room, and the operator is certainly giving his guest a square deal, if his prices are equitable, if he declines to deviate from these rates.

If, perchance, the guest misunderstands the rate quoted by the clerk, he will readily discover the error when he sees the rate card and can phone the office for a transfer to another room at a different price without embarrassment.

The rate card should explicitly state the charge for one person, with a quotation for each additional person, which arrangement will cover the extra charged during conventions when

it becomes necessary to increase the room occupancy.

On the other hand, a lower charge may be made without shifting cards, though this practice, if followed to any great extent, is bound to breed dissatisfaction and certainly will result in loss of profits to the hotel.

From my own observation I know of very few cases where I consider room charges excessive and I believe the traveling public incline to this opinion.

Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 19—Claude Hamilton has entirely recovered his health and will soon be at the head of a new financial institution which he is organizing.

It is not generally known, but Mr. Hamilton's collection of Indian arrow heads, axes and other implements is the largest and most comprehensive private collection in America, now that the J. Pierpont Morgan collection has been turned over to the American Museum of Natural History. Included in Mr. Hamilton's collection are many wonderful specimens of copper implements and tools, fashioned and tempered by the mound builders, who preceded, and were exterminated by, the Indians.

The much-discussed suit for an accounting brought by Ralph Tietz against Robert Irwin is set for trial in the United States District Court March 4. Judge Sessions will be home from Florida by that date to preside over the court.

J. Harry Schoneberger, who was for several years manager of the Crawford Chair Co., at Grand Ledge, but who was relieved from that position by the Michigan Trust Company, has been re-installed as manager by the same institution. Mr. Schoneberger also continues as manager of the three other factories in this city which he conducts under the name of the Standardized Furniture Co.

Charles M. Alden (Alden & Judson) is spending the winter in California, accompanied by his wife.

In writing of pioneer hotel landlords at Kalamazoo, Mr. Verbeck overlooked making mention of Mr. Badger, who was engaged in the hotel business in the Celery City for many years. Can any reader of Gabby kindly furnish a history of Mr. Badger's career as landlord?

The Tradesman seldom has an opportunity to present a more practical exposition on handling retail store accounts than that embodied in the paper of C. L. Glasgow, which is printed on page 2 of this week's issue. Mr. Glasgow's long experience as a merchant renders him able to do the subject ample justice and, because he speaks by the card, thoughtful readers of the Tradesman will give his paper most careful consideration.

Detroit—Ciancio Brothers, grocers at 8832 Twelfth street, have rented the store at 8838 Twelfth and have cut through the partition, making the space into one large store.

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Rooms in
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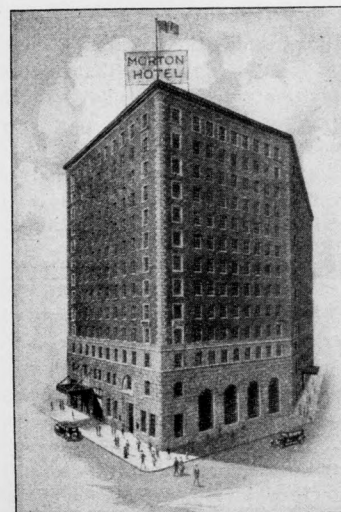
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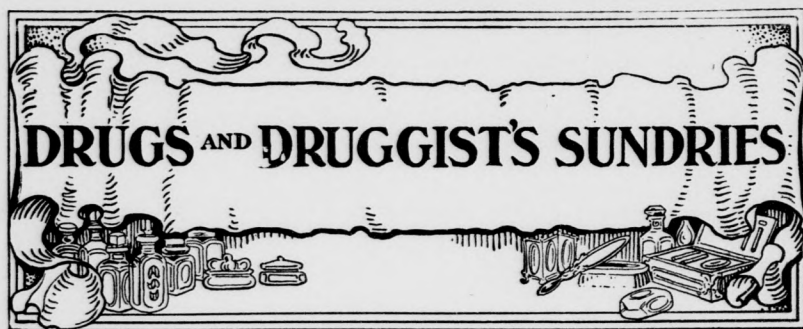


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Menus in English

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 Director of Drugs and Drug Stores—H. H. Hoffman, Lansing.

Never Forgot His Original Profession of Pharmacy.

It has always been a significant fact to note that there exists some sort of relationship between medicine with its allied sciences and literature. Oliver Wendell Holmes, John Keats, S. Wier Mitchell, Tobias Smollet, Arthur Conan Doyle and Anton Chekov are but a few of the physicians who became great writers. Of nurses, we may mention Mary Roberts Reinhart, who is among the foremost novelists in America to-day. Pharmacy is represented by William Sidney Porter (O. Henry), undoubtedly the greatest master of the short story that America has ever produced.

O. Henry was first of all a pharmacist and, even though he became great as an author, he never forgot his original profession. Over and over again in his short stories we find many references to drugs and pharmacy. Many of his best tales have a pharmaceutical flavoring to them. Yet this is only natural, for in many of Chekov's narratives one may find numerous references to the medical profession, and Conan Doyle has written a volume of short stories entirely devoted to medical life, "Round the Red Lamp." In the collected works of O. Henry one may similarly find stories with a purely pharmaceutical setting. If some pharmacist with a love for literature may desire he might collect these tales into a volume, although it would be a slender one, and giving it an appropriate title, it will easily take its place by the side of Doyle's "Round the Red Lamp" or Arthur Train's delightful tales of legal life, "Tutt and Mr. Tutt."

O. Henry started life as a drug clerk, working for his uncle, a dealer in drugs, in Greensboro, North Carolina. It is a significant fact to note that among his most prized possessions are two letters referring to his ability as a druggist, which were later reproduced in "Rolling Stones," his final volume of collected stories.

One of O. Henry's favorite characters was the drug clerk and he occurs over and over again in many of his best stories. He also had definite ideas of what the ideal drug store should be. For instance, in his "The Love Philtre of Ikey Schoenstein," he says: "The Blue-Light does not consider that pharmacy is a thing of bric-a-brac, scent with ice cream soda. If you ask it for a pain-killer it will not give you a bonbon—it macerates its opium and percolates its own laudanum and paregoric. To this day pills are made behind its own pill-tile, divided with a spatula, rolled with the finger and thumb, dusted with calcined magnesia and delivered in little round pasteboard pill boxes." Some of his most delightful descriptions are clothed in pharmaceutical terms. In the same story, Ikey Schoenstein, the drug clerk, is in love with his landlady's daughter, Rosey. "She tintured all his thoughts; she was the compound extract of all that was chemically pure and official—the dispensary contained nothing equal to her. But Ikey was timid; and his hopes remained insoluble in the menstrium of his backwardness and fears." In another of his tales (Man About Town) occurs the passage: "He is the sublimated essence of Butt-in; the refined, intrinsic extract of Rubber; the contracted, purified spirit of Curiosity and Inquisitiveness."

Many of O. Henry's stories have a distinctly pharmacal setting. In "The Love-Philtre of Ikey Schoenstein," Ikey's rival in love was Chunk McGowan, and he planned to elope with Rosey against her father's wishes. But Chunk somehow desired to make Rosey's love surer and more ardent. So he went to Ikey.

"Say," said McGowan, looking up suddenly, "say Ikey, ain't there a drug of some kind—some kind of powders that'll make a girl like you better if you give 'em to her?"

"Chunk," said Ikey (after a little while) "it is of drugs of that nature that pharmacutists must have much carefulness. To you alone of all my acquaintances would I entrust a powder like that. But for you shall I make it, and you shall see how it makes Rosey think of you."

Ikey went behind the prescription counter and crushed to a powder two insoluble tablets, each containing a quarter of a grain of morphia. To them he added a little sugar of milk to increase the bulk, and folded the mixture neatly in a white paper. This would, of course, cause the person who took them to sleep for several hours. Ikey informed Rosey's father of her intention to elope with Mc-

Gowan. The irate old man determined to sit up and catch them in the act. But things did not turn out as Ikey hoped, for McGowan suffered a change of mind, and instead of giving the powders to Rosey, gave them to her father instead.

In another of his delightful tales (A Ramble in Aphasia), a prominent Denver lawyer loses his memory from overwork. He finds himself on a train headed for New York when his memory suddenly becomes clouded. In the emergency he assumed the name of Edward Pinkhammer, and quite curiously has suddenly become a druggist. And what is even stranger he finds himself in the midst of a group of druggists going to the National convention. O. Henry was never loathe to display his pharmaceutical knowledge. Edward Pinkhammer, the pseudo-druggist falls into conversation with one of the delegates.

"Are all these men druggists?" I asked, wonderingly.

"They are. This car came through the West. And they're old-time druggists, too—none of you patent tablet-and-granule pharmashootists that use slot-machines instead of prescription desk. We percolate our own paregoric and roll our own pills, and we ain't above handling a few garden seeds in the spring, and carrying a side line of confectionery and shoes. I tell you Hampinker, I've got an idea to spring on this convention—new ideas is what they want. Now, you know the shelf bottles of tartar emetic and Rochelle salt, Ant. et Pot Tart. and Sod. et Pot. Tart.—one's a poison, you know, and the other's harmless. It's easy to mistake one label for the other. Where do druggists mostly keep 'em? Why, as far apart as possible, on different shelves. That's wrong. I say keep 'em side by side, so when you want one you always compare it with the other and avoid mistakes. Do you catch the idea?"

A little further on:

"Now there's another thing," said Mr. Bolder. "For an excipient in manipulating a pill mass, which do you prefer—the magnesia carbonate or the pulverized glycerhiza radix?"

"The—er—magnesia," I said. It was easier to say than the other word.

Even burglars stop to discuss various pharmacal remedies. In "Makes the Whole World Kin" a burglar commands a citizen to hold up his hands. The victim is able to raise only one of his arms.

"Can't raise the other one," said the citizen, with a contortion of his lineaments.

"What's the matter with it?"

Rheumatism in the shoulder."

"Inflammatory?"

"Was. The inflammation has gone down."

It so happens that the burglar has rheumatism too. Their common ailment makes them friends and they fall to discussing the various remedies.

"Ever try rattlesnake oil," asked the citizen, interestedly.

"Gallons," said the burglar. "If all the rattlesnakes I've used the oil of was strung out in a row they'd reach eight times as far as Saturn, and the rattles would be heard at Valpariso, Indiana, and back." They then ami-

ably discuss various patent medicines, among them Chiselum'm Pills, Finkelham's Extract, Balm of Gilead poultices, Pott's Pain Pulverizer, Blicherstaff's Blood Builder, Omberry's Ointment. No doubt their counterparts exist on the shelves of many a druggist. Finally, however, the burglar recommends witch hazel and oil of wintergreen.

O. Henry was fond of scattering recipes throughout his stories. Formulae for shoe polish, hair growers, etc., occur in many of his short stories. In "Dry Valley's Indian Summer," is a recipe for invigorating the scalp:

"Dry Valley Johnson shook the bottle. You have to shake the bottle before using; for sulphur will not dissolve. Then Dry Valley saturated a small sponge with the liquid and rubbed it carefully into the roots of his hair. Besides sulphur there was sugar of lead in it and tincture of nuxvomica and bay rum."

In another of his remarkable stories called "Next to Reading Matter," O. Henry gives a formula for a cough remedy. This is one of his stories that end so delightfully and unexpectedly, and which people call a story with a "surprise ending." The most wonderful cough mixture in the world, according to this story, consists of: Licorice, 2 grains, balsam tolu, 1/10 grain, oil of anise, 1/20 minim, oil of tar, 1/60 minim, oleo-resin of cubebs, 1/60 minim, fluid extract of chuchula, 1/10 minim. It is perhaps his best pharmaceutical story, and the druggist who has not read it has missed much.

To O. Henry the man who possessed pharmac knowledge was a super-man, and the goods of the world were his. In "The Assessor of Success," Hastings Beauchamps Morley was such a man. To him the prescription held nothing of the mysterious as it does to most of humanity. Morley was hungry and penniless when he took his nightly stroll in Union Square. But on this night fortune favored him in the person of a youngster of five who was going on an errand to the drug store for his mother.

"Me?" said the youngster. "I'm doin' to the drug 'tore for mamma. She dave me a dollar to buy a bottle of medicine."

"Now, now, now!" said Morley. "Such a big man you are to be doing errands for mamma. I must go along with my little man to see that the cars don't run over him. And on the way we'll have chocolates. Or would he rather have lemon drops?"

Taking the prescription from the youngster Morley goes into the drug store and announces to the clerk:

"Aqua pura, one pint. Sodium Chloride, ten grains. Fiat solution. And don't try to skin me, because I know all about the number of gallons of H₂O in the Croton reservoir, and I always use the other ingredient in my potatoes."

"Fifteen cents," said the druggist, with a wink, after he had compounded the order. "I see you understand pharmacy. A dollar is the regular price." Of course, it goes without saying that the eighty-five cents went:

into Morley's own pocket. Incidentally, he had a meal that night.

Throughout his works one may find references to his beloved profession. Even when he became a student of humanity, he did not entirely forsake his studies in drugs, and he was as delighted in noting the actions and reactions of the one as well as the other. Finally, let me say again, that it is more than a curious fact, that the two greatest masters of the short story that ever lived were a physician, Anton

Chekov, and a pharmacist, William Sidney Porter (O. Henry).

Work.

If you are poor—work.

If you are rich—continue to work.

If you are burdened with seemingly unfair responsibilities—work.

If you are happy—keep right on working.

Idleness gives room for doubts and fears.

If disappointments come—work.



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FAVORITAS (Java Wrapper) 2 for 25¢; PERFECTO (Sumatra Wrapper) 10¢
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Boric (Xtal)	15 @ 25	Lemon	1 50@1 75	Cubebs	-----	@3 00
Carbolic	44 @ 51	Linseed Boiled bbl.	@1 02	Digitalis	-----	@1 80
Citric	62 @ 70	Linseed bld, less	1 09@1 22	Gentian	-----	@1 35
Muriatic	3½ @ 8	Linseed, raw, bbl.	@1 00	Ginger, D. S.	-----	@1 80
Nitric	9 @ 15	Linseed, ra. less	1 07@1 20	Gualiac	-----	@2 20
Oxalic	20½ @ 30	Mustard, artifil. oz	@ 45	Gualiac, 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, yellow	2 75@3 00	Iron, Clo.	-----	@1 35
Water, 26 deg.	10 @ 18	Olive, Malaga, green	2 75@3 00	Kino	-----	@1 40
Water, 18 deg.	8½ @ 13	Orange, Sweet	5 00@5 25	Myrrh	-----	@2 50
Water, 14 deg.	6½ @ 12	Origanum, pure	@2 50	Nux Vomica	-----	@1 55
Carbonate	20 @ 25	Origanum, com'l	1 00@1 20	Opium	-----	@3 50
Chloride (Gran.)	10 @ 20	Pennyroyal	3 00@3 25	Opium, Camp.	-----	@ 85
Balsams		Peppermint	4 50@4 75	Opium, Deodorz'd	-----	@3 50
Copaiba	60@1 00	Rose, pure	10 50@10 90	Rhubarb	-----	@1 70
Fir (Canada)	2 55@2 80	Rosemary Flows	1 25@1 50	Paints.		
Fir (Oregon)	65@1 00	Sandalwood, E.	10 00@10 25	Lead, red dry	14¼@14¼	
Peru	3 00@3 25	Sassafras, true	2 75@3 00	Lead, white dry	14¼@14¼	
Tolu	3 00@3 25	Sassafras, arti'l	1 00@1 25	Lead, white oil	14¼@14¼	
Barks		Spearmint	4 00@4 25	Ochre, yellow bbl.	@ 2	
Cassia (ordinary)	25 @ 30	Sperm	1 80@2 05	Ochre, yellow less	2½ @ 6	
Cassia (Saigon)	50 @ 60	Tansy	6 00@6 25	Red Venet'n Am.	3½ @ 7	
Sassafras (pw. 50c)	@ 45	Tar, USP	50 @ 65	Red Venet'n Eng.	4 @ 8	
Soap Cut (powd.)	18 @ 25	Turpentine, bbl.	@1 14¼	Putty	5 @ 8	
Berries		Turpentine, less	1 22@1 35	Whiting, bbl.	-----	@ 4½
Cubeb	@1 25	Wintergreen, leaf	6 00@6 25	Whiting	-----	5½ @ 10
Fish	25 @ 30	Wintergreen, sweet	3 50@3 75	L. H. P. Prep.	2 80@3 00	
Juniper	7 @ 15	Wintergreen, art.	80 @ 120	Rogers Prep.	2 80@3 00	
Prickly Ash	@ 30	Wormseed	9 00@9 25	Miscellaneous		
Extracts		Wormwood	9 00@9 25	Acetanalid	47½ @ 53	
Licorice	60 @ 65	Potassium		Alum	08 @ 12	
Licorice powd.	70 @ 80	Bicarbonate	35 @ 40	Alum, powd. and ground	09 @ 15	
Flowers		Bichromate	15 @ 25	Bismuth, Subnitrate	3 85@4 00	
Arnica	25 @ 30	Bromide	47 @ 60	Borax xtal or powdered	07 @ 13	
Chamomile (Ger.)	35 @ 40	Carbonate	30 @ 35	Cantharades, po.	2 00@3 00	
Chamomile Rom.	2 @ 50	Chlorate, gran'd	23 @ 30	Calomel	1 76@1 96	
Gums		Chlorate, powd.	16 @ 25	Capsicum, pow'd	48 @ 55	
Acacia, 1st	50 @ 55	or Xtal	30 @ 50	Carmine	6 00@6 60	
Acacia, 2nd	45 @ 50	Cyanide	4 61@4 84	Cassia Buds	25 @ 30	
Acacia, Sorts	22 @ 30	Iodide	30 @ 40	Cloves	50 @ 55	
Acacia, Powdered	35 @ 40	Permanganate	30 @ 40	Chalk Prepared	14 @ 16	
Aloes (Barb Pow)	25 @ 35	Prussiate, yellow	65 @ 75	Choloroform	57 @ 67	
Aloes (Cape Pow)	25 @ 35	Prussiate, red	@1 00	Chloral Hydrate	1 35@1 85	
Aloes (Soc. Pow.)	65 @ 70	Sulphate	35 @ 40	Cocaine	11 60@12 25	
Asafoetida	65 @ 75	Roots		Cocoa Butter	55 @ 75	
Pow.	1 00@1 25	Alkanet	25 @ 30	Corks, list, less	40 @ 50	
Camphor	1 20@1 30	Blood, powdered	35 @ 40	Copperas	2½ @ 10	
Guaiaac	@ 60	Calamus	35 @ 75	Copperas, Powd.	4 @ 10	
Guaiaac, pow'd	@ 75	Elecampane, pwd	25 @ 30	Corrosive Sublm	1 48@1 63	
Kino	@ 85	Gentian, powd.	20 @ 30	Cream Tartar	33 @ 40	
Kino, powdered	@ 90	Ginger, African, powdered	25 @ 30	Cuttle bone	40 @ 50	
Myrrh	@ 80	Ginger, Jamaica, powdered	42 @ 50	Dextrine	5 @ 15	
Myrrh, powdered	@ 90	Ginger, Jamaica, powdered	60 @ 65	Dover's Powder	3 50@4 00	
Opium, powd.	13 70@13 92	Golden seal, pow.	5 50@6 00	Emery, All Nos.	10 @ 15	
Opium, gran.	13 70@13 92	Ipecac, powd.	@3 75	Emery, Powdered	8 @ 10	
Shellac	90 @ 100	Licorice	35 @ 40	Epsom Salts, bbls.	@ 3	
Shellac Bleached	1 00@1 10	Licorice, powd.	20 @ 30	Epsom Salts, less 3¾	@ 10	
Tragacanth, pow.	@ 175	Orris, powdered	30 @ 40	Ergot, powdered	@1 50	
Tragacanth	1 75@2 25	Poke, powdered	30 @ 35	Flake, White	15 @ 20	
Turpentine	@ 25	Rhubarb, powd.	85 @ 100	Formaldehyde, lb	15¼ @ 30	
Insecticides		Rosinwood, powd.	30 @ 35	Gelatin	1 25@1 50	
Arsenic	20 @ 30	Sarsaparilla, Hond.	@1 00	Glassware, less 55%		
Blue Vitriol, bbl.	@ 07	Sarsaparilla, Mexican, ground	@ 60	Glassware, full case 60%		
Blue Vitriol, less 8½	@ 15	Squills	35 @ 40	Glauber Salts, bbl.	@03½	
Bordeaux Mix Dry	14 @ 29	Squills, powdered	60 @ 70	Glauber Salts less 04	@ 10	
Hellebore, White	20 @ 30	Tumeric, powd.	17 @ 25	Glue, Brown	21 @ 30	
powdered	20 @ 30	Valerian, powd.	40 @ 50	Glue, Brown Grd	15 @ 20	
Insect Powder	70 @ 90	Seeds		Glue, white	27½ @ 35	
Lead Arsenate Po.	26 @ 35	Anise	@ 35	Glue, white grd.	25 @ 35	
Lime and Sulphur	8½ @ 24	Anise, powdered	35 @ 40	Glycerine	22½ @ 40	
Dry	8½ @ 24	Bird, ls	13 @ 15	Hops	65 @ 75	
Paris Green	35 @ 52	Canary	10 @ 15	Iodine	6 30@6 75	
Leaves		Caraway, Po.	50 @ 50	Iodoform	7 60@7 85	
Buchu	1 50@1 60	Cardamon	2 25@2 50	Lead Acetate	18 @ 25	
Buchu, powdered	@1 75	Celery, powd.	35 @ 40	Lycopodium	60 @ 75	
Sage, Bulk	25 @ 30	Coriander pow.	35 @ 40	Mace	@ 80	
Sage, ½ loose	@ 40	Dill	12½ @ 20	Mace, powdered	95 @ 100	
Sage, powdered	@ 35	Fennell	25 @ 40	Menthol	18 00@19 00	
Senna, Alex.	75 @ 80	Flax	07½ @ 12	Morphine	10 33@11 60	
Senna, Tinn.	30 @ 35	Flax, ground	07½ @ 12	Nux Vomica	@ 30	
Senna, Tinn. pow.	25 @ 35	Foenugreek pow.	15 @ 25	Nux Vomica, pow.	17 @ 25	
Uva Ursi	20 @ 25	Hemp	8 @ 15	Pepper black pow.	32 @ 35	
Oils		Lobelia, powd.	@1 25	Pepper, White	40 @ 45	
Almonds, Bitter, true	7 50@7 75	Mustard, yellow	15 @ 25	Pitch, Burgundy	10 @ 15	
Almonds, Bitter, artificial	4 00@4 25	Mustard, black	15 @ 20	Quassia	12 @ 15	
Almonds, Sweet, true	80 @ 120	Poppy	22 @ 25	Quinine	72 @ 133	
Almonds, Sweet, imitation	60 @ 100	Quince	1 75@2 00	Rochelle Salts	28 @ 35	
Amber, crude	1 50@1 75	Rape	15 @ 20	Saccharine	@ 30	
Amber, rectified	2 00@2 25	Sabadilla	23 @ 30	Salt Peter	11 @ 22	
Anise	1 00@1 25	Sunflower	11½ @ 15	Seidlitz Mixture	30 @ 40	
Bergamont	4 50@4 75	Worm, American	30 @ 40	Soap, green	15 @ 30	
Cajeput	1 50@1 75	Worm, Levant	@5 00	Soap mott cast.	22½ @ 25	
Cassia	4 00@4 25	Tinctures		Soap, white castile	@11 50	
Castor	1 70@1 95	Aconite	@1 80	Soap, white castile less, per bar	@1 25	
Cedar Leaf	1 75@2 00	Aloes	@1 45	Soda Ash	3½ @ 10	
Citronella	1 50@1 75	Arnica	@1 10	Soda Bicarbonate	3½ @ 10	
Cloves	3 75@4 00	Asafoetida	@2 40	Soda, Sal	03 @ 08	
Cocunut	25 @ 35	Belladonna	@1 35	Spirits Camphor	@1 35	
Cod Liver	1 35@1 45	Benzoin	@2 10	Sulphur, roll	3½ @ 10	
Croton	2 00@2 25	Benzoin Comp'd	@2 65	Sulphur, Subl.	04 @ 10	
Cotton Seed	1 40@1 60	Buchu	@2 55	Tamarinds	20 @ 25	
Cubebs	8 50@8 75	Cantharadics	@2 85	Tartar Emetic	70 @ 75	
Eigeron	3 00@3 25	Capsicum	@2 20	Turpentine, Ven.	50 @ 75	
Eucalyptus	1 25@1 50	Catechu	@1 75	Vanilla Ex. pure	1 75@2 25	
Hemlock, pure	2 00@2 25			Witch Hazel	1 51@2 10	
Juniper Berries	2 00@2 25			Zinc Sulphate	06 @ 15	
Juniper Wood	1 35@1 45					
Lard, extra	1 35@1 45					
Lard, No. 1	1 25@1 35					

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

Evap. Apricots
Rolled Oats
Baskets

DECLINED

Holland Herring
Cheese

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

BAKING POWDERS

Arctic, 7 oz. tumbler 1 35
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 Cerl ----- 2 20
Quaker Puffed Rice ----- 5 65
Quaker Puffed Wheat ----- 4 30
Quaker Brfst Biscuit ----- 1 90
Ralston Purina ----- 3 60
Ralston Branzen ----- 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. Warehouse, 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

Shoe

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

BUTTER COLOR

Dandelion, 3 oz., doz. 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 Mich 2 25
Peaches, 2 1/2 Cal. 3 00@3 75
Peaches, 10, Mich 5 50@6 50
Peaches, 10, Mich 1 80@2 25
Pineapple, 1, sled 1 80@2 25
Pineapple, 2, sl. 3 10@3 25
Pineapple, 2, br sl. 2 75@2 80
Pineapple, 2 1/2, sl. 3 80@4 50
Pineapple, 2, 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
Pinnan 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
Sard's, 1/4 Oil, k'less 6 00
Sardines, 1/4 Oil, k'less 6 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2s 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
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 50
Beef, No. 1, Quaker ----- 3 10
Beef, No. 1, B'nut, sli. 5 10
Beefsteak & Onions, s 2 75
Chili Con Ca., 1s 1 35@1 45
Deviled Ham, 1/4s ----- 2 20
Deviled Ham, 1/2s ----- 3 60
Hamburg Steak &
Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 85
Potted Ham, Gen. 1/4 1 85
Vienna Saus., No. 1/2 1 35
Veal Loaf, Medium ----- 2 30

Baked Beans

Beechnut, 16 oz. ----- 1 40
Campbells ----- 1 15
Climatic Gem, 18 oz. ----- 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 95
Red Kid. No. 2 1 20@1 35
Beets, No. 2, wh. 1 60@2 40
Beets, No. 2, cut ----- 1 25
Beets, No. 3, cut ----- 1 60
Corn, No. 2, Ex stan 1 45
Corn, No. 2, Fan 1 60@2 25
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 95
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. -----
June ----- 1 90@2 10
Peas, No. 2, Ex. Sht. -----
E. J. ----- 2 60
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35@1 50
Pumpkin, No. 10 4 50@5 60
Pimentos, 1/4, each 12@14
Pimentos, 1/2, each ----- 27
Swt 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 30
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 25
Tomatoes, No. 10 ----- 6 50

CATSUP.

B-nut, Small ----- 2 25
Lilly Valley, 14 oz. ----- 2 50
Libby, 14 oz. ----- 2 85
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 ----- 1 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 ----- 26
Wisconsin Flats ----- 27
Wisconsin Daisy ----- 27
Longhorn ----- 27
Michigan Full Cream 26
New York Full Cream 30
Sap Sago ----- 30

CHEWING GUM

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

CHOCOLATE.

Baker, Caracas, 1/4s ----- 37
Baker, Caracas, 1/2s ----- 35
Baker, Premium, 1/4s ----- 37
Baker, Premium, 1/2s ----- 34
Baker, Premium, 1/4s ----- 34
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/2s 36
Runkle, Premium, 1/2s 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, 1 lb. ----- 32
Droste's Dutch, 1 lb. 9 00
Droste's Dutch, 1/2 lb. 4 75
Droste's Dutch, 1/4 lb. 2 00
Hersheys, 1/4s ----- 33
Hersheys, 1/2s ----- 28
Huyler ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 40
Lowney, 5 lb. cans ----- 31
Van Houten, 1/4s ----- 75
Van Houten, 1/2s ----- 75

COCOANUT.

1/4s, 5 lb. case Dunham 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 dz. 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
Wolverine, 50s ----- 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
Webster's ----- 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 ----- 58 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 ----- 22
Peanut Squares ----- 20
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. Mallowes 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 ----- 18
Evaporated, Fancy ----- 22
Evaporated Slabs ----- 14
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

Peel

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

Raisins

Seeded, Bulk ----- 10 1/2
Seeded, bulk Calif. ----- 09 1/2
Seedless, 15 oz. pkg. ----- 11
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. ----- 03 1/2

Hominy

Pearl, 100 lb. sack ----- 2 75

Macaroni

Domestic, 20 lb. box ----- 08
Armours, 2 doz., 8 oz. 1 25
Fould's, 2 doz., 8 oz. 1 80
Quaker, 2 doz. ----- 1 80

Pearl Barley

Chester ----- 4 25
00 and 0000 ----- 6 60
Barley Grits ----- 05

Peas

Scotch, lb. ----- 07 1/2
Split, lb. yellow ----- 08

Sago

East India ----- 11

Taploca

Pearl, 100 lb. sacks ----- 11

JELLY GLASSES

8 oz., per doz. ----- 35

OLEOMARGARINE

Kent Storage Brands.
 Good Luck, 1 lb. ----- 25½
 Good Luck, 2 lb. ----- 25
 Good Luck, solid ----- 24
 Gilt Edge, 1 lb. ----- 25½
 Gilt Edge, 2 lb. ----- 25
 Delicia, 1 lb. ----- 22
 Delicia, 2 lb. ----- 21½

Swift Brands.
 Gem Nut ----- 24
 Special Country roll ----- 27
Van Westenbrugge Brands
 Carload Distributor



Nucoa, 1 lb. ----- 25½
 Nucoa, 2 and 5 lb. ----- 25

MATCHES

Crusades ----- 6 00
 Diamond, 144 box ----- 8 00
 Searchlight, 144 box ----- 8 00
 Red Stick, 720 1c bxs ----- 5 50
 Red Diamond, 144 bx ----- 6 00

Safety Matches

Quaker, 5 gro. case ----- 4 75

MINCE MEAT

None Such, 3 doz. ----- 4 85
 Quaker, 3 doz. case ----- 3 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. 2½, 24 cans to cs. ----- 6 05
 No. 1½, 36 cans to cs. ----- 5 00

Green Brer Rabbit
 No. 10, 6 cans to case ----- 4 20
 No. 5, 12 cans to case ----- 4 45
 No. 2½, 24 cans to cs. ----- 4 70
 No. 1½, 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. 2½, 24 cans to cs. ----- 3 50
 No. 1½, 36 cans to cs. ----- 3 00

New Orleans
 Fancy Open Kettle ----- 68
 Choice ----- 52
 Fair ----- 32

Molasses in Cans.
 Dove, 36, 2 lb. Wh. L. ----- 5 60
 Dove, 24, 2½ lb. Wh. L. ----- 5 20
 Dove, 36, 2 lb. Black ----- 4 30
 Dove, 24, 2½ lb. Black ----- 3 90
 Dove, 6, 10 lb. Blue L. ----- 4 45
 Palmetto, 24, 2½ lb. ----- 4 65

NUTS.

Whole
 Almonds, Terregona ----- 20
 Brazil, Large ----- 22
 Fancy mixed ----- 20
 Filberts, Sicily ----- 15
 Peanuts, Virginia, raw ----- 09½
 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 ----- 17
 Jumbo ----- 23

Shelled.

Almonds ----- 48
 Peanuts, Spanish, ----- 16
 125 lb. bags ----- 32
 Filberts ----- 84
 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
 5½ oz. Jar, pl. doz. ----- 1 60
 9 oz. Jar, plain, doz. ----- 2 80
 16½ 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, dz. ----- 4 90

PEANUT BUTTER.

Bel Car-Mo Brand
 8 oz., 2 doz. in case ----- 24
 24 1 lb. pails ----- 21
 12 2 lb. pails ----- 24
 5 lb. pails 6 in crate ----- 24
 14 lb. pails ----- 25
 25 lb. pails ----- 24
 50 lb. tins ----- 21½

PETROLEUM PRODUCTS

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

PIPES

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

PLAYING CARDS

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

POTASH

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

FRESH MEATS

Beef.
 Top Steers & Heif. 18@19
 Good Steers & Heif. 16@17
 Med. Steers & Heif. 12@13
 Corn. 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 ----- 09½
 Light hogs ----- 09
 Loins ----- 12
 Butts ----- 12
 Shoulders ----- 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

Lard

80 lb. tubs ----- advance ¼
 Pure in tierces ----- 15
 69 lb. tubs ----- advance ¼
 50 lb. tubs ----- advance ¼
 20 lb. pails ----- advance ¼
 10 lb. pails ----- advance ¼
 5 lb. pails ----- advance 1
 3 lb. pails ----- advance 1
 Compound Lard 14½@15½

Sausages

Bologna ----- 12½
 Liver ----- 16
 Frankfurt ----- 18@20
 Pork ----- 11
 Veal ----- 11
 Tongue ----- 11
 Headcheese ----- 14

Smoked Meats

Hams, 14-16, lb. ----- 21@ 24
 Hams, 16-18, lb. ----- 21@ 26
 Ham, dried beef ----- 38 @39
 sets ----- 12@ 13

Hams 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

¼ bbls. ----- 2 15
 ½ bbls., 35 lbs. ----- 4 00
 ¾ bbls. ----- 7 00
 1 bbl. ----- 14 15

Tripe

Kits, 15 lbs. ----- 90
 ¼ bbls., 40 lbs. ----- 1 60
 ½ bbls., 80 lbs. ----- 3 00

Hogs, per lb.

Beef, round set ----- 14@26
 Beef, middles, set ----- 25@30
 Sheep, a skein 1 75@2 00

RICE

Fancy Head ----- 08½
 Blue Rose ----- 06½
 Broken ----- 03½

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, Illnum ----- 3 25
 Silver Flake, 18 Reg. ----- 1 40
 Sacks, 90 lb. Jute ----- 3 00
 Sacks, 90 lb. Cotton ----- 3 10

SALERATUS

Arm and Hammer ----- 3 75

SAL SODA

Granulated, bbls. ----- 2 00
 Granulated, 100 lbs. cs ----- 2 25
 Granulated, 36 2½ lb. packages ----- 2 50

COD FISH

Middles ----- 16
 Tablets, 1 lb. Pure ----- 20
 Tablets, ½ lb. Pure ----- 1 40
 doz. ----- 27
 Wood boxes, Pure ----- 27
 Whole Cod ----- 11

Holland Herring

Queen, Kegs ----- 1 00
 Queen, half bbls. ----- 8 25
 Queen, bbls. ----- 16 00
 Milksters, kegs ----- 1 10
 Y. M. Kegs ----- 1 10
 Y. M. half bbls. ----- 9 00
 Y. M. Bbls. ----- 17 50

Herring

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

Lake Herring

½ bbl., 100 lbs. ----- 6 50

Mackerel

Tubs, 100 lb. fancy fat ----- 24 50
 Tubs, 60 count ----- 6 00

White Fish

Med. Fancy, 100 lb. ----- 13 00

SHOE BLACKENING.

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

STOVE POLISH.

Blackline, per doz. ----- 1 35
 Black Silk Liquid, dz. ----- 1 40
 Black Silk Paste, doz. ----- 1 25
 Enamaline Paste, doz. ----- 1 35
 Enamaline Liquid, doz. ----- 1 35
 E Z Liquid, per doz. ----- 1 40
 Radium, per doz. ----- 1 85
 Rising Sun, per doz. ----- 1 35
 654 Stove Enamel, dz. ----- 2 80
 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 ----- 95
 100 lb. each ----- 47
 Blocks, 50 lb. ----- 47
 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



Per case, 24 2 lbs. ----- 2 40
 Five case lots ----- 2 80

Worcester

Bbls. 30-10 sks. ----- 5 40
 Bbls. 60-5 sks. ----- 5 55
 Bbls. 120-2½ sks. ----- 6 05
 100-3 lb. sks. ----- 6 05
 Bbls. 280 lb. bulk: -----
 A-Butter ----- 4 20
 AA-Butter ----- 4 20
 Plain 50-lb. blks. ----- 52
 No. 1 Medium bbl. ----- 2 75
 Tecumseh 70-lb. farm ----- 92
 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 75
 Fels Naphtha, 700 box ----- 5 50
 Grdma White Na, 100s ----- 5 00
 Rub No More White -----
 Naphtha, 100 box ----- 5 00
 Swift Classic, 100 box ----- 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
 Lava, 100 box ----- 4 90
 Pummo, 100 box ----- 4 85
 Sweetheart, 100 box ----- 5 70
 Grandpa Tar, 50 sm. ----- 2 00
 Grandpa Tar, 50 lge. ----- 3 45
 Quaker Hardwater -----
 Castile, 72s, box ----- 2 70
 Fairbank Tar, 100 bx ----- 4 00
 Tribby, 100, 12c ----- 8 00
 Williams Barber Bar, 9s ----- 50
 Williams Mug, per doz. ----- 48

Proctor & Gamble.

5 box lots, assorted -----
 Ivory, 100, 6 oz. ----- 6 50
 Ivory, 100, 10 oz. ----- 10 85
 Ivory, 50, 10 oz. ----- 5 50
 Ivory Soap Flks., 100s ----- 3 00
 Ivory Soap Flks., 50s ----- 4 10

CLEANSERS.

80 can cases, \$4.80 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx ----- 3 75
 Bon Ami Cake, 3 dz. ----- 3 25
 Climaline, 4 doz. ----- 4 20
 Grandma, 100, 5c ----- 4 00
 Grandma, 24 Large ----- 4 00
 Gold Dust, 100s ----- 4 00
 Gold Dust, 12 Large ----- 3 20
 Golden Rod, 24 ----- 4 25
 Jinx, 3 doz. ----- 4 50
 La France Laun, 4 dz. ----- 3 60
 Luster Box, 54 ----- 3 75



Miracle C., 12 oz., 1 dz ----- 2 25
 Old Dutch Clean, 4 dz ----- 3 40
 Queen Ann, 60 oz. ----- 2 40
 Rinso, 100 oz. ----- 6 40
 Rub No More, 100, 10 ----- 3 85

Rub No More, 18 Lg. ----- 4 25
 Spotless Cleanser, 48, ----- 3 85
 20 oz. ----- 3 85
 Sani Flush, 1 doz. ----- 2 25
 Sapolio, 3 doz. ----- 3 15
 Soapine, 100, 12 oz. ----- 6 40
 Snowboy, 100, 10 oz. ----- 4 00
 Snowboy, 24 Large ----- 4 80
 Speedee, 3 doz. ----- 7 20
 Sunbrite, 72 doz. ----- 4 00
 Wyandotte, 48 ----- 4 75

SPICES.

Whole Spices.
 Allspice, Jamaica ----- @11
 Cloves, Zanzibar ----- @45
 Cassia, Canton ----- @22
 Cassia, 5c pkg., doz. ----- @40
 Ginger, African ----- @15
 Ginger, Cochon ----- @20
 Mace, Penang ----- @75
 Mixed, No. 1 ----- @22
 Mixed, 5c pkgs., doz. ----- @45
 Nutmegs, 70-80 ----- @46
 Nutmegs, 105-110 ----- @40
 Pepper, Black ----- @17

Pure Ground in Bulk

Allspice, Jamaica ----- @16
 Cloves, Zanzibar ----- @60
 Cassia, Canton ----- @25
 Cassia, African ----- @33
 Mustard ----- @32
 Mace, Penang ----- @80
 Nutmegs ----- @45
 Pepper, Black ----- @29
 Pepper, White ----- @33
 Pepper, Cayenne ----- @42
 Paprika, Spanish ----- @42

Seasoning

Chili Powder, 15c ----- 1 35
 Celery Salt, 3 oz. ----- 95
 Sage, 2 oz. ----- 90
 Onion Salt ----- 1 35
 Garlic ----- 1 35
 Ponelty, 3½ oz. ----- 3 25
 Kitchen Bouquet ----- 3 25
 Laurel Leaves ----- 20
 Marjoram, 1 oz. ----- 90
 Savory, 1 oz. ----- 90
 Thyme, 1 oz. ----- 90
 Turmeric, 2½ oz. ----- 90

STARCH

Corn
 Kingsford, 40 lbs. ----- 11¼
 Powdered, bags ----- 03¼
 Argo, 48, 1 lb. pkgs. ----- 3 80
 Cream, 48-1 ----- 4 90
 Quaker, 40-1 ----- 7

Gloss

Argo, 48, 1 lb. pkgs. ----- 3 90
 Argo, 12 3 lb. pkgs. ----- 2 74
 Argo, 8 5 lb. pkgs. ----- 3 10
 Silver Gloss, 48 1s ----- 11¼
 Elastic, 64 pkgs. ----- 5 35
 Tiger, 48-1 ----- 3 50
 Tiger, 50 lbs. ----- 05½

CORN SYRUP.

Penick Golden Syrup
 6, 10 lb. cans ----- 2 90
 12, 5 lb. cans ----- 3 10
 24, 2½ lb. cans ----- 3 20
 24, 1½ lb. cans ----- 2 20

Crystal White Syrup
 6, 10 lb. cans ----- 3 40
 12, 5 lb. cans ----- 3 60
 24, 2½ lb. cans ----- 3 75
 24, 1½ lb. cans ----- 2 55

Penick Maple-Like Syrup
 6, 10 lb. cans ----- 4 15
 12, 5 lb. cans ----- 4 35
 24, 2½ lb. cans ----- 4 50
 24, 1½ lb. cans ----- 3 05

Corn

Blue Karo, No. 1½ ----- 2 25
 2 doz. ----- 3 15
 Blue Karo, No. 5, 1 dz. ----- 2 95
 Blue Karo, No. 10, ----- 2 95
 ½ doz. ----- 2 65
 Red Karo, No. 1½, 2 ----- 2 65
 Red Karo, No. 5, 1 dz. ----- 3 65
 Red Karo, No. 10, ½ ----- 3 45
 doz. ----- 3 45

Maple.

Orange, No. 1½, 2 doz. ----- 3 05
 Orange, No. 5, 1 doz. ----- 4 35

Maple.

Green Label Karo, ----- 6 69
 23 oz., 2 doz. ----- 6 69

Maple and Cane

5½ lb., 1 doz. ----- 11 40

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Feb. 15—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Frank R. Murray, Bankrupt No. 2435. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a chauffeur by occupation. The schedules list assets of \$300, of which \$300 is claimed as exempt to the bankrupt by statute. The liabilities are \$522.47. The court ordered funds and upon receipt of the same notice of the first meeting will be given here. A list of the creditors of the bankrupt is as follows:

Industrial Mortgage Co., Grand R.	\$ 38.00
North Park Hardware Co., North Park	63
C. D. Sullivan, Grand Rapids	5.00
Co-operative Oil Co., Grand Rapids	10.00
De Vries Dairy, Grand Rapids	14.46
H. Van Portfleet, Grand Rapids	15.00
Kuennen, Henderson Co., Grand R.	2.40
Feldspauch Bros., Grand Rapids	2.50
Orie Bolt's Grocery, Grand Rapids	.71
City Coal & Coke Co., Grand Rapids	33.50
Alpine Ave. Garage, Grand Rapids	8.00
Dr. A. Wenger, Grand Rapids	10.00
Reed's Grocery, Muskegon	22.19
John Frick Meat Market, Grand R.	7.00
De Korne Furn. Co., Grand Rapids	14.00
North Park Market, North Park	27.16
Grombach & Major, Grand Rapids	40.10
Platte Auto Co., Grand Rapids	.80
Dr. R. T. Urquart, Grand Rapids	35.00
Lewis Tillman, Grand Rapids	49.12
Dr. Wolford, Grand Rapids	7.50
Thiebout Market, Grand Rapids	14.00
Seth Loucks, Grand Rapids	24.00
Jacob Oest, Grand Rapids	96.00
Gillette Moving Co., Grand Rapids	15.00
Boston Store, Grand Rapids	25.00
Morgan Drug Store, Grand Rapids	2.00
John Zwiegler, Grand Rapids	2.50

Feb. 16. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of William A. Jaynes, Bankrupt No. 2433. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Paris township, Kent county and is a printer by occupation. The schedules filed list assets of \$500, of which \$350 is claimed as exempt to the bankrupt, with liabilities of \$3,574.38. A list of the creditors of the bankrupt follows:

Heyman Co., Grand Rapids	\$ 79.00
Consumers Power Co., Grand Rap.	21.00
Citizens Tel. Co., Grand Rapids	20.00
Goes Litho. Co., Chicago	5.93
Garden City Paper Co., Chicago	17.49
Rulex Corp., Chicago	19.50
M. A. Gelock, Grand Rapids	15.75
Travelers Ins. Co., Grand Rapids	4.02
Bradner, Smith & Co., Chicago	17.35
Strong Electric Co., Grand Rapids	91.00
Queen City Printing Co., Detroit	9.72
Buckeye Printers Ink Co., Chicago	2.95
Wilkins-Rowe Co., Grand Rapids	72.14
Gus. H. Unseld, Sr., Grand Rapids	58.42
Central Trade Plant, Grand Rapids	185.37
Wheeler-Van Label Co., Grand R.	12.00
G. R. Label Co., Grand Rapids	15.60
G. R. Electrotyping Co., Grand Rap.	84.39
Kotch Ruling Co., Grand Rapids	33.85
Dwight Bros. Paper Co., Grand R.	363.90
Adzitt Printers Supply Co., Grand R.	40.00
Gen. Mich. Paper Co., Grand Rapids	265.00
Quimby-Kain Paper Co., Grand R.	200.00
Globe Printing Co., Grand Rapids	75.00
Morris Plan Bank, Grand Rapids	260.00
John P. Jaynes, Grand Rapids	500.00
Clyde Corson, Grand Rapids	30.00
Edsel Lamb, Grand Rapids	75.00
F. P. Webster, Grand Rapids	50.00
Mabel Du Bois, Grand Rapids	450.00
Birmingham-Prosser Paper Co., Kalamazoo	198.00
Zimmer Bros., Grand Rapids	48.00
L. Victor Seydel, Grand Rapids	180.00
Dr. Harold Willie, Lansing	25.00
Paul Steketee & Sons, Grand Rap.	50.00

Feb. 16. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Martin Van Den Berg, Bankrupt No. 2437. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a furniture packer by trade. The schedules filed list assets of \$75, all of which is claimed as exempt to the bankrupt, with liabilities of \$745. The court has asked for funds for the first meeting, and upon arrival of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Commercial Savings Bank, Grand Rapids	\$345.00
D. M. Amberg, Grand Rapids	175.00
Martin De Graf, Grand Rapids	150.00
Martin Gelock, Grand Rapids	25.00
Thomas Ward, Grand Rapids	50.00

In the matter of Harry Wittkoski and Louis Rybarsky, and R. B. Electric Co., Bankrupt No. 2412, the trustee having filed his report and account and it appearing that the funds of the estate will not be sufficient to pay administration expenses, preferred and tax claims, a final meeting of creditors will be held at the office of the referee Feb. 25. The trustee's final report and account will be considered and the administration expenses preferred and tax claims paid as far as funds will permit.

Feb. 18. This being the day fixed for the first meeting of creditors in the matter of John W. Heaton, Bankrupt No. 2425, the bankrupt was present in per-

son. No creditors were present or represented. One claim was proved and allowed. No trustee was appointed. The bankrupt was sworn and examined by the referee without a reporter. The meeting was then adjourned no date and the case closed without assets.

On this day also was held the first meeting of creditors in the matter of Truman J. Swart, Bankrupt No. 2431. The bankrupt was present in person and by attorney John Dalton. C. V. Hilding was present for creditors. Claims were proved and allowed. Edward De Groot was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupt was then sworn and examined without a reporter. The first meeting was then adjourned without date.

In the matter of William A. Jaynes, Bankrupt No. 2433, the funds for the first meeting have been received and such meeting has been called for March 3. In the matter of Frank R. Murray, Bankrupt No. 2435, the funds for the first meeting have been received and the first meeting of creditors will be held on March 3.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 19—Charles Hoolbrook, for several years traveling representative for Grinnell Bros., music dealers here, has been transferred to a similar position with the firm at Port Huron. His family will move to Port Huron in the spring. They will be missed here by a large number of friends, who wish them every success in the new field.

Taffy Abel, star of the American hockey team in the Olympic games, a Soo product, arrived home last Sunday. A score of friends and admirers met him at the station and later he was tendered a banquet at the Murray Hill Hotel.

The rural schools now have a newspaper devoted to them, known as the Rural Student. It will be a weekly issue and devoted entirely to school work.

"In time to come," says Ramsey McDonald, Premier of Great Britain, "people will look back upon Woodrow Wilson and the part he played and generous judgment will be easy. He will be recognized as one of the world's greatest pioneers."

After doing duty since 1909 at San Francisco Union Square's weather kiosk has been taken down and shipped to Sault Ste. Marie. The instrument which for fourteen years gave weather data to Frisco pedestrians was too attractive to city thieves. Army engineers wanted it for the Soo canal, so it was taken down and shipped. The kiosk was one of a number of German inventions placed in several cities fourteen years ago by the U. S. Weather Bureau to advertise its service to the public. This kiosk will do better service here where we have a greater variety of weather than they do in California.

Dave Eleisof, Manager of the Leader, is spending several weeks in New York on a purchasing trip. He was accompanied by D. K. Moses, owner of the Leader.

A lot of people are eating yeast. Apply the power of advertising and they'll eat wall paper cleaner.

A. Chalmers, Manager of the Hewett Grocery Co., and A. Burns, their city salesman, are figuring on going into business for themselves in the near future. They are both young men and with the experience that they have acquired they should make good, as they are both hustlers.

Horse swappers didn't lie any more about their steeds than auto swappers do about their speeds.

D. W. Draper, the well-known baker of Ashmun street, has installed a large new electric mixer which has increased his output so he can now take on more of the baking business. Mr. Draper started in business about one year ago in a small way and by hard work and baking quality goods he has increased his business to where it requires five assistants. He conducts his business on a cash and carry plan.

Hard knocks are good for a man—unless he's doing the knocking.

The Co-Operative Mercantile As-

sociation has bought the McInnis grocery, on Spruce street, which will make Branch No. 7. This gives them a retail store in every part of the city. They have been very successful in this city and, according to their annual statement, they have been progressing rapidly.

Nothing succeeds like success.

William G. Tapert.

The Why of It.

Jane—I'm not so crazy about Bill any more.

Lizzy—Why not?

Jane—Because he knows so many naughty songs.

Lizzy—Does he sing them to you?

Jane—No, he just whistles the tunes.

When the day comes that you can have sunlight without the sun, then you may be able to have success in business without honesty.

The Why of Beaded Dresses.

One explanation of why the leading French modistes feature beaded dresses rather frequently is offered by a person who has recently come from abroad and claims to be well posted on style conditions and reasons. This was to the effect that the word had been passed to the style authorities by officials of the French government that beads were to be used. The more or less official "edict" was based, according to this version, on the necessity of giving employment to the rather numerous body of workers who depend on the bead industry for their livelihood.

Some men are born to do good work only with their hands, others only with their heads. A salesman must do both.

THE LATEST HIT



AN IRRESISTIBLE 10c BAR

LET US INCLUDE A BOX OR TWO IN YOUR NEXT ORDER

NATIONAL CANDY CO. INC.

PUTNAM FACTORY, Grand Rapids, Michigan

BEECH-NUT

Prepared Spaghetti



Ready to Serve!

The ideal quality product for the progressive Grocer to sell. Display it, thus telling your customers you have it. It is nationally advertised.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

Flowers Lead With Ribbons Next.

With the coming of Spring from the millinery viewpoint, as typified by the recent fashion show of the Retail Millinery Association of America at the Hotel Astor, flowers have forged strongly to the front for trimming purposes. Ribbons come next in favor, with plumage still largely used but slowly losing ground. In the feather trimmings, ostrich, peacock and coque are all still in vogue, particularly flat pads and tassel-like fancies of ostrich. These are seen both in two-tone effects and in combinations of black with colors.

Data in a bulletin of the association show that among the flower trimmings wide latitude is given to buyers. Both small and large roses are in vogue. The latter are used singly, as are large poppies and chrysanthemums. Among the smaller flowers that are favored are mimosa and lilies of the valley.

In the other popular trimmings are mentioned novelties in flowered and checked ribbons, black and white and other two-tone effects in double-faced satin ribbons, satin moire effects, and watered taffetas. In the velvet ribbons are those with taffeta backs and the new uncut effects. Fob trimmings continue in vogue, with monogram effects in rhinestones superseding more or less those seen earlier in the season. Among the applique garnitures, raffia and tuscan effects in high colors are seen.

The military dictatorship in Germany is to end on March 1. The reactionaries hoped that General von Seeckt might be kept in power and the country under military law until after the present chaotic conditions had passed and they could put themselves in power. They even raised against President Ebert the absurd argument that, once having decreed the dictatorship, neither he nor any one else had the right to terminate it. As if the state—and the head of the state—were not greater than any appointee, even a military dictator. The con-

servative classes in Germany simply cannot understand what democracy is, and it must be said, in justice to them, that few Germans can. As a matter of fact, the argument might have prevailed. But General von Seeckt himself has cut the red tape by surrendering his powers. The matter was thus settled without the necessity of delving into the mysteries of democratic government or appealing to Article Zero of the Constitution, which the average German mind would have great difficulty in comprehending.

Fear much and you won't go far.

Henry Smith Floral Co., Inc.

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

WM. D. BATT FURS

Hides, Wool and Tallow

28-30 Louis St.
Grand Rapids, Michigan

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 50
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

Brooks

CHOCOLATES

Made in Grand Rapids for 35 Years



Walker

MUSKEGON
MICHIGAN

Makes Good Chocolates

BUSINESS WANTS DEPARTMENT

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

WANTED—Stock of general merchandise—will trade good rental property or land, and pay cash difference. PHILLIPS, Manchester, Tennessee. 479

FOR SALE—Stock of groceries, dry goods and shoes at Covert, Van Buren county, Michigan. On West Michigan Pike. Also: small fruit farm and store combined, consisting of coal sheds for nine cars coal, barn, combined house and store, hay scales, and stock groceries, hardware, mill feeds and coal at Packard, on Pere Marquette railroad in Van Buren county, Michigan. Address owners, J. R. SPELMAN CO., South Haven, Mich. 480

Apartment house, exchange for stock of merchandise. One of the finest in city of 50,000, in Central Michigan. Stock must be in city not less than 5,000 population and invoice from \$15,000 to \$30,000. Give all particulars in answering. Address No. 481, c/o Michigan Tradesman. 481

FOR SALE—High-class pool room outfit and three-year lease; sixteen tables and equipment. Doing good business. Reasonable rent, excellent location. Must sell, ill health. Reasonable terms. Porter & Wyman, 112 W. Western Ave., Muskegon, Mich. 482

FOR SALE—Ice cream, confectionery, cigar and tobacco business, including stock, fixtures and lease. Splendid business, very well located in manufacturing city population 15,000. Porter & Wyman, 112 W. Western Ave., Muskegon, Mich. 483

Wanted—Fine opportunity for young man with dry goods experience to assist in buying. Can become a regular buyer in a few months. Apply Paul Steketee & Sons, Grand Rapids, Michigan. 484

For Sale—Good, going dry goods, shoes, and grocery business in a live town (1500) in Southern Michigan. Sales 1923, \$70,000. Reason for selling, death of owner. Stock buyers, don't write. Henry Stearns, c/o Edson, Moore & Co., Detroit, Mich. 485

For Sale—Cash and carry grocery, with modern living rooms above rents for \$50. Good price on small stock and fixtures. Well located in live resort town. Bessie Kunkel, Spring Lake, Mich. 486

For Sale—Twenty-two room hotel in best small town in Southern Michigan. All complete steam heat. Electric lights. Best corner on paved street. No competition for miles. Snap at \$13,500. Terms. Might consider part trade. Address No. 487, c/o Michigan Tradesman. 487

For Sale—New National cash registers. Two model 852-E-XX; electrically operated. Keys for six clerks, rec. on acct., charge, paid out. For quick sale, \$275 each. Tugers, St. Louis, Michigan. 488

WANTED—To buy a good three or four-drawer cash register. Also a National account file. C. Glen McBride, Rockford, Mich. 489

Store for Rent—On main street; five 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. Whitehead, 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—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

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 LEVINSOHN, Saginaw, Mich.

TITLE RETAINING NOTES

Under a recent decision of the Michigan Supreme Court, title notes are not valid unless recorded with the city, village or township clerk. This means that they must embody affidavits setting forth the conditions under which the notes are uttered. We have had our attorney prepare proper drafts of notes covering this requirement and can furnish same in any quantity desired on short notice. Our price for these notes is as follows:

500	-----	\$6.75
1,000	-----	\$8.25

TRADESMAN COMPANY
GRAND RAPIDS

George William Curtis on George Washington's Greatness.

West New Brighton, April 27, 1889
—I regret sincerely that my untimely lameness prevents my attendance at the dinner, but I console myself with the reflection that upon such an occasion the absence of no individual is important. I can easily forecast the enthusiasm and eloquence of the hour, and I am sure that the great shade of Washington, who had a very contemptuous opinion of the Tory Staten Island of a hundred years ago, would beam benignantly upon the fervently patriotic Staten Island of to-day.

The one point upon which amid many angry differences of a century all Americans are agreed is the greatness of the character and the service of Washington. In the tremendous civil convulsion in which those differences culminated, he was still the object of the common love and reverence of the combatants, and the great controversy ended in happy acquiescence in the constitutional Government, which he organized, and in the National union of which he was the sublime personification.

The Centennial celebrations of the last fourteen years, beginning with those at Lexington Green and Concord bridges, have commemorated the heroic endurance and patriotic devotion of the revolutionary colonies and Washington as a soldier. But the triumphant festival of this year presents to us Washington as a statesman; and great as the soldier was, the statesman was greater. In both it is moral grandeur which commands our admiring homage. No strictly military feat of Washington was so eminent as his prevention of the march of the discontented Continental Army upon Congress, or his refusal of the dictatorship or the crown. So the consummate skill with which he administered the Government was a service even less beneficent than the universal acquiescence in the Government itself, which was won by confidence in his character alone.

This Centennial commemoration, however, will naturally bring into fuller National recognition not only the moral grandeur of the man, but the supreme ability of the statesman. We are willing to admit that Washington was good, but we are not always so sure that he was great. Yet no achievement of statesmanship in history is greater in itself or has proved of greater benefit to mankind than his organization of the Government under the Constitution. With no precedent to guide him, his absolute rectitude, his marvelous sagacity, his knowledge of men leading him to the choice of the wisest agents, his intuitive comprehension of just National relations and his calm and unshaken judgment established the fundamental policy upon which the Government has been always administered, and gave it the National impulse which after the turbulent controversies of nearly a century is now peacefully and happily supreme.

No people upon an occasion like this could have greater cause than we for exulting pride both in the character of our Constitution and in the man who inaugurated the Government which it established. And that nothing may be wanting to that pride when the Constitution and Government of Washington came to their crucial trial it appeared that his spirit and purpose still animated his country, and his work was maintained and given to perpetuity under the leadership of the only American whose name is ever associated in grateful reverence with that of Washington.

As we enter upon our second century we may be very sure that the sole security for the permanence and true prosperity of the Republic lies not in our vast domain, in our amazing industrial enterprise and inventive

skill, in our marvelously increasing population, and our abounding wealth, but in the unselfish patriotism, the incorruptible integrity, the simple manly virtues of George Washington and Abraham Lincoln.

George William Curtis.

Ex-President Harding's Tribute To George Washington.

Every recurrence of the birthday of Washington, in recent years, has seemed to me to bring the evidence of a renewed and increasingly accurate appreciation of the great place he occupies in American history. There was a considerable epoch during which it seemed there was a popular disposition toward a somewhat unfair estimate of Washington. He was accounted, indeed, as one to whom his countrymen must always owe a great debt, but there was a disposition to set him apart from other men, as if he were a little more or a little less than human.

Thanks to the efforts of students and historians who have given us a better picture of Washington the Man, we have come in recent times to recognize him as among the most human of the fathers of the Republic. His genius for a wide range of great affairs was tempered by a peculiarly impressive instinct for the practical and human element in dealing with them. To this fact it is largely due that whether in the field of war or the forums of peace he was always a trusted leader whose wisdom came to be regarded by his associates as well nigh infallible. He had the instinct which is one of the attributes of high leadership, for selecting as his aides and lieutenants men equipped to give the fullest measure of service, and he was always more than ready to concede to them the utmost credit for their contributions.

There was a time when it seemed to me that the non-American world had more accurately appraised the worth of Washington than did our own people. But in the last generation there has come to be less and less justification for a such a criticism of the American attitude and one cannot but feel that to-day the Father of his Country is at length coming into that full measure of recognition which perhaps has not always been extended to him. If we will survey the turbulent period of intellectual and governmental revolutionary movements which marked so strongly the eighteenth century and found its culmination in the revolutionary movements of the American colonies and of France, I think we must concede that this remarkable epoch produced no single figure, in our own or any other country, of such heroic, intellectual and moral proportions as George Washington.

Preparations For the Jackson Convention.

Lansing, Feb. 19—Work on the programme has not been pushed along recently for the reason that members of our programme committee and others have been attending the National convention in New York and the Interstate Merchants Council in Chicago and various other mercantile organizations. Another meeting of the programme committee will occur next week after which some definite

information will be given out as to the names of individuals who will appear on our programmes. The committee on standardization will have a carefully prepared exhibit fully installed on the forenoon of the first day and those who are interested in some of the forms being prepared by the chairman will be very much benefitted by coming to the convention early.

At our last convention in Grand Rapids it was voted to hold only one annual convention. The convention this year, as has been announced in our bulletins several times, will be in Jackson, May 6 and 7. Our fiscal year under the new arrangement will close on May 1 of each year.

Our Secretary-Treasurer, Fred Cutler, of Ionia, has served in this capacity over two terms. The Treasurer's books will be carefully audited under date of May 1 and Mr. Cutler is very anxious indeed that the membership fees and dues shall all be paid into our treasury and included in the annual audit. Our members on the whole have been unusually prompt in attending to the payment of their dues. With our organization, as well as with many others, a few members are not always as prompt as we would like to have them be. Statements are mailed on the first of each month in include not only those whose payments become due in that month but all those who are in arrears.

If your bulletin is marked with a colored pencil, this means that we would like to have you look over the unpaid statements on your desk and send a remittance to us for your annual dues. Please help us make the delinquent list as small as possible by the eliminating of your name in case your dues are two or three months in arrears.

Jason Hammond,
Mgr. Mich. Retail Dry Goods Assn.

The Old, Old Story.

Boyne City, Feb. 19—Boyne City is experiencing the regular annual upheaval over the spring election. Dr. Guy C., who has served two terms as mayor, is candidate for re-election. F. O. B., who ran for the job two years ago, has his hat in the ring again. The doctor is pointing with pride and F. O. is viewing with alarm and on every corner in every office and store are earnest men—and some women—who are upholding, denouncing, pointing and viewing. By and by when the turmoil is quieted and the dust settled, we will forget all about it and go each his way in the same old way until our toes are stepped on and we holler and wail while our friends and acquaintances will sympathize—and grin until their toes suffer contusion, until, when next election comes we will all unite and show that guy that we are free born American citizens and no unity son of a gun can put anything over on us. So it will go on to the end of time, somehow, getting along through the intervention of Divine Providence and not by any concerted, well ordered plan. Anyhow, we know that our little town will keep on the map in spite of anything we can do to destroy it. Maxy.

A Boston authority, addressing an Atlantic City convention, has discovered that the new economic status of woman demoralizes the family. For a very long time, however, many women have somehow managed to fill the dual role of bread winners outside the home and housekeepers as well. The speaker objected that women economically independent of men "ceased to be subject to their husbands." That is an advantage, not a drawback. If more women were relieved of the necessity of asking their husbands for every cent they wish to spend, homes would be happier and divorces fewer.

Country Ready For Canned Foods Week.

There are indications that the observation of Canned Foods Week, March 1 to 8, will be more general than ever before.

The canners have subscribed to the fund for buying advertising posters and display matter more liberally than previously, and nearly 2,000,000 banners and streamers for window display in retail stores and on vehicles have been distributed. There are about 300,000 retail grocery stores in the United States and about 3,500 wholesale grocery stores, and the banners and streamers provided would seem to be ample to provide all these and other places with decorations sufficient to attract public attention.

The canners have agreed to furnish the display matter and the distributors, wholesale grocers and brokers have undertaken to look after its distribution and location.

The canners have collected no funds for newspaper advertising. That feature has been left to the wholesale grocers and the brokers, and the retail grocers. Many of the dealers employ space in their local papers regularly, and will devote it during the week to advertising canned foods.

Many newspapers, especially those in the smaller towns and cities, have solicited and secured special advertising display space from dealers wholesale and retail, and from the local canneries, for the week and have arranged the advertisements in special pages of display matter, and will print articles pertaining to the canned food industry in connection with the advertising.

In this way thousands of pages of display advertising and thousands of lines of reading description will be printed in relation to canned foods during the week.

One feature which has heretofore been neglected and which is of great practical importance, will be the addresses and lectures throughout the United States before Rotary Clubs and Kiwanis Clubs, and very many similar organizations at their noon day lunches.

Hundreds of invitations of the kind have been secured and this kind of advertising is exceedingly valuable, for public approval and confidence is moulded by the more intelligent element, and the fashions in foods is set by the better educated people who are students of dietetics.

The market for canned foods is active because the retail grocers are everywhere replenishing their stocks and perfecting their assortments of canned foods preparatory to the great National event. John A. Lee.

Worthy Honor, Worthily Bestowed.

D. D. Alton, the Fremont druggist, has been elected President of the Michigan Bankers & Merchants' Mutual Fire Insurance Co., of Fremont.

No better move could be made by the Fremont institution than this. Mr. Alton is President of the Michigan State Pharmaceutical Association and is universally conceded to be one of the outstanding men of Western Michigan.