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MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-first Year GRAND RAPIDS, WEDNESDAY, MARCH 19, 1924 Number 2113

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Ten Golden Maxims For 1924



1. Honor the chief. There must be a head to everything.
2. Have confidence in yourself and make yourself fit.
3. Harmonize your work. Let sunshine radiate and penetrate.
4. Handle the hardest job first each day. Easy ones are pleasures.
5. Do not be afraid of criticism—criticize yourself often.
6. Be glad and rejoice in the other fellow's success—study his methods.
7. Do not be misled by dislikes. Acid ruins the finest fabric.
8. Be enthusiastic—it is contagious.
9. Do not have the notion that success means simply money making.
10. Be fair and do at least one decent act every day in the year.

THE TELEPHONE MANAGER

*Will Help Solve Your
Problems*



The Telephone Manager holds his position because he is expert in every branch of the telephone business. He passed through years of experience before he became manager.

He is therefore, able to understand and help solve any telephone problem you may have. In his organization are men and women who are at your service.

Consult them freely. Take your telephone problems to them.

They will be glad to be of service to you.



**MICHIGAN BELL
TELEPHONE COMPANY**

The United Light and Power Company

(A MARYLAND CORPORATION)

GENERAL OFFICES

DAVENPORT CHICAGO GRAND RAPIDS

Important

To the Stockholders of United Light & Railways Company:

In accordance with previous advices, we now inform you that the offer of **The United Light and Power Company** (a corporation organized under the laws of Maryland) to purchase all of the property and assets of your Company and to assume all of the mortgage and other indebtedness of your Company and to obligate itself to pay all of the debts of your Company when due, principal and interest, has been accepted and proper instruments of transfer have been delivered to **The United Light and Power Company**. All of this has been done in accordance with vote of approval taken at the Special Meeting of the Stockholders of the Company, held at the Portland office of the Company, on December 29, 1923, and later confirmed and ratified by the Board of Directors.

The Company has now available for distribution shares of Class "A" Preferred Stock, Class "B" Preferred Stock, Class "A" Common Stock and Class "B" Common Stock of **The United Light and Power Company** received in payment for the property and assets of **United Light and Railways Company**, and also optional purchase warrants entitling Common Stockholders of your Company to acquire additional Class "A" Common Stock on or before December 31, 1925, at \$35.00 per share. In accordance with authority given by yourselves, and confirmed by the Board of Directors, your Officers are prepared to exchange the above mentioned stocks and warrants of **The United Light and Power Company** for the stocks of **United Light and Railways Company**.

Stock certificates, properly endorsed and witnessed, may be delivered or mailed, properly registered, to **United Light and Railways Company, Michigan Trust Building, Grand Rapids, Michigan**. On March 15, 1924, and thereafter, in the order of receipt, engraved stock certificates of **The United Light and Power Company**, to which you are entitled, will be issued and sent to you or your order by registered mail. The Company will affix all necessary Internal Revenue Stamps.

Inasmuch as the dividends on the Class "A" and Class "B" Preferred Stock will be paid on April 15, 1924, and the Common Stock dividends on May 1, 1924, it will be necessary to close the transfer books not later than April 1, 1924.

You are therefore urged to send your certificates of **United Light and Railways Company**, for exchange, at your earliest possible convenience in order that you may receive the benefit resulting from the exchange of the securities and obtain your dividend remittance without delay.

All certificates of stock of **The United Light and Power Company** are fully engraved definitive certificates and no further exchange of certificates will be necessary.

By order of the Board of Directors.

L. H. HEINKE, Secretary.

March 10, 1924.

Application is being prepared for the listing of all of the stocks of **The United Light and Power Company** on both the New York and the Chicago Stock Exchanges.

MICHIGAN TRADESMAN

Forty-first Year

GRAND RAPIDS, WEDNESDAY, MARCH 19, 1924

Number 2113

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY
Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

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Four dollars per year, if not paid in advance.

Canadian subscriptions, \$4.04 per year, payable invariably in advance.

Sample copies 10 cents each.

Extra copies of current issues, 10 cents; issues a month or more old, 15 cents; issues a year or more old, 25 cents; issues five years or more old 50 cents.

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

FARMERS AND TAXES.

An objection that is often raised against the income tax is that very few farmers pay it. Its burden falls mainly on urban communities. It has been maintained, on the other hand, that the general property tax falls most heavily on the farmer, because most of his wealth consists of such tangible things as land, buildings, live stock and machinery that cannot escape the eye of the assessor, whereas the intangible assets of the city folk are taxed lightly if at all. If the farmer has an advantage in the other, and it is claimed that this about evens things up.

Recently some of the spokesmen for the farmer have been complaining that the reductions in the Federal income tax, past and prospective will give the farmer little relief, for the reasons aforesaid, and that while Federal taxes are being lowered local taxes on general property, which fall most heavily on the agriculturist, tend to increase. This is a matter beyond the scope of the Federal Government. These heavy local taxes have usually been voted by the farmers themselves for roads and other improvements. If they want to put an end to the increase in local taxation they might accomplish something by urging their Congressmen to support Secretary Mellon's recommendations with regard to tax-exempts.

CLOTHES MAY COST MORE.

A well-known clothing manufacturing concern recently announced that there was no possibility of lower prices for "new style" men's clothing this year. The cost of practically everything entering into a suit of clothes, it says, is tending to go higher, and manufacturers and retailers are endeavoring to absorb these costs rather than pass them on to the consumer. This is a year in which style is going to be stressed in men's clothing, and this has made it necessary for dealers

to dispose of stocks of past season styles to avoid a carry-over of obsolete patterns. At the same time the unfavorable weather for the fall trade retarded buying, and there have been large stocks to dispose of. For this reason, says the manufacturer, the prices prevailing at recent special sales have no relation to those that will be named for men's clothing in the spring or fall.

Prices of woolens average about 7 per cent. higher than a year ago, and there is little hope of cheaper cloth, as the output of wool was less in 1923 than in the previous year. The clip in South America showed some increase last year, but was 24 per cent. below the five year average before the war.

STABILITY IN WAGES.

The outlook is good for wages to remain stable during the spring, and this is another condition which differs materially from that of a year ago. An Eastern manufacturing concern has recently canvassed its district sales agents on the labor situation throughout the country. Of the twenty-one who sent in answers only one reported that a shortage still exists. This one is from a district on the Pacific Coast. Fifteen stated that there was no shortage, four stated that the labor situation was normal, which also means no shortage, and one reported that the condition was "mixed."

This same concern, in surveying business conditions in the country through its sales agents, finds retail trade reported as good in six districts, improving in two, fair in nine, and quiet in eight. Manufacturing is reported as good in seven districts, improving in three, fair in six, quiet in seven, and declining in three.

Another Greek cabinet has been forced to walk the plank, with the extreme republicans in the role of the pirates. It is not, however, a matter of republican or royalist opposition; it is the general distrust in which any government has come to be held. According to the most advanced political rules and modes, a plebiscite should be held to determine whether Greece is to have a monarchic or a republican form of government. But it is realized on both sides that no cabinet that could be set up amid the present turmoil could guarantee anything approaching a free vote of the people. Even Venizelos went down in the general lack of confidence. To all intents and purposes, Greece is inviting a dictatorship; and a strong man who also had a modicum of intelligence would undoubtedly find a welcome at Athens. After the Greek defeat in Asia Minor a dictatorship emerged. But it was so weak from want of intelligence that even the Greeks could not stand for it. If Venizelos were

twenty years younger there would be no need to extend such an invitation twice.

Just as President Coolidge is preparing to help the farmer by raising the duty of wheat imports, the J. I. Case Threshing Machine Co. omits a dividend and its stock breaks 10 points. One contributing factor to the wheat farmer's distress is fairly obvious. There is no such thing as a wheat farmer who does not aspire to ownership of a threshing machine. With it he can thresh his own grain "for nothing" and he can pay for the machine by threshing that of his neighbors. During flush times the sale of threshers expanded enormously; the fall in the wheat price and the contraction of wheat acreage brought a double pinch and found the field overstocked with threshing machines unable to "pay for themselves." The inevitable rainy day found the farmer, as usual, without a financial umbrella. The wheat belt farmer certainly needs help from somewhere; but what he needs most of all, as President Coolidge suggested in his Congressional message, is to learn to help himself.

Buy Conservatively To Cover Trade Requirements.

Written for the Tradesman.

Leading operators in the grain trade, after wheat futures had reacted from their recent low point, expressed the belief that the price of the grain had been fully liquidated and that better values could be expected provided nothing occurred to prevent normal functioning of the market. However, there have been no developments in the supply and demand situation that would indicate a great deal of activity in the price of wheat in either direction; rather uniform values should prevail.

There has been some freezing and thawing weather in Michigan. Northern Ohio and Northern Indiana, but whether growing wheat has been damaged by heaving is not yet known. The United States visible supply of wheat the past week was 750,000 bushels, the previous week 1,666,000 bushels, the same week last year 111,000 bushels, so while the present visible is considerably larger than for the same week last year, there has been quite a material reduction in stocks, apparently, during the past week.

Flour trade the country over is only fair and undoubtedly as long as roads continue bad the demand will remain reasonably quiet, as farmers in particular will not be inclined to go to market any oftener than necessary during the period of bad roads.

It is a hopeless task to attempt to predict accurately what course the price of wheat will pursue, as so much is dependent upon conditions of supply

and demand, which, of course, are affected by weather, crop and financial conditions. In other words, if the growing crop of wheat is reported to be doing well this week, with splendid prospects for favorable yields, the price tendency should be downward if anything; on the other hand, too much freezing and thawing weather, sand storms, appearance of fly or green bug, coupled with a dozen other possible unfavorable developments, would tend to deteriorate the growing plant, and reduced prospective yields will immediately cause the market to become strong and active and an upward tendency is always conducive to increased buying by the trade, which in turn again is a strong influence in favor of the bull side of the market.

Free advice is many times very costly, so under ordinary conditions the flour and wheat buyer should purchase on his own judgment, instead of the other fellows. If we were to offer any advice at all, it would be along the line of conservative buying to cover trade requirements and not to speculate under present conditions.

Lloyd E. Smith.

National Remedy Co. Backs Down Completely.

The Tradesman has long contended that the National Remedy Co. dare not show its face in court. This belief is corroborated by the recent action of the company in starting suit against a number of Kalamazoo merchants and then discontinuing the cases and paying its own costs. The following letter is a case in point:

Kalamazoo, March 18—We are glad to be able to write you that we were informed yesterday that the case against us by the National Remedy Co. has been discontinued, never having come to a trial.

We wish to thank you for your help and advice in this matter.

L. Hoekstra Co.

Any merchant who settles or fails to defend a case brought against him by this shyster concern is unworthy to rank as a reputable merchandizer, because one reading of the lop sided contract form used by the National Remedy Co. is enough to convince any reasonable man that the concern is fraudulent.

What Not To Forget.

Forget the slander you have heard;
Forget the hasty, unkind word;
Forget all quarrels and the cause;
Forget ill feeling—just because
Forgetting is the only way.
Forget the trials you have had;
Forget the weather if its bad;
Forget the knocker—he's a freak;
Forget the fellow who's a sneak;
Forget a lot of things we cannot mention—

But, for heaven's sake,
Don't forget Fire Prevention!

UNFAIR COMPETITION.

Some Recent Rulings of Federal Trade Commission.

Maintenance of standard prices at which silver-plated flat ware shall be sold is charged against a manufacturer of Oneida, New York. The numerous methods alleged to have been used by the concern to obtain the co-operation of jobbers wholesalers and retailers in maintaining prices are listed in the Commission's complaint. Among those alleged methods is that of compiling lists of dealers who do not abide by the standard prices, and general difference of treatment between its customers who sell at such fixed prices and those who do not so sell. According to the Commission, the concern's practices effect the sale of its products to the public at uniform prices, and tend to hinder jobbers, wholesalers and retailers handling the products in the free and open competition which would otherwise have existed among them.

Plated silver should not be stamped "Quadruple plate" unless it is coated four times with silver, the Commission contends in a complaint issued against a manufacturer of Taunton, Massachusetts. The concern, the citation states, manufactured for wholesalers, jobbers, and retailers, table ware and other commodities on which were stamped the words "Quadruple plate." The Commission alleges that the products so marked were not coated four times with silver, as is generally understood by the trade and the public to be indicated by the designation of "Quadruple plate." The concern's acts, the complaint charges, are misleading to the purchaser and are unfair to competitors by creating a preference for the concern's products over those of its competitors who do not mark their silver ware in similar manner unless it is really quadruple plated.

A manufacturer of snuff and other tobacco products, with offices at Memphis, is charged with enlisting and obtaining the support and co-operation of wholesale and retail dealers in the enforcement of a price-fixing plan. Among the alleged methods to compel dealers to sell at the manufacturer's fixed prices is the refusal to sell its products to dealers who did not maintain its fixed prices, and the maintaining of a list made up of dealers who did not abide by the standard fixed prices, a list made up of names provided by its agents and solicitors and by wholesalers and retail dealers. Other co-operative means to compel the maintenance of resale prices are also charged.

Collar buttons manufactured by a company with works at Providence and stamped "Sterling Silver," but believed by the Commission to be made of brass or other base metal plated with silver, were advertised and offered for sale as "Sterling Silver Buttons," says the Commission in a complaint naming the manufacturing company and a concern in Boston, said to have ordered the buttons. The acts of the company and the selling concern are a fraud upon the public, to the Commission's belief, and are unfair to com-

petitors who do not mark their products with misleading terms.

Two practices charged as unfair competition are of importance to the hosiery industry. First, representations of a firm that it is a manufacturer when it does not and has never, owned, controlled or operated a mill or factory; and second, selling "seamless hosiery" as "fashioned hosiery." The two practices are considered in a complaint issued by the Commission against two partners in business in Philadelphia. The partners, the complaint charges, buy hosiery from a manufacturer and sell hosiery direct to consumers through house-to-house canvassers and mail orders, and in so doing represent that their concern doing business as "mills" manufactures the hosiery it sells, and is selling direct from manufacturer to consumer, thereby eliminating the profits of the middleman at a saving to the purchaser. Those representations, the complaint asserts, deceive the public when the facts are as set out in the complaint, that the firm does not now and has never, owned or controlled any factory or mill, and that "the retail prices for said hosiery charged by respondents and paid by purchasers are uniformly as high as or higher than the prices charged by retail dealers in the ordinary course of trade throughout the United States and paid by the public for hosiery of substantially the same quality and purchased in the same quantity." "Fashioned hosiery" is described in the complaint as hosiery made of a fabric knit flat and of uniform texture and stitching, and closed with a seam. "Seamless hosiery" is described as hosiery knit over a cylinder without any seam by tightening the stitching at appropriate points and places. The second charge of the complaint is that this firm, through its salesmen, offers to the public "seamless hosiery" which is represented to be fashioned hosiery." In order to aid the deception, which the complaint says is practiced, the firm causes the simulation of a seam to be knit into and upon the seamless hosiery offered as fashioned hosiery.

Two business men of Nashville, engaged in selling feather beds, pillows, and similar articles are charged with representing to purchasers and prospective purchasers that they are manufacturers selling direct to the consumer at best factory prices, thus eliminating the profits of all middlemen, but, it is alleged, that the two men neither own, operate nor are interested in any factory, and that they buy from manufacturers and sell at a profit. Further allegations are that they represent the selling price of their commodities to be lower than previously charged for the same goods, the representations being deceptive because the prices are much higher than had previously been demanded for the same commodities; and that classes of commodities offered for sale by the two men are of different grades and qualities, the fact being, it is charged, that the commodities so offered are of equal quality but are marked and catalogued so as to deceive the purchasing public into believ-

ing that there are differences in quality. Acts of the sort described in the complaint are to the prejudice of the public and competitors of the two men is the contention of the Commission.

Salesmen may be classed as positive, neutral and negative. The neutral salesman stands in his place and listens to the customer, hands out the goods, accepts the pay, bows and closes the interview. The negative salesman drives away customers. He could never hold a position long if his term of incumbency depended on a referendum vote of customers. The positive salesman is the one who draws customers, builds up trade and holds his position without fear of displacement.

Semi-Tailored Neckwear Comes In.

While the call for women's tailored neckwear of all kinds, and waistcoats, remains steady in the primary market, the United Neckwear League of America reports a tendency toward semi-tailored models which introduce a few frills. In the former class linens are in the foreground, especially those set off by colored buttons or embroideries. Organdies are also in favor, largely because of their freshly-laundered appearance. Among the less "severe" models, voile effects making use of valenciennes lace are selling well, and there is a marked demand for frills to relieve the trying lines of the tailored suit. Necklines are still varied, ranging from the V-shape to the high stocks affected by women to whom boyish neckwear is becoming.

BROOKS'

VALEUR

BITTER SWEETS

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

Congress Will Sidestep Changing Volstead Law.

Chicago, March 19—The recent adoption by the U. S. Senate of the 12 mile zone treaty with England by an overwhelming vote ought to satisfy the advocates of beer and light wines that they can expect very little from the present Congress, and the announcement that a poll shows fifty-six Congressmen in favor of this amendment of the Volstead act displays very poor politics.

If the advocates of beer and light wine are wise they will bide their time. The present Congress, elected two years ago, may not in the strict sense of the word represent the sentiment of their constituency to-day, and it would be playing a safer and surer game to secure pledges from candidates than to try and win over members whose terms are short and who are not likely to be called upon to declare themselves during the present session.

The enforcement of the Volstead act depends on the temper of the people of a community, just the same as did local option in Michigan some years ago. Communities which were sentimentally in favor of local option, got it, and those sections of the country who favor the Volstead provisions will probably have the privilege of enjoying them. Public sentiment will govern, and with the tendency toward graft in the enforcement of this law, there will be little or no accomplishment in communities where the people are opposed to it. Hence the advocates of proposed modification of the present regulations are very unwise in saying anything about it. They should bide their time and change in public sentiment.

A great many people—how many it is hard to estimate—theorize that what was not a crime a few years ago cannot legitimately be one now. In other words, if it was not wrong to drink intoxicants before the Eighteenth amendment was passed, it ought not to be so now, and this is one of the reasons why this question will be kept alive for all time.

Nobody is being greatly deceived by the spasmodic enforcement of the Volstead act in spots. In the U. S. District Court session held at Grand Rapids the other day there were twenty-eight violators on trail from Kalamazoo alone. Does anybody suppose that this represents in any way the number of scofflaws in that community? Hardly.

Detroit has a cleaning up every few days, and yet within the shadows of several of the leading hotels at any hour of the day or night one can procure lager beer, drawn from the wood, and spirituous liquors in endless variety.

Notwithstanding all these statements to the contrary the enforcement of the prohibition regulations becomes more difficult each day. Only two or three weeks ago General Butler positively had the lid shut down on Philadelphia, and this wonderful achievement was heralded far and wide, and yet to-day a Philadelphia newspaper editorially states that the results of Butler's efforts are negligible.

Heretofore there have been three sources of supply for these illegitimate sales of liquor: the moonshiner, the smuggler and the bonded government warehouses which are being held up and systematically robbed.

Moonshiners we always have with us, but the smuggler has met with hardships and difficulties, for the reason that he has been compelled mostly to transport his wares over vast expanses of territory, this principally for the reason that Ontario has been dry and liquor regulation has been especially thorough, but there is a very strong probability that at the election to be held next month Ontario will fall back into the wet column, as

has been the case in every other political division of Canada, and this will naturally affect the regulations governing exports to our country. The principal protection we have had heretofore has been the enforcement of Canadian laws.

With this legislation annulled one can see an additional burden placed upon the enforcement officers, and a veritable flood of liquor from Canada into the states. Enough of it at least, so that the bootlegger's profits would make our Government income look very small in comparison.

I predict that this will happen: There will be a gradual tendency on the part of Uncle Sam to cut down the appropriation for prohibition enforcement, and a consequent relaxation on the part of those who are charged with defending the laws, and in the end the communities who are opposed to the enforcement of such laws will have liquor, whether or no, while on the other hand local option, backed by public sentiment, will keep it out of regions where a majority of the people do not want it.

By the prohibitionists such a prediction will be regarded as absurd and, on the other hand, the anti-Volsteaders will scorn the prediction I am now making that the law will not be changed to permit the sale of light wines and beer. The best they can hope for is that the present laws may become obsolete.

The province of Quebec, Canada, reports a revenue of \$4,581,000 from the provincial liquor law. It was originally estimated that the law would produce five million dollars the first year, and their road building program was based thereon, as all funds accumulating from liquor taxes are required to be spent for one purpose—the building of public highways.

Quebec has probably made the most acceptable compromise between the old-time saloon and outright prohibition. All hard liquors, such as whisky, gin, rum and decoctions made from wine, are sold only by the provincial commission houses, of which there are many.

Not more than one quart of liquor and one quart of wine may be purchased at one time. The commission houses open at 10 o'clock in the morning and close at 6 p. m. A limited number of bars are licensed, but they sell only wines, beer, ale, porter, stout and soft drinks, and wines are sold only by the bottle and not to be drunk on the premises. Drinks over the bar is unusual, as most bar rooms serve at tables only. Bars are not opened until 9 a. m. and close at an early hour in the evening.

This compromise bar, at least, eliminated the offensive and demoralizing aspects of the old-fashioned saloon. There is nothing obtrusive about the business there. The corridors of the Montreal commission houses, for instance, are busy places, but their traffic is not limited to bums, but rather to people in all walks of life. Every package they carry out obviously contains either one or two bottles, and these familiar packages are as commonly seen in the hands of pedestrians, motor car occupants and in street cars, but not more than can be seen any day in the week at Miami, Florida, where the inhabitants make a mad rush for every steamer arriving from Nassau or Havana.

In Quebec drunken people are unknown. There is no congestion in the prisons and violation of law is not a standard topic of conversation, as we find it in the states.

But for all this I repeat the prediction that Congress will sidestep any change in the Volstead legislation, not that they do not favor it, but because they are just afraid of the law.

Frank S. Verbeck.

Must Have A Vision Of Service

Every person who is at all worth while has a job of some kind which is his to do. There is some task—some big life task—and if we do not do it, then the balance of the whole universe is thrown out of kilter. Either our work is left undone or someone else has to do it and neglect his own part of the world's work. It is a mighty responsible thing to be alive and no individual who is self-respecting wants to be a shirk.

Sometimes we feel that we could do better at somebody else's task, but we should remember—everyone gets dissatisfied sometimes, but the right sort of a man will succeed anyway. So it is up to you and me to make good where we are, or to get out of this position and into another where we can justify our own belief in ourselves.

Your job is you. It expresses your ideals, your business integrity, your vision, your ambition, your initiative, your stick-to-it-iveness and your ability actually to do things. When you find fault with your job you find fault with yourself: for big men make big things of little jobs.

A job is big or little according to the man who is behind it and according to his ideas of service. The individual who is selfish, ready to call what he has done in a half-hearted manner "Good enough" or willing to satisfy himself with the argument that he has done as well as the people around him will never claim a very big job for his own.

This is a wonderful time in which to live! It is a time when men can make their efforts count, and the harder the task the less the competition in doing it.

Some people fail because they have not a clear-cut idea of just what their job is. They have drifted along from day to day and year to year. They do not see their way out of the blind alley in which they are situated, and so they do not see the glory of the opportunity which is theirs. They do the work of the day because they must eat and be clothed and housed—and that is about all it amounts to.

But someone else says to himself, "I will make every home in this community happier and its outlook wider because I will put that which is worth while within the reach of all"—that man gets rich. He is rich in happiness as well as cash. He has a vision of service and he carries it out. People know about him, because he is doing a big job and doing it in a man's way. But some of the very ones who envy him would not be willing to put the same effort, the same sacrifice and the same sincerity into their own tasks.

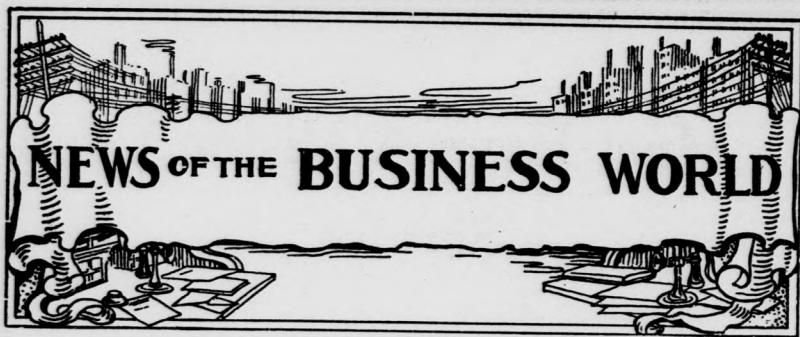
Your job is you! Are you doing yourself justice?

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



Movement of Merchants.

Detroit—Martin Gelsman has bought out Sol Wayne as the Wayne Tailors, 4415 Joy road.

Detroit—Adams Skwarek has bought the meat market of Z. Ochylski, 4253 Russell street.

Detroit—J. M. Deebes has sold his grocery stock at 2707 Fourteenth street to Mrs. Deemert.

Detroit—Kardos Brothers have bought the grocery stock of Basher Bashour, at 10807 Mac kavenue.

Ludington—Newberg & Allard will add lines of men's clothing, etc., to their stock of shoes and boots.

Kalamazoo—The Western Paper Mills Supply Co. has changed its name to the Paper Mills Supply Co.

Detroit—Elmer LeDuk has sold his bakery at Stall 75, Grand Trumbull Market, to Z. Premik and A. Boron.

Detroit—Paul J. Saad's grocery and meat market at 854 Lewerenz avenue, is now being run by John S. Krupa.

Detroit—M. Abel has purchased the dry goods and notions stock of Floyd Hershey, 7663 Grand River avenue.

Lansing—The Michigan Surety Co., Strand Arcade, has increased its capital stock from \$250,000 to \$350,000.

Saginaw—The Michigan Sugar Co., Eddy building, has increased its capital stock from \$12,500,000 to \$13,500,000.

Detroit—Giovanni Burciz has bought the grocery and meat market at 6220 Seminole avenue from Andrew Murawa.

Detroit—John W. McNeal has transferred the title to his tailor shop at 7666 Fourteenth street to his wife, Laura.

Detroit—Leon Sternfield has transferred his grocery and meat market, 6539 Linwood avenue, to his wife, Marion.

Detroit—Lewis Bros. have opened a plumbing shop in the Ketchum building, corner Mack and Kercheval avenues.

Detroit—Harry J. Gross has opened a fruit and vegetable market at 7724 Mack avenue. It will be known as Harry's Place.

Detroit—The Congress Wall Paper & Paint Co. opened at 300 Congress street, East, March 15. R. Niedelman is the manager.

Highland Park—Diebolt & Sons' hardware, 11313 Woodward avenue has gone into bankruptcy. Claims aggregate \$874.24.

Detroit—Elias Brothers, haberdashers at 1407 Beaubien street, will move to their new quarters at 1401 Beaubien April 1.

Detroit—The Conn Clothes Shop will move from 1237 Broadway to 1012 Woodward avenue, the space vacated

by L. Black & Company, jewelers, about May 1.

Detroit—Sam Andrews has purchased the stock and fixtures of the Mallow Delight Candy Co., 9537 Gratiot avenue.

Detroit—Oscar E. Ouellette has transferred the title to the Ouellette Pharmacy, 8315 Linwood avenue, to his wife, Eva.

Iron Mountain—Stern & Field, who conduce a chain of clothing stores have opened a similar store here in the Jacobs building.

Highland Park—Hassian Abbas, grocer at 110 Victor avenue, was murdered in his home March 13. Abbas was one of the wealthiest Syrians in local retail circles.

Schoolcraft—Charles Smith, recently of Kalamazoo, will open a confectionery and ice cream parlor in his store building here.

Clawson—Charles J. Locke, grain and feed dealer, has filed a petition in bankruptcy, with liabilities of \$1822.67 and assets of \$1780.

Detroit—Gust C. Schmidt, butcher at 12239 Twelfth street, has filed a petition in bankruptcy, with assets of \$133 and liabilities of \$3136.55.

Detroit—H. C. Haltliner, 1124 Scotten avenue, has sold out to Frank Swigger. The store stocks groceries, confectionery and stationery.

Detroit—The grocery and confectionery formerly conducted by E. A. Jannuzzi, at 17,602 John R. street, is now in the hands of W. E. Moore.

Highland Park—Leon R. Thomas, member of the firm of Hutchinson & Thomas, pharmacists at 12537 Hamilton avenue, died at his home March 13.

Jackson—John R. Kimball, jeweler at 136 Frances street, has filed a petition in bankruptcy. His assets are \$3,275.50 and his liabilities are \$4238.82.

Port Huron—The Snover Electric Co., 328 Quay street, has filed a petition in bankruptcy. The liabilities are \$10,993.98, and the assets are \$9,054.66.

Coopersville—Mohr Bros., recently of Pearline, have purchased the grocery stock of Young & Hanna and will take possession the first week in April.

Milford—Ansley A. Arms, of Arms Bros., boot and shoe dealers, died recently and the business will be continued by his brother, Sanford A. Arms.

Lansing—Lee Stabler has added a line of men's shoes and shoe findings, to his stock of men's furnishings in the Stabler Man Store, East Michigan avenue.

Lansing—Miss Bessie Sibley, 124 East Wastenaw street, has closed out her stock of millinery and accepted a position in the millinery department of Sprowl Bros.

Iron Mountain—Plans have been

completed for the remodeling and enlarging by an addition to the Milliman Hotel at an estimated cost of \$250,000. Work will be commenced May 1.

Belleville—The Belleville Co-Operative Association has been incorporated with an authorized capital stock of \$35,000, of which amount \$9,650 has been subscribed and paid in in cash.

Greenville—Robert H. Edsall and H. C. Decker have formed a co-partnership and purchased the store building and cigar, tobacco and smokers' supplies stock of L. H. Roenigk & Co., taking immediate possession.

Flint—The Falls Tire Co., with business offices at 4212-14 Woodward avenue, Detroit, has been incorporated with an authorized capital stock of \$10,000, \$5,500 of which has been subscribed and paid in in cash.

Ludington—The addition being built on the First National Bank building incidentally provides a 25x30 feet extension to the Newberg & Allard shoe store and that of the Roehrig Jewelry Co.

Coopersville—E. W. Klatt and Bert Hornstra have purchased the stock and store fixtures of the Hillman Hardware Co. and will continue the business under the style of Klatt & Hornstra.

Lansing—Edgar Press, former manager of the local clothing store of the Harry Suffrin Co., Detroit, has leased a store in the new United Cigar Stores building and will occupy it with a stock of men's clothing and furnishings, March 29.

Lansing—Hawkes Auto Equipment Co., 113 East Ionia street, has merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, \$47,000 of which has been subscribed and paid in in property.

Kalamazoo—The Wheelock-Prestler Co., conducting a wall paper and paint store on East Main street, will retire from trade in Kalamazoo. The local branch will be sold by Mr. Wheelock as soon as a satisfactory arrangement can be made.

Detroit—John Pasvant, one of the partners in the Victor Confectionery, 2176 Grand River avenue, has bought the share of Hercules Tsolakides and is now operating the business with Pantel Chalekson. The change took place March 14.

Detroit—Louis Lenhoff has merged his furniture business into a stock company under the style of Lenhoff's, 1910 First National Bank building, with an authorized capital stock of \$20,000, \$10,000 of which has been subscribed and paid in in cash.

Plymouth—The Plymouth Tube Co., with business offices at 1435 Franklin street, has been incorporated with an authorized capital stock of \$25,000 preferred and 25,000 shares at \$1 per share, \$2,000 of which has been subscribed and paid in in cash.

Lansing—H. C. Shell, who has been connected with the Stevenson Hardware Co. for the past two years, has resigned his position and will engage in the paints, varnishes, wall paper, etc. business under his own name, at 1204 South Washington avenue.

Kalamazoo—The Perry & Wilbur Co., Inc., Henderson & Ames building,

has been incorporated to deal at retail in sporting goods, auto accessories, etc., with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in in cash.

Detroit—The Lawn Equipment Corporation, 642 Beaubien street, has been incorporated to deal in lawn, garden and golf equipment, with an authorized capital stock of \$5,000, \$4,200 of which has been subscribed and paid in, \$44 in cash and \$4,156 in property.

Lansing—Frank Chan, who conducts the Chinese Tea Garden, has purchased the New York Cafe on East Michigan avenue, which has been closed for about three years. Mr. Chan is as yet undecided as to whether he will reopen the restaurant or sell it.

Ironwood—Louis Ladin has merged his furniture, hardware stores, etc., business into a stock company under the style of the L. Ladin Furniture & Hardware Co., 108-10 East Aurora street, with an authorized capital stock of \$34,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Thread Co., 11,739 Kercheval street, has merged its business into a stock company under the same style, with an authorized capital stock of \$5,000, of which amount \$3,700 has been subscribed and paid in, \$2,200 in cash and \$1,500 in property.

Battle Creek—The Mechanical Supply Co., 32 Liberty street, has been incorporated to conduct a wholesale and retail business in mill supplies, machinery, hardware, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and paid in, \$12,000 in cash and \$38,000 in property.

Manufacturing Matters.

Detroit—The Wolverine Tube Co. has increased its capital stock from \$25,000 to \$500,000.

Detroit—The Howell Foundry Co., 315 Murphy building, has changed its name to the Howell Co.

St. Clair—An involuntary petition in bankruptcy has been filed against the St. Clair Brick Co. by three creditors whose claims total \$643.73.

Grand Rapids—The Universal Manufacturing & Sales Corporation, 156 Louis street, has been incorporated to manufacture and sell auto accessories, wood and metal composition products, with an authorized capital stock of \$60,000 common and \$30,000 preferred, of which amount \$60,000 has been subscribed and \$9,000 paid in in cash.

Detroit—The Glassmobile Co., 125 Peterboro street, has been incorporated to manufacture and sell auto tops, curtains, etc., and to deal in auto accessories, parts, etc., with an authorized capital stock of \$50,000, of which amount \$39,300 has been subscribed, \$1,576.50 paid in in cash and \$24,423.47 in property.

Temperance—A petition for the dissolution of the Moore Co., manufacturer of extracts, medicines, etc., has been filed by Attorney James J. Kelley. The business has been standing idle for nearly a year and the property has depleted to such an extent that it is impossible to carry on the business. The indebtedness of the company is \$4,162.36 and the assets \$53,079.48 according to the bill of complaint.

Essential Features of the Grocery Staples.

Sugar—Local jobbers have reduced their quotations to 9.30c for cane and 9.20c for beet granulated.

Tea—The market has put in another quiet week. Although practically everything is firm on account of scarcity, there is no speculation in the market. As a matter of fact, most buyers think prices are too high and seem to expect a decline sooner or later. They only buy for their immediate needs. The undertone of practically everything desirable is firm and there is nothing in the present situation to warrant any belief in a material drop in prices. Inferior teas are more abundant and relatively weaker.

Coffee—On account of the somewhat feverish condition of the market for Rio and Santos coffee futures, the week has brought some fluctuations. This has not materially affected spot Rio and Santos, however, all grades of which are still firm. Another small fractional advance over last week. Mild coffees are also a fraction higher for the week and the general situation is firm. Everything said above referred to coffees sold green and in a large way. The jobbing market on roasted coffees is quiet on account of the high prices.

Canned Fruits—Desirable counts in peaches are firmer on the spot, as such lines here and in other markets are more difficult to pick up. Choice grades are more plentiful than standards and seconds as Coast holdings run more to the first named than the latter two packs. There is a better tone to peaches but trading is of moderate proportions. Apricots remain steady. Pineapple is being taken for export where blocks can be had at attractive prices. The domestic channels are broadening somewhat but there is no real boom in trading.

Canned Fish—Maine sardines are still dull, but very firm and high. Salmon is also very draggy. Even fancy Columbia River is very quiet, but firm. The trade are not taking Alaska salmon, either red or pink. Prices are unchanged. Shrimp is scarce and wanted. Lobster for the first time in a long while is ruling in buyer's favor. There is some pressure to sell and not much desire to buy. Tuna white meat is scarce and firm.

Canned Vegetables—Spot sales of tomatoes are continuous but are governed by the passing demand and are limited to Southern 2s and 3s or California 2½s. The latter are irregularly priced and are to be had to some extent from weak holders below the usual minimum quotation. Southern small sizes are maintained at the prevailing factory basis but there is no heavy buying. Gallons are in only nominal demand as distributors are not considering the demand, which broadens when the summer resorts open. Many buyers of peas have covered their future requirements either wholly or in part, but there are some tardy traders who are still looking for Southern, State or Wisconsin packs. It is worth mentioning that Maine, Utah, Washington and other states which have not figured prominently

in pea production in other years to any extent are now larger producers and are either supplying nearby markets or are able to quote into more distant jobbing centers. Maine, for instance, it is expected in a few years, will have a large enough surplus to go beyond the New England markets, to which she is largely confined at present. Futures have been firm, as are spot offerings of all grades. There was no radical change in the market on corn during the past week. Spot standards sold steadily, while fancy was wanted but could be had only in small quantities.

Dried Fruits—The spot dried fruit market has drifted to higher prices, notably in apricots and Oregon prunes, with a very satisfactory jobbing movement for the season to both local and interior distributors. There was no change in buying policy as to Coast offerings, but some trading is going on all of the time, since it is necessary to keep goods in transit in order to prevent any real pinches in supplies here. The shortage of apricots of all grades is marked, and with the Coast firm with few offerings holders here have been advancing their prices on all offerings. Stocks for immediate delivery have been scarce, but nearby arrivals are at hand, although in no large blocks. The demand seems to have switched to a considerable extent from California large prunes to Oregon's of the same size. Not so long ago Northwestern packs were weak, declining and neglected at a 5c differential under California fruit. Now the Coast and spot market is advancing and the fruit is going into consumption. Still higher prices on Oregon prunes are predicted. California large sizes are firm, but are not so much in demand, while there has been no improvement in medium counts. Raisins are in regular jobbing demand, particularly for package goods, which are in no surplus. Good quality box packed are steady and would show better tone were it not for the competition with substandards. Peaches are steady and are regularly taken. Pears are almost unobtainable on the spot. Currants are moving slowly.

Syrup and Molasses—The demand for molasses continues excellent. Stocks of all desirable grades are running low, especially medium grades, and the holders of desirable molasses are all very firm in their ideas. No material change has occurred during the week. As to sugar syrup, the domestic trade is very fair, with prices steady. Very little sugar syrup is now being exported. Compound syrup is steady and active. The demand for all sweets has been very good so far this winter and spring.

Beans and Peas—No change has occurred in any variety of dried beans for the week, except in California limas, which are somewhat firmer at an advance of 25c. All other beans are dull for the week, without change in price. Green and Scotch peas are ruling at nominal prices, without any developments.

Salt Fish—There is a very fair demand for mackerel, the situation in which is about what it has been for several weeks, a good supply and a

good quality at moderate prices. The week's demand has been fair, without change.

Cheese—Cheese seems to be in fair supply and the prices somewhat easier. Fancy cured cheese in all style packages seems to be in better demand.

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 \$1.75 per 100 lb. sack.

Bananas—9@9½c per lb.

Butter—In good supply and the market firm. Fine grades seem to be pretty well cleaned up and undergrades are very scarce. Local jobbers hold extra fresh at 45c in 60 lb. tubs; fancy in 30 lb. tubs, 47c; prints, 47c. They pay 20c for packing stock.

Cabbage—\$4 per 100 lbs. for old; \$5 for new.

Carrots—\$1.75 per bu. for old; \$2.50 per bu. for new from Texas.

Cauliflower—California, \$2.75 per doz. heads.

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

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

Cucumbers—Hot house command \$3 for fancy and \$2 for choice.

Eggs—Eggs are coming in very good for this season and are the very finest quality. The price is headed downward, local dealers paying 21c to-day. On account of the heavy production predicted for this year, the market will probably average 4@5c lower than last year.

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

Green Beans—\$4 per hamper.

Green Onions — \$1.10 per doz. bunches for Chalotts.

Honey—25c for comb; 25c for strained.

Lettuce—In good demand on the following basis:

California Iceberg, per crate --\$4.50

Leaf, per pound ----- 14c

Lemons—The market is now on the following basis:

300 Sunkist	-----	\$5.75
300 Red Ball	-----	5.25
360 Red Ball	-----	4.75

Onions—Spanish, \$3 per crate; home grown, \$2.75 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.

Parsnips—\$1.90 per bu.

Peppers—75c per basket containing 16 to 18.

Potatoes—55@60c per bu.

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

Heavy fowls ----- 22c

Heavy springs ----- 24c

Light fowls ----- 18c

Geese ----- 12½c

Ducks ----- 17c

Radishes—85c per doz. bunches for hot house.

Spinach—\$1.75 per bu.

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

Tomatoes—Southern grown \$1.25 per 5 lb. basket.

Turnips—\$1.50 per bu.

Methods Now Devised For Detecting Renewed Eggs.

A new deception practiced on the consumers of eggs is now attracting considerable interest from the United States Department of Agriculture which, by the authority of the food and drugs act, insists that the product of the hen when sold as fresh must be fresh and not merely look the part if it is to enter into interstate commerce. Large quantities of eggs are now preserved by first dipping in hot oil to seal the pores in the shells and are then immediately placed in cold storage. There is no objection to the practice, but recently it has been found that a number of egg concerns have been treating these eggs on removal from storage so as to give them the appearance of having been laid lately.

The treatment to remove the tell-tale oil gloss consists in "manicuring" the shells with a blast of fine sand or in treating them with a bath in an alkali solution, after which they are dried and rubbed with French chalk or talc.

Chemists of the department have devised a method for detecting eggs which have been treated with oil then subjected to the restoration process.

Chayote, a Vegetable, Finds Favor in United States.

Washington, March 3—The chayote, a popular vegetable in Mexico and Central America, is now finding favor in the Atlantic and Gulf Coast States. It has been grown for more than a generation under the name of "vegetable pear," "miriton," "mango-squash," etc., in certain sections of the South. Being of vigorous growth and prolific yield, a single vine in a garden or yard will produce more than enough chayotes for an average family. It is an excellent Fall and Winter table vegetable. The chayote is related to the cucumber and squash. It weighs from eight ounces to a pound, has a smooth surface, a fiber-free flesh and a delicate, agreeable flavor. The fleshy, underground tubers are used in some places about the same as potatoes in temperate regions.

New Florida Fruit.

The "Tangelo" has appeared on the menu of many leading hotels, and it is described as Florida's latest. The "Tangelo," briefly, is a cross between a tangerine and the grapefruit and has been produced after nine years of experiment, according to press agents. In taste it resembles a grapefruit, except that it has a little more decided bitterness.

Bay City—Christopher Laetz has merged his foundry business into a stock company under the style of the Laetz Foundry Co., 3004 North Water street, with an authorized capital stock of \$15,000, \$8,000 of which has been subscribed and paid in in property.

THE BUSINESS OUTLOOK.

Conditions Merchants Must Face During 1924.*

Every man in business is at the present time speculating as to the probable developments in the business trend throughout 1924. We have found in our experience that while 100 per cent. accuracy in forecasting can never be obtained, the best results are maintained through strict adherence to sound fundamental policies. The Babson chart which portrays a picture of American business is based primarily on the area theory. It shows at a glance that business is never stabilized, but is constantly moving upward or downward, bearing out the inevitable law of action and reaction. Since 1920 we have witnessed radical readjustments, mostly in the depression zone. The end of 1923 found business close to normal and commodity prices down 15 per cent. from the peak established earlier in 1923.

To answer specifically the outstanding question which confronts every business man, the Babson organization anticipates good business at least through the first six months of 1924. Moreover, commodity prices should average somewhat higher during that period. Unfortunately, there are many uncertain factors which cloud the horizon and it is only with great difficulty and risk that the average business man is endeavoring at this time to arrange his program for the latter part of this year. These uncertainties are in the nature of probable tax revisions, political movements and international possibilities, but returning to the probable trend of business, it should not be inferred that there is any possibility of a broad advance either in business or commodity prices throughout this year. The underlying structure does not exist that justifies such a movement. It is with this phase of the situation that I would like to treat briefly.

Someone might ask—what is business? And a very brief definition is the production, distribution and consumption of goods, involving transportation, fuel, labor and money. Production is necessarily divided into three groups (1) industrial; (2) agricultural, and (3) international. During the war period there was a tremendous need for standard merchandise and war material. Consequently, every effort was concentrated on stimulating producing capacity, and as a result the termination of the war found our producing capacity of industrial commodities far in excess of our ability to consume and export.

We might take any line of industry to illustrate this point. For convenience take one of the leading industries in this country—steel. The actual output in 1913 was 30,000,000 tons, with the producing capacity around 32,000,000 tons. Last year the output was around 43,000,000 tons, but the main point is, if this country was called upon, we could produce steel in the vicinity of 56,000,000 tons annually. This is only indicative of the general run of industry.

The same is true of agriculture. Our farmers were called upon to feed a very large proportion of Europe in addition to large domestic requirements. Acreage and yield were stimulated and our farmers successfully bridged the problem. However, the unfortunate part is that while it is a comparatively easy task to educate our farmers to stimulate output, it has been increasingly difficult to show the farmer that it is economically imperative that production be curtailed and production diversified. Europe does not need the same amount of foodstuffs that was required several years ago. For example, in 1923 the exports of wheat were only 98,000,000 bushels. In 1922 the volume was 164,000,000; in 1921, 280,000,000 and in 1920, 218,000,000 bushels, while the 1913 level was 99,000,000 bushels. In

*Paper read at annual convention Michigan Retail Hardware Association by H. M. McGill.

other words, we are exporting now less wheat than was exported prior to the war. The reason is easily detected by reviewing agricultural conditions in other countries. Canada has had the greatest wheat output in history; the Argentine has also jumped out, while Europe has produced more foodstuffs than in any year since 1914. It is not any wonder then that our farmers are experiencing difficulty in exporting their surplus and climbing out of financial difficulties.

The third phase of the question of supply is imports. During the calendar year 1923 our favorable balance of trade was \$375,000,000. This is remarkable when it is realized that during the first six months the balance sheet showed a deficit. However, the figure compares with \$709,000,000 in 1922; \$1,976,000,000 in 1921; \$2,950,000,000 in 1920 and \$4,000,000,000 in 1919. The pre-war favorable balance of trade in 1913 was \$500,000,000. It is therefore seen that European competition is keen and has not only reduced our favorable balance of trade to an alarmingly low figure, but is even less than pre-war proportions. During the course of the next few years we must expect constant and radical competition from Europe. It is their principal salvation. In a word, from the standpoint of supply, there is no indication of any scarcity, in fact our consuming ability will not measure up to the amount of goods available.

On the question of distribution, transportation figures are of interest. The surplus supply of cars on February 22 was around 231,000. This compares with a peak around the first of the year of over 350,000. However, the main point is, a year ago there was a shortage of around 45,000 and in November, 1922 there was a shortage of 175,000. This means that since the transportation congestion in the winter of 1923 the railroads have steadily improved and can now show a very substantial surplus. On the surface this is not surprising, but is surprising when it is realized that car loadings for 1923 were the largest on record, exceeding 49,814,000. This compares with 43,713,000 in 1922; 39,323,000 in 1921; 45,118,000 in 1920, which was the previous record, and 41,836,000 in 1919. These figures indicate that the distribution of merchandise has been heavy and in all probability adequate.

Fuel statistics are also enlightening. A year ago there was a shortage and prices were high, a result of the drastic coal strike in 1922. However, last year production month by month climbed up, reaching a total of 545,000,000 tons or 123,000,000 tons over the previous year. We have produced more coal than was necessary to meet industrial demands. Consequently, prices at the mines have steadily declined and stocks of coal are probably as large as at any time in modern history. There is one factor in the present situation that is alarming; namely, the possible strike this year. The way matters now stand, with the miners asking for higher wages and the operators with low prices and huge stocks will welcome the opportunity to shut down the mines. Anyone interested in bituminous coal should watch developments very carefully, taking immediate steps to protect actual needs during the spring and summer of 1924.

The labor situation is also more favorable. Early last year, with business sweeping upward, there was a cry of another labor shortage. However, the sudden break in the volume of business brought about unemployment and more efficiency. This year with no indication of any radical spurt in industrial activity, and with the aid of the foreign quota and labor-saving devices, there should be no labor shortage or abnormal difficulties. The most important point is that the upward swing in wages has about run its course. We are now in a period of sidewise movements which will be followed by the next major move in the trend of wages which will inevitably

be downward. Reviewing the question of distribution, there are no alarming factors; nothing but encouragement for a good volume of business during the early months of the year.

On the demand side of the business situation we have certain conflicting elements. The principal buyers are of course the industrial worker, the agricultural worker, foreign trade, building, the railroads and the Government. The industrial worker has been the best buyer throughout this entire period of severe readjustment, primarily because he has been more fully employed and received higher wages and has been a relatively willing buyer. This same condition should exist throughout 1924.

The farmer, which is well-known, received the worst end of the bargain, when the smog had cleared up from the crash of 1920. The study of a depression is most interesting. We have found that the chief characteristic is this—that a depression does not hit the country in blanket form. Rather it starts in the northeastern or industrial section and gradually sweeps to the South and to the West. For example, as early as April or May, the reversal of conditions was felt in the East, but it was not until September or October that business men on the Pacific Coast could truthfully say that they felt the effects of the depression. The East, which was the first to be affected was the first to come back, and has experienced better conditions. In the agricultural sections we are now in the period of convalescence. The farmer is coming back as a buyer—a factor well exemplified by sales of mail order houses throughout the past year. Taking the ten leading crops—wheat, corn, oats, barley, rye, cotton, potatoes, hay, rice and flaxseed, the farmer's income for 1923 totalled \$6,600,000,000, against \$6,200,000,000 in the previous year and \$5,100,000,000 in 1921. These figures compare with over \$11,000,000,000 in 1918 and 1919, and a pre-war figure of \$5,500,000,000. There is too much foodstuffs in the world to-day for any radical price recovery from the present level, but the main point is, the farmer is recovering, in many cases, liquidating his debts, revising his budget and getting back into a more sound position. The farmer will be a better buyer in 1924 than has been the case since the turning point in 1920. Bear in mind, however, that in both the industrial and agricultural field there will be no abnormal spurt.

In foreign trade we have a tremendous problem. Our foreign neighbors are buying only what they actually need, primarily because economic conditions will not permit otherwise. Restricted exports and relatively heavy imports are due chiefly to the fact that foreign countries owe our merchants and investors, not taking into consideration the \$11,000,000,000 war loan, between \$3-4,000,000,000. With most of the world's gold supply in this country they cannot liquidate their debts by exporting the gold metal. The only alternative is merchandise and goods, despite the high tariff, are coming in. There is one economic factor that we should recognize and that is that we are economically bound up together. There is no such thing as boundary lines in economics and until a constructive program is arranged and recognized by the powers of the world for the revival of European conditions, other nations will be handicapped, and in the long-run when Europe again begins to produce in normal proportions, we will experience a most drastic volume of imports and keen competition.

Building has been one of the principal factors in maintaining a good business throughout 1923. Building permits in twenty leading cities reached the astonishing figure of over \$2,000,000,000 against \$1,500,000,000 in the previous year, and a low of only \$225,000,000 in 1918. A survey of present building conditions shows that the high rate of activity will continue

well into the current year but do not overlook the fact that a saturation point is not far distant and building, not only volume but prices, is facing an inevitable substantial contraction.

The railroads are also good buyers, reflecting good earnings of last year. There is no basis for expecting any marked departure this year. The Government in the effort to keep within the budget now set, should not depart materially from the present volume of purchasing. However, we should not ignore the fact that for political reasons certain moves may be taken to create buoyant tendencies.

The automobile industry with its tremendous stimulation in production has also played an important role in the marked recovery throughout the latter part of 1923, but here again, we have a situation that is not fundamentally sound and faces a readjustment. Taking building, the railroads and the automobile and Government buying for 1924, the early part of the year should hold up well, but a retrenchment during the closing months, bringing the total approximately 10 per cent. under 1923 figures, is not unreasonable. Perhaps the most bullish factor is that money is plentiful but it should constantly be borne in mind that until this money can be taken by the average business man and placed in an enterprise or the stock market and show at least a fair margin of profit, there is no basis for action.

Briefly summing up, I reiterate that the fundamental conditions controlling business indicate a good volume through the first six months of this year, and the business man should prepare to obtain his share, but if we are to stick to sound fundamental principles, it is better to see what takes place over the next few months before we plunge into the latter part of 1924.

In this connection, it is interesting to note what history tells us in regard to commodity prices. Following the trend over a period of 150 years, we find that prices move in broad cycles of twenty to forty years duration. Prices climbed for twenty years prior to the Napoleonic Wars, touching a peak, then slumping to a low in 1850. Then again the market moved upward to a peak in 1865, then turned and slumped to the low in 1896, which was followed by an upward swing to the peak in 1920. The trend since that time has been downward, interrupted of course by constant fluctuations which have characterized prices over the 150-year period. It shows quite conclusively, however, that the underlying structure is not conducive to a broad upward movement at this time; that any strengthening over the next few months is temporary and is not conducive to heavy inventories.

In summary then, the present business situation means this—(1) That limited and well-balanced inventories should prove most profitable. (2) That overhead and labor costs should, as far as possible be kept down, and (3) that selective selling of merchandise to most prosperous industries and in those sections of the country that are the most favorable will result in the greatest sales per dollar of advertising.

There is one thought that I would like to advance in connection with the hardware business. Every retailer should be giving close study to chain store competition. The history of the chain store has been as follows: When the idea was first proposed, it was ridiculed by the independent retailer and wholesaler. Several of the older concerns in Boston have told me that when the chain store first started they never dreamed that it would amount to anything. Moreover, even after it has been demonstrated that the chain system will work in one line of retailing, the other lines of retailing still insist that their business is different and the chains can never encroach upon their field. Yet we now have chain groceries, chain five cent and ten cent stores, chain drug stores, chain filling stations, etc.

There are certain reasons why the

chains have as yet made relatively little headway in the hardware business. One reason is that the chain system thus far has had its greatest success in lines which can be handled in a rather mechanical way. Packaged and canned groceries, for example, can be handed out by clerks of very limited ability. Most lines of hardware, on the other hand, require for successful selling, sales people of considerable intelligence and experience. Moreover, the stock of a hardware store to be really complete and satisfactory, is somewhat complex, both as to the character of the goods and the variety of size required.

For the above and doubtless other reasons as well, the independent retailer has thus far maintained an almost impregnable position in the hardware field. The point is that the hardware retailer should profit by the example of other lines of retailing and should not go to sleep on the easy assumption that just because he has been somewhat immune from chain competition thus far, that the present situation will continue always. History is not without example, showing that the hardware dealer has not always been as wide-awake and alert as he might be. We recall, for example, that in the early days of the automobile industry, the hardware trade was approached and urged to handle automobile accessories and supplies. The hardware retailer took the position that such a business was not worth bothering with and was not a hardware line anyway. Many dealers have told us that this attitude was a mistake and that if the hardware trade had been on to its job there would have been no need of building up a separate line of accessory stores to handle this business. Therefore, we caution hardware dealers since history shows that they have let something slip by them at least once, not to make the mistake a second time of disregarding the possible menace of chain store competition. The hardware retailer should study chain competition just as carefully as though his position were actually being assailed by the chain at the present moment. Then if the time does come when the chains have covered other fields of retailing and attempt an invasion of the hardware field, the independent dealer will have studied out the best ways of meeting the attack. Years of experience have demonstrated to us very clearly that it is usually the man actually in a trade who is the very last to realize that conditions can change. We recall very clearly, for example, that men in the tire industry assured us that their business always had been immune to the swings of the so-called business cycle and would always continue so. They also assured us long ago when the proposition was first proposed, that the balloon tire was not practicable. The textile and shoe industry of New England assured us that Southern and Western competition would never amount to anything. We have literally hundreds of such cases where the men actually in the industry were the slowest to see what was likely to happen to their own business. Instead of looking at chain store competition in a vague and general way, it should be sharply analyzed into its component factors. If the independent dealer can work out a way to meet the chain point by point, he need not fear this competition. On certain points he will be inferior to the chain. On other points he will about equal the chain and there will be still other points on which he is superior to the chain. It is the net result that will tell the story.

There is obviously no reason why the independent dealer should not be able to match the chain with respect to location, store front, window display, store layout, merchandise display, chain methods and advertising. In regard to the standing in the community, the independent already has a great advantage over the chain. In regard to local management the independent dealer also has great ad-

vantage over the chain. Most dealers feel, however, that when it comes to buying, the chain has something on them, since it can buy in larger quantities. We frankly admit that this is a point which has given us considerable anxiety. We believe that for the best interests of the public it would be well for the two systems of distribution to develop side by side. We should not like to see the independent dealer exterminate the chain and we certainly should regard as a National calamity if the chains drove out the independents. Speaking as an outside and unprejudiced third party, we believe that society has much to gain from a parallel development. Therefore we have been somewhat disturbed to notice that in the matter of buying, the chains apparently have an advantage that cannot be lightly overcome. It seems to us that perhaps one answer is that if the chain buys in large quantity the independent dealer must buy with superior skill.

Our final thought is this. Assume that we are entirely wrong in anticipating that ultimately the retail hardware store must face chain competition. Grant that the character of the hardware business is such that it is immune to chain competition, it is still true that it will be of great and practical benefit to the hardware dealer to study the various factors which confront him and perfect his efficiency in each point. In other words, it is by no means a wasted effort to study chain competition even should it never become an actual danger.

Expect More Summer Tourists This Season.

Onaway, March 18—Who doesn't know C. W. Bahel, familiarly called "Doc.?" Reports come from Detroit, where "Doc." has been recuperating and resting up for the winter, that his steady gain will permit him to again take his place among us at home, and by the time the snow is gone and spring opens up with a vim, as it does in this section, we will see his smiling phiz greeting the stay-at-homes, together with an abundance of jokes and stories he has been able to study up during his long convalescence.

"Doc." has conducted a drug store business here for twenty-five years and he is needed; he is needed in more ways than one; not only in a business way, but socially, and the world is better and more cheerful by having him. Then, again, there's the farm, you know; that's "Doc's" hobby, the place where he spends his spare time. The fruit trees, that fine young orchard that may need spraying and trimming. "Doc." says there's good money in a farm, he knows it, for he has put a lot of money into it.

Ray (Shorty) Young has resigned his position as purchasing agent at the American Wood Rim plant and gone to Detroit. His position is being filled by Follis Holliday. Ray's new undertaking will be a success, of course, as he is made of the right stuff.

There should be no contention between the East and the West side of the State when it comes to soliciting tourist business. Each side has its wonderful attractions and it is just a matter of choice which suits the individual tourist the better. One may want society, entertainment and a lively time; another may want the quiet, restful location or may wish more seclusion. Recreation is what we make it. If it is the wild and natural undeveloped scenery, free from the frills of artificial camouflage, yet within touch of the 120 acre Black Lake State Park on M-10, come to Onaway. Every desire may be satisfied. Fishing, boating, hill climbing, photographing the beautiful spots (and we have many of them); in fact judging from last season's visitors, we expect additional numbers of tourists this year. We are better known and our roads have been

greatly improved. An around the State trip" is sure to satisfy.
Squire Signal.

Silk Operations More Curtailed.

Reports in the broad silk market indicate that further curtailment of producing looms took place during the past week. The mills are now estimated to be operating at 60 per cent. of capacity or less. In spots the percentage is higher. The Spring broad silk demand has been much below the expectations of wholesalers. It is pointed out, however, that the yardage sold is on the basis of last year and much greater than some years ago. This reasoning, aside from the contributing factors of unstable raw silk values, leads to the conclusion of overproduction. One seller said that the trade must wait until consumption catches up with production, owing to the large increase in mill capacity which has developed.

With the thought in mind that "Cleanliness is the road to more business as well as to good health," the owners of the 12th Street Store, Chicago, enlisted the co-operation of their employes in staging a general house cleaning campaign, to dress up the store for the holidays and establish a precedent that would be accepted as a standard for the employes to maintain. To accomplish their desires, the owners of the store put on an employes' contest, offering a beautiful loving cup and additional prizes to each of the workers in the department that presented the cleanest and most orderly appearance at the close of the specified period. The success attending the first campaign induced the management to make it a regular feature of the store's activities, contests now being held at intervals of three months.

Work and—worship.

The Right To Tax.

Detroit, March 18—Several days ago you printed an editorial article to the effect that income tax acts of the States were interfering with the taxing power of the Government of the United States, and you indicated that something should be done to prevent this.

Your article shows how far we have gone and how accustomed we have become to the thought that the Federal Government is paramount. This is due to the great trend of centralization and paternalistic measures of the last quarter of a century. To-day we see all kinds of Federal bureaucracy; see all kinds of suggestions by the Federal Government to the States, and we further see attempts of the Congress of the United States, the agents of the sovereign States, to control. If this does not stop, there will be an end to our divided governments, which scheme has made this Nation great.

The power to tax, as John Marshall has said, is the power to destroy, and it can be destroyed by extreme taxation in the Federal Government, and can wipe out the entire strength and sovereignty of the States. The States have still the right to govern themselves; have still the right to pass their own laws of taxation, and the income tax amendment of the Federal Constitution never meant that an income taxation in the States was to be surrendered. As I most humbly look at this question, it is not that the States are wrong, but that the Federal Government is wrong, and that the Constitution never intended, even as amended, that the States should give way to the General Government in a matter of this sort.

W. E. Hampton.

When business is dull, rainy days or otherwise, take the opportunity to get some of the work caught up that cannot be done well with business brisk.

Persistence, force, courtesy and common-sense will crack the hardest nut, and there is a lotta satisfaction after the cracking.

THE UNITED LIGHT & POWER COMPANY

(Successors to United Light & Railways Company)

Davenport

Grand Rapids

Chicago

The Board of Directors of the United Light and Power Company has declared the following dividends on the Stocks of the Company:

A Quarterly Dividend of One Dollar and Sixty-three cents (\$1.63) per share on the Class "A" Preferred Stock, payable April 15, 1924, to Stockholders of Record April 1, 1924.

A Quarterly Dividend of One Dollar (\$1.00) per share on the Class "B" Preferred Stock, payable April 15, 1924, to Stockholders of record April 1, 1924.

A Dividend of Forty Cents (40c) per share, payable in cash on May 1, 1924, to all holders of Class "A" and Class "B" Common Stock of record on April 15, 1924.

A Dividend of One-fortieth (1-40) of one Share of Class "A" Common Stock, payable on May 1, 1924, to all holders of Class "A" and Class "B" Common Stock of record April 15, 1924.

Where fractional shares result from the distribution of above Stock Dividend, "Bearer Warrants" will be issued representing such fractional shares, and such Warrants will be traded in on the market.

Transfer Books for transfer of Stock Certificates of the Class "A" and Class "B" Preferred Stocks will close at the close of business on April 1, 1924, and reopen for transfers at the opening of business April 2, 1924.

Transfer Books for transfer of Certificates of the Class "A" and Class "B" Common Stocks will close at the close of business April 15, 1924, and will reopen for transfers at the opening of business April 16, 1924.

L. H. HEINKE,
Treasurer.

March 14, 1924.

CONFLICTING REPORTS.

Prices of cotton see-sawed up and down during the past week, apparently under the influence of speculative causes alone, as there was no material change in conditions. On Friday, however, the Census Bureau's report on consumption in domestic mills aroused some interest. This showed the mills used 507,176 bales in February, a drop of 68,000 bales from January and one of 59,000 bales from February, 1923. Allowing for the slackness of the warm months to come, it is estimated that domestic consumption of American cotton will be under 5,000,000 bales for the year. Interest is shifting from the crop already in existence to the one which will soon be planted. Weather conditions have not been favorable for plowing in some portions of the cotton belt, but there is yet plenty of time. While there are conflicting reports about the size of the acreage to be put in cultivation, the best evidences seem to point to this being about as large as was the case last year. More care will be taken to combat the ravages of the boll weevil, and the efforts are likely to be more effective than they have been. Meanwhile the consumption of cotton keeps being restricted because of its high price. In Great Britain the curtailment of the use of American cotton is being systematically carried out. There and elsewhere more resort is had to other cotton. India is shipping out more. In January, for instance, there were exported from there over 400,000 bales, more than double the quantity of the month before. The irregularity in cotton prices is having a disturbing influence on the sales of cotton goods. Every time a drop is recorded it encourages those who are holding back in buying by inducing them to believe, or profess to do so, that still further recessions are to come. Purchasing of gray goods has, consequently, been rather fitful, and the same is true of knit underwear. Makers of sheets, sheetings and pillow cases have taken the bull by the horns and have reduced their prices to what looks like a good trading level. In this they have followed the example of the producers of gingham. Percale prices are yet to be made.

WOOL AND WOOLEN FABRICS.

There is something of a monotony in the reports of auction sales of wool abroad. The latest of them, in Australia, tell again the same story of sustained firm prices. In London another series of Colonial wool sales is now in progress. This was postponed from last week because of the non-arrival of stocks in time. The general impression is that the prices tend to slow down the consumption of wool and induce a greater resort to the use of reworked wool and other fibres. The slacking up of sales of woollens for some time has somewhat lessened the demand as well. The market in this country remains firm and there have been some exports of raw wool, more in demand abroad than here. Response to the offerings of men's wear fabrics for fall continues rather spotty,

but this is more than made up by the demand for women's fabrics. Notable among last week's openings was that of the Forstmann & Huffman Company, which sprang a surprise on the trade by abandoning the pile sheen fabrics in favor of cashmere weaves. This was the more remarkable because that concern was the first to push them into favor a few years ago. The impression prevails that the move is a good one from the standpoint of business because the new fabrics will appeal to many who wish something different than they have been wearing. There will be, it is expected, imitations of the goods, but the one first in the field will have a decided advantage, aside from the quality of the products themselves.

TRADE-MARKED GOODS.

A perennial subject with retailers of practically everything except groceries is the matter of handling trade-marked or branded goods. This is aside from the question of having the manufacturers fix the resale prices at which their products shall be disposed of. There is no unanimity on the subject by the retailers themselves, who have been debating the pros and cons for some years. It is wholly a question of policy. Certain clothiers, for example, find it to their interest to handle one brand or another of Nationally advertised raiment, which is called for by name by customers who have been attracted to it by clever published announcements. In such cases the retailers get the benefit of the publicity for which the manufacturers pay, and the former are merely the agents of the latter. The plan works well for both except when one or the other lets go. Then the retailer has to build up a new clientele or advertise largely to keep his old one, and the manufacturer is able to swing the custom to a new agent. Certain department stores are loath to deal in branded goods, often because they have similar things made to their own order. Heads of such stores insist that their own guarantee goes with what they sell, and that is all that a customer needs. They are also firm in insisting that they will not put themselves at the mercy of the makers of branded articles who can withdraw their supplies on a whim or because of some dispute or disagreement. The strong point made by makers of trade-mark articles is that they can assure buyers of uniformity in excellence. Per contra, the heads of big stores point to the reputation of their establishments and their own responsibility.

NEEDLESS SORTS.

One of the best by-products of the war has been the improvement in methods of manufacture. In the stress of circumstances quantity production was a necessity, and so short cuts were devised wherever possible. As a first step in this direction the interchangeability of parts was found essential. This was not a new idea altogether, because it had become an American custom in individual plants. It was many years ago that a watch company gave an exhibition at which a number of watches were taken apart and the various wheels, screws, etc.,

piled in a heap indiscriminately. Then these scattered parts were put together at random, and the watches were shown to keep as good time as before. The demonstration was made for the purpose of showing how exact and accurate were the methods of manufacture. This same kind of standardizing was applied during the war to groups of plants turning out similar products instead of to a single one. Needless sorts were dispensed with. The results obtained were so satisfactory that the continuance of the methods has outlasted the occasion which first called them into operation. Their extension also to other forms of industry has naturally followed, and the process is still going on. In this work the Department of Commerce is performing service of inestimable value. Standardization is being applied in varied lines of industry, including those of the metals, the textiles and building materials, and even the parts of ships, to say nothing of all kinds of containers and their contents. It helps greatly in securing quantity production and will ultimately result in economies the benefits of which all will share.

THE TREND OF TRADE.

In anticipation of spring requirements a little more activity has been shown during the past week. This was manifested more in the number of buyers taking part in it than in the size of individual orders. It is a little noteworthy, also, that quite a fair proportion of the business is coming in from the districts where there was recently so much complaint about the low prices obtainable for grain and potatoes. This lends color to the supposition that the persons in such regions were not so badly hit as some of the political demagogues have been contending. The general mood, however, as retailers have discovered, is to expect a lowering of prices somewhat in accordance with the reduced ones for certain farm products. It accounts, in a measure, for the zeal shown in shopping around for bargains, which is so much in evidence at the present. This is least perceptible where the style element is the main consideration.

HOW THE RAILROADS HELP.

At this time a year ago there were many complaints of a labor shortage and of a car shortage. Neither of these complaints is heard to-day, and this is a good omen. A shortage of cars at a time when industrial expansion is under way almost invariably leads to the pyramiding of orders. Buyers place duplicate orders with a number of concerns in the hope that one of them may be able to supply the desired goods within the stipulated time. This creates a fictitious volume of buying activity with consequent inflation of prices. The impression soon prevails that there is "not enough to go around," and this further stimulates over-buying. Excessive and high-priced inventories and eventually numerous cancellations are the result. Thanks to the improvements in railway service, there is little danger of such a condition as this developing at present.

TAXATION A FACTOR.

Among those who have manifested a decided interest in the prospects of tax reduction, none surpass the merchants of the country. They are individually concerned as well as on behalf of their customers. To them the exactions of the tax collector mean higher prices for their wares, greater cost of doing business, and lessened sales because of the increased prices that must be obtained. The last mentioned is more marked in the lines of what are by law put in the "luxury" class, where the tax is especially called to the attention of the purchaser. If taxation, National, state and local, could be set back to where it was before the war the tumble in prices to the old levels would come with it. If there was a more general understanding of what taxes are paid and of the fact that they are borne mostly by the poor and those of moderate means there would be an irresistible pressure to remove as much of them as possible. It has been estimated that about one dollar out of every eight spent goes to pay taxes. This does not include the very great ones due to the high customs tariff in force. The only reason why the main outcry is against the income taxes is that these are paid directly and the amounts are something tangible. But the indirect taxes are distributed among every class of the population in the form of higher rents, costs for services and prices for everything that is purchased. Once this is thoroughly understood, the urge for a reduction of all kinds of taxation will overcome all opposition.

CANNED FOODS MARKET.

The buyer of the wholesale grocery house has a list of the commodities which he needs, and when a broker presents his offerings he is often headed off from going over his whole assortment and is held closely to the want list of the buyer. If the broker has just what the buyer needs as to grade, variety and price a sale is made, but not in round lots, which makes for an active market. It is pickup buying which is apt to give the impression that the market is less active than it actually is, for even moderate parcels taken by the varied local outlets mounts up at the end of the week to a larger total than a casual estimate might indicate. Since the buyer is indifferent he is taking advantage of his position and is trying to pick up what he wants at slight discounts, which it is possible to do in some instances where weak holders are tired of waiting. There is spot business going on all of the time, but in a routine, featureless way and almost entirely for nearby outlets. In tone, the various commodities are governed by their abundance and by the attitude of sellers.

It seems funny that a man named Damrich should be sent to the poorhouse as a pauper, but that's what happened in Kansas the other day.

The more business places in lines allied to your own you visit the better idea you will have of what constitutes the best arrangement and management.

Recent News From Michigan Manufacturers.

Escanaba—The Escanaba Paper Co. has increased its capital stock from \$3,000,000 to \$3,500,000.

Fenton—The Fenton Machine Tool & Die Co. has increased its capital stock from \$5,000 to \$100,000.

Zeeland—The Utility Corporation of Holland and Zeeland has decreased its capital stock from \$250,000 to \$200,000.

Detroit—The Wolverine Trailer Equipment Co., 429 Rowens street, has changed its name to the Wolverine Trailer Corporation.

Detroit—Sam Broudy and Max Gross bought the share of Louis Tratner in the United Tailoring Co., manufacturer of wearing apparel at 421 West Fort street.

Ironwood—The Superior Forest Products Co. has been incorporated with an authorized capital stock of \$50,000, \$10,000 of which has been subscribed and paid in in cash.

Detroit—The Corrugated Paper Box Co., 1230 Wilbor avenue, has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$6,100 paid in in cash.

Detroit—The McNally Construction Co., 1000 Washington boulevard building, has been incorporated with an authorized capital stock of \$9,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Higgins-Bothwell Co., 1737 Dime Bank building, has been incorporated to manufacture and deal in steel products at wholesale, with an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Detroit Lemon Products Co., 9046 Linwood street, has been incorporated to manufacture and sell extracts, flavors, syrups, etc., with an authorized capital stock of \$10,000, of which amount \$1,000 has been subscribed and paid in in cash.

Holland—The Dutch Boy Co., 183 West 15th street, has been incorporated to manufacture and sell yeast, yeast food, bakers' materials and supplies, with an authorized capital stock of \$15,000, of which amount \$9,800 has been subscribed and \$4,300 paid in in cash.

Detroit—The Crary Corporation, 3045 Northwestern street, has been incorporated to manufacture and sell metal specialties, screw machine products, etc., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,200 paid in in property.

Detroit—The Detroit Industrial Vehicle Corporation, 1200 Washington boulevard building, has been incorporated with an authorized capital stock of \$300,000 preferred and 100,000 shares at \$1.50 per share, of which amount 13,333 shares has been subscribed and \$2,000 paid in in cash.

Detroit—The Security Trust Co. has been appointed receiver for the Best Stove & Stamping Co., with plant at 145 East Atwater street, under a petition filed by creditors of the concern, alleging that it is bankrupt. The company has been engaged in the manufacture of small sheet metal stampings for automobile manufacturers, and electric stoves, toasters

and so forth for several years. The liabilities of the company are said to be approximately \$40,000 and the assets, according to the books, about one-half of that amount.

Co-Related Sales.

When a customer asks for pancake flour—mention syrup.

When a customer asks for canned pumpkin—mention nutmegs.

When a customer asks for macaroni—mention cheese.

When a customer asks for tuna—mention salad dressing.

When a customer asks for corn starch—mention vanilla extract.

When a customer asks for canned soup—mention soda crackers.

When a customer asks for cake flour—mention chocolate, icing sugar, nut meats, marshmallow creme.

When a customer asks for bluing—mention clothespins, soap chips, washing powder.

When a customer asks for sardines—mention lemons.

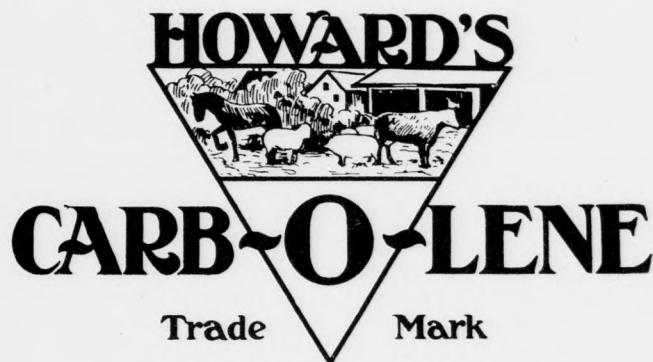
When a customer asks for pork and beans—mention catsup.

When a customer asks for jelly glasses—mention paraffine.

All big men are not well known. All well-known men are not big.

...THINK...

If you were Lousy, what would you do?



Kills Lice on Stock and Poultry

No Dip No Dust No Fuss No Muss

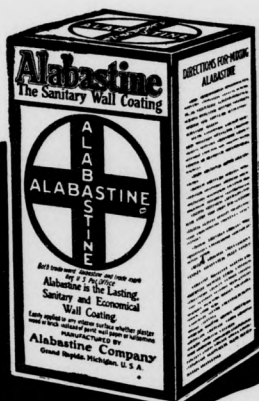
“JUST SPRAY”

Hazeltine & Perkins Drug Co.
Distributors
Grand Rapids, Mich.

Odessa Chemical Co.
Manufacturers
Lake Odessa, Mich.

Write for prices.

Please mention the Tradesman.



Ask Your Dealer or Decorator about the ALABASTINE OPALINE PROCESS



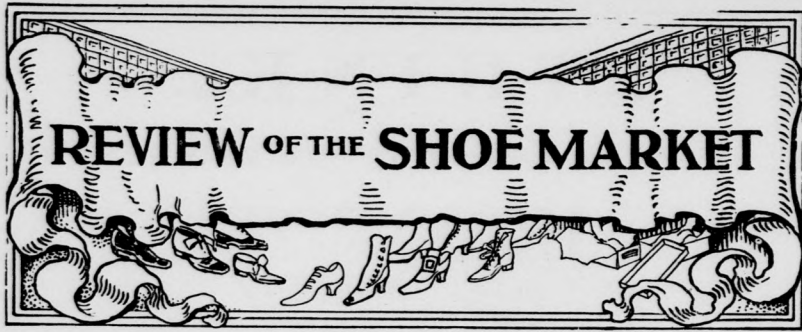
Beautiful walls! Harmonies never before imagined! A blending of tints and tones, a magic interweaving of colors which will transform your walls into a rich fabric unsurpassed in its charm and cheerfulness—and at a cost well within your means.

ANY good decorator can do the work—nearly all stores dealing in paints can supply the material—anyone can now afford to have Tiffanized walls formerly the exclusive privilege of the very wealthy.

Alabastine
Instead of Kalsomine or Wall Paper

All that is necessary is just Alabastine, the same nationally accepted wall tint which for forty years has been used in homes, apartments, offices and public buildings of all kinds—the same sanitary, durable, economical and artistic wall coating sold by the best stores and used by the best decorators. With Alabastine, regularly applied you get the exact color to match your rugs and draperies. Through the Alabastine-Opaline-Process you obtain a combination of colors most pleasing and satisfactory. Before decorating ask to see samples of the Alabastine-Opaline-Process.

The Alabastine Company
Grand Rapids, Michigan



Forecast as To Styles in Men's Shoes.

Men's footwear shows a continuance of a variety of style second only to women's and limited only by the fact that men's patterns are by necessity confined to an interpretation of the bal and blucher oxford patterns. Almost every conceivable sort of decoration is employed to give the shoe a distinctive style character of its own. This is accomplished by the combination of the last and the upper decoration and making the one in good taste with the other. The perfectly plain shoe in a custom effect is seen side by side with the more ornately decorated uppers on extreme lasts, and neither loses anything by the comparison, but rather each helps to accentuate the smartness of the other.

No great change is seen in the toe shapes as a whole. An interpretation of the modified brogue last still predominates in the young men's field, ranging down to the distinct French or narrow type of brogue. But there is noted a growing tendency to bring back the conservative semi-English custom last with a medium and more dressy toe than the brogue, partly brought about with the constantly increasing sale of black shoes. The present season will probably act as a starter for a wider use and sale of this English last and next fall it will perhaps give the brogue a battle for popular favor. Freak lasts are conspicuous by their absence and comparative foot comfort and toe room seem to be firmly established.

Patterns vary as to sections. Straight oxfords find greater favor in some cities but in others, especially in stores and grades catering to the young smart set of dressers, blucher oxfords are shown fully on a 50-50 basis. The higher the grade and price the plainer the pattern. It is in the medium popular grades that is shown the utmost of ingenuity in designing patterns that are different and as a rule in good taste. Square and wide throats and a great many with fancy throats with semi-"V" shapes or with reverse curves are shown. Saddles appear on a great many patterns and these are sometimes in a mild two tone contrast or of the same material as the body of the upper. Many vamps are pinked and scalloped to match the tip and then fancy stitched with a row of modest size harness stitches between the regular stitching. Patterns are designed for the most part to be interpreted with fancy stitching, rather than perforations, though some of the smartest styles shown are with perforations. Blucher patterns are especially decorative this season in an attempt to place the blucher oxford as a class in

"sporty" variety but which at the same time can be stretched into use as a business or street shoe.

Inch, and seven-eighths inch heels hold popular favor and they run to the square-broad and long shape, setting well up under the arch.

It is in leathers that we find ideas varying as to sections. Black calf has shown a tremendous gain in the last few months but with the coming of spring and summer tans will of course predominate and blacks will slow up in pair sales against the tans. In the tans the medium shades now hold the balance of favor, with a strong leaning toward even lighter shades than can be described as medium, while it is only in the lower grades and in certain sections of the country that the extreme dark shades are shown in any quantity. Smooth leathers are shown more than the boarded varieties that were so popular during the fall and winter and this is a logical happening. There are, however, some very attractive models shown in light shades of finely grained and glazed boarded leathers that look "summery" even though in a grained effect.

As always, conservative styles for the middle aged trade are shown in black and tan or brown kids but calf leathers are used almost exclusively in the smarter styles. As the season advances it is expected that lighter colors will gain in sales over the medium or darker colors, paving the way for a return to the medium for the next fall styles.

Plain toes are staging a come-back and are shown in a good proportion to the whole. Straight tips are used on conservative footwear but there is great variety of fancy tips shown with reverse curves and inverted "V's" to match throat designs. The wing tip is seen only occasionally and then on semi-sport shoes.

Bottoms are still heavy with medium to very full edges. In tan shoes many are made with brown welt stitching in place of white but the white still prevails in the majority. The better manufacturers are following the suggestion of style conference and are putting forward a lighter sole and closer trimmed shoe with the idea of making spring and summer shoes look enough different from the fall styles to create a sharper demand for something different. This idea received consideration too late to make a sharp distinction this season but it is believed to be a sound idea and will be a real feature of next year's spring and summer styles. The slogan will be "Lighter shoes for spring and heavier for fall." Then the displays will show a marked contrast to each other and it is well

known that men will welcome a lighter weight shoe for hot weather months.

Clever designers have succeeded in putting "pep" into men's styles until there is apparently no end to the good things that a merchant can select and expect to sell. But a lesson should be learned from the situation in women's footwear and merchants will do well to steel themselves against the danger of buying so many of the good styles that the clean-ups will break their backs as to profits.—Shoe Retailer.

Most Important Word in English Language.

Trenton, Feb. 26—I cannot subscribe to the ultra-importance of the connectives, particles, auxiliary verbs, a, and, the, but, be, etc., although we may use them more often than we use other words; because they are not essential for the conveyance of thought; a man conveyed intelligence to his fellow-man for ages without them, before the rise of grammar, the separation of the parts of speech or the development of the auxiliary verb.

The Chinese language has done without them and has satisfied the linguistic needs of an intellectual people for 5,000 years. The jargons, like that of the Chinook at the mouth of the Columbia River of Oregon, and that at the mouth of the Mackenzie; the pidgin English of Asia, as well as the sign language of the Plains Indian, lack them completely.

They fill our need for a clearer differentiation of meaning and a more artistic expression, but are not essential for the conveyance of intelligence, because intelligence can be conveyed without them. When, for instance, a Chinaman from the Asiatic Coast is reproached for non-compliance with orders when no means have been provided, he would probably say, "No got—no can do," and would be as well understood as if he had used all the refinements of our inflected tongue: "I did not do it because I did not have the means with which to do it."

Some have given "duty" or "loyalty" as the most important word, but it seems to me that the word "fidelity" covers both of these words and more. Without any doubt, there was fidelity in the world before there was any word to express it, but the word is necessary to inculcate the quality in the young. Fidelity, the most important element in the formation of character; fidelity to one's God, fidelity to religion, to one's country, one's state, family and employers, without which, although possessed of no matter how much intelligence and learning, a man is but "a reed shaken in the wind," of no real value to himself or to anybody else. If you lean on him, you will fall down.

I must, therefore, nominate the word "fidelity" as the most important word in the English tongue, followed by "truth," "justice," "honor" and "mercy."

The supreme effort of the United States Military Academy at West Point is not to teach mathematics, the principles of the art of war or skill in the use of the various arms, although these are all taught there with great efficiency, and much more besides; but the supreme glory of West Point lies in the character formed there, the character of the long line composed of the thousands of her graduates "who have fought the good fight, who have kept the faith."

Fidelity, truth, justice and honor were the very foundation and cornerstones of their character, without which we are nothing. H. L. Scott, Major General, Retired.

"It takes all kinds of people to make a world," but no one would notice the world lacked completeness if a few kinds were left out.

Education and Purchasing Power.

Communities which spend the most per capita on education also lead in the number of motor cars. This fact is brought out in a recent study made under the auspices of the National Automobile Chamber of Commerce. Incidentally, it is pointed out that the motor car is contributing also to the efficiency of the school systems of rural communities. It does this by making it possible to increase the area of the school district, so that the school may be larger, with more funds to support it, and with better equipment. The motor bus has made it possible to bring children within a radius of fifteen or eighteen miles to the same school. The two things work together—the better the schools the more motor cars, and the more motor cars the better the schools. What is said with regard to motor cars applies almost equally in the case of everything else that makes for human well-being. We have heard it said that what a community spends for paint has some connection with what it spends for education. Good schools and well-painted dwellings and barns go together, and both are good indications of community purchasing power.

Business Builders.

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SUCCESSFUL SALESMEN.

L. S. Conklin, Representing American Broom and Brush Co.

Lee S. Conklin was born on a farm in Washtenaw county, Mich., Nov. 25, 1887. Both his father and mother were direct descendants of English people. He attended the district school near his home and completed his education in the Manchester high school. When he was 20 years old he pursued a business course for a year in Cleary's Business College, Ypsilanti. His father was a practical broom maker and conducted a small factory on his farm during the winter months. Lee not only learned how to make brooms, but sold the output of the factory to the farmers of Washtenaw county from a lumber wagon. The elder Conklin has since removed to Albion, where he conducts a small broom factory on his own account.

Thirteen years ago Lee secured a position as traveling representative for the Merkle Broom Co., of Paris, Ill., covering Michigan territory. He maintained this connection five years, when he transferred himself to the American



Lee S. Conklin.

Broom and Brush Co., of Amsterdam, N. Y., with which house he has since been identified. He confines himself to Michigan territory and undertakes to see his customers four times a year.

Mr. Conklin has been twice married. His first wife was Miss Rosamond Anthony, of Manchester, who died two years later. March 3, 1914, he married Miss Gladys Greenman, of Grand Rapids. He has a 12 year old boy by his first wife and has a 9 year old daughter by his present consort. Upon his marriage to Miss Greenman he changed his home and headquarters to Grand Rapids. The family reside in their own home at 2022 Francis avenue.

Mr. Conklin is a member of the Burton Heights Methodist church and sings bass in the church choir. He is a member of Grand Rapids Council, U. C. T., but has no other fraternal connections, his home and his church affording him all the social contact he requires.

Mr. Conklin owns up to no hobby but vocal music and attributes his success to hard work. Realizing the need of a proper display rack for brooms, he made the subject a special study

for several years and finally developed an idea which bids fair to give him a National reputation as an inventor. His rack is constructed of wire, being only eight inches wide, 2½ feet long and thirty-three inches high. It has a capacity of twelve brooms, representing four different grades. The device is moderately priced and is evidently destined to meet with a large sale. Mr. Conklin has applied for a patent on the rack.

Make One Sale Lead to Another.

Written for the Tradesman.

When a customer enters the store, you, as proprietor or clerk, go forward immediately to wait upon him. The desired article is found and a sale made. Then you say, "Will that be all?" and he answers, "Yes." The incident is closed; you have rendered satisfactory service; but have you been one hundred per cent. efficient as a salesman? Could you not have sold that person something additional without inducing him to buy something he did not need or which might prove a disappointment?

Some people anticipate their needs and prepare a list of articles wanted and seldom can anyone induce them to buy anything else. There are others who are on the lookout for new or improved articles and who welcome helpful suggestions. But the one whom you can serve most is the one who goes to a store for one thing which is immediately needed, and never stops to consider if anything else should go with it. He makes several trips to a store when one would have sufficed if he had counselled with someone or the merchant had discovered his needs. The merchant can help such people and win their good will by anticipating their needs for them. To do so he must understand their work—their vocation—and know the assortments, the various combinations of tools or implements for each kind of work.

Take the hardware, the implement or general store, for instance, and the following as an example of how a merchant can serve his customer beyond the limits of his stated needs:

A man goes into a store to buy an axe helve. The merchant sells him one. That was all he intended to buy; but the merchant knows that before he completes hanging his axe he will use a drawshave, a chisel and sand paper, and the dealer might ask if he is supplied with these. He may also ask if he has the right kind of files to remove the rust scales from inside the axe which has been used some time. Sometimes the edges overhang the opening and must be smoothed off. A flat file will do, but a file with one side flat and one side oval with sharp edges will reach where neither the flat file nor the rat tail file will touch. Time is saved by having exactly the right kind of tools.

If the man is going to cut wood in the woods he will need a crosscut saw, iron wedges, beetle or maul, chains, etc. Why not enquire if he is well supplied with all such? The one article asked for is, the first clew to discover the nature of the work about to be undertaken. The merchant who studies the needs of his customers can take the clew or cue and make one sale lead to others. E. E. Whitney.

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Study of Prices, Profits and Readjustment.

A study of economic conditions is confronted, at the present time, with a series of apparently conflicting circumstances, and a forecast of the forthcoming stages in the industrial cycle is determined by the relative weight to be assigned to these different circumstances. The condition of our economic activity at any one time is a resultant of many factors and forces. When the stresses and directions of these factors are all the same prediction is simple and relatively certain; but when the forces acting within our industrial arena exert their pressure in different directions, a prediction of the resultant requires a careful appraisal of the relative magnitudes as well as the relative directions of the determining forces. That is the situation now.

The beginning of any economic study is prices. The general level of commodity prices exerts an influence both as cause and effect. It is a kind of center which reacts upon and is reacted upon by all else—profits, interest rates, wages, rents. And were we able to determine this level with an intelligent accuracy, there would be a firm basis upon which to stand and from which to survey the horizon. But the most confusing element in the whole economic situation at the present time is the many apparently inexplicable anomalies in a catalogue of commodity prices. When the prices of certain raw materials are very low, the prices of semi-fabricated and manufactured commodities along the same and allied lines, and finally the retail prices, will be consistently low. This is not true at the present time. The prices of certain raw materials, notably hides and rubber, are low; certain others, notably cotton and wool, are high. All of these are the products of agricultural activities, which, under the stabilizing conditions of economic competition and adjustment, should, in the long run, command a price level just sufficient to compensate a slowly moving but certain stream of capital into this production.

While the prices of fundamental raw

materials are by no means consistent with one another, there is even less consistency between the prices of the raw material and semi-fabricated and finished product. Above hides stands leather, which is even lower relatively than hides; but on the next level, shoes, the wholesale price level quite inadequately reflects the low price of leather and the retail price level none at all. On the other hand, although cotton is very high, relatively, wholesale prices of gray cloth do not compensate for the ordinary costs of production, and the retail prices of finished goods are but little higher than when cotton was selling at less than half of its present price. What is the explanation of these anomalies and what do they indicate?

It is a time-honored dictum among the economists that for short periods of time the costs of production have nothing to do with the current prices. These will be determined by the balance between the present demand and supply of the commodity. But in the long run the supply of the commodity will be increased or decreased according as the prevailing price is above or below the current costs of production; and, retroactively, the changes in the supply will affect the price at which the demand is satisfied. In other words, the costs of production have nothing to do with temporary prices, but everything to do with permanent prices.

But the distinction between short and long runs, between temporary and permanent conditions, is relative. Under normal circumstances, in most industries not involving a conspicuously long time between the raw material and the finished product, short run adjustments do not require more than a few months or a year or so at most to run their course. On the other hand, after great catastrophic movements the adjustments resulting are much slower. The greater the disturbance in the economic equilibrium the longer will be the time required to establish a new equilibrium. In brief the equilibrating forces act much slower and show great apparent irregularities after unusual economic disturbances.

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public is exerting every restraint to withhold its purchases. Consequently both hides and leather remain low, manufacturers are losing because of the heavy overhead that must be apportioned to each pair of shoes, retailers feel constrained to reduce their purchases to the smallest compass. The highly organized labor unions are refusing to concede anything, preferring idleness at high wages to work at low wages. Meanwhile the buying public, told by every tanner, broadcasted by the press, that leather is a drug on the market, postpone their purchases knowing with the naive shrewdness of ordinary horse sense, that in the end the prices of shoes must decline to correspond to those of leather. And in the end this will be true. The process of reaching this end however, can be foreshortened if manufacturer, worker and retailer—irrespective of the promptings of high wages for part time and the elusive overhead—literally force the consumer into the market through abrupt reductions.

This, then, is the situation as an outsider observes it at the present time. The industrial machinery sustained a series of terrible shocks. The wheels of the production and distribution of commodities are out of gear. Their movements and adjustments lack balance, and they will remain so until new adjustments are attained. Alone and unaided by individual effort and understanding, these adjustments will be ultimately reached after a considerable period of time. But if intelligence and foresight can be brought to bear on the adjustments the length of time can be shortened. While ultimately the wheels of the economic order necessarily attain their balance, the grinding and wear and the time can be lessened by intelligent direction.

Arthur S. Downing

What Will White Hose Do?

One of the questions that is puzzling buyers of hosiery with an eye to the future is the course white hosiery for women will take this Summer. Indications are that important factors in the women's shoe industry will make a strong drive on white shoes, both plain and piped with colors, for that season, and in some quarters of the hosiery trade that is taken to presage a good season for white stockings. In other quarters the position is taken that the popular Summer hose will run very strongly to the lighter tones of colors that are already well established, with those in the "nude" and "semi-nude" category especially in favor. At the moment it looks like a case of "paying your money and taking your choice."

Conundrums by the Fire Fiend.

Why is the man with a cracked chimney in house like a person who has been exposed to influenza? He's in danger from the flu.

Why is the man with no fire insurance like a dish of ice cream? A fire would ruin him.

Why is a house with a shingle roof like a worthless employe? It gets fired quickly and then it soon has no means of support.

Why is a man with adequate fire insurance like a cigar dealer? It doesn't worry him to smell smoke.

Seasoned Conclusions on Three Kinds of Life Insurance.

I was 65 years old last Sunday and naturally my mind reverted to the subject of life insurance, of which I have always been a strong supporter. I began taking out life insurance forty-five years ago. My first policy was in the Mutual Benefit of New Jersey. It was a straight life policy. The original rate was \$19.14 per \$1,000. If the company had been a stock company, instead of a mutual company, I would still be paying \$19.14 per \$1,000 each year. Because this policy is in a mutual company, I am paying \$9.11 per \$1,000 each year.

Because I was something of a radical in those days, having imbibed the ideas of Felix Holt from the perusal of George Eliot's remarkable novel of that name, I naturally drifted into fraternal insurance and became a member of perhaps a dozen so-called fraternal organizations, which wrote insurance in those days at \$12 to \$15 per \$1,000 per year. At one time I had about \$25,000 fraternal insurance. All of these organizations except two have failed. In most cases I paid no more than the insurance was worth, so I am nothing out. I still have a \$5,000 policy in the National Union Assurance Society, of Toledo, which is costing me five or six times what straight life (mutual) insurance would cost me if I had taken it out at the time I became connected with the National Union Assurance Society. Up to March 16 I had \$3,000 insurance in the Royal Arcanum, of Boston, which appears to have a strong disinclination to carrying members after they reach the age of 65, because the managers now propose to increase my annual premium to \$276.84 per year, which is, of course, absolutely prohibitive and outrageous.

If I had taken out a stock policy, instead of going into the Royal Arcanum I would now be paying \$57.52 per year for the \$3,000 insurance. If I had taken out a mutual policy, instead of going into the Royal Arcanum I would now be paying \$27.33 per year for the \$3,000 insurance.

After the fraternal craze had subsided I began taking out \$5,000 term policies in mutual companies; first, 20 payment, then 15 payment and finally 10 payment. This, of course, cost more than straight life insurance, but the dividends declared and paid from year to year after the second or third year brought the cost down considerably. Now, at 65 years of age, I have several \$5,000 paid-up policies, which are actually a source of profit to me, instead of being a liability, because I now receive handsome cash dividends on them every year.

If any young man were to ask me what kind of life insurance to take out, I would advise him most strenuously to avoid both fraternal and stock insurance as he would the miasma—the fraternal because they do not set aside a sufficient percentage of funds to enable them to carry a man through the period of old age, and the stock companies because they cater almost solely to their stockholders instead of their policyholders. They squeeze the policyholder in order to pay big dividends to their stockholders. Having

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no stockholders, the Mutuals are conducted solely in the interest of the policyholders and give the latter a fair deal. Of course, the stock companies pretend to pay dividends to policyholders, but the proportion so disbursed is so small as to be little short of ridiculous.

I am also fully convinced that the proper insurance for a young man to select is a term policy, because it enables him to secure all the protection he needs during the period of his largest earning power, so that when he reaches the age when he is supposed to retire from business or slow down on his income, he will have completed the payment of his life insurance policies.

It so happens that I am a stockholder and policyholder in a stock company, but I find that when it comes to a showdown there are even distinctions between stockholders—that those who "stand in" with the "powers that be" receive concessions and inside profits which are denied the less prominent men who happen to hold stock in the company. In fact, I have seen so many discriminations of this character in the management of stock companies that I have reluctantly come to the conclusion that both life and fire insurance, as conducted by stock companies, is wrong in theory, unfair in application and unsatisfactory in results, because it puts in the hands of a few men the opportunity to do things which they ought not to do and which ought not to be tolerated in this day and age of the world.

There are enough good mutual life insurance companies to handle all the insurance needed in this country. If this timely warning causes any young men who believe in my candor and fairness to steer clear of stock and fraternal insurance I shall feel amply compensated for the effort.

E. A. Stowe.

Emeralds Still Going Strong.

Emeralds still continue their sway in Paris and London, according to a well-known local precious stone dealer who has just returned from the other side. Rubies are improving slowly in demand. Very few really fine ones are now available abroad at any price and any real call for these stones would send them up like skyrockets. Sapphires are in an extremely strong position, and in quantity sales they top the list of precious stones. Fine pearls were said to be scarcer in the Paris market than for many years due largely to active buying on the part of wealthy Germans. An increased use of semi-precious stones has been apparent abroad in the last several months, it was further said, with aquamarines leading and amethyst and jade fighting it out for second place.

A Good Way To Start One.

Some time ago a woman set fire to a window curtain accidentally, then took a newspaper to beat the blaze out; the newspaper caught fire, and she threw that on the bed and began to scream excitedly, all the while the fire was creeping gradually on. In a case like this keep cool, don't get excited, fight the fire calmly and call for help quickly. After this woman had about swooned, another one appeared on the scene with a fire extinguisher and extinguished the fast-spreading blaze without any excitement whatever, thereby saving life and property. Keep cool always, have fire extinguisher handy at all times, use them correctly when the fire is small and the chances are it will never be a big one.

Now It's Mah Jongg Handbags.

Capitalizing the Mah Jongg craze, a handbag manufacturer is now placing on the market a series of pouch and under-arm bags that are made of canton silk decorated with the distinctive characters of the tiles used in the popular game. There are six different styles of the bags, each being set off with clasps, knobs, medallions, pendants or corner ornaments in Chinese metal effects which are embossed. The bags are fitted and are produced in the wanted tan, navy, gray and rose shades. They wholesale from \$24 to \$48 per dozen.

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NEAR TO NATURE.

Thoughts Invoked By Florida Scenery and Sunshine.

De Land, Florida, March 10—There is an eccentric man I occasionally meet on the streets of this city. He is poorly clad, uncouth and unkempt, repulsive in appearance and action. He usually carries a basket, into which he places the gatherings from his foraging expeditions. I learn by enquiry that he is a highly educated person with college degrees and is a member of the bar. Through monomania he has become a burden to the community. He had no one to check him up and divert him when his mind became unbalanced; the obliquity increased and became intensified and clinched into all the activities of life. This is an object lesson for all of us and should lead us to iterate and reiterate daily the petition, "God of our being, help us in our determination to preserve our balance and avoid placing the emphasis of our convictions on narrow terms to the exclusion of rectifying agencies; and grant us the type of companionship that will kindly but firmly lead us from making deep channels of belief that shut us out from a catholic view of life's purposes and destiny."

The more I see of human nature, as it expresses itself in civic, welfare agencies, politics, religion and social life, the stronger I am impressed with the dangers that beset all of us and tend to throw us off our balance through false interpretation and undigested emphasis. Most of us are cranky in some line of thought and its expression and it is important for us to lay hold of corrective influences that will preserve our poise. Sometimes this is a painful process, like springing a dislocated joint into place, but we do well to welcome the agency that puts right before our obliquity becomes chronic.

Students in college and seminary who specialize upon some single line of investigation and study to the exclusion of elements that develop a broad culture are apt to stimulate a narrowness of outlook that puts limitations upon their ability to discern correctly relationships that make for sanity and catholicity. I know of nothing that is more correct than an intimate touch with nature and her processes. The preacher who thinks out his sermons while watching the revelations of divine law in the woods and fields is a safer sky pilot than the theologian who is constantly involved in Greek, Hebrew and the literature of closet students and thinkers.

Every social worker should spend a portion of each day working out the problems of the field and garden as a prefatory experience with nature before tackling the complexities and perplexities of human nature.

A broad statesmanship can have no safer foundation than the practice of agriculture. There has to be so many adjustments and readjustments of views and processes that the tendency toward dogmatism and partisanship find so many deflections that sanity in judgment is promoted. An engineer in his office lays out a road for a given locality with rule and dividers with all the exactitude of mathematics, when perhaps a cow traversing the line would hit upon a more beautiful and serviceable highway for all time use. We develop some high and mighty notions concerning the growing of crops under the methods of exact science and run against some of nature's hidden snags and get a shock that is good for us. We learn that we are very apt to know a good many things that aren't so.

I listened to Mr. Bryan the other day when he came here to enliven the schedule of the Mission with studies and heard his fling at the Federal Reserve banking processes and his hu-

mor in combatting the findings of science in the evolution of man and could not help but feel that the study of the evolution of the best methods in agriculture and putting into practice some of his own academic notions in handling soil and plants would be useful to him.

In observing the conditions here in Florida and the enticing problems connected with the conservation of the unusual resources of this peninsula, I am obsessed with the desire to dig at their solution. I have no high and mighty notions of how things should be done, but I do see wonderful possibilities awaiting the thoughtful observer who has a constructive mind and who will bide his time in arriving at conclusive methods of operation.

The wide range of trees, shrubs and plants that can be used in making this country beautiful and attractive to the immense volume of tourist travel opens up opportunities of wondrous promise in supplementing climate and edible products with artistic pictures that will feed the aesthetic appetite and hold the interest and affection that climate awakens. This is a field hardly touched as yet and involves the equipment of the botanist and landscapist in the utilization of the wide range of elements nature has provided for "The art that does not mend nature, but change it rather, for the art itself is nature."

I spread some newspapers over a ground cover of oak leaves at the foot of a big pine tree. I rolled my coat into a cylinder, making a very good pillow, and with this safeguard and element of comfort I lay down prone upon Mother Earth. A small sheet of water in the hollow of a finely moulded basin with its finely embroidered margins was snuggled in my immediate foreground. Occasionally a ripple in the water indicated the location of a fish reaching up for air or an insect. A trio of ducks dropped suddenly from the air and floated leisurely upon the glassy surface; a blue heron languidly flapping its great extension of pinions alighted on the top of a small stub protruding from a grassy expanse of the lake and for an hour remained perfectly stationary except for a slight movement of the neck, craning at various angles, evidently looking for a morsel that would satisfy hunger. Billowy clouds floated up from the horizon, their snowy whiteness contrasting charmingly with the azure of the depth of sky. A cawing flock of crows, busy in conversation and intent upon some distant feast, migrated across the stretch of sky, adding a note of interest to the scene.

Far up in the depths of the sky my eye catches the outline of an aeroplane performing wonderful evolutions for my diversion. Nearer it comes and as it gyrates into an area for closer inspection, I see it is not one of man's devices, but the original upon which the inventive human genius gazed in forming his heavier than air contrivance for sky traffic. It is the easy natural movements of a buzzard that fascinates me and entrances my vision, as he evidently seeks me out with his eagle eye in the seclusion of my resting place.

Near at hand are many small birds, some of which I cannot identify. A blue jay saucily disputes my squatter's sovereignty; a mocking bird perched on a decayed branch pours forth his delicious melody, apparently for my special delectation. Occasionally I hear the whir of a quail or partridge in the distance. Nature seems alive with interesting forms and articulations.

Then in a hiatus of these seductive diversions my eye catches the beauty of the distant skyline, the gentle curves of which are punctuated by pointed tree tops forming an entrancing margin to my picture. Individual trees in the foreground impress me with their

symmetry as they give emphasis to the little promontories that thrust themselves into the area of the lake.

The air is soft, mellow and soothing and the temperature mild, permitting the acme of creature comfort with coat and waistcoat discarded.

The delicate perfume radiating from the blossoms of the yellow jasmine trailing over the adjoining bushes and even extending to the treetops is grateful to the senses and the aromatic quality of the pine needles upon which my improvised bed reposes adds to the luxury of the situation.

I extend my hand and caress the soft foliage of a baby long leaved pine within reach and I exult over the lavishness with which nature contributes to the gratification of all my senses. I am speaking of myself all this time but I am not without human companionship, for my most cherished man friend sits upon a cushion of leaves with the tree trunk for a back and for an hour we are completely absorbed in the monstrous beauty of the picture and, with all our senses alert, we enter into the luxury of our surroundings. Then suddenly my companion breaks the silence with "Do you see?" and I respond, "Yes, I see," and we lapse again into the deliciousness of a companionship that understands without spoken utterance. Is this the kingdom of heaven or is it a scene in my beloved Northern Michigan in the month of June? Neither. It is a February day in Florida. What more do I need to complete the charm which nature has so richly provided? Only one thing and I hold it in my hands—David Grayson's "Adventures in Contentment," the opening of which at any page will reveal to me in written language the satisfaction I am enjoying through the alertness of the senses. As I close the volume and once again drink in the beauty of my surroundings, I look up to my companion and repeat the closing lines of Paradise and the Peri:

"Oh, joy forever, my task is done. The gates are passed and heaven is won."
Charles W. Garfield.

Readjustments in Mining.

Some one recently said that the bituminous coal industry in this country was in need of birth control. He meant that there are too many coal mines. If all of them operated at capacity the coal supply would be excessive and not even the best of them could earn its operating costs. There are not only too many mines but also too many miners. On an hourly basis their wages are high, but owing to the irregularity of the work their average earnings are small. One thing which has enabled the least efficient mines to operate spasmodically has been the frequent interruption to production by strikes in the union fields. In such periods coal prices have soared and the inefficient mines have been able to work for a time at a profit.

The recent agreement entered into by the union mine operators and the miners' representatives, whereby the present wage scales are to continue in force for three more years, may have the effect of shutting up a large number of the small mines which can operate only when there is interruption in the larger mines. This depends, of course, on the agreement being kept and peace maintained during the next three years. In that event perhaps 200,000 miners now irregularly employed in the small mines will be available for other industries.

Be right—or be left.

Late Michigan Mercantile News.

Manton—Percy L. Essex succeeds Dell Death in general trade.

Hancock—Herman Steinhelber, of Marion, Ind., succeeds George Burke as manager of Hotel Scott.

Scottville—O. W. Rice, formerly of Greenville, recently purchased the general stock of L. F. Leonard.

Lansing—Two gunmen held up and robbed the Phillips & Devries drug store of \$50 and \$25 worth of narcotics.

Detroit—The F. J. Barrett Lumber Co., 1600 East Davison avenue, has increased its capital stock from \$50,000 to \$100,000.

Yale—The Yale Elevator Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$12,000 has been subscribed, \$5,000 paid in in cash and \$7,000 in property.

Glenwood—The Glenwood General Store & Manufacturing Co. has been incorporated with an authorized capital stock of \$15,000, \$7,500 of which has been subscribed and paid in in property.

Scottville—L. F. Leonard has sold his store building and grocery stock to Ordway & DePeel, who will take possession April 15. Mr. DePeel has been assistant to Mr. Leonard for the past three years.

Ellsworth—The Franklin Creamery Co. has been incorporated with an authorized capital stock of \$10,000 common and \$5,000 preferred, of which amount \$5,000 has been subscribed and \$3,200 paid in in cash.

Kalamazoo—Ned Wooley, who conducts a men's furnishing goods store at 116 South Burdick street, is installing entirely new and modern store equipment, shelving, show cases, etc., furnished by the Wilmarth Show Case Co., of Grand Rapids.

Detroit—The Acme Glass Co., 1766 Mt. Elliott street, wholesale and retail, has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in in property.

Saginaw—G. A. Alderton & Co., 301-3 Cass street, wholesale grocer, has merged its business into a stock company under the same style with an authorized capital stock of \$300,000, all of which has been subscribed and paid in, \$75,000 in cash and \$225,000 in property.

Temperance—A. I. Rodd & Co., lumber, building materials, etc., have merged their business into a stock company under the style of the A. I. Rodd Lumber Co., with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$5,000 paid in in cash and \$17,000 in property.

And How They Do Attract.

The class was studying magnetism. "Robert," asked the professor "how many natural magnets are there?"

"Two, sir," was the surprising answer.

"And will you please name them?"

"Blonds and brunettes, sir."

You don't have to be forward to go forward.

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

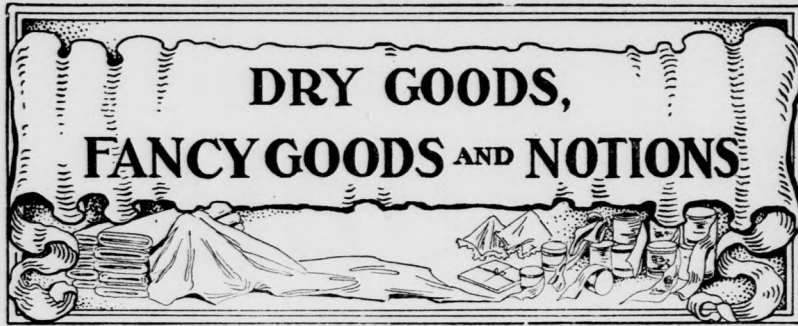
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Is Saving Its Clients 25% or More

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.

To Stop Dress Trade Abuses.

A special department, manned by a personnel selected particularly for the work, is to be established shortly by the Associated Dress Industries of America with a view to eliminating from that branch of the ready-to-wear industry the trade evils and unethical practices from which it has suffered for many years. Arrangements have been made for a fund of \$40,000, to be taken from the treasury of the Association, with which to carry on the work. The main drive will be against illegitimate returns and cancellations, especially the former, but all other sharp practices of both retailers and manufacturers will be taken into account as well. The members of the association will be canvassed daily for instances of the various abuses complained of, and careful records of them will be kept. Those guilty of the abuses will be called upon to explain the reason for them. It is part of the association's plans to seek the cooperation of the retailers in the project.

Heavier Production Probable.

While production is about on a par with a year ago, commercial credit granted by banks is somewhat larger than at this time last year. The total loans and discounts of 759 member banks, as reported by the Federal Reserve Board at the end of February, was \$235,000,000 above that on the corresponding date in 1923. Retail trade likewise is in somewhat greater volume than a year ago. The expansion of commercial credit, the record car loadings, the increase in retail distribution, all appear to foreshadow a larger volume of production in the near future. Active consumer buying without a corresponding increase in industrial output has evidently brought down stocks, and as there is no reason to expect any curtailment of demand in the immediate future, there seem to be prospects of some acceleration of industrial activity. In fact, expansion is already under way.

Office Workers Like "Nude" Hose.

A recent survey of the hosiery actually being worn on the streets in various parts of the county, all the way from Portland, Me., to Portland, Oregon, brought to light the fact that a grayish brown shade is being worn extensively. There is enough of this shade being worn, according to the special news letter of the National As-

sociation of Hosiery and Underwear Manufacturers, to attract attention even in the midst of swarms of ankles clad in the many and varied shades of "nude." The letter further says that it is interesting to note that among the wealthier women there is less "nude" hosiery being worn than by the better class of office workers. "Nude" among the latter class is practically unanimous.

Color Combinations Favored.

From present indications the later Spring and Summer garment season will be one in which color combinations will stand out prominently. It is said that this feature will be noticeable in all ready-to-wear items, including blouses, skirts, millinery and sports wear. One of the combinations that is expected to take very well is for Summer wear, that of black and white. This follows the trend of the recent showings of the style centers abroad where the use of this combination has been particularly notable. White alone is expected to have a big vogue, although some believe it will not be as marked as was the case last year.

Plain Fabrics Coming Back?

Considerable interest was shown in the dress goods trade in the statement coming from the jobbers that the Fall outlook for plain fabrics is more gratifying and that these goods are fast coming back. Specific mention is made of serges, which, it is pointed out, manufacturers of dresses and suits are using to a larger degree. One aspect of the question deals with the fact



Now featuring a large assortment of untrimmed shapes in Bangkoks, Coburg Hems, Italian Milans, Swiss Timbo and Hair Braids. Anticipating the demand for flowers, our original importations and domestic flowers meet every requirement of the discriminating buyer.

Our Criterion and Wolverine Trimmed and Tailored Hats, also our popular priced Trimmed Hats are priced so as to enable our customers to make handsome profits on these lines.

Corl-Knott Company
GRAND RAPIDS, MICH.

that the appetite for fancy dress goods has been affected because of the rapidity with which the manufacturers of all-cotton fabrics and lower priced cotton and wool cloths have imitated the higher priced weaves.

Combinations Dominate Millinery.

Not for some time, if ever before, has the Spring millinery season been so colorful as is the case this year. Combinations of colors are the last word in smartness, from all accounts, and even formal black hats are relieved by touches of color in the form of garish flower trimmings. Of the favored combinations black and white appears to be most strongly in vogue just now in the tailored hats with cerise and navy or bright blue and gray fighting it out for second place.

Combinations in sports wear include practically all of the "high" colors. Other popular combinations in these chapeaux are yellow and white and brown and rose. Bright purple and beige make an important color team in connection with Directoire models, which also make use of plaids in all colors and bright greens and blues.

What Did She Mean?

Hubby—I see that Stoneham, who died the other day, left this wife half a million. How would you like to be his widow?

Wife—Now, you know I would rather be yours, dear.

Happiness comes from within through giving out.



High Grade Workmanship and Materials, Overcoats, Mackinaws, Sheep Lined Coats, Canvas Coats, Suede Vests and Leather Jackets.
EXCLUSIVE DISTRIBUTION

Daniel T. Patton & Company
Grand Rapids, Michigan - 59-63 Market Ave. N.W.
The Men's Furnishing Goods House of Michigan

MARCH SPECIALS

Owing to the backward weather and condition of the roads, merchants have hesitated in ordering the usual quantities of merchandise during the first half of March.

In order to stimulate business for the balance of March we have given our salesmen MARCH SPECIALS in EVERY DEPARTMENT. These include Staples and Novelties and for a fair quantity we are making very low prices.

On account of the road condition our salesmen are forced to make the territory by train instead of automobile, with the result that they cannot cover their territories as fast as with a car. We would appreciate your MAIL ORDERS. Tell us what you want and we will be glad to give you the best selections and the same SPECIAL PRICES as on the list of MARCH SPECIALS which our salesmen are carrying.

Please let our salesmen tell you about every one of these MARCH SPECIALS.

GRAND RAPIDS DRY GOODS CO.
IN 1924 DEPEND ON US.

We are Western Michigan Distributors for

**BEAR AND BUSTER
BRAND AND BROWN
HOSIERY**

The Leading Brands of Hosiery in the Market

Send Us Sample Order

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS
GRAND RAPIDS, MICHIGAN

Interesting Features of Yokohoma, Tokio and Nikko.

Tokio, Feb. 20—On Monday, Feb. 18, 10 a. m. we were all excited over several Jap fishing boats off our port. First boats we have seen since leaving Honolulu on Feb. 7.

We were about seventy-five miles from Yokohoma at 11 o'clock. We see a long stretch of rugged shore that looks like a low mountain range. After an hour's run we see Fujiama, with its snow capped peak, 12390 feet high, looming up so indistinctly as to be hardly distinguishable from the clouds with which it is covered, the South side sloping down to the sea.

Rounding the promotory on our starboard we steam up the land-locked harbor with its rocky shores of limestone, running up from the water's edge about 200 feet, looking barren and desolate, up into Tokio Bay. I counted ninety ships in the harbor, all busy unloading their cargoes, many of them lumber and logs from the States, most of them flying the Japanese flag but quite a few the Stars and Stripes.

We steamed up through a lane of anchored ships to the dock. They are building a breakwater about two miles long and hundreds of men were at work on it. The dock had been repaired, but the wreck of the former dock and dock buildings gave us our first glimpse of the result of the earthquake last September.

Going ashore we took rickshaws for Kamakura, the former seat of Government of Japan, but now a summer resort, noted for its great Buddha 49 feet high with a width from ear to ear of seventeen feet, built 274 years before America was discovered.

Riding through Yokohoma one cannot find words to express the awfulness of its destruction. A city of half a million completely destroyed. Great brick and iron buildings a mass of ruins and the wooden buildings burned up and it looked all the worse from the new wooden buildings going up, many with tin roofs, showing up more glaringly the blackened ruins around and between them. It made us heartsick to see them. The one redeeming thing about it is that with the immense amount of work in hauling away the ruins and putting up new buildings everyone has work, but it takes courage to go ahead when everything looks so desolate and forlorn.

In the morning we took the train for Tokio, eighteen miles away. Along the shore of Tokio Bay it was almost a continuous town from Yokohoma, but cities have many canals running from the Bay for miles inland. These canals were filled with boats burned to the water's edge and along their banks are a mass of twisted iron, brick and cement which were formerly warehouses. The central part of Tokio, with some of its best buildings, was not destroyed, but the wooden part of the city was burned. Out of a population of a million and a half over 300,000 perished.

The Imperial Hotel, a beautiful hotel designed by Frank Wright, of Chicago, who designed the homes of D. M. Amberg and Meyer May, in Grand Rapids, and built by the Fuller Construction Co., of Chicago, was not injured. It has a banquet hall seating a thousand people and employs 500 people. The bedrooms have all the furniture built to harmonize, golden oak twin beds with table between, an electric light on a neat wooden bracket of oak, a small oak writing table with oak chair, a beautifully appointed bathroom with built-in marble tub. The room is paneled in oak and a heavy brown rug covers the floor, heated with an electric heater. Everything about the hotel makes one want to spend a month here if only to enjoy the hotel. Last night the dining room, seating 300 people, was more than half filled with Japanese, many with their

families. I noticed some of the young ladies had the American style of bobbed hair. The men were mostly in dark kimonos. The only thing that detracted from the picture was a number of the Jap men, sitting at the table after the meal was over, picking their teeth. I suppose they thought that was the latest thing in table manners from their observation of some Americans. They have a theater in the hotel seating 700. The hotel surely is a dandy at every angle.

The burned district is being rapidly rebuilt, but both in Yokohoma and Tokio Japanese architecture has disappeared, for the buildings now going up are cheap wood and cement buildings, many with tin roofs, which look like 50 cents when compared with the former Japanese buildings which made the Japanese cities different from any others.

It is remarkable to see what they have done in five months. Their electric light lines are about completed. Their street car lines are in good shape. Their main streets are about cleared of rubbish. The street cars here, as well as at home, are having auto bus competition. There is a bus line with 200 twelve passenger Federal and G. M. Co. machines doing business and seem to be well patronized.

I was down along the water front and railroad yards and they are filled with all kinds of machinery and other supplies. Japan is going ahead with energy in rebuilding, but it is new and, as compared with its old construction, unsightly. Clark gave all his passengers an all-day rickshaw ride to the numerous temples and parks, with lunch at the Imperial Hotel. It was chilly riding. Everybody had on his winter clothes and overcoat but they have had only two light snows this winter. The guides talked about how beautiful the parks looked at Cherry blossom time in the Spring, which, of course, left much to your imagination, for now the trees are all as black as our Michigan orchards.

One of the odd things in Tokio was that most of the autos have a small broom about 2 inches wide and 18 inches long attached at right angles to the wheels to keep the mud from splashing the wheel. Most of the hauling is done on a two wheel cart pulled by a man, the rope running from axle to his shoulder and long enough for him to keep his hands on the front of the load to balance it. We saw a few carts which, in addition to the one man power, had a dog hitched to help him. Most of the working men wear a loose fitting blue blouse with the name of the firm in large white characters on the back. We were much interested in seeing many of the people, their nose masks of all colors—black, white, any old color. We asked the guide what it meant and he said since the fire there was a great deal of sickness and the nose mask was to ward off any contagion in the air.

Leaving Tokio on the Northern Railroad for Nikko was a great relief, for the horror of the earthquake and fire is depressing. The trains are corridor trains, better than ours. Each marked with placard on the outside showing the point to which it is going. I noticed one train of twelve cars. They are short cars holding about thirty people, marked for five different places. They have one, two and three class cars marked by a red or a white or blue band 6 inches wide. Our train had a good dining car and served a good dinner. We were surprised at the great number of passengers. There were two or three trains leaving about the same time we did and it looked like Grand Central depot, New York, for about thirty minutes, with men, women and children paddling along in their shoes with two wooden cross pieces from 2 to 4 inches high. Everybody seemed to have a big bundle and mothers with babies swung on their backs were numerous.

You show your ticket as you enter the gate and cannot get on without it. When you get off and go through the gate you give up your ticket and are not annoyed half a dozen times by a conductor looking at your hat for a slip or asking you for your ticket, as on some of our roads. They have another improvement over us. The platform is always on the side the train is moving—different platforms for North and South traffic—with an overhead passage at even the small stations and in place of having the name of the station on the end or front of the depot, where it is almost impossible to read it, they have it on the platform about 400 feet from the station, painted in good big letters, at both ends of the depot.

The country looked much better and had some wheat growing, but rice fields are still in their winter garb. Nikko is 2000 feet above sea level and has some beautiful summer homes. A Japanese proverb says not to use the word "magnificent" until you have seen Nikko. It is beautiful with a big rushing river through the center and a mountain 8,000 feet high as a background, its wonderful temple and its avenue of Cryptemaria trees 100 feet high and about 4 feet in diameter. An owner cannot cut his own trees here until he gets government permission and then for each tree cut he must plant another. The Kanaya Hotel here compares with the former Ottawa Beach Hotel, but has the mountains in place of the lake for an outlook.

C. C. Follmer.

Some Automobile Figures.

There are 17,000,000 motor vehicles in the world to-day.

Of this number, 14,500,000—or 85 per cent.—are registered in the United States.

The 4,000,000 cars produced in 1923 showed a 50 per cent. increase in production over 1922 and represented a wholesale value of \$2,510,885,000.

Seven hundred and fifty thousand carloads of parts and accessories were shipped last year—a train of cars 6390 miles long.

The average retail price per car was \$811.

Only 15 per cent. of automobiles are free of encumbrances.

The total amount spent for maintenance and operation of cars last year averaged \$60 for every man, woman and child in the United States.

"Is it any wonder that retail business is feeling the drain?"

Who's Right?

The Boss (rebuking clerk for rudeness to a customer): Smith, you must remember a customer is always right.

Smith: Well, sir, he said you were an old shark.

The rooster makes most noise, but it is the hen which lays the eggs.

16,000

Michigan Partners

Receive the April 1st Dividend

on

CONSUMERS POWER PREFERRED SHARES

Are you sharing, with your fellow-citizens, in this great public service to 800,000 Michigan people?

As an investor in Consumers Power Company, your money is safely at work 24 hours a day in helping build the Electric and Gas facilities that serve and benefit Stores, Industries and Homes—and return you an assured, tax-free income.

6.6%

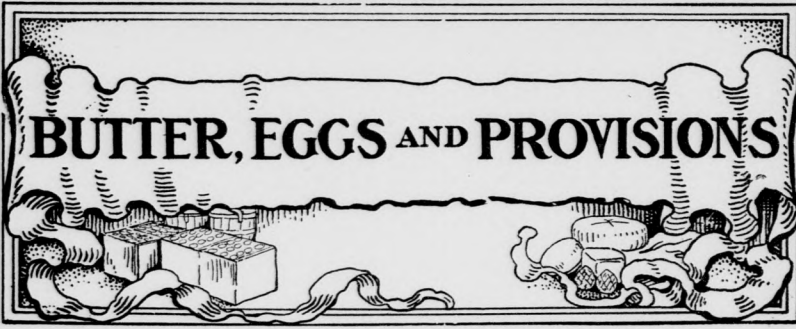
AND SAFETY

"ASK OUR EMPLOYEES—
or at any of our offices."

or write—Securities Department

CONSUMERS POWER CO.

JACKSON, MICHIGAN



To Bring the Storage Egg Into Favor.

We can bring the storage egg into favor by storing none but the very best and freshest eggs. That is a sensible thing to do, because other eggs should be consumed early in the season of plenty and good quality.

I am perfectly certain when I say that a fresh, April-stored egg, in a modern cold storage, with no off grades stored in the same room to contaminate it, will come out of storage as late as eight or nine months afterward with a better flavor than the hen usually imparts to a winter-laid egg. During the administration of Health Commissioner Robertson of Chicago, I was delegated to select eggs of various ages for a committee of Aldermen who were considering an ordinance to limit the time that eggs could be stored and sold in Chicago to from 30 to 90 days. We brought the storage egg into favor with this committee, who preferred the April eggs that were laid in December; in fact, they were so far confused as to choose the April egg for fresh and to conclude the December eggs were short held. The ordinance was killed in committee.

A committee of aldermen may not be as fine on judging eggs as an expert might be, but they fairly represent the public on whom the storage egg depends for favor.

All there is to the storage egg problem, so far as the quality is concerned, is to store good eggs, good eggs only, in a good cold storage, and watch the rooms. They will be found satisfactory for discriminating trade in time of scarcity, if reasonable care is used to market them well and promptly on removal from storage.

However, we must insist that it is the business of the cold storage management to refuse all eggs showing damage, even slight damage, for we can't get good-tasting eggs out of a room contaminated with mold spores. Subject all eggs to a thorough inspection at the storage, and re-handle every car that is damaged, clear to the bottom of each case in which damage is shown. And stop the hurry-up game of the operator who hires a piece worker to do the inspecting or who is satisfied with a five-case inspection in a carload. The inspector is human, and, although ever so conscientious he may be, it is not in human nature to be thorough on piece work. The very life of the storage-egg business depends upon careful inspection of eggs when stored, but some large warehouse operators maintain no inspection service, so I understand.

Laws or ordinances should not be necessary to govern a procedure that

is clearly to our own selfish interests, but the habits previously formed may be hard to break of ourselves. The temptation to try to slip over a doubtful car of eggs to the other fellow may, and will, no doubt, result in many off-grade or damaged eggs finding their way into storage unless the warehouse operator guards his own and the trade's interest in this matter.

And now I have a confession to make—to having done something harmful to the good name of storage eggs—and I am confessing for a reason, namely, to show how the law requiring storage eggs to be marked as such sometimes works out. I have held the best trade such as dining car service, with carefully candled April-stored eggs in December, when it was strictly against the orders of the boss and without either the boss or the customer finding it out. I could hold the trade in no other way, and I had to hold my job. I covered it up by candling an equal number of the current fresh receipts and selling them with the eggs marketed as storage, and the customers who bought these eggs kicked and blamed the storage for the flavor. You can't down a good egg, but you may be compelled by bad laws to disguise it.

If we store only the best eggs, break all undergrades such as dirties, checks and seconds, sell for immediate use the slightly stale eggs and then, if we see that the storage-packed are stored promptly and are not damaged in shipping, and, finally, if we can get rid of some foolish laws, we will not only bring the storage egg into favor, but will bring a premium over the winter-laid run of eggs because nothing equals the April egg in flavor, and it will not lose its good flavor in a well managed cold storage with no dirty or dimaged eggs in the rooms to contaminate the good eggs.

Just an Egg Candler.

Convenient Arrangement of the Candling Room.

One of the savings that can be made during the egg season is in the convenient arrangement of the candling room. The shape and size of the room decide to some extent what the arrangement must be. In the square room, where the movement enters at one end and passes out at the opposite end, benches may be arranged in a hollow square, and the eggs, both before and after grading, can remain on trucks while in the candling room, the trucks being lined up in the center, alternating those with ungraded eggs and those with graded eggs.

In the long, narrow room, especially if the entrance and exit are at the same end, it may be found that labor

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

We are making a special offer on
Agricultural Hydrated Lime
in less than car lots
A. B. KNOWLSON CO.
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Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

Lipton's Coffee

Ask for Yellow Vacuum Can
Always Fresh

Distributed by

LEWELLYN & CO.
WHOLESALE GROCERS

GRAND RAPIDS

MICHIGAN

Imported

Old Monk

The Worlds Finest

OLIVE OIL

Better Salads - - Better Health



JUDSON GROCER CO.

GRAND RAPIDS

MICHIGAN

is less with the bench down the center of the room, with candler or graders on one side of the bench, and nailers, stencilers, etc., on the opposite side. The eggs under this arrangement are brought in back of the graders and passed over the bench to the nailers and stencilers. When new cases are to be supplied and the old cases worked over for return to shippers this is a convenient arrangement, and all empties, both old and new, can be handled on the side of the room opposite the graders and out of their way. It implies service to the graders by the hustlers who hand on the new cases and remove the full cases, while the graders pass the empty receiving cases to the floor back of the bench, where they are picked up by the hustlers, cleaned and repaired and worked to the back of the room for temporary storage. The graded eggs in new cases are similarly worked toward the front of the room for temporary storage until shipped.

Small, made-up racks holding two cases to the layer, or 10 to 12 cases to the tier, make stock taking at night easy, and keep the stock off the floor, affording better ventilation. When the floor is smooth and reasonably level, trucks for working these small piles of eggs without handling may be had and used to advantage.

The convenience of any plan is more or less according to the movement saved. The least possible movement in most good arrangements provides for trucks in sufficient number to carry the eggs behind the candler until graded and afterward until loaded for shipment, but floor space does not always permit this arrangement. Labor is the largest item of cost, and any arrangement that saves labor and keeps the eggs moving will be found economical, even at quite a large investment in trucks and floor space.

Wheat Growers' Needs.

Former Senator McCumber of North Dakota, who is now practicing law in Washington and specializing in tariff cases, has been making a fight before the Tariff Commission for higher duties on wheat. He is seeking to have the commission apply the provision for flexible duties in the new law to the case of wheat and raise the duty from 30 to 45 cents as a means of equalizing production costs between this country and Canada. The maximum increase or decrease which can be made is 50 per cent. Mr. McCumber, according to press reports, has submitted figures showing that the average cost of producing a bushel of wheat in North Dakota is \$2.41, whereas the average cost in Canada is only 99 cents. In order to equalize production costs between North Dakota and Canada it would be necessary, therefore, to raise the duty on Canadian wheat from 30 cents to \$1.42. If Mr. McCumber's figures of costs are accurate, the plight of the North Dakota wheat grower is such that no tariff duty within reason can possibly save him. Adding 15 cents to the present 30 cent duty will not solve his troubles. The real remedy must come through a readjustment of Northwestern agriculture to present world conditions.

To Tell "Renewed" Eggs.

A new deception practiced on the consumers of eggs is now attracting interest from the United States Department of Agriculture, which, by the authority of the food and drugs act, insists that the product of the hen when sold as fresh must be fresh and not merely look the part if it is to enter into interstate commerce. Large quantities of eggs are now preserved by special process by first dipping in hot oil to seal the pores in the shells and are then placed in cold storage. There is no objection to the practice, but recently it has been found, the department claims, that a number of concerns have been treating these eggs on removal from storage so as to give them the appearance of having been laid lately.

The treatment to remove the oil gloss consists, it is said, in "manicuring" the shells with a blast of fine sand or in treating them with a bath in an alkali solution, after which they are dried and rubbed with French chalk or talc.

Chemists of the department have devised a method for detecting eggs which have been treated with oil and then subjected to the restoration process, we are being told.

Water-Glass As a Cleanser.

Of course everybody knows that eggs can be preserved in water-glass, but how many know of the various uses for it? You can mix this water-glass with boiling water to the consistency of syrup and keep it in a bottle. If very dirty clothes are steeped in water to which some of this "syrup" is added and they are afterward rinsed out and soaped, they will be much whiter than if washed in soap and water alone. This treatment often removes stubborn stains. Discolored glass dishes and vinegar bottles, etc., may be made brilliantly clear by washing with the solution, as also may stained pottery or enamel ware. Dark stains on marble may often be removed by mixing the "syrup" with whiting, rubbing the place well and then washing off with clean water. Sponges become beautifully clean and fresh if washed in hot water with water-glass and afterward well rinsed. No doubt stone floors could also be cleaned with this mixture.

It is not enough to keep only your hands going—a clock's hands keep on going, but only round in circles.



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Vice President—Scott Kendrick, Flint.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Cannot Build Large Business Without Good Organization.

The main points of success in a retail hardware business lie in the organization—the supervisor, the buyer, salesman, stock clerks, and delivery boys—the men who do the work make success if properly organized.

The railroad trains in this country are not run by the stockholders, but by hired men thoroughly organized and trained.

The ships on the seas are not manned by people who own them, but by men hired who know how and are to be trusted. If one becomes incapacitated there is another in the organization to take his place.

The largest banking institutions in this country are successfully operated by men employed by the directors to do the work and by experienced men who can be trusted.

Most of us who are in the retail hardware business were once hired men. I was, and worked for one firm, Hudgins Brothers, at Dallas, Arkansas, eight years, beginning at \$12.50 per month.

The late E. C. Simmons was once a clerk in a hardware store and he was one of the most successful hardware merchants this country has ever known. His power lay in organization. He was a large dealer and yet he knew how to successfully run a small retail hardware store. He was my friend and constant adviser from the time I started in business in 1896 up to his death.

Charles R. Flint once asked Mr. Carnegie, when he learned that Mr. Schwab was receiving a salary of one million dollars per year, how he could afford to pay his men so well. Carnegie replied:

"I can't afford to pay them any other way. You see, most men refuse to give their junior a chance to show their ability. I make my juniors use their brains. I crowd responsibility on a man as fast as he can take it."

"Don't you find it hard to hold a top-notch subordinate to you?" Mr. Flint asked.

"I don't hold a top notch man subordinate." Carnegie replied. "If I did he would either leave me or he would cease to be a top-notch. I pay him what he is worth and then I let him earn it by running his own responsibilities. That is the only way to handle anybody, whether he is a \$10 a week clerk or a \$3,000 a day manager. Most people make the mistake of

meddling too much with their assistants."

Mr. Flint said, "So long as the juniors don't make any serious mistakes, that is all right."

"How else is a man going to learn than by making mistakes? asked Carnegie, who believed that a man learned more from a few hard knocks than any other way."

Carnegie said, "Take from me everything—ships, railroads, mines, money—but leave me my organization and in two years I will regain all that I have lost."

"To build and then preserve an organization intact is one of the keynotes of successful business—to preserve it intact during dull seasons is one of the great problems of business."

When we had a fire in Hot Springs in 1905 I lost everything but my organization. I stretched a tent and held my men, paying them their regular salaries until I could resume business. I did the same thing when my store burned in the general conflagration in 1913.

If it were not for the hired men we would not have any policemen nor any firemen in this country. Are they to be trusted?

Hired men and women are running this country and none of them will work without pay, and some won't work for pay. If my business is a success I must trust others to run it, and I do. After I had reached my limit of endurance in the early days of my hardware business, I employed a man to help me. When the business got to where we both could not handle it, I hired another, and on and on until the business got to be a burden to me, in other words I had reached my capacity. All this time I was in the lead, but learned who was my close second. The man nearest to me was put in front to take my place, then another and another until I had four who were made profit sharers and managers; each of whom I thought at least 25 per cent. my equal. It took four to fill my place, as I estimated, but found later that I had underestimated their ability and overestimated my own.

I did not fall in behind, but did step to one side leaving an open track for them, and to-day we have more than forty men under our supervision.

Some men have a greater capacity than others, but we all have our limits. I am confident when my annual sales in Hot Springs reached \$100,000 that was my limit, and if I had undertaken single handed to have increased that business to where it is to-day would have made a miserable failure.

I incorporated the business in 1906 sold each of the four profit sharers one

share of stock, made one Vice-President, one Secretary and Treasurer and the other two directors. They were not partners, but stockholders in the corporation. They never invested any

money, therefore I received all the dividends, and they received in cash each year their part of the net profits in addition to their salaries. They were tied in for one year and so was

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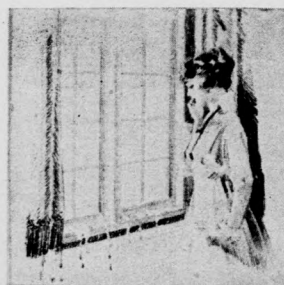
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I if everything was satisfactory to me, which it was agreed should always be. My decision is final in all things pertaining to the business.

I have been in the retail hardware business in Hot Springs continuously for twenty-eight years the first of this month. My entire capital invested in that business was \$775, and now it is \$200,000, besides the dividends which I have received each year and invested outside the business. My first year's sales were \$6,000. I did practically all the work and walked to and from my home in the country, a distance of two miles during the entire year. Turned capital eight times during that year. The combined sales of this past year, 1923, were more than \$700,000, almost 120 times greater sales than the first year, and not 25 per cent. of my time was employed in directing the business.

I want you to understand I am not trying to convince you that my plan is the only one to success. There are many others which you may get by reading the hardware journals, attending conventions and hearing successful plans discussed by others: but without a good organization we cannot build a very large business. If organization has made a success of my business why will it not make a success of yours? Hamp Williams.

New Ideas in Bracelets.

New versions of the so-called "slave" bracelets are being offered by a leading wholesaler. The bracelets are formed of gold or silver finished metal links, resembling in some respects those used to bind slaves in Africa. The links are wide or narrow and in most cases are elongated. Between the links in some of the bracelets are small circlets, either of imitation jade, amber, coral, lapis or jet. Other types are without the circlets, having only the metal links. Some are fashioned of white or colored celluloid set with rhinestones, the links being small silver finished plates. The bracelets wholesale from \$8 per dozen up.

Which Class Do You Belong To?

How much have you paid out in interest since you went into business? Sit down and figure it up as closely as you can.

It may have been the annual interest on one thousand or on ten thousand. You may have been paying for one year or for fifty years.

Somebody has been putting that money into his pocket as income, a return on the investment.

It has been coming out of your pocket because you did not have the money you needed in your business, and possibly the reason you did not have the money is because you have spent it too freely.

The young man gives little thought to interest.

To him it is merely the necessary evil attendant upon borrowing, and, as he has to borrow to accomplish what he wants to accomplish, he thinks nothing of paying the interest charge.

If we would think more about interest and how it counts up, we would develop more enthusiasm for getting it to come our way, for getting it coming in instead of going out.

Some men put their interest in with their other expenses and at the end of the year there is no separate interest item standing out by itself to show what the year's interest payments have been.

Try keeping your interest payments separate and footing them up at the end of the year.

You will find yourself considering seriously what a lot of desirable things might be bought with that sum of money if you had been able to keep your hands on it.

Set yourself about cutting down the interest charges as much as you can and as fast as you can.

Make your plans to get out of the interest-paying class and into the interest-receiving class.

When a man begins to receive interest he has things started his way, and if he does not accumulate some degree of wealth, he has only himself to blame.

Born Without Sense of Caution.

A young man carrying his arm in a sling applied to the manager of a department store for a job. The talk turned to the nature of his injury and the young man mentioned a number of other accidents that had befallen him. He had suffered a fractured arm four times, once nearly lost his eyesight and had gone through innumerable narrow escapes. There was a touch of pride in his voice as he narrated these things. He evidently felt himself a bit of a hero. But he didn't get the job he sought.

"I wouldn't dare have him around," the manager told me afterwards. "He's evidently careless or he wouldn't have had so many more accidents than an average person's share. We can't avoid all accidents, but this fellow was evidently born without a large sense of caution. He is probably just as careless in his statements as he is about his body. Sooner or later he might get into trouble here, blame us for it, and then sue for damages."

The Difference.

"Pop," enquired little Clarence Lilywhite, "what am a millennium?"

"Sho," said the parent. "Doan' you know what a millennium am, chile? It's jes about de same as a centennial, on'y it's got mo' legs."

If you are game you will play the game according to rule.

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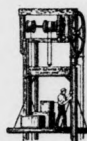
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Traveling in Michigan Fifty Years Ago

Piedmont, Mo., March 15—I have had the pleasure of reading several copies of the Tradesman sent me from time to time by my old friend, At. S. White, and have enjoyed reading them very much. The last issue received, that of Feb. 13, was especially of interest to me, because it contained a communication by Verbeck, in which he tells of a trip to St. Johns, Ionia, Mt. Pleasant and St. Louis. This called up old memories of long ago when I was a boy of 16, traveling over the same ground in 1870 and later with team, making thirty towns North of the D. & M. Railway (now the Grand Trunk). There were no railroads to speak of North of St. Johns.

The D. L. & N. (now the Pere Marquette) was not through to Howard City, running only to Greenville. The hotels of those days were a fright. The old Bailey and Sherman, at Ionia, were something to be long remembered and the Webster and Keith's Exchange, at Greenville, equally poor. The traveling boys used to say of Keith's that "You paid the most, got the least and went away the best satisfied of any hotel in Michigan." Mr. Keith always followed his guest to the door of the bus, shook hands and smiled, saying, "Come again, boys."

My old companions of the grip, most of whom are dead and gone, were Johnnie McIntyre, who traveled for L. H. Randall; Sam Lederman, with Hart & Amberg; Alonzo Seymour, with Sears & Merchant; Sy Pierce, with E. S. Pierce; Frank Green, who sold Yankee notions and drove that wonderful team of black horses known all over the North part of Michigan. Frank would not let a hostler touch his team, either to feed or curry them, but always spent time to do it himself.

Those were the pioneer days of traveling from Grand Rapids. The G. R. & I. only ran to Cedar Springs and I followed it from there to Traverse City and Petoskey; in fact, Johnnie McIntyre and I rode on the first passenger train from Clam Lake (now Cadillac) to Traverse City, 47 miles, in the dead of winter, with a wood burning engine and the train crew cut green wood for the tender and baled water from the creeks to make the run, which took thirty hours. Clam Lake had one hotel, a log building, called the Mason House. Before the regular passenger trains ran North of Clam Lake I made the town of Fife Lake on a construction train with Sam Lederman and then went to Kalkaska on a hand car, which was as far as the iron had been laid. We stayed at a log hotel in Kalkaska and ate what I thought at the time the best meal I ever had, cooked by the landlady. Later I made the town of Mayfield and stopped at the Dawdy House. I got permission from my brother-in-law, Henry M. Hinsdill, whom I was traveling for, to lay off and fish for trout for a day or two. The hotel was a rough board shanty and I stayed there three days, going fishing each day, accompanied by my host, who also gave me his fish, which I took home. My bill was \$1.25 for the three days. I don't suppose that can be duplicated in this day of good roads and fine hotels in Michigan.

John H. Jewett.

Small Jobbers Going Out.

The other day in Philadelphia another small wholesale grocery house passed so quietly out of existence that very few people knew about it. It was an old house, established probably fifty years ago. And it had been successful; its founder made a modest fortune out of it. Since his death a few years ago it has gradually shrunk, although at all times in fully competent hands. Finally, being literally unable to make ends meet, it just laid down.

Why was it unable to make ends meet?

Because there is no room any more for a small jobbing house in a large city. There is room in a small city and in the rural districts, but in a large city the small jobber is done. He goes down before the co-operative exchanges and before the chains, and even in the outlying districts he cannot compete with the large jobbing houses, all of whom have private brands to help them out. In the old days when there were neither co-operative buyers nor chains, and competition was far less keen than it is now, the small jobber could swerve a moderate sized group of retailers and get along very well. Most small jobbers became well-to-do from it, in fact.

The small jobber doing business in a large city to-day may as well understand that his occupation is gone. He is eliminated as a factor. He has two alternatives. Either he can stick it out as long as he can, or he can combine with several other little jobbers and form a good-sized house. Such a combination would give him a new lease on life, but it is the only thing that will. Elton J. Buckley.

Carryover Affects Small Stores.

Clothing retailers in the larger cities are believed to have done fairly well in the liquidation of their overcoats and heavyweight suits. There will be some carry-over, according to opinion in the local wholesale market, but this will not be a serious factor with most stores. In the case of the retailers in the smaller centers, however, as good a story cannot be told. The carry-over in these instances will, it is expected, be quite substantial. In the case of suits it will be lessened by the fact that they can be mixed in with Spring lines, owing to the slight difference in weights and practically no style changes. The general clothing situation is held to be improving. One indication of this is the slight betterment in collections, which promises to improve further as the stores swing into the Spring season.

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News and Gossip About Michigan Hotels.

Chicago, March 18—At Muskegon, the other day, I met E. N. Manning, who is making a decided hit with his Valley Inn, at Newaygo. Mr. Manning some time ago took over the old Courtwright House and practically rebuilt and refurnished it. The Courtwright had not had any reputation to speak of for several years, so all of Mannings work was from the ground up, but he is doing a splendid business and traveling men have said many complimentary things about his work, to my personal knowledge. He is operating strictly on the American plan, \$3 and \$3.50 per day.

Last November the Montague House, at Caro, was destroyed by fire. This meant a great loss to its operators, Snyder & Hands, but a still greater one to Caro, as it left that thrifty little city without any hotel whatever. But it looked for awhile as though it would not be rebuilt.

Now, however, the local business men there have come to the front and raised a fund sufficient to rebuild and furnish same and it is understood that George Gidley, a former operator, will take it over as landlord as soon as it is completed.

Kimark Inn is what the new hotel at Fremont is to be called. It is now expected that the building will be completed ready for opening about April 1, but as yet no formal announcement has been made as to just when it will occur. Surely the Inn is going to do great credit to Fremont, and the Heldenbrands, who are going to run it, will make it popular. The good people of Fremont can thank the Tradesman and the writer hereof that they have a hotel. When the bank people bought out the De Haas House, they announced they were going to raze same and use the corner for bank purposes exclusively. When this announcement was made D. D. Alton, prominent Fremont druggist, wrote the Tradesman and asked where they could find someone to come and build and operate a new hotel. Mr. Alton was advised promptly that when the old hotel was destroyed it would be a long and weary wait before anyone would come forward and take a chance of building on his own risk, but that the bank people should be encouraged to build such a hotel in connection with the banking property. Local capital was interested in the project and now, when the Kimark Inn is thrown open, the community will have something to be proud of, besides being one of the best little cities in Michigan.

The Clintonian Hotel, at Clinton, which has had a diversified lot of operators in the past, some of whom were fitted to the job, has just been acquired on a long lease by R. E. Lawless, a hotel man of experience, and he expects to open it on March 30 on the American plan charging \$3.50 and \$4 per day. The physical condition of the property has been all right, and now Mr. Lawless is equipping all the rooms with running water, so that the Clintonian will be on an even keel with hotels at Tecumseh and Adrian. I have been familiar with the hotel situation at Clinton for some time and have felt that the merchants there were not giving the hotel a great deal of encouragement, but on the other hand there was little to recommend the hotel. Now that Mr. Lawless has hold of the enterprise I am much encouraged and he tells me that the local merchants have come forward substantially with evidence of support. If they do not, this is their last ditch. A town without a good hotel is out of place on the map.

Mr. Lawless says: "Thanks to your articles in the Tradesman, I have been enabled to keep in touch with Michigan hotel conditions at all times."

The Royal Hotel, at Marshall, has

been sold to Albert W. Schuler, who for some years has been conducting a restaurant in that city.

The other day, when in company with landlord Montgomery, of the Post Tavern, Battle Creek, we called upon Mr. Schuler and found him superintending the complete renovation of the Royal, with the avowed intention of making it something which his community will sit up and look upon with pride. Mr. Schuler had not decided as to whether he would finally operate on the American or European plan, but for the present he is serving a 65 cent dinner and all other meals a la carte. He is one of the newest members of the Michigan State Hotel Association.

It was my pleasure to dip down into Indiana the other day and pay a visit to Andy Weisberg, who runs the Oliver House, at South Bend, and who also, as president of the Indiana Hotel Men's organization, is smashing all records for that State. Of this hotel there is little to be told which is not already known to the world. The Oliver is to Indiana what the Post Tavern is to Michigan, but Mr. Weisberg is certainly, without doubt, fitted to his job, and possesses all the qualifications for handling his situation with profit to himself and satisfaction to his guests. It was through my offices that Mr. Weisberg was present at the St. Joseph meeting last week, and has promised to be quite neighborly in the future.

The Occidental Hotel, at Muskegon, is making a large addition to its cafeteria, and expects to open it in about two weeks. When Mr. Swett opened his somewhat modified coffee shop several years ago, the idea was largely experimental, but changes made last year brought it prominently into the public eye and it became almost an instantaneous success. Now its capacity is to be almost doubled. New equipment is being installed and this department will be featured more strongly than ever.

Landlord H. D. Smith, of Fisherman's Paradise, Bellaire, advises me that he is about completing a brand new kitchen for his hotel, 32 x 62 feet, and when he gets it done contemplates giving an old fashioned barn dance, with Jep Bisbee as fiddler. This, at least, ought to add to Bisbee's laurels all right enough.

Frank S. Verbeck.

Items From the Cloverland of Michigan.

Sault Ste. Marie, March 18—Martin Norkowski, who has been in the meat and grocery business on West Spruce street for the past few years, has sold his stocks to Alex Grieve, formerly from Rudyard, where he was engaged in the meat business with Mr. McLean.

The Mac & Mac Transfer Co. was sold last week to Jack Garijpy, who will continue the business. A mortgage, held by Partridge & Shunk, local garage dealers, was foreclosed several days ago, when the property was put up for sale.

Most of us are looking over the fence for greener pastures.

The Hotel Ossawinamakee, at Manistique, is undergoing extensive repairs, largely in preparation for the anticipated increase in the tourist trade during the coming summer months. New rooms are being added and improvements effected in many of the old rooms. Mr. Cooper, the manager, says that the definition of the tourist business, so far as the hotel man is concerned, is "The difference between marking time and doing business."

An optimist is a cross-eyed man who is thankful that he isn't bowlegged.

N. L. Beaudry the contractor, has finished his job on the J. J. Pryor barber shop, on West Portage avenue. Mr. Pryor now has one of the most modern and up-to-date shops in the city. Mr. Beaudry's contract was for

the entire redecoration of the shop, the installation of new white enamel fixtures and the remodeling of the front of the structure.

The Shallows, one of the Soo's famous summer resorts, has been purchased by Harry Burke and Alfred Peterson. The new proprietors intend to develop much of the land and to erect new cabins which will be offered for sale and rent during the Summer months.

Anderson McClelland, the well-known music dealer, has purchased the entire stock of Victor machines from the Raymond Furniture Co. The deal was closed last week and Mr. McClelland has moved the stock into his place of business.

The death of Stephen Doud, the well known purser on the car ferry plying between Mackinaw City and St. Ignace, was received as a shock here by his many friends. He was born on Mackinac Island, Aug. 23, 1891, and was purser on the S. S. Chief Wawatam for three years. He possessed a pleasing personality and made a host of friends who will miss him.

Dave Lamere, the lumberman and merchant of DeTour, was a business visitor here last week en route for Lower Michigan.

Thomas Mackie, one of our prominent business men, passed away last Wednesday at the Johns Hopkins hospital, at Baltimore, where he underwent an operation. Word was received that the operation was a success and that he was getting on nicely, when there was a sudden change and before his son could reach him he passed away. Mr. Mackie was a self made man, starting in the dredge business when a young man and by hard work and strict attention to business he became the president of the Great Lakes Dredge and Dock Co., with headquarters at New York. He had been spending the winters with his family in Florida, where he owned a fine residence. The funeral was held from his residence here last Saturday and was one of the largest held here in years. He leaves a widow and two sons, all of whom reside here.

W. B. Sprague has accepted a position with A. H. Eddy in the main store on Ashmun street. Mr. Sprague has been in the hotel business at Curtis for the past few years, but sold his interest a short time ago and his many friends are pleased to see him here where he is well and favorably known.

William G. Tapert.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 18—Ned Carpenter, Manager of the Dwight Paper Co., left to-day for New York, accompanied by his wife. They will sail for France, putting in most of their time in Paris. They expect to be away about two months.

J. J. Berg (Pitkin & Brooks) insists that Gabby made him grandad to the wrong youngster last week. His grandchild is the son of J. L. Shireling, who is connected with the advertising department of the Grand Rapids Press. The paternal grandfather is F. W. Shireling, the Grandville avenue druggist.

John D. Martin and wife are home from their trip through the South. They are both looking and feeling fine. John says Mrs. Martin was the one who got homesick to come home, but Mrs. Martin says John was the homesick one. However, they both are glad to be back in good old Michigan and good old Grand Rapids.

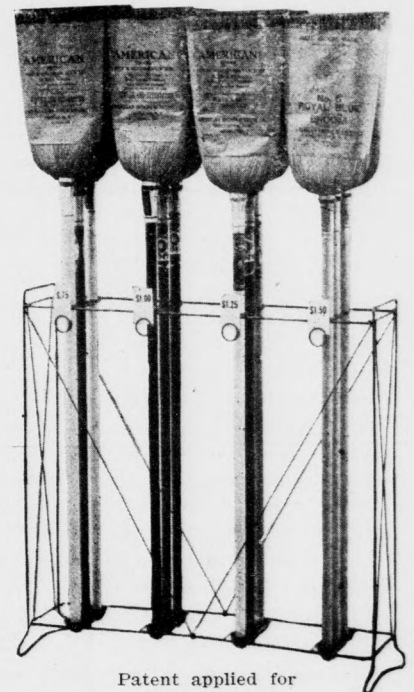
The Hazeltine & Perkins Drug Co. has recently made the following sales: Drug stock, soda fountain and floor cases to Walter Johnson, Muskegon; soda fountain to Edward Kieft, Muskegon; soda fountain to L. D. Hickey, Muskegon Heights; new fixtures to John Heyboer, 1034 Bridge street, Grand Rapids.

Pleated Skirts Still Leaders.

Plaids and stripes rank about equally well in the present skirt demand. All of the shades of brown and tan are in favor. Combinations introducing henna and burnt orange are featured in some models. For later season wear, many pleated skirts of silk crepes and alpacas are being shown. The belief of leading wholesalers is that pleats will remain as popular as they were at this season last year. The wrap-around models, although they achieved popularity, have failed to replace the all-pleated types. The styles include many types designed for the stout and mature figure as well as for the very slim and youthful one.

Women's Gloves for Spring.

In women's gloves for Spring, the short-cuff and gauntlet styles in beige, pongee and cocoa are in most demand, wholesalers here said yesterday. Retailers are asking at-once delivery but are depending on small quantities and quick turnover. Whether white gloves will come into popularity this season is considered doubtful by some. Fabric gloves are said to have moved slowly until recently. Prices were made attractive, and this has occasioned a stronger response, according to market reports.



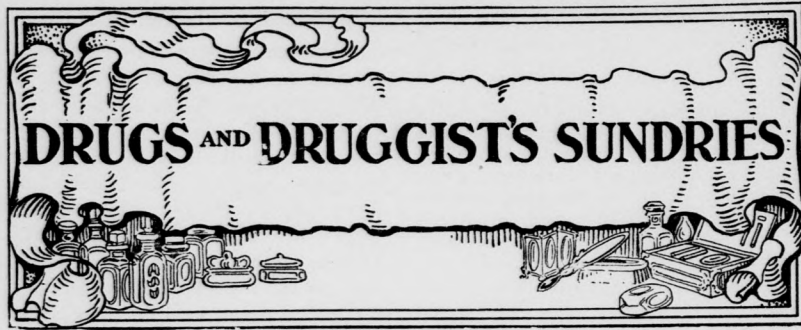
Patent applied for

CONKLIN BROOM DISPLAY RACK

Made of 1/4 inch wire with Price Card Holders. Finished Green Enamel. Takes very little floor space. 33 in. High, 30 in. Long, 8 in. Wide.

Price \$5.50 F. O. B. Grand Rapids.

LEE S. CONKLIN
2022 Francis Ave.
GRAND RAPIDS, MICH.



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

Ever Have An Outside Thermometer?

In business one consummation to be wished for is to have plenty of people coming to the store. Department stores have, in this respect, reached a high degree of efficiency. Every day department stores are visited by thousands of people who have not the slightest idea of buying anything. But they all wear clothing, shoes, jewelry, use carpets, refrigerators and other household articles. They will require these commodities from time to time. When they do, the favorite department store will get a chance at the sale. The department emporium asks no more than this. You often hear a lady say: "That store is a nice place to shop."

Department stores go further. They provide rest rooms, places where people may meet. Some have music, lectures, art galleries, amusements for children. There is scarcely any limit to the length to which they go in an effort to attract the public. If you can suggest a good scheme not hitherto used, the department store will welcome it. There can be no doubt that these tactics are good.

Now what can a druggist do?

He cannot furnish the manifold attractions of a department store, although some druggists do have rest rooms, furnish music now and then, have practical radio sets, and so on.

Let us put the question in this form—what can any druggist do?

One thing he can do is to have a large outside thermometer.

This may not bring them into the store, but it will bring them to the store. It will get certain people into the habit of stopping in front of the store at frequent intervals, perhaps everyday, even three or four times a day. Some of these people will come in. The outside thermometer will cause people to talk about the store. It may secure for the establishment considerable publicity, as we will try to show further on. Certainly an outside thermometer won't cost very much. If it will perform half what

seems probable, it should be well worth installing.

Consult your own experiences. Are people interested in the temperature or not?

In many a town you can hear this dialogue:

"Coldest day we ever had."

"No, we had colder weather last year."

"How cold you say it is to-day?"

"'Bout six above."

"More like sixteen."

"Well, let's settle it by looking at the thermometer at Blank's drug store."

So they proceed to settle it.

Or the argument may be about how hot it is. The oldest inhabitant wants to know how hot it is in summer and how cold it is in winter, and he has many followers.

An outside thermometer two feet in length will show up conspicuously. They have been seen much longer. This is a matter of individual choice. A hood to keep off snow is used by some. It is well to have lettering identifying the instrument definitely with the store. Such as

Blank's Drug Store
 or

Smith's Thermometer.

There is a reason for this, as you will see further on.

The next thing is to place the instrument where it may be consulted easily, and there you are. This is a permanent fixture and will give you no further trouble as long as it works properly.

Of course in a very cold climate a thermometer might require some protection, such as one receives in a government kiosk. And no doubt there are latitudes where an outside thermometer could not be used in winter. But within a wide range in this country the outside thermometer works very well.

In a small town an instrument of this kind often becomes a local institution, but, for that matter, the same has happened in a city of the first magnitude. The dignified banker takes a look at the big thermometer as he comes along in the morning, and another as he goes out to lunch.

"Ah," one may hear him say, "it has dropped two degrees. Getting colder."

Or in summer: "Well, well, ninety-eight in the shade. Hottest day of the season so far."

Weather, as some philosopher has remarked, we have always with us. The butcher, the baker, and the candlebra manufacturer—they all consult the big thermometer. Children stop on their way from school. How does all this benefit the druggist?

Some of these people will become customers. All of them get the store firmly fixed in their thoughts. This is good advertising. There was a store in a city of 200,000 inhabitants with a thermometer which became so famous that newspapers mentioned it daily, even printing tables.

Reading of Thermometer
 at Blank's Drug Store
 At 6 a. m. ----- 72
 At 12 noon ----- 85
 At 3 p. m. ----- 92

And so on day after day. It is a fact that this thermometer was quoted daily in the local papers for years. Is this valuable advertising? Well, rather. In a town where there is no weather kiosk, could not a druggist suggest to a newspaper the value of recording thermometer readings from day to day? Old man Opportunity needs a gentle jolt now and then. At any rate, the thermometer itself furnishes useful publicity. This publicity is within the reach of any druggist who cares to make the experiment. He will get some good advertising and the cost of the venture is slight.—National Druggist.

Are There Too Many Farmers?

We have too many miners, and many people, including the President of the United States, think that we may have too many farmers. That we have too many farmers in some sections producing the wrong sort of crops is true. There are other sections of the country, however, where there is a crying need for farm labor, and generalizing about such an enormous farming area as the rural United States is apt to be misleading. There are areas in which farmers are depressed and head over heels in debt for lands bought at inflated values and where many are turning their property over to their creditors and moving to the cities where jobs are awaiting every able-bodied man. On the other hand there are still good farming areas that are sparsely settled and where land values and taxes are relatively low. The situation viewed as a whole is very uneven and it may take years to bring the needed readjustments. Yet eventually they will come and there is no reason to despair of the Republic.

Houses and Autos.

Some students of the housing problem maintain that the huge output of automobile passenger cars should be considered in connection with the tendency for the average family to live in smaller quarters. If a family takes a dwelling or apartment with one or two fewer rooms in order to be able to afford a car it does not follow that its living standards are lower because they may be comfortable enough during the winter months, while the opportunities for fresh air and recreation during the remainder of the year afforded by the car will more than offset the loss of space at home. For this reason, it is alleged, a family which spends much of its leisure time in a car does not need as large a house as it would if it did not possess the vehicle.

To live much it isn't essential to have much. But it does help.

Need of Better Home Fire Prevention.

The matter of keeping fire from the home is a very important thing. The following article is very much to the point, and we hope it will benefit our readers.

"It is a strange fact," declares one of the world's leading fire prevention authorities, "that men will provide factories and offices with elaborate systems of exit and life-saving devices to protect employes from fire, and then will erect homes to shelter their own families without a single precaution for saving their lives in a similar emergency."

"Strange, indeed, and yet after all it is not quite inexplicable, for consistency, save under strict compulsion, is not among the most pronounced of man's virtues, and this is particularly true in regard to fire hazard. The naked truth is that of the 15,000 lives which annually are sacrificed to the flames in this country, no less than half are lost in dwelling house fires. During five years, then, the total approaches 37,500, or an average of twenty a day. That is a gruesome record, and one that clearly points to the need for strengthened and rigidly enforced building regulations and fire laws. Only in that way, apparently, can people be defended against their own folly.

"There is, too, another aspect of the fire destruction in American homes which should not be ignored. Progress has come to be identified in the mind of this generation almost exclusively with scientific achievement. Countries are inclined to judge and submit to judgment according to this standard, which indubitably is a lofty one. Nevertheless, people sometimes forget that the Nation in reality is most advanced which is best housed, since the home is the root and center of social life. It is itself the cradle of all progress.

"Provision of adequate and decent quarters for the country's expanding population is, therefore, but another name for advancement; and whatever hampers this work of supplying housing accommodations, in view of the persistent shortage, whatever destroys homes that already are lamentably insufficient in number, strikes at the most vital part of America. By allowing fire to sweep away \$321,453,878 of dwelling house property, as it did in the years 1917 to 1921, when a substantial percentage of this waste could have been stayed with a little conscientious effort, the American public is guilty of conspiring against its own well being."

Travelers To Meet at Battle Creek.

Battle Creek, March 18—Battle Creek is to entertain the 1924 State convention of the United Commercial Travelers, June 12, 13 and 14. Post Tavern will be convention headquarters and 600 visitors are expected. Sessions will be held in the Knights of Pythias hall, East Main street, and June 13 a banquet and ball will be featured at Kellogg Social hall. The day following will be given over to a program of sports, with a parade through Main street prior to the games at the baseball grounds.

He is indeed a poor specimen who lives beyond his means.

In Drug Trade More Than Fifty Years.

Walter S. Lawton sends the Tradesman the names of three druggists who have actually been engaged in the retail drug business more than fifty years, as follows:

A. W. Snyder, Three Rivers, fifty-one years.

Chas. E. Bird, Saugatuck, fifty-two years.

S. J. Hanessler, Manchester, fifty-three years.

H. A. Gish (Hess & Clark Co.) writes the Tradesman that C. H. Houghtailing engaged in the drug business at Quincy fifty-seven years ago. He has been in his present store forty-three years. During his first nine years he was never absent from the store a single day. During his long career he has taken but one vacation. That was a trip to California for a month in 1894. Mr. Gish says he greets every visitor to the store with a smile, no matter whether he is a customer, a caller or a salesman.

Brothers' Keepers.

Monroe, March 11—Grown up people cannot be kept all their life in leading strings. It is all impossible task. Prohibitionists never cease to tell us that we are our weak brothers' keepers. But who in the world can prevent a man from abusing things? Every day and everywhere we see people eating, drinking, smoking, working, resting, sparing, spending, playing immoderately. Can we watch them continually and oblige them to control their appetites? No, evidently. We can give them good advice, but if they persist in disregarding the laws of nature, they soon disappear, as all abnormal or intemperate beings do, and it is only justice. It is a pity that so many women are more concerned about defectives than about normal men. It is an unmitigated evil. E. A. Gellot.

If you stand still, by and by you will be removed.

The man who wants good luck to come his way will not have so long to wait if he works hard while he waits.

Better display of a line of goods in the store arouses more interest in the line on the part of clerks as well

New Duro - Belle Window Trim

It's just out! Makes a very beautiful display. The illustration shows how your window will look when trimmed with these attention getting hair net sales boosters.

The assortment consists of three card board stands with easel backs, lithographed in many colors, window and counter strips, showing the Duro-Belle envelopes in natural colors, and an enlarged view of the famous DURO KNOT—the big selling feature of Duro-Belle Hair Nets. The entire display comes packed in large envelope, with instructions for setting up in the most advantageous manner.

This Advertising Display is supplied free—direct from your jobber.



NATIONAL TRADING CO.
630 S. Wabash Ave., Chicago, Ill.

WHOLESALE DRUG PRICE CURRENT

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

Acids	Boric (Powd.) .. 15 @ 25	Boric (Xtal) .. 15 @ 25	Carbolic .. 47 @ 54	Citric .. 62 @ 70	Muriatic .. 3 1/2 @ 8	Nitric .. 9 @ 15	Oxalic .. 20 1/2 @ 30	Sulphuric .. 3 1/2 @ 8	Tartaric .. 40 @ 50																																																																			
Ammonia	Water, 26 deg. .. 10 @ 18	Water, 13 deg. .. 8 1/2 @ 13	Water, 14 deg. .. 6 1/2 @ 12	Carbonate .. 20 @ 25	Chloride (Gran.) .. 10 @ 20																																																																							
Balsams	Copaiba .. 60 @ 100	Fir (Canada) .. 2 55 @ 2 80	Fir (Oregon) .. 65 @ 100	Peru .. 3 00 @ 3 25	Tolu .. 3 00 @ 3 25																																																																							
Barks	Cassia (ordinary) .. 25 @ 30	Cassia (Saigon) .. 50 @ 60	Sassafras (pw. 50c) .. @ 45	Soap Cut (powd.) .. 30c @ 25																																																																								
Berries	Cubeb .. @ 1 25	Fish .. 25 @ 20	Juniper .. 7 @ 15	Prickly Ash .. @ 30																																																																								
Extracts	Licorice .. 60 @ 65	Licorice powd. .. 70 @ 80																																																																										
Flowers	Arnica .. 25 @ 30	Chamomile (Ger.) .. 35 @ 40	Chamomile Rom. .. 1 75																																																																									
Gums	Acacia, 1st .. 50 @ 55	Acacia, 2nd .. 45 @ 50	Acacia, Sorts .. 22 @ 30	Acacia, Powdered .. 35 @ 40	Aloes (Barb Pow) .. 25 @ 35	Aloes (Cape Pow) .. 25 @ 35	Aloes (Soc. Pow.) .. 65 @ 75	Asafoetida .. 1 00 @ 1 25	Pow. .. 1 20 @ 1 30	Camphor .. @ 60	Guaiaac .. @ 75	Guaiaac, pow'd .. @ 85	Kino, powdered .. @ 90	Myrrh .. @ 90	Myrrh, powdered .. @ 90	Opium, powd. 15 .. 15 @ 15 42	Opium, gran. 15 .. 15 @ 15 42	Shellac .. 90 @ 100	Shellac Bleached 1 00 @ 1 10	Tragacanth, pow. .. @ 1 75	Tragacanth .. 1 75 @ 2 25	Turpentine .. @ 25																																																						
Insecticides	Arsenic .. 20 @ 30	Blue Vitriol, bbl. .. @ 07	Blue Vitriol, less 8 1/2 @ 15	Bordeaux Mix Dry 14 @ 29	Hellebore, White powdered .. 20 @ 30	Insect Powder .. 70 @ 90	Lead Arsenate Po. 26 @ 35	Lime and Sulphur Dry .. 8 1/2 @ 24	Paris Green .. 32 @ 48																																																																			
Leaves	Buchu .. 1 50 @ 1 60	Buchu, powdered .. @ 1 75	Sage, Bulk .. 25 @ 30	Sage, 1/2 loose .. @ 40	Sage, powdered .. @ 35	Senna, Alex. .. 75 @ 80	Senna, Tinn. .. 30 @ 35	Senna, Tinn. pow. 25 @ 35	Uva Ursi .. 20 @ 25																																																																			
Oils	Almonds, Bitter, true .. 7 50 @ 7 75	Almonds, Bitter, artificial .. 4 00 @ 4 25	Almonds, Sweet, true .. 80 @ 1 20	Almonds, Sweet, imitation .. 60 @ 1 00	Amber, crude .. 1 50 @ 1 75	Amber, rectified .. 2 00 @ 2 25	Anise .. 1 00 @ 1 25	Bergamont .. 4 50 @ 4 75	Cajeput .. 1 50 @ 1 75	Cassia .. 4 00 @ 4 25	Castor .. 1 75 @ 2 00	Cedar Leaf .. 1 75 @ 2 00	Citronella .. 1 50 @ 1 75	Cloves .. 3 50 @ 3 75	Cocao nut .. 25 @ 35	Cod Liver .. 1 35 @ 1 45	Croton .. 2 00 @ 2 25	Cotton Seed .. 1 40 @ 1 60	Cubebs .. 8 50 @ 8 75	Eigeron .. 3 00 @ 3 25	Eucalyptus .. 1 25 @ 1 50	Hemlock, pure .. 2 00 @ 2 25	Juniper Berries .. 2 00 @ 2 25	Juniper Wood .. 1 35 @ 1 45	Lard, extra .. 1 35 @ 1 45	Lard, No. 1 .. 1 25 @ 1 35																																																		
Alkanet .. 25 @ 30	Blood, powdered .. 35 @ 40	Calamus .. 35 @ 40	Elecampane, powd .. 25 @ 30	Gentian, powd. .. 20 @ 30	Ginger, African, powdered .. 25 @ 30	Ginger, Jamaica, powdered .. 60 @ 65	Ginger, Jamaica, powdered .. 42 @ 50	Goldenseal, pow. 5 .. 50 @ 60	Ipecac, powd. .. @ 3 75	Licorice .. 35 @ 40	Licorice, powd. .. 20 @ 30	Orris, powdered .. 30 @ 40	Poke, powdered .. 30 @ 35	Rhubarb, powd. .. 85 @ 1 00	Rosinwood, powd. .. @ 40	Sarsaparilla, Hond. .. @ 40	Sarsaparilla, Mexican, ground .. @ 1 00	Squills .. 35 @ 40	Squills, powdered .. 60 @ 70	Turmeric, powd. .. 17 @ 25	Valerian, powd. .. 40 @ 50																																																							
Potassium	Bicarbonate .. 35 @ 40	Bichromate .. 15 @ 25	Bromide .. 50 @ 65	Carbonate .. 30 @ 35	Chlorate, gran'd .. 23 @ 30	Chlorate, powd. or Xtal .. 16 @ 25	Cyanide .. 30 @ 50	Iodide .. 4 46 @ 4 62	Permanganate .. 30 @ 40	Prussiate, yellow .. 65 @ 75	Prussiate, red .. @ 1 00	Sulphate .. 35 @ 40																																																																
Roots	Alkanet .. 25 @ 30	Blood, powdered .. 35 @ 40	Calamus .. 35 @ 40	Elecampane, powd .. 25 @ 30	Gentian, powd. .. 20 @ 30	Ginger, African, powdered .. 25 @ 30	Ginger, Jamaica, powdered .. 60 @ 65	Goldenseal, pow. 5 .. 50 @ 60	Ipecac, powd. .. @ 3 75	Licorice .. 35 @ 40	Licorice, powd. .. 20 @ 30	Orris, powdered .. 30 @ 40	Poke, powdered .. 30 @ 35	Rhubarb, powd. .. 85 @ 1 00	Rosinwood, powd. .. @ 40	Sarsaparilla, Hond. .. @ 40	Sarsaparilla, Mexican, ground .. @ 1 00	Squills .. 35 @ 40	Squills, powdered .. 60 @ 70	Turmeric, powd. .. 17 @ 25	Valerian, powd. .. 40 @ 50																																																							
Seeds	Anise .. @ 35	Anise, powdered .. 35 @ 40	Bird, ls .. 13 @ 15	Canary .. 10 @ 15	Caraway, Po. .50 .. 35 @ 40	Cardamon .. @ 2 75	Celery, powd. .55 .. 45 @ 50	Coriander pow. .35 .. 27 @ 30	Dill .. 12 1/2 @ 20	Fennell .. 25 @ 40	Flax .. 07 1/2 @ 12	Flax, ground .. 07 1/2 @ 12	Foenugreek pow. .. 15 @ 25	Hemp .. 8 @ 15	Lobelia, powd. .. @ 1 25	Mustard, yellow .. 15 @ 25	Mustard, black .. 15 @ 20	Poppy .. 22 @ 25	Quince .. 1 75 @ 2 00	Rape .. 15 @ 20	Sabadilla .. 23 @ 30	Sunflower .. 11 1/2 @ 15	Worm, American .. 30 @ 40	Worm, Levant .. @ 5 50																																																				
Tinctures	Aconite .. @ 1 80	Aloes .. @ 1 45	Arnica .. @ 1 10	Asafoetida .. @ 2 40	Belladonna .. @ 1 35	Benzoin .. @ 2 10	Benzoin Comp'd .. @ 2 65	Buchu .. @ 2 55	Cantharadides .. @ 2 85	Capsicum .. @ 2 20	Catechu .. @ 1 75																																																																	
Paints.	Lead, red dry .. 15 @ 15 1/2	Lead, white dry .. 15 @ 15 1/2	Lead, white oil .. 15 @ 15 1/2	Ochre, yellow bbl. .. @ 2	Ochre, yellow less 2 1/2 @ 6	Red Venet'n Am. 3 1/2 @ 7	Red Venet'n Eng. 4 @ 8	Putty .. 5 @ 8	Whiting, bbl. .. @ 4 1/2	Whiting .. 5 1/2 @ 10	L. H. P. Prep. .. 2 80 @ 3 00	Rogers Prep. .. 2 80 @ 3 00																																																																
Miscellaneous	Acetalid .. 42 1/2 @ 50	Alum .. 08 @ 12	Alum, powd. and ground .. 09 @ 15	Bismuth, Subnitrate .. 3 92 @ 4 12	Borax xtal or powdered .. 07 @ 13	Cantharades, po. 2 .. 00 @ 3 00	Calomel .. 1 59 @ 1 79	Capsicum, pow'd .. 45 @ 55	Carmine .. 6 00 @ 6 60	Cassia Buds .. 25 @ 30	Cloves .. 50 @ 55	Chalk Prepared .. 14 @ 16	Chloroform .. 57 @ 67	Chloral Hydrate .. 1 35 @ 1 85	Cocaine .. 10 60 @ 11 25	Cocoa Butter .. 55 @ 75	Corks, list, less .. 40 @ 50 50%	Copperas .. 2 1/2 @ 10	Copperas, Fowd. .. 4 @ 10	Corrosive Sublim .. 1 28 @ 1 49	Cream Tartar .. 33 @ 40	Cuttle bone .. 40 @ 50	Dextrine .. 5 @ 15	Dover's Powder 3 50 @ 4 00	Emery, All Nos. .. 10 @ 15	Emery, Powdered .. 8 @ 10	Epsom Salts, bbis. .. @ 3	Epsom Salts, less 3 1/4 @ 10	Ergot, powdered .. @ 75	Flake, White .. 15 @ 20	Formaldehyde, lb 15 1/2 @ 30	Gelatine .. 1 25 @ 1 50	Glassware, less 55% .. 60%	Glassware, full case .. 60%	Glauber Salts, bbl. .. @ 03 1/2	Glauber Salts less .. 04 @ 10	Glue, Brown .. 21 @ 30	Glue, Brown Grd .. 15 @ 20	Glue, white .. 27 1/2 @ 35	Glycerine .. 22 1/2 @ 40	Hops .. 65 @ 75	Iodine .. 6 15 @ 6 55	Iodoform .. 8 00 @ 8 30	Lead Acetate .. 18 @ 25	Lycopodium .. 60 @ 75	Mace .. @ 80	Mace, powdered .. 95 @ 1 00	Menthol .. 18 00 @ 19 00	Morphine .. 10 58 @ 11 33	Nux Vomica .. @ 30	Nux Vomica, pow. .. 17 @ 25	Pepper black pow. .. 32 @ 35	Pepper, White .. 40 @ 45	Pitch, Burgundry .. 10 @ 15	Quassia .. 12 @ 15	Quinine .. 72 @ 1 33	Rochelle Salts .. 28 @ 35	Saccharine .. @ 30	Salt Peter .. 11 @ 22	Selditz Mixture .. 30 @ 40	Soap, green .. 15 @ 30	Soap mott cast. 2 1/2 @ 25	Soap, white castile case .. @ 11 50	Soap, white castile less, per bar .. @ 1 25	Soda Ash .. 3 1/2 @ 10	Soda Bicarbonate 3 1/2 @ 10	Soda, Sal .. 03 @ 08	Spirits Camphor .. @ 1 35	Sulphur, roll .. 3 1/2 @ 10	Sulphur, Subl. .. 04 @ 10	Tamarinds .. 20 @ 25	Tartar Emetic .. 70 @ 75	Turpentine, Ven. .. 50 @ 75	Vanilla Ex. pure .. 1 75 @ 2 25	Witch Hazel .. 1 51 @ 2 10	Zinc Sulphate .. 06 @ 15

STILL SMILING AND WHY NOT?

You would too, for all our customers are that have bought New Fixtures. They bring them new and increased sales. It would also keep you smiling to see the beautiful line of **WILMARTH FIXTURES**—the Real Fixtures—up-to-date at no extra cost.

THE WONDERFUL

Guaranty Soda Fountains

Sure are selling fast this year. Better send your order at once. Ask any customer who has had one for a few years, about them, and you will find out why they are the best. We will be glad to talk and figure with you. Terms if desired.

Hazeltine & Perkins
DRUG COMPANY
GRAND RAPIDS - MICHIGAN

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Evap. Apricots		Cheese	
Cocoa		Split Peas	
Currants		Sago	
Cream of Tartar		Tapioca	
Evap. Apples		Olives	
Rice		Sal Soda	

AMMONIA

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



AXLE GREASE

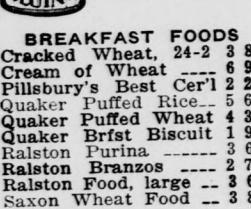
48, 1 lb.	4 25
24, 3 lb.	5 50
10 lb. pails, per doz.	8 20
15 lb. pails, per doz.	11 20
25 lb. pails, per doz.	17 70

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



BLUING

BREAKFAST FOODS

Cracked Wheat, 24-2	3 85
Cream of Wheat	6 90
Pillsbury's Best Cer'l	2 20
Quaker Puffed Rice	5 65
Quaker Puffed Wheat	4 30
Quaker Bfst Biscuit	1 90
Ralston Purina	3 60
Ralston Bran	2 70
Ralston Food, large	3 60
Ralston Wheat Food	3 85



Post's Brands.

Grape-Nuts, 24s	3 30
Postum Cereal, 12s	2 25
Post Toasties, 36s	2 85
Post Toasties, 24s	2 85
Post's Bran, 24s	2 70

BROOMS

Parlor Pride, doz.	6 00
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,	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	3 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
Pineapple, 1, sled	1 80@2 25
Pineapple, 2, sl.	3 10@3 25
P'apple, 2, br sl.	2 75@2 85
P'apple, 2 1/2, sl.	3 80@4 50
P'apple, 2, cru.	2 40@2 60
Pineapple, 10 cru.	13 00
Pears, No. 2	2 90
Pears, No. 2 1/2	3 50@3 75
Plums, No. 2	1 25@1 40
Plums, No. 2 1/2	3 50
Raspberries No. 2, blk	3 00
Raspb's, Red, No. 10	14 00
Raspb'b, Black	
No. 10	11 50@12 50
Rhubarb, No. 10	5 50

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	1 25
Beef, No. 2 1/2, Qua.	1 75
Beef, 5 oz., Qua.	1 50
Beef, No. 1, B'nut,	1 50
Beefsteak & Onions,	2 75
Chili Con Ca., 1s	1 35@1 45
Deviled Ham, 1/8s	2 20
Deviled Ham, 1/2s	3 60
Hamburg Steak & Onions,	3 15
Potted Beef, 4 oz.	1 10
Potted Meat, 1/2 Libby	50
Potted Meat, 1/2 Libby	90
Potted Meat, 1/2 Rose	85
Potted Ham, Gen.	1 85
Vienna Saus., No. 1/2	1 35
Veal Loaf, Medium	2 30

CHEESE

Roquefort	59
Kraft Small tins	1 70
Kraft American	1 70
Chili, small tins	1 70
Pimento, small tins	1 70
Roquefort, small tins	2 50
Camembert, small tins	2 50
Brick	24
Wisconsin Flats	26
Wisconsin Daisy	26
Longhorn	25
Michigan Full Crema	25
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
Adams's Pepsin	65
Beechnut	70
Doublemint	65
Juicy Fruit	65
Peppermint, Wrigleys	65
Spearmint, Wrigleys	65
Wrigley's P-K	65
Zenith	65
Teaberry	65

CHOCOLATE.

Baker, Caracas, 1/8s	37
Baker, Caracas, 1/4s	35
Baker, Premium, 1/8s	38
Baker, Premium, 1/4s	36
Baker, Premium, 1/2s	35
Hersheys, Premium, 1/8s	35
Hersheys, Premium, 1/4s	36
Runkle, Premium, 1/2	31
Runkle, Premium, 1/4s	34
Vienna Sweet, 24s	2 10

CANNED VEGETABLES.

Asparagus.

No. 1, Green tips	4 50@4 75
No. 2 1/2, Lge. Green	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	90
Dehydrated Potatoes, lb	45
Mushrooms, Hotels	38
Mushrooms, Choice	50
Mushrooms, Sur Extra	70
Peas, No. 2, E.J.	1 50@1 80
Peas, No. 2, Sift.	
June	1 90@2 10
Peas, No. 2, Ex. Sift.	2 60
E. J.	
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
Sw't Potatoes, No. 2 1/2	1 35
Sauerkraut, No. 3	1 40@1 50
Succotash, No. 2	1 60@2 35
Succotash, No. 2, glass	2 80
Spinach, No. 1	1 10
Spinach, No. 2	1 35@1 75
Spinach, No. 3	2 00@2 40
Spinach, No. 10	6 00@7 00
Tomatoes, No. 2	1 30@1 60
Tomatoes, No. 3	1 90@2 25
Tomatoes, No. 2 glass	2 60
Tomatoes, No. 10	6 50@7 00

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	3 40
Paramount, 6, 10s	10 00
Sniders, 8 oz.	1 85
Sniders, 16 oz.	2 85
Royal Red, 10 oz.	1 40

CHILI SAUCE.

Snider, 16 oz.	3 85
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	59
Kraft Small tins	1 70
Kraft American	1 70
Chili, small tins	1 70
Pimento, small tins	1 70
Roquefort, small tins	2 50
Camembert, small tins	2 50
Brick	24
Wisconsin Flats	26
Wisconsin Daisy	26
Longhorn	25
Michigan Full Crema	25
New York Full Cream	30
Sap Sago	30

CHOCOLATE.

Baker, Caracas, 1/8s	37
Baker, Caracas, 1/4s	35
Baker, Premium, 1/8s	38
Baker, Premium, 1/4s	36
Baker, Premium, 1/2s	35
Hersheys, Premium, 1/8s	35
Hersheys, Premium, 1/4s	36
Runkle, Premium, 1/2	31
Runkle, Premium, 1/4s	34
Vienna Sweet, 24s	2 10

COCOA.

Baker's 1/8s	41
Baker's 1/2s	37
Bunte, 1/8s	43
Bunte, 1/2 lb.	35
Bunte, lb.	32
Droste's Dutch, 1 lb.	9 00
Droste's Dutch, 1/2 lb.	4 75
Droste's Dutch, 1/4 lb.	2 00
Hersheys, 1/8s	33
Hersheys, 1/2s	28
Huyler	36
Lowney, 1/8s	40
Lowney, 1/2s	38
Lowney, 5 lb. cans	31
Van Houten, 1/8s	75
Van Houten, 1/2s	75

COCOANUT.

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

GOLDEN BERRY COFFEE
HUME GROCER CO.
ROASTERS
MUSKOGEE, MICH

COFFEE ROASTED Bulk

Rio	25
Santos	31@33
Maracaibo	37
Gautemala	39
Java and Mocha	41
Bogota	41
Peaberry	33 1/2

McLaughlin's Kept-Fresh Vacuum packed. Always fresh. Complete line of high-grade bulk coffees. W. F. McLaughlin & Co., Chicago

Coffee Extracts

M. Y., per 100	12
Frank's 50 pkgs.	4 25
Hummel's 50 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, 48 5 00	
Blue Grass, Baby, 72 3 75	
Carnation, Tall, 4 doz.	5 25
Carnation, Baby, 8 dz.	5 15
Every Day, Tall	5 25
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

Wolverine, 50s

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

Worden Grocer Co. Brands

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

OLEOMARGARINE
Kent Storage Brands.
Good Luck, 1 lb. ----- 25 1/2
Good Luck, 2 lb. ----- 25
Good Luck, solid ----- 24
Gilt Edge, 1 lb. ----- 25 1/2
Gilt Edge, 2 lb. ----- 25
Delicia, 1 lb. ----- 22
Delicia, 2 lb. ----- 21 1/2

Swift Brands.
Gem Nut ----- 24
Special Country roll ----- 27

Van Westenbrugge Brands
Carload Distributor



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

MATCHES
Crescent, 144 ----- 5 75
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. 2 1/2, 24 cans to case ----- 6 05
No. 1 1/2, 36 cans to case ----- 6 00

Green Brer Rabbit
No. 10, 6 cans to case ----- 4 20
No. 5, 12 cans to case ----- 4 45
No. 2 1/2, 24 cans to case ----- 4 70
No. 1 1/2, 36 cans to case ----- 4 00

Aunt Dinah Brand.
No. 10, 6 cans to case ----- 3 00
No. 5, 12 cans to case ----- 3 25
No. 2 1/2, 24 cans to case ----- 3 50
No. 1 1/2, 36 cans to case ----- 3 00

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

Half barrels 5c extra
Molasses in Cans.
Dove, 36, 2 lb. Wh. L. ----- 5 60
Dove, 24, 2 1/2 lb. Wh. L. ----- 5 20
Dove, 36, 2 lb. Black ----- 4 30
Dove, 24, 2 1/2 lb. Black ----- 4 30
Dove, 6, 10 lb. Blue L ----- 4 45
Palmetto, 24, 2 1/2 lb. ----- 4 65

NUTS.
Whole
Almonds, Terregona ----- 20
Brazil, Large ----- 22
Fancy mixed ----- 20
Filberts, Sicily ----- 15
Peanuts, Virginia, raw ----- 09 1/2
Peanuts, Vir. roasted ----- 11
Peanuts, Jumbo, raw ----- 12
Peanuts, Jumbo, rstd ----- 13
Pecans, 3 star ----- 23
Pecans, Jumbo ----- 24
Walnuts, Naples ----- 22

Salted Peanuts.
Fancy, No. 1 ----- 17
Jumbo ----- 23

Shelled.
Almonds ----- 48
Peanuts, Spanish, ----- 16
125 lb. bags ----- 16
Filberts ----- 32
Pecans ----- 90
Walnuts ----- 52



Bel Car-Mo Brand
8 oz., 2 doz. in case ----- 24
24 1 lb. pails ----- 21 @ 26
12 2 lb. pails ----- 38 @ 39
5 lb. pails 6 in crate ----- 14 @ 32
14 lb. pails ----- 34 @ 37
25 lb. pails ----- 14 @ 15
50 lb. tins ----- 18 @ 30

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



Iron Barrels.
Light ----- 59.2
Medium ----- 61.2
Heavy ----- 64.2
Special heavy ----- 66.2
Extra heavy ----- 69.2
Transmission Oil ----- 59.2
Pinol, 4 oz. cans, doz. ----- 1.40
Pinol, 8 oz. cans, doz. ----- 1.90
Parowax, 100, lb. ----- 7.9
Parowax, 40, 1 lb. ----- 8.1
Parowax, 20, 1 lb. ----- 8.3



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. ----- 10 00

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

PLAYING CARDS
Broadway, per doz. ----- 2 75
Blue Ribbon ----- 4 00
Bicycle ----- 4 50

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
Com. Steers & Heif. ----- 10 @ 12

Cows.
Top ----- 12
Good ----- 11
Medium ----- 09
Common ----- 08

Veal.
Top ----- 12
Good ----- 10
Medium ----- 08

Lamb.
Good ----- 24
Medium ----- 22
Poor ----- 16

Mutton.
Good ----- 12
Medium ----- 10
Poor ----- 06

Pork.
Heavy hogs ----- 08
Medium hogs ----- 09 1/2
Light hogs ----- 09
Loins ----- 15
Butts ----- 12
Shoulders ----- 10
Hams ----- 12
Spareribs ----- 10
Neck bones ----- 06

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

Dry Salt Meats
S P Bellies ----- 16 00 @ 13 00

Lard
80 lb. tubs ----- advance 1/4
Pure in tierces ----- 15
69 lb. tubs ----- advance 1/2
50 lb. tubs ----- advance 3/4
20 lb. pails ----- advance 1/2
10 lb. pails ----- advance 1/4
5 lb. pails ----- advance 1/8
3 lb. pails ----- advance 1/16
Compound Lard ----- 14 1/2 @ 15 1/2

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

Smoked Meats
Hams, 14-16, lb. ----- 21 @ 24
Hams, 16-18, lb. ----- 21 @ 26
Ham, dried beef ----- 38 @ 39
California Hams ----- 12 @ 13
Picnic Boiled ----- 30 @ 32
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 ----- 3 1
Moist in glass ----- 8 00

Pig's Feet
1/4 bbls. ----- 2 15
1/2 bbls., 35 lbs. ----- 4 00
3/4 bbls. ----- 7 00
1 bbl. ----- 14 15

Tripe
Kits, 15 lbs. ----- 90
1/4 bbls., 40 lbs. ----- 1 60
1/2 bbls., 80 lbs. ----- 3 00
Hogs, per lb. ----- @ 42
Beef, round set ----- 14 @ 26
Beef, middles, set ----- 25 @ 30
Sheep, a skein ----- 1 75 @ 2 00

RICE
Fancy Head ----- 8 1/2 @ 9
Blue Rose ----- 6 1/2 @ 7
Broken ----- 4

ROLLED OATS
Steel Cut, 100 lb. sks. ----- 4 75
Silver Flake, 12 Fam. ----- 2 30
Quaker, 18 Regular ----- 1 80
Quaker, 12s Family N ----- 2 75
Mothers, 12s, Ill'num ----- 3 25
Silver Flake, 18 Reg. ----- 1 45
Sacks, 90 lb. Jute ----- 3 00
Sacks, 90 lb. Cotton ----- 3 10

SALERATUS
Arm and Hammer ----- 3 75

SAL SODA
Granulated, bbls. ----- 1 80
Granulated, 100 lbs. cs ----- 2 10
Granulated, 36 2 1/2 lb. packages ----- 2 40

COD FISH
Middles ----- 16
Tablets, 1 lb. Pure ----- 20
Tablets, 1/2 lb. Pure ----- 1 40
Wood boxes, Pure ----- 28
Whole Cod ----- 11

Holland Herring
Mixed, Kegs ----- 1 15
Queen, half bbls. ----- 8 25
Queen, bbls. ----- 16 00
Milkers, kegs ----- 1 25
Y. M. Kegs ----- 1 15
Y. M. half bbls. ----- 9 00
Y. M. Bbls. ----- 17 50

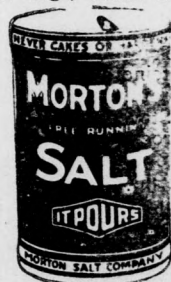
Herring
K K K K, Norway ----- 20 00
8 lb. pails ----- 1 40
Cut Lunch ----- 1 25
Boned, 10 lb. boxes ----- 28
Lake Herring
1/2 bbl., 100 lbs. ----- 6 50

Mackerel
Tubs, 100 lb. fancy fat ----- 24 50
Tubs, 60 count ----- 5 75
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.
Blackine, per doz. ----- 1 35
Black Silk Liquid, dz. ----- 1 40
Black Silk Paste, dz. ----- 1 25
Enamaline Paste, doz. ----- 1 35
Enamaline Liquid, dz. ----- 1 35
E Z Liquid, per doz. ----- 1 40
Radium, per doz. ----- 1 85
Rising Sun, per doz. ----- 1 35
654 Stove Enamel, dz. ----- 2 80
Vulcanol, No. 5, doz. ----- 95
Vulcanol, No. 10, doz. ----- 1 35
Stovoil, 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 ----- 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 30



Worcester
Bbls. 30-10 sks. ----- 5 40
Bbls. 60-5 sks. ----- 5 55
Bbls. 120-2 1/2 sks. ----- 6 05
100-3 lb. sks. ----- 6 05
Bbls. 280 lb. bulk: -----
A-Butter ----- 4 20
AA-Butter ----- 4 20
Plain 50-lb. blks. ----- 4 52
No. 1 Medium bbl. ----- 2 75
Tecomseh 70-lb. farm sk. ----- 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 90
Flake White, 100 box ----- 4 75
Fels Naptha, 700 box ----- 5 50
Grdma White Na. 100s ----- 4 50

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
Fairly, 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
Tribly, 100, 10c cakes ----- 8 00
Williams Barber Bar, 9s ----- 50
Williams Mug, per doz. ----- 40

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 ----- 8 00
Ivory Soap Flks., 50s ----- 4 10



50 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. ----- 5 75
Rub No More, 100, 10 oz. ----- 3 85

Rub No More, 18 Lg. ----- 4 25
Spotless Cleanser, 48, 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 ----- @ 13
Cloves, Zanzibar ----- @ 42
Cassia, Canton ----- @ 25
Cassia, 5c pkg., doz. ----- @ 40
Ginger, African ----- @ 15
Ginger, Cochin ----- @ 20
Mace, Penang ----- @ 75
Mixed, No. 1 ----- @ 22
Mixed, 5c pkgs., doz. ----- @ 45
Nutmegs, 70-80 ----- @ 50
Nutmegs, 105-110 ----- @ 45
Pepper, Black ----- @ 15

Pure Ground in Bulk
Allspice, Jamaica ----- @ 16
Cloves, Zanzibar ----- @ 45
Cassia, Canton ----- @ 25
Ginger, African ----- @ 33
Mustard ----- @ 23
Mace, Penang ----- @ 80
Nutmegs ----- @ 40
Pepper, Black ----- @ 18
Pepper, White ----- @ 29
Pepper, Cayenne ----- @ 33
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
Ponely, 3 1/2 oz. ----- 3 25
Kitchen Bouquet ----- 3 25
Laurel Leaves ----- 20
Marjoram, 1 oz. ----- 90
Savory, 1 oz. ----- 90
Thyme, 1 oz. ----- 90
Turmeric, 2 1/2 oz. ----- 90

STARCH
Corn
Kingsford, 40 lbs. ----- 11 1/4
Powdered, bags ----- 03 1/2
Argo, 48, 1 lb. pkgs. ----- 3 90
Cream, 48-1 ----- 4 80
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 ls ----- 11 1/4
Elastic, 64 pkgs. ----- 5 35
Tiger, 48-1 ----- 3 50
Tiger, 50 lbs. ----- 05 1/2

CORN SYRUP.



Penick Golden Syrup
6, 10 lb. cans ----- 2 90
12, 5 lb. cans ----- 3 10
24, 2 1/2 lb. cans ----- 3 20
24, 1 1/2 lb. cans ----- 2 20

Crystal White Syrup
6, 10 lb. cans ----- 3 40
12, 5 lb. cans ----- 3 60
24, 2 1/2 lb. cans ----- 3 75
24, 1 1/2 lb. cans ----- 2 55

Penick Maple-Like Syrup
6, 10 lb. cans ----- 4 15
12, 5 lb. cans ----- 4 35
24, 2 1/2 lb. cans ----- 4 50
24, 1 1/2 lb. cans ----- 3 05

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

Imt. Maple Flavor.
Orange, No. 1 1/2, 2 doz. ----- 3 05
Orange, No. 5, 1 doz. ----- 4 35

Maple.
Green Label Karo, 23 oz., 2 doz. ----- 5 19
Green Label Karo, 5 1/2 lb., 1 doz. ----- 8 40

Maple and Cane
Kanuck, per gal. ----- 1 65
Sugar Bird, 2 1/2 lb., 2 doz. ----- 9 00
Sugar Bird, 8 oz., 4 doz. ----- 12 00

Maple.
Michigan, per gal. ----- 2 50
Welchs, per gal. ----- 2 80

TABLE SAUCES.
Lea & Perrin, large ----- 6 00
Lea & Perrin, small ----- 3 35
Pepper ----- 1 50
Royal Mint ----- 2 40
Tobasco, 2oz. ----- 4 25
Sho You, 9 oz., doz. ----- 2 70
A-1, large ----- 5 20
A-1, small ----- 3 15
Capers, 2 oz. ----- 2 30

TEA.
Japan.
Medium ----- 30 @ 35
Choice ----- 41 @ 58
Fancy ----- 62 @ 70
No. 1 Nibbs ----- 62
1 lb. pkg. Siftings ----- 16 @ 17

Gunpowder
Choice ----- 28
Fancy ----- 38 @ 40

Ceylon
Pekoe, medium ----- 52

English Breakfast
Congou, Medium ----- 28
Congou, Choice ----- 35 @ 36
Congou, Fancy ----- 42 @ 43

Oolong
Medium ----- 36
Choice ----- 45
Fancy ----- 50

TWINE
Cotton, 3 ply cone ----- 50
Cotton, 3 ply balls ----- 52
Wool, 6 ply ----- 20

VINEGAR
Cider, 40 Grain ----- 22
White Wine, 80 grain ----- 22
White Wine, 40 grain ----- 17
Oakland Vinegar & Pickle Co.'s Brands.

Oakland Apple Cider ----- 25
Blue Ribbon Corn ----- 20
Oakland White Pickling ----- 20
No charge for packages.

WICKING
No. 0, per gross ----- 76
No. 1, per gross ----- 1 05
No. 2, per gross ----- 1 50
No. 3, per gross ----- 2 00
Peerless Rolls, per doz. ----- 90
Rochester, No. 2, doz. ----- 50
Rochester, No. 3, doz. ----- 2 00
Rayo, per doz. ----- 80

WOODENWARE
Baskets
Bushels, narrow band, wire handles ----- 1 75
Bushels, narrow band, wood handles ----- 1 80
Bushels, wide band ----- 2 15
Market, drop handle ----- 90
Market, single handle ----- 95
Market, extra ----- 1 50
Splint, large ----- 8 50
Splint, medium ----- 7 50
Splint, small ----- 6 50

Churns.
Barrel, 5 gal., each ----- 2 40
Barrel, 10 gal., each ----- 2 55
3 to 6 gal., per gal. ----- 16

Egg Cases.
No. 1, Star Carrier ----- 5 00
No. 2, Star Carrier ----- 10 00
No. 1, Star Egg Trays ----- 4 50
No. 2, Star Egg Trays ----- 9 00

Mop Sticks
Trojan spring ----- 2 00
Eclipse patent spring ----- 2 00
No. 2, pat. brush hold ----- 2 00
Ideal, No. 7 ----- 1 25
12 oz. Cot. Mop Heads ----- 2 55
16 oz. Ct. Mop Heads ----- 3 00

Pails
10 qt. Galvanized ----- 2 35
12 qt. Galvanized ----- 2 65
14 qt. Galvanized ----- 3 00
12 qt. Flaring Gal. Ir. ----- 5 00
10 qt. Tin Dairy ----- 4 50
12 qt. Tin Dairy ----- 5 00

Traps
Mouse, wood, 4 holes ----- 60
Mouse, wood, 6 holes ----- 70
Mouse, tin, 5 holes ----- 65
Rat, wood ----- 1 00
Rat, spring ----- 1 06
Mouse, spring ----- 30

Tubs
Large Galvanized ----- 8 50
Medium Galvanized ----- 7 50
Small Galvanized ----- 6 50

Washboards
Banner, Globe ----- 5 75
Brass, single ----- 6 00
Glass, single ----- 6 00
Double Peerless ----- 9 00
Single Peerless ----- 7 50
Northern Queen ----- 5 50
Universal ----- 7 25

Window Cleaners
12 in. ----- 1 65
14 in. ----- 1 85
16 in. ----- 2 30

Wood Bowls
13 in. Butter ----- 5 00
15 in. Butter ----- 9 00
17 in. Butter ----- 18 00
19 in. Butter ----- 25 00

WRAPPING PAPER
Fibre, Manila, white, 05% ----- 08
No. 1 Fibre ----- 08
Butchers Manila ----- 06
Kraft ----- 08
Kraft Stripe ----- 09 1/2

YEAST CAKE
Magic, 3 doz. ----- 2 70
Sunlight, 3 doz. ----- 2 70
Sunlight, 1 1/2 doz. ----- 1 35
Yeast Foam, 3 doz. ----- 2 70
Yeast Foam, 1 1/2 doz. ----- 1 35

YEAST-COMPRESSED
Fleischman, per doz. ----- 30

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, March 7—In the matter of Edward O. Meyers, Bankrupt No. 2427, the funds for the first meeting have been received and such meeting will be held at the referee's office on March 18.

March 10. On this day was held the first meeting of creditors in the matter of Arnold N. Sonneveldt, Bankrupt No. 2440. The bankrupt was present in person and creditors were not present or represented. Claims were proved and allowed. The bankrupt was sworn and examined by the referee without a reporter. The case being one without assets, was closed and returned to the District Court.

On this day also was held the first meeting of creditors in the matter of Martin Van Den Berg, Bankrupt No. 2437. The bankrupt was present in person and by attorney, S. Wesseliuss. Creditors were present. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The case being no-asset was closed and returned to the District Court, and no trustee was appointed.

In the matter of Alex Mieviadomski, Bankrupt No. 2442, the funds for the first meeting have been received and the meeting is called for March 24.

March 11. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Isaac Lewis, Bankrupt No. 2450. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt has conducted a retail clothing establishment in Grand Rapids. The schedules filed list assets of \$4,750, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$6,409.60. The first meeting of creditors has been called for March 24. The creditors of the bankrupt are as follows:

Fred Hackett, Grand Rapids	\$ 22.50
Goodspeed Real Estate Co., Grand Rapids	416.67
Adler Jones Co., Chicago	22.50
Goldstein Siegel Co., New York	118.16
J. Friedman Co., New York	504.25
Greenberg Williams Co., New York	390.50
Fierst Axelbaum, New York	244.50
Kahn, Drefuss, Levy Co., New York	1,046.75
Kuh-Nathan Fisher Co., Chicago	240.18
New Jersey Clothing Co., New York	478.00
J. & R. Palmenberger, New York	200.00
Harry Rickles & Co., New York	1,338.50
Tip Top Clothing Co., New York	495.00
I. Rosenbaum, New York	82.50
U. S. Rain Coat Co., New York	310.50
Samuel Yattee & Co., Chicago	272.00
J. F. Stein, New York	52.50
Consumers Power Co., Grand Rapids	75.16
Herpolsheimer Co., Grand Rapids	80.65
Postal Telegraph, Grand Rapids	4.58
Junior Collegiate, Grand Rapids	4.58
East End Electric Co., Grand Rapids	2.30
Imperial Clothing Co., New York	4.69

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Fred J. Biggs, Bankrupt No. 2451. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids. The occupation of the bankrupt is not stated. The schedules filed list assets of \$650, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$1,332. The court has written for funds for the first meeting and upon receipt 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:

Geo. Davis, Middleville	\$380.00
Edward Brown, Grand Rapids	300.00
Farmers & Merchant Bank, Nashville	145.00
Mrs. E. Crabb, Nashville	200.00
Beirie Bros., Nashville	35.00
Glasgow Hdwe. Co., Nashville	10.00
Ethelyn Biggs, Byron Center	250.00
Arthur Labam, Hastings	12.00

March 13. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Wilber T. Norris, Bankrupt No. 2454. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a mail carrier by occupation. The schedules filed list no assets of any kind, with liabilities of \$3,491.77. The court has written for funds for the first meeting, and upon receipt 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:

David Mansfield, El Paso	\$ 10.50
John C. Brewington, El Paso	115.00
James Harvey, El Paso	110.00
B. L. Pike, El Paso	25.05
S. J. Armstrong, El Paso	18.00
Jones Garage, El Paso	30.00
Alamo Motor Co., El Paso	130.00
Tri-State Motor Co., El Paso	75.00
Dr. Geo. Turner, El Paso	20.00
Firestone Tire Co., Dallas	13.50
Maynes Oil Station, El Paso	13.25
Barnes Massey, El Paso	52.00
Dr. Vander Veen, El Paso	180.00
West Texas Motor Co., El Paso	850.00
Mrs. D. W. Detweiler, Tucson	80.00
Mrs. D. W. Detweiler, Tucson	80.00
B. & C. Grocery Co., El Paso	13.65
Dr. (name unknown), El Paso	50.00
Hoffman Market, Grand Rapids	6.34
Dr. Vanden Berg, Grand Rapids	300.00
Blodgett Hospital, Grand Rapids	68.50
Dr. Richard Smith, Grand Rapids	300.00
Dr. Butler, Grand Rapids	20.00
Dr. Regterink, Grand Rapids	25.00
Mrs. Clyde Wright, Grand Rapids	50.00
C. P. Massey, Grand Rapids	1,000.00

Dr. E. D. Strong, El Paso 37.00
March 13. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Lewis W. Draper, Bankrupt No. 2452. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Ionia. The occupation or trade of the bankrupt is not stated. The schedules list \$295 assets, of which \$250 is claimed as exempt, with liabilities of \$7,552. The court has written for funds for the first meeting, and upon receipt of the same the first meeting of creditors will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

John Hansen, Edmore	\$ 920.00
Fred Kimball, Crystal	5,500.00
L. A. Siples, Carson City	80.00
State Bank of Crystal, Crystal	200.00
Clarence Orcutt, Crystal	189.00
John Fahey, Butternut	80.00
Clarence Swarthout, Crystal	170.00
Matilda Hawkins, Vestaberg	250.00
State Savings Bank, Stanton	24.00
A. O. Burgess, Stanton	10.00
Rodded Fire Ins. Co., Flint	79.00

March 13. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of John D. Hedges, Bankrupt No. 2453. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Shelby and is a laborer by occupation. The schedules filed list assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$431.43. The court has written for funds for the first meeting, and upon receipt 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:

F. M. Meyers & Son, Shelby	\$200.00
A. J. Rankin, Shelby	100.00
C. S. Sorenson, Shelby	10.00
Thompson Lightning Rod Co., Brighton, Ia.	121.43

In the matter of Lawton L. Skillman, Bankrupt No. 2224, the trustee is in receipt of offers for two portions of the shares of stock which are an asset of this estate and also has petitioned the court for a sale of the balance on hand at auction. The date fixed for sale of such property is March 24. The property will be sold to the highest bidder. The stocks include some of Rex-Robinson Furniture Co. and of Grand Rapids Veneer Works. All interested should be present at such time and place.

In the matter of Lewis W. Draper, Bankrupt No. 2452, the funds for the first meeting have been received and such meeting will be held at the office of the referee on March 31.

March 15. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Fred E. Briggs, Bankrupt No. 2449. The matter has been referred to Benn M. Corwin as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a salesman by occupation. The schedules filed list assets of \$1,250, of which \$500 is claimed as exempt to the bankrupt, with liabilities of \$2,352.83. The funds for the first meeting have been furnished and such meeting will be held at the referee's office on March 31. A list of the creditors of the bankrupt is as follows:

Becker Auto Co., Grand Rapids	\$120.00
Heyman Co., Grand Rapids	384.50
R. A. Garneau, Grand Rapids	79.32
Fred J. Fisher, Grand Rapids	20.00
W. H. Mosher, Grand Rapids	31.41
Ihling Bros. & Everhardt, Kalamazoo	15.73
Conent & Donaldson, Conway, Mass.	6.84
Winter Bros. Co., Wrentham, Mass.	20.01
Gardner Bryon Co., Cleveland	24.07
H. E. Barton Tool Co., Chicago	78.30
Paulsen Supply Co., Chicago	158.44
A. J. Polk & Sons, Millsbury, Pa.	259.82
Frank H. Clay, Kalamazoo	79.00
Standard Saw Tool Co., Boston	242.95
Alvard Reamer Tool Co., Millsbury, Pa.	20.31
Keeler Brass Co., Grand Rapids	25.11
Mollema & Son, Grand Rapids	50.00
Larco Mfg. Co., Chicago	6.00
Moline Garage, Moline	30.00
Glenn Garage, Glenn	25.00
Madison Square Garage, Grand Rapids	20.00
United Hotel Co., Flint	40.00
Herpolsheimer Co., Grand Rapids	26.75
Peoples Savings Bank, Grand Rapids	50.00
Carr, Hutchins, Anderson, Grand Rapids	45.00
Leslie Lewis, Grand Rapids	32.00
Jackson Hotel Co., Jackson	18.00
Joseph Gunn, Jackson	20.00
Tungsten Mfg. Co., Chicago	400.00
Pangburn Green, Saginaw	27.00

March 17. In the matter of Axel W. Johnson, Bankrupt No. 2441, the first meeting was held on this day. The bankrupt was present in person. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date and the case, being no asset, was closed and returned to the clerk of the court.

On this day also was held the sale of assets in the matter of Martin Kuks, Bankrupt No. 2430. Creditors were present. Several prospective purchasers were present. The final offer on the property was made by James Eckhart, of Grand Rapids, and was sold to him for \$483. An order was made confirming the same. The meeting was then adjourned without date.

On this day also was held the final meeting of creditors in the matter of Samuel Kassel, Bankrupt No. 2356. The bankrupt was not present. The trustee was present in person and by F. C. Miller, attorney. Watt & Colwell were present. Chas. H. Lillie was present. The trustee's final report was approved. The bills of the attorneys for the bankrupt and for the trustee were considered and allowed. The meeting was adjourned to March 24 to decide a contested claim.

March 14. (Delayed). On this day was held the final meeting of creditors in the matter of Northern Michigan Pulp Co., Bankrupt No. 2280. The trustee was present. George B. Kingston was present representing the trustee. Mr. Butterfield, of New York City, was present for creditors. Claims were proved and allowed. The trustee's final report and account was considered and approved. The trustee's expense account was approved. The bills of the attorney for the trustee, for the petitioning creditors, and that of the attorney for the receiver were passed upon and allowed. An order was made for the payment of the balance of the administration expenses and the remaining funds were paid to the Collector of Internal Revenue to apply on its preferred tax claim. There were no dividends to creditors. The creditors made no objection to the discharge of the bankrupt. The meeting was then adjourned without date, and the case will be closed and returned.

On this day was held the first meeting of creditors in the matter of Ollie Hall, Bankrupt No. 2444. The bankrupt was present and by attorney. Creditors were present and represented. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The case being one without assets was closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Edward O. Meyers, Bankrupt No. 2427. The bankrupt was not present or represented. Creditors present in person. The meeting was adjourned on motion of the attorney for the bankrupt to March 22 and the bankrupt was ordered to appear at such time.

Two Charges Laid at Verbeck's Door

Kalamazoo, March 14—Judge Verbeck certainly overlooked two important items when he made his report on the St. Joseph meeting last week.

For instance, President Klare read the following telegram at the luncheon on Saturday:

"Your Secretary, Judge Verbeck, travels all over Michigan pretending he is an advocate of the two-dollar-a-day American plan hotel. A party stopped at his hotel at Glen Lake last season and he made a charge of four dollars each, four in one room, with an additional cover charge of 50 cents for each blanket furnished.

Women's Protective League.

On Saturday afternoon the question, "Should a summer resort be operated without a landlady?" was warmly discussed, many of the lady members participating. Our worthy Secretary was given until the next annual meeting to supply such a deficiency if it exists in his hotel.

Walter J. Hodges,
New Burdick Hotel.

Annual Meeting of Muskegon Council.

Muskegon, March 18—Muskegon Council, No. 404, U. C. T., held their annual election Saturday, March 15. The following officers were elected:

Past Councilor—Victor Damm.
Senior Councilor—Charles Duncan.
Junior Councilor—Harley Piper.
Conductor—Mathew Morton.
Page—Edw. Richardson.
Sentinel—D. V. Feasel.
Chaplain—M. D. Bunker.
Executive Committee—Henry Frost, Jay Lyons, M. H. Steiner, E. C. Welton.

Henry Frost was appointed captain of the degree team; also chairman of the entertainment committee.

Sick Committee—Jay Lyons and M. H. Steiner.

Committee on T. B. Sanitarium—A. W. Stevenson, M. H. Steiner, E. P. Monroe.

The following were initiated: Harvey Anderson and Elmer M. Nelson.
E. P. Monroe, Scribe.

We would a heap rather be known as a good-for-something peddler than as the most popular no-count in the universe.

Playing Bad Politics at the Seat of Government.

Grandville, March 18—A panacea for all the farmer's woes is to be had by Government loans.

We are told this by some of our wise statesmen at Washington and an ordinary individual has no right to dispute the proposition.

Suppose the Government carries out some of these solon-like ideas, where will it land the farmer and the Nation as well? Why is it that the farmer is entitled to Government aid any more than is the merchant, the mechanic or the shoemaker? I fail to see the wisdom of selecting one class of whom to make a pet and a preferred child while letting all the remainder of our citizenship go it alone.

One suggestion, very seriously considered, is the appropriation of \$75,000,000 to be used as loans to the wheat farmer, so that he may arrange to become a diversified raiser of farm products. It is estimated that \$1,000 to each farmer will fix him in good shape to make a new start in the world and get into a position where he may be able to make a living for himself without Government aid.

All this, however, is just a theory, and when put into practice may turn out a failure. In fact, any man who has a fairly good share of horse sense knows that such a relief measure would turn out a failure and, furthermore, we all know it would be unconstitutional, and unjust to the great mass of the American people.

Why should the Government go out of its way to lend a man money to whom no bank or money lender in his senses would trust with a penny?

Oh, well, they say, the Government—which means us—will be secured on the farmer's crops. If not that then on the farm itself, so that the Government may invest in mortgaged farms all over the Northwest. Well, that sounds fine, but when pay day came and no funds, how it would look, honestly would it not now, for the United States to turn the farmers out of doors and go into the agricultural business itself?

Is not the whole scheme the height of idiocy? Why is it that men with normal intelligence—and our Congressmen ought to be that—will mix up such a dose and offer it to a sovereign people as a panacea for the low price of one single article of farm production?

The plain fact is that the whole buncombe output is based on a scheme to win votes, and it is about time the people sent word down to Washington that there must be less damned foolishness and waste of wind on fanciful ideals and get down to business.

The whole thing in a nutshell is, let the farmer alone. He will work out his own salvation. If he cannot do it, no one else, not even the Government can.

Our present Congress seems to be about the poorest excuse for a legislative body ever convened under the sun.

No wonder the years of general election are usually years of indifferent business activity, since all Governmental activity is centered in securing votes for party politicians regardless.

The question of reducing taxation has been muddled until it is likely to become a football for scheming political hacks to kick about at their pleasure, while the people for whom they are supposed to legislate are left to suffer.

The fact is, we have been too lax in our methods of choosing our servants to represent us at Washington. We had far better men in Congress under the old caucus-convention system than under the present primary fraud. It seems hardly likely that people will again take interest in politics until the primary law is torn up root and branch and a sensible system of nominations takes its place.

There are a certain lot of dirt farmers in Washington who will do anything, no matter how foolish and unjust, so they can wheedle the tillers of the soil into believing that certain laws are necessary for the salvation of the farmer.

It may well be doubted if any legislation makes the Government a wet nurse for any class of our people is worthy of the slightest consideration. Yet men are found, members of our Congress, who will advocate paternalism in its most reprehensible phase in order to coin votes for themselves. Such men are unfit for a public trust. They are false friends and put forth hopes which can never be realized.

Some of the most rampant ranters on the stump during the campaign last fall who won out and now occupy responsible positions in Congress, are as mum as sucking babes where genuine aid for an overtaxed public is concerned. With them it was anything to get votes. Now they are in office there comes a different aspect to their dream. Knowing full well they lied themselves into Congress they are now puzzling their brains to excuse themselves to the voters they so successfully fooled.

Too much such fooling has been going on in late years. Men with a lung capacity for making a huge noise have launched themselves into Congress, and now they are finding it difficult to extricate themselves from a most compromising situation. These redlights succeeded in fooling their farm constituents, now they must make good, and the only way they can see out is through this silly, unconstitutional scheme of loaning money to their dupes. It can't be done. The remainder of the people will not stand for any such unjust legislation and there you are. Old Timer.

Bringing Back Striped Shirts.

Although the demand for the solid white shirt represents close to 75 per cent. of the business done, strong efforts continue to be made to bring back the fancy striped shirt into favor. The statement is made that, if retailers were at least to show the striped garments in their window displays for Easter, it would be favorable for increased sales of other haberdashery. The reasoning was that, whereas any tie may be worn with the white shirt, it was necessary to match neckwear when striped shirts were bought, which would lead to an increased neckwear demand. Solid colored shirts with collar to match are meeting with some favor, with the blue shade most featured at the moment. The broadcloths and the oxfords in white, however, lead by far in the present call.

Conservation.

A young woman who was reared in an Eastern Kansas town read in a poultry journal that poultry-raising was remunerative, so she decided to try it. She purchased a hen and set her on thirteen eggs. She wrote to a poultry journal that poultry-raising was much to her liking and wondered how long the hen should remain on the eggs. The paper wrote back, "Three weeks for chickens and four weeks for ducks." Later she wrote to the poultry journal as follows: "Many thanks for your advice about the setting hen. She remained on the nest three weeks and at the end of that time there were no chickens hatched. As I did not care for ducks, I took her off the nest and sold the eggs."

Percy Verance is a fine chap; he tears a leaf from the lay-book of a barn-yard fowl; that is why he makes good.

Just because some guy says that he will do a certain thing you want done, is no reason for you to count on its being done.

Hides, Pelts and Furs.

Hides.	
Green, No. 1	06
Green, No. 2	05
Cured, No. 1	07
Cured, No. 2	06
Calfskin, Green, No. 1	13
Calfskin, Green, No. 2	11
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11½
Horse, No. 1	3 56
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

DIVIDEND NOTICE

American Public Utilities Company.

The Directors of the American Public Utilities Company have declared regular quarterly dividends on the preferred stocks of the company as follows: \$1.75 per share on Prior Preferred; \$1.00 on Participating Preferred, and \$1.50 on the Six Percent Preferred stock of the company, payable April 1st, 1924, to stockholders of record at the close of business March 20th. Stock ledgers will be reopened March 21st and transfers can be made during ex-dividend period.

BLAINE GAVETT, Secretary.

BUSINESS WANTS DEPARTMENT

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

For Sale—Restaurant and confectionery on M13, about forty miles from Petoskey. Doing good business. Asthma reason for selling. No. 519, c/o Michigan Tradesman.

For Sale—General store, stock and fixtures. \$6,500. Business well established. Annual sales \$45,000. Location has wonderful future. Terms to reliable party. Al. Brown, 77 East Hancock St., Detroit. 520

Salesman acquainted with grocery trade in Grand Rapids, Kalamazoo, Battle Creek, and Muskegon desires connection with good firm. Have a car. Address No. 521 c/o Michigan Tradesman. 521

For Sale—Used soda fountain, in good condition. Will make an attractive price if taken at once. L. M. Rogers, 435 Michigan St., Grand Rapids, Mich. 522

Will buy three shares of G. R. Grocery stock. State best cash price. Address No. 517, c/o Tradesman. 517

VILLAGE LIGHTING PLANT—Owing to granting a franchise to The Consumers Power Co., the Village of Elsie has a complete power plant, consisting of one 75 Semi-Diesel and one 32 H. P. engines, three generators, with complete switch-board equipment, meters, storage tanks, etc., which will be sold at an attractive figure. Write for particulars to The Clerk, Village of Elsie, Michigan. 510

REAL ESTATE AND STORE BUILDINGS—For Sale—Consisting of a two-story brick veneer building 70x90 feet, in good condition, containing three store rooms now used for meat market, grocery, and dry goods departments. Second floor is the temple of local Masonic society. Basement is 50x90 feet. Two steam boilers and vacuum return, making a well-equipped heating plant. Also a two-story stucco iron covered building 50 feet x 60 feet, now rented for a garage, the second floor used for stock rooms, basement under entire building, connected to main building with iron frame openings and approved fire doors. Situated one block south of state trunk line. Could be used for factory or garage. Inquire Secretary Ishpeming Co-Op. Society, Ishpeming, Mich. 511

For Sale—Hotel, furnished, including nineteen beds. Four lots, Nice park, on state road, Faces St. Clair river. Apply Park Hotel, Algonac, Mich. 512

Store Fixtures Wanted—What have you in cash registers, show cases, scales, adding machines, etc. A. L. Redman, Olney, Ill. 513

For Sale—Stock of merchandise consisting of ladies' ready-to-wear, dry goods, house furnishings, men's furnishings, hardware, wall paper, etc., and fixtures. Location Central Michigan. No trades considered. Address No. 515, c/o Michigan Tradesman. 515

FOR SALE—The stock of drugs and fixtures formerly owned by H. E. Stover, Kalkaska, Mich. Write Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 523

Sealed Proposals will be received by Grant Co-Operative Association for the sale of its elevator, warehouse and feed mill. Property located on side track in good agricultural district. Occupied, and business established. Bids will be opened April 1, 1924, at 10 o'clock a. m. Right reserved to reject bids. Address George Osborn, Secretary, Grant, Michigan. 516

For Sale—Modern store building and residence, electric lighted, water system, bath, furnace, garage, good barn, etc., in small town. Good farming community. Also general stock of groceries, dry goods and shoes. Well established, growing business. Good reasons for selling. George H. Brown, Crystal Valley, Mich. 503

For Sale—Principal undertaking business and furniture stock in a live city. Old established trade. Will sell undertaking alone, or both; and either sell or rent building. Age and poor health compel me to sell. Address No. 504, c/o Michigan Tradesman. 504

FOR SALE—An old established FURNITURE business in best small city in Michigan. Building modern, and best location in city. Failing health and physician's advice is reason for selling. Address No. 509, c/o Michigan Tradesman. 509

For Sale—A flourishing dry goods and grocery business located on one of Grand Rapids' best business streets. Also buildings and real estate, including house, store, and large barn. Good reason for selling. Must be seen to be appreciated. Address No. 490, c/o Michigan Tradesman. 490

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, 130 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, etc. LOUIS LEVINSON, Saginaw, Mich.

1882 - AWNINGS AND TENTS - 1924



CHAS. A. COYE, INC.

Grand Rapids, Mich.

We make a specialty of Rope Pull Up and Roller Awnings with Cog Gear Fixtures.

Our stock of White and Khaki Duck and Awning Stripes is very complete.

Quality of materials and workmanship, not cheapness, has always been our motto.

Ask for our blanks giving full instructions how to take measurements.

Don't buy until you get our prices and samples.

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

THERE IS MONEY FOR YOU IN



5c. and 10c. Bars.

TRY		
HI-NEE	-----	10c
OH BILL	-----	5c
CHOC LOGS	-----	5c

STRAUB CANDY COMPANY
Traverse City, Mich.
1018 Clinton St., Saginaw, W.S., Mich.



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Both the Knickerbocker Merchandising Co. and the Continental Buyers Corporation, which were exposed as fraudulent by the Tradesman last week, are still actively engaged in securing checks and so-called service contracts from Michigan merchants. Knowing that they cannot now victimize any merchant who is a subscriber to the Tradesman, the shysters (who frequently change their names to avoid being identified as to the men who have been described by the Tradesman) carefully ascertain whether a merchant reads the Tradesman before presenting their diaphanous proposition to him.

Colfax Gibbs, the notorious stock seller whose methods resemble those of the dark lantern highwayman, is now located in Kentucky, where he is exploiting a new proposition. The Tradesman has been appealed to by the Securities Commission of that State and has furnished that organization information which should effectually shut him out of the State and prevent his practicing his nefarious methods on the unsophisticated farmers of the Blue Grass region.

An entirely new swindle is now being worked in Boston, Cleveland, Detroit and St. Louis. So far the crooks have confined their operations to department stores, but within a short time they will probably transfer their activities to other classes of merchants. The method pursued by these sharpers is as follows:

The swindler learns the time when monthly statements are sent out to charge customers. Securing a list of names of these customers, he probably watches the houses and finds out when the letter carrier makes his rounds. Going to the houses immediately after the carrier makes a delivery, he takes the letters from the house mail box and picks out the ones he thinks contain bills.

With these bills in his possession, he goes to the store and states that he wishes to pay his bill. He finds, however, that he hasn't sufficient cash and then suddenly remembers that he has his pay check, payable to himself, which he will indorse and hand over in payment of the bill.

Needless to say this check is always for considerably more than the bill, usually on a well-known local concern, and he receives the difference in cash, the department store owner congratulating himself that he has customers who pay up so promptly. When the check is turned in to his bank, however, it is found that it is worthless and the cheat has escaped.

Grocers could not be so easily worked on this swindle as the department stores, as they usually know nearly all the members of the families of their charge customers, but it could be worked in a neighborhood where a grocer has a very high-class trade and where the members of the family are not in the habit of coming themselves to do the shopping.

A grocer is rather fearful of offend-

ing a customer and sometimes will take long chances in cashing checks, and the fact that the customer had his bill and wanted to pay it would in nine cases out of ten be the deciding factor, and he would cash the check.

In some of the department stores where they have several cashiers, this swindle was worked several times, a different cashier being picked out each time. In a big department store where they have an enormous amount of accounting it is not always easy to question the genuineness of a check especially where the customer is well dressed, honest looking, and is confident and smooth in his bearing.

Boston, March 17—An unusual scheme of defrauding wholesale houses came to light here a few days ago as police and detectives made search for two men alleged to have cleaned up over \$10,000 in two weeks. They gave the names of Saranoff and Bartholomew. Coming to Boston a short time ago, they deposited \$900 in a North End bank. On the strength of this credit, they leased a store and then made the rounds of the wholesale grocers, ordering hundreds of dollars' worth in each case, giving the bank as a reference. As the goods began to pour in the strangers rented a truck on which they loaded the groceries and then made the rounds of little corner stores throughout the city, selling the goods far below cost. Of course detectives for the wholesalers traced great numbers of these sales and claimed the goods were marked with their names and brands. An agent for the swindlers also canvassed from house to house in these sections, offering groceries at prices below the wholesale cost. The housewives eagerly bought. These sales, of course, could not be traced, and the goods were lost to sight as soon as sold. However, the retailers lost on this end also, for their regular customers have stocked up for some time to come, and when they do have occasion to buy, will want to know how prices are so much higher than when they bought from the canvasser. It will take a lot of explaining on the part of the retailers to straighten out this phase of the matter, so that the losses all around are likely to be far more than the \$10,000 that the swindlers got for the goods they stole. A determined effort is being made to catch them before they repeat the performance in other cities, and the case has been placed in the hands of a private detective bureau in conjunction with the police.

Corporations Wound Up.

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

Continental Paper & Bag Mills, New York City-Detroit.
Ohio Bell Telephone Co., Cleveland, O.-Detroit.
Jacobson & Co., Detroit.
Warren Realty Co., Detroit.
Charles L. Hendrick, Inc., Detroit.
River Realty Co., Detroit.
Pittsburgh Co., Detroit.
C. G. Spring Bumper Co., Chicago-Kalamazoo.
Morgan Lumber & Cedar Co., Oshkosh-Foster City.
Metallurgical Products Co., Jackson.
Retailers Publishing Co., Detroit.
Farmers' Co-Operative Blacksmith Shop Co. of Calumet.
Ladies' Apparel Shop, Jackson.
Kelly Land Co., Bay City.
American State Realty Co., Detroit.
R. L. Webby Lumber Co., Sturgis.
King Motor Car Co., Inc., Hamtramck.
C. A. Mitts Cigar Co., Grand Rapids.
Lewis-Hall Motor Corporation, Detroit.
Mott Wheel Works, Jackson.
Van Baalte Furniture Co., Holland.
Soo Investment Association, Ltd., Sault Ste. Marie.

It is bad enough to suffer from your own mistakes without getting into a position where you can suffer from the mistakes of others.

Beautiful Tribute To Northern Michigan Winters.

Boyer City, March 18—We are beginning to emerge from the blanket of snow that has covered us since New Year. The crystal whiteness of the hills is giving way to a now and then patch of brown, where the direct rays of the high March sun beats down. The snow in the shade shows little sign of melting. The air is still cold and crisp, full of life, as it comes to us over the snow fields of the Northland. But under the drifts, as the sun eats away the edges, courageous shoots are rearing their heads and we know that when the South winds do begin to blow, our hills will be quickly clothed with the garment of spring. In a few weeks our woods will be a mass of pink and white. Anemones, Trilliums and violets will show their colors and the delicate ferns will begin to uncurl their feathery beauty. To say nothing about the luscious and aromatic leek, the joy of our boyhood days and the bane of the butter man.

We love our Michigan. The land of snow and ice, where the snow crisps all winter long and no sleet or slush endangers our bones or makes work for the doctor. The snow does drift and fills up our roads, but we are not wallowing in the mud. Jack Frost makes a fairyland of all our forests and every shrub and scrawny weed is a mass of jewels. Sometime the people who have never seen these beauties will realize their value and bring their snowshoes and skis and enjoy a taste of real Michigan winter.

Boyer City has been flooded the past week by more misinformation than has been released in many a year. After two months of careful work the City Council has submitted to the voters a franchise to the Electric Co. that they considered very fair and reasonable. Certain elements have taken the matter up and by misrepresentation of conditions have made the councilmen think that the people consider them a bunch of nitwits and grafters, which, after their conscientious work, does not set very well. It is one of the anomalies of American politics that we elect men to office and then immediately begin to crab about what they do or do not do. We keep no tab on conditions, nor, as a matter of fact, do we know much of anything about it. Mostly their work is heavy and they are expected to work for nothing except the honor of it. It is a mighty good schooling in patience and loyalty, but mighty little satisfaction. One of our good citizens, who has been elected and re-elected to almost every responsible office of the town is very positive in his assertion that it is never again for him. It costs too much in its effect on his business.

Have you got your stuff all packed for that trip to Charlevoix county and Boyer City that you are sure to make in a few months? If not, why not? It won't be long now. Keep in mind to turn to the left at Boyer Falls and to the right at Greensky Hill.

Maxy.

Annual Meeting of Post A, T. P. A.

Grand Rapids, March 18—Time is valuable. All right, put it to good use and do it before you forget what can be accomplished for yourself and fellowman.

All we ask is your assistance for one hour.

Grand Rapids, Post A, Travelers Protective Association of America, having a membership of 1200, must have 300 new members on March 29.

If you are a member, tell the other fellow why you joined. He'll sign up. It is good for you and will be good for him.

There are hundreds of prospects, many of whom you come in contact with daily. They are waiting to be asked. Don't disappoint anyone.

Do something worth while for the other fellow while doing something good for yourself.

The annual meeting of Post A for

the election of officers and the reports of committees will be held March 29.

This meeting will open at 2:30 p. m. in the ball room of the Pantlind Hotel. In the evening, the annual T. P. A. ball.

Frank M. Jacobs will be assisted by James K. Diamond, Byron D. Coats, A. H. Riker, Floyd G. L. Welch, Oscar C. Tandler and Edward F. Otte. This committee, as you well know, can be depended upon to provide an enjoyable, ne'er-to-be-forgotten evenings entertainment. They have secured the services of Western Michigan's foremost orchestra and have arranged an entertainment and provided for refreshments which will positively ensure all of an evening's enjoyment, unsurpassed by any event of the past season.

It is to be an informal complimentary party for T. P. A. members and any friends whose application for membership is presented on or before March 29.

It is the sincere hope of the officers that you will make an earnest effort to be with us, both afternoon and evening, Saturday, March 29.

Prove that you are a T. P. A. by participating in the activities of the T. P. A. G. R. (Jerry) Ford, President.

Planning For the Jackson Convention.

Lansing, March 18—We have been unusually fortunate this year in securing the kind of talent which we want for our convention, May 6 and 7. Another program committee meeting will be held in Jackson very soon, probably this week or the first of next, when the program will be put in shape and definite announcements will be made to our members.

A moving picture exhibit, "The Romance of Silk," will be presented by the Belding Brothers & Company, silk manufacturer of Belding.

A demonstration sale by representatives of Carson, Pirie, Scott & Co., of Chicago.

An address by the president of the Indiana Retail Dry Goods Association, E. S. Kinnear, of Marion, Indiana. Mr. Kinnear is also the owner of one of our member stores in Lansing.

Harry E. Sheets (On Suggestive Selling of the Shelby Salesbook Co., Shelby, Ohio, and Martin L. Pierce (On Relation of Turnover to Net Profit) of the Hoover Co., of North Canton, Ohio, have also agreed to be with us.

Several other number on our program have been definitely assigned and will be included in some advertising folders to be mailed from this office very soon. Jason Hammond.

Mgr. Mich. Retail Dry Goods Ass'n.

Straight Line Effect the Thing.

The straight line silhouette that dominates the offerings in women's outer clothing this season is also markedly apparent in underthings as well. Petticoats especially have been made to conform to the straight line idea, and silk jersey garments of this kind are particularly well thought of by buyers because they cling to the line of the new tailored skirts. In keeping with the idea of abolishing bulkiness, there is a marked tendency away from ruffles and toward flat trimmings. In the Spring business done to date princess slips have also shown up strongly. These are taken not only in white and flesh color, but in the so-called street shades as well.

No Chance.

Two small boys were puzzling their brains to invent a new game. At last one of them said, eagerly: "I know Billy; let's see who can make the ugliest face."

"Aw, go on!" was the reply. "Look what a start you've got!"