

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-first Year

GRAND RAPIDS, WEDNESDAY, APRIL 16, 1924

Number 2117

THE
"HALO"
BANDEAU.

Taking The Country By Storm!

WHEREVER it has been shown it has become a *volume seller over night*. The proof of its popularity is shown by the *early reorders* it brings.

Worn with *any* coiffure, bobbed or long—For Motoring—Tennis—Golf—Hiking and ALL Sports.

The exquisite workmanship of the famous Nottingham Mills—Of fine fibre silk—Fits any head—Confines without binding. Made in a range of 10 soft colors that set off any woman's complexion.

To Retail from 50c each upward

Also Lace Halos for Boudoir wear and Special Exclusive designs for Evening and Formal Dress.

(Cuts, Mats, Electros and Show Cards on request)

*"Every Woman Wants to Wear a Halo—
Here's Her Chance"*

Imported by Kaufman Brothers, the Creators of the
Famous Arrow Human Hair Net—Sole
Agents for the U. S.

Kaufmann Bros.
114-116 EAST 25th ST.
New York

Now is the time to order *Parowax*

LUSCIOUS strawberries, ripe red cherries and delicious, juicy raspberries will soon be tempting the housewife to prepare for her spring canning. She will count her jars and glasses and look to her supply of sugar and Parowax. For she knows that to keep her favorite preserves properly, she must use Parowax to seal the containers. It keeps the air out and the flavor in.

For many years now, Parowax has been necessary for her preserving. It does away with the troublesome strings and paper caps, which did not protect even from the dust, much less the air. It seals air tight, every kind of jar. Parowax assures her that her fruits will be as good, when opened, as the day when they were canned.

You will find that the demand for Parowax is steady during the canning season. Every package you sell adds to your profits.

Now is the time to order it, so it will be on hand when the fruit starts to ripen.



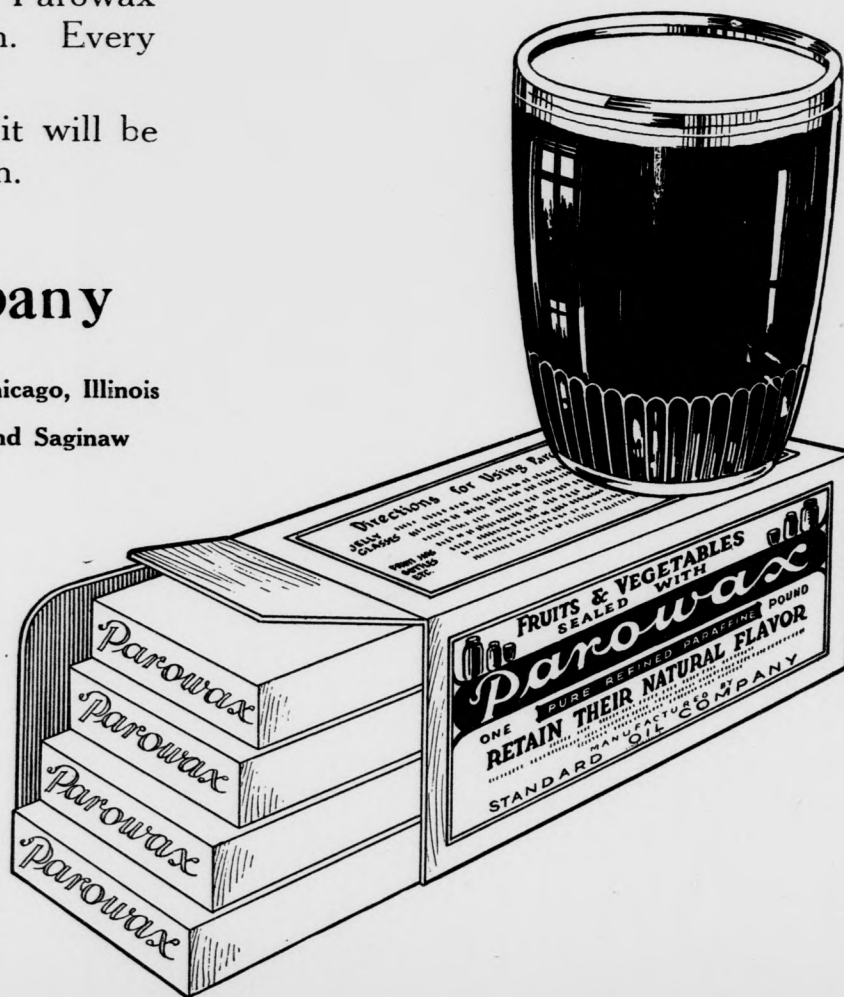
One of these two color counter display cartons is packed in each case of Parowax.

Standard Oil Company (INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



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MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly in advance.

Four dollars per year, if not paid in advance.

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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.

ACTIVE COTTON CONDITIONS.

Most person attributed the big upturn in cotton prices during the past week to a covering movement caused by the oversold condition of the market. But other factors contributed to the result. A better and broader demand for cotton goods was one of these. Another was the improvement in the outlook for British cottons, although this was not enough to prevent the extension until September of the short-time schedule in Lancashire mills. Added to these elements was the report on German reparations, which offered at least the prospect of more stable conditions in Europe. The weather reports from the cotton belt were also seized upon as helping the general bullish aspect, although it is conceded that, at this time of year, they ought not to have much significance. Planting is progressing as well as the weather will permit, and the area is being extended further North, where the boll weevil is not likely to be potent. In the goods market larger and more general selling of fabrics was offset by the curtailment of production on denims by the Greensboro (N. C.) mills, the largest in the world devoted to such fabrics, although these are now on a lower basis than they were at this time last year. At Fall River, on the other hand, the American Printing Company will resume operations at seven mills which shut down just before Christmas. There is a fairly steady demand for fine cotton fabrics and for novelties, and gingham are constantly called for, although in small lots. Trading in knit goods of all kinds is still at a low ebb.

WHAT IS A SEMI-TRAILER?

The Trailer Manufacturers' Association is making a fight before the Senate Finance Committee for a removal of the tax on "semi-trailers." In the Revenue Law of 1921 these were taxed while trailers were exempt. A trailer was defined as a vehicle not operated

by its own power but drawn behind another that supplies the tractive force. A "semi-trailer" was defined as a vehicle so designed that a portion of the load or weight is borne by the vehicle which supplies the power. This type of vehicle is made taxable as a part of an automobile truck. It is maintained by the association that the designation of a semi-trailer as a part of a truck is contrary to trade practice, and that it is as much entitled to exemption as the four-wheel trailer or the wagon. Moreover, the new Tax Bill now pending before the Senate exempts from taxation a truck chassis costing less than \$1,000. It is contended that if the general relief sought is not granted the exemption should be applied to semi-trailers costing less than \$1,000, so as to give them equal treatment with trucks.

The Americas, supposed for a long time to have been inhabited by man for only a comparatively short period, reveal daily to archeologists evidence not only of the ancient residence of the human species, but also of highly developed civilizations which flourished three thousand years ago or longer. Recent discoveries near Los Angeles of the bones of prehistoric men and other mammals indicate that North America was inhabited before the ice age, while Central American explorations are bringing to light ancient Mayan cities with magnificent ruins which promise much in the way of clearing up the mystery attached to the lives and times of the highly skilled and intelligent tribes that once dwelt in Mexico, Central America and further South. We do not have to go to Egypt or Borneo for our explorations. Our own resources in the way of archeology and paleontology, as these discoveries emphasize, are just beginning to be discovered and exploited.

In view of the large sums spent to-day for all sorts of things the effort to raise \$5,000,000 from the British Empire to fight cancer does not propose an unreasonable objective and there are innumerable ways of spending the money that are inferior to the plan of giving persistent battle to one of the greatest of human scourges. It is cancer and not science that will eventually surrender. The money gathered will subsidize and mobilize brains in a supreme endeavor. Research workers with a living to win cannot afford a quest that may take years and, as Sir Kenneth Goadby points out, it is strange that no rich man across the water has founded an institute for the kind of work that would mean an enormous and permanent benefaction to the race.

Flowery speeches are seldom fruitful.

TOO MANY VARIETIES.

Many with personal axes to grind and a number of cranks are due to appear before the Interstate Commerce Committee of the House of Representatives at Washington in a series of hearings slated to begin on Tuesday. The general subject to be taken up, for the purpose of being embodied in legislation, is that of the misbranding of goods. Thus far the Pure Food and Drug act is about all the country has done in that direction, although a State now and then makes a feeble and futile attempt to do something more of that nature. Some cases of misbranding have been reached under the "unfair competition" dragnet of the Clayton act, but there has been a general feeling that something more specific in its way would serve a good purpose. To accomplish this, a bill modeled on the British Merchandise Marks act has been before Congress a number of years. In its original form it was first rate. Lately it was modified to serve the selfish purpose of those who failed to put across the purely advertising stunt known as the Truth-in-Fabric bill. A number of interests have taken advantage of the agitation to put in their own popgun measures, which merely help to bedevil the general subject. So there are now a dozen bills before the House committee affecting textiles, boots and shoes, chemicals, bottle and other containers, thermometers, etc. With such a multiplicity of things it would not be surprising if the sane and useful idea underlying the matter were lost sight of. This is merely the protection of the public against misrepresentation, a purpose best accomplished by the enactment of a measure like the British one, which has been found by the experience of years to work well in practice.

POINTING A MORAL.

When cotton prices advanced 2 cents the first half of last week the cotton mills naturally showed some unwillingness to sell far ahead. The buyers for the same reason began to show more interest than they had done on days immediately preceding when the market for the raw material was weak. Recently there has been much criticism by textile manufacturers of dealers because of the unwillingness of the latter to resort to forward buying in normal quantities. Now that the raw cotton market has turned there has been also a change in the attitude of manufacturers and merchants. The former are less ready to sell and the latter more ready to buy. To cite this is to point a moral. Both groups are looking after their respective interests and neither is to be blamed for such a course. There is no reason for tirades such as we have been hearing. In the words of

Adam Smith, the father of modern economics, "Man's self-interest is God's providence."

COME TO THE CONVENTION.

The Tradesman hopes to see a large representation of grocers, meat dealers and general merchants at the annual meeting of these trades, to be held in Grand Rapids next week.

There certainly never was a time when so grave a situation confronted the regular merchant. Through the adoption of an unfortunate policy on the part of many of the food manufacturers of the country two classes of retailers has been created—the privileged class who buy goods at the same price paid by the jobber and the independent class, who pay from 10 to 15 per cent. more for their supplies, because they are denied the privilege of mass buying and necessarily purchase goods in smaller quantities to meet the needs of each individual dealer. This means that the manufacturers must refrain from their present unbusinesslike methods and deal fairly and honestly with all or the regular retailer must surrender to the cohorts of greed and unethical methods. They have it in their own hands to force the manufacturers to refrain from the utter demoralization they are rapidly precipitating.

President Christensen and Secretary Gezon have worked like Trojans for months to make the convention a success and if the members do not turn out in sufficient numbers to take decisive action on the great question which now confronts the trade there will be little incentive for any officer to make similar sacrifices in the future.

Gastronomic Tribute To Tireless Traveler.

Owosso, April 15—The banquet tendered the traveling salesmen by the Chamber of Commerce of Owosso, Saturday evening, April 12, was a very enjoyable affair, about 100 being present. The success of the occasion prompted the determination on the part of the Chamber of Commerce to make such a "get together" and annual affair.

Ex-Senator Byron Hicks delivered the address of welcome on behalf of the Chamber of Commerce and responses were made on behalf of the traveling men by Jim Copas, "Uncle George Haskell, and Jedd Lyons. W. A. Seegmiller.

One of the best preventatives known for keeping a merchant out of the rut is the habitual reading of the best periodicals published in the interest of his business. Newspaper reading is mighty little help in that respect.

No matter how scarce help may be, there are always some applicants for a job. The clerk who likes to change around should be careful that he does not develop into a chronic applicant for every new position open.

MEN OF MARK.

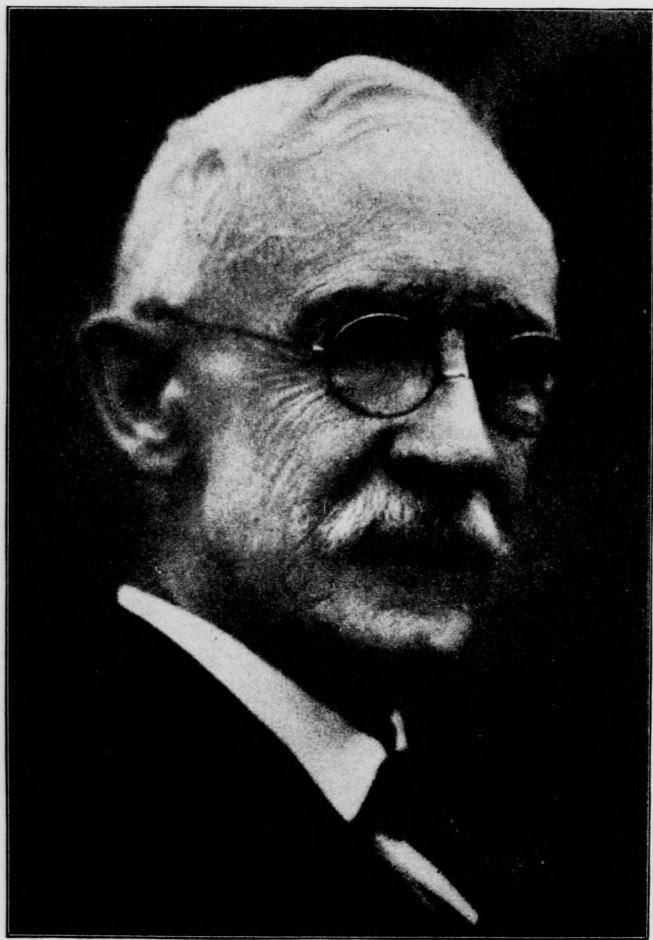
Howard Morley, the Cedar Springs General Merchant.

Howard Morley was born at Burlington, Penn., Aug. 28, 1848. His father was of English descent. His mother was born in England. The family removed to Athens, Penn., when he was ten years old. Six years later he entered the academy at Waverly, N. Y., where he pursued the English course, graduating with high honors three years later. On the completion of his college career he came to Battle Creek, where he clerked in a store three years. He then went to Hamilton, Mo., where he worked on a ranch three years. Not liking the West as much as he thought he would,

son, President of the Fourth National Bank, who is under the impression that his farm near Sparta ought to rank first.

Aside from his many other investments Mr. Morley is President of the Morley Timber Co., which owns a large tract of timber in Oregon; President of the Clark-Morley Timber Co. which owns much land in Louisiana; director of the Clark-Nickerson Lumber Co., which is a large operator, with headquarters at Everett, Wash.

Mr. Morley attributes his success—he is currently reported to be in the quarter million dollar class—"to keeping everlastingly at it, to some little ability and to economy and thrift." He is not a man who makes friends easily, but a friendship, once formed,



Howard Morley.

he returned to Michigan, engaging in lumbering operations at Cedar Springs, where he has ever since resided. In 1877 he formed a copartnership with his brother, Frederick E., and engaged in general trade under the style of Morley Bros. He subsequently purchased the interest of his brother, since which he has conducted the business under his own name.

Mr. Morley has never married. He has never joined any church or fraternal organization. The only hobby he owns up to it farming, which has always afforded him much pleasure and satisfaction. He owns a farm three-quarters of a mile square, located three and one-half miles South of Cedar Springs, on which he specializes on corn, alfalfa and stock. Mr. Morley believes he has the best farm in Kent county, but the statement might be questioned by William H. Ander-

son, President of the Fourth National Bank, who is under the impression that his farm near Sparta ought to rank first. is with him a matter of a lifetime. He is the soul of honor and his word is as good as his bond. As an instance of the manner in which he regards his word, we have only to refer to the telephone situation as it developed at one time at Cedar Springs. It was reported that the telephone company contemplated an increase in rates. A meeting was held by the patrons of the telephone company and everyone present pledged himself to throw out the telephone if an advance in rates was insisted upon. The company announced the advance and most of those who had signed their agreement did as they agreed. As time went on, practically all the phones were re-instated, but Mr. Morley never weakened, because he had given his word, which to him was regarded as a sacred obligation, never to be broken or deviated from in any manner.

BEECH-NUT

Prepared Spaghetti



Ready to Serve!

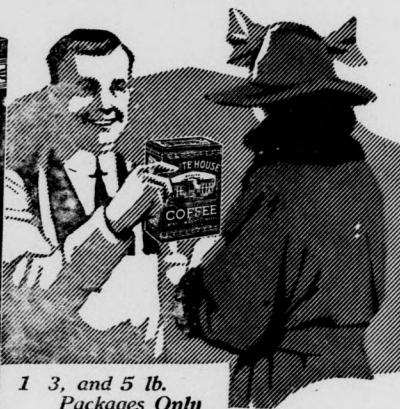
The ideal quality product for the progressive Grocer to sell. Display it, thus telling your customers you have it. It is nationally advertised.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

WHITE HOUSE
Coffee1, 3, and 5 lb.
Packages Only

IT'S A GREAT PLEASURE

to meet this kind of a Grocer. When you find "him", you'll get "White House".

What We Are Telling
YOUR CUSTOMERS

Distributed at Wholesale by

JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

Official Programme of the Sixth Annual Convention.

Lansing, April 15—The programme for the sixth annual convention of the Michigan Retail Dry Goods Association, to be held in Jackson May 6 and 7 is practically completed. Some changes may occur, but in all probability the following schedule will be observed:

Tuesday Afternoon.

- 1:30 p. m. Address by J. E. Toeller, President of Association, Battle Creek.
- 2:15 p. m. Report of Secretary-Treasurer Fred Cutler, Ionia.
- 2:30 p. m. Announcement of special committees.
- 2:45 p. m. Address on Better Profits Through Better Selling, by Celia R. Case (Graduate of Prince School, Boston), Orland, Ind.
- 3:30 p. m. Address on Standardized Sizes of Garments by Martin S. Smith, Sterling-Smith Company, Battle Creek.
- 4:00 p. m. Address on Retailing a Science by E. S. Kinnear, President Indiana Retail Dry Goods Association, Marion, Ind.

Evening.

- Dinner—Members of organization and confidential friends.
- Address on Cooperation by Dr. Paul C. Voelker, President of Olivet College.

Music.
Question Box.
Discussions.

Wednesday Morning.

- 8:30 a. m. Address on Relation of Turnover to Net Profit, by Martin L. Pierce, Research Manager Hoover Co., North Canton, Ohio.
- 9:00 a. m. Address on Suggestive Selling as Applied to Retail Sales, by Henry E. Sheets, Shelby Sales Book Co., Shelby, Ohio.
- 9:30 a. m. Address on Co-operation of Retailers and Wholesalers by James H. Howell, Lewis, Gee & Howell, Adrian.
- Discussion by Julian H. Krolik, A. Krolik & Co., and Adam Lind, Burnham Stoepel & Co., Detroit.
- 10:30 a. m. Sales Demonstration by W. W. Geary, Advertising Department Carson, Pirie, Scott & Co., Chicago.
- 11:15 a. m. Report of Committees on Nominations and Election of Officers.
- 12 M. Adjournment for luncheon at Jackson City Club.
- Afternoon.
- 1:30 p. m. Address on Legal Status of Michigan Itinerant Merchants, Peddlers, etc., by A. K. Frandsen, Hastings.
- 2:00 p. m. Address on Retail Inventory Methods by C. B. Clark, Controller J. L. Hudson Co., Detroit.
- 2:30 p. m. Address on Legal Pointers to Merchants by John F. Hennigan, Jackson.
- 3:00 p. m. Report of Committees on Resolutions and discussion.
- 3:30 p. m. Report of special committees.
- 4:00 p. m. Miscellaneous business. Adjournment to visit local stores.

Tuesday forenoon, May 6, will be devoted to assembling. The directors of the insurance company will have a meeting. Mr. Cook and his advisory council on standardization will get together and put the exhibit in form. The manager will register the members and guests. The officers and directors of the Association will be there to extend the glad hand. There is not

a finer place in Michigan to hold the meeting than the Jackson City Club rooms.

At 12 o'clock on the first day the members who have arrived will lunch with the Canopus Club in the beautiful dining room. We prophesy that the roads will be good for automobiling by that time; also that the balmy spring weather will be with us.

This is the first time we have held our convention in May, but we hope that it will be a lucky choice. A full quota of officers and directors will be elected to succeed those whose terms expire. Many business problems are interesting merchants who are alive and who want to keep abreast of the times. The local committee in Jackson will intersperse the seriousness of our program with some fun, music and other things to enliven the occasion.

The evening meeting and smoker will be a dinner all by ourselves with question box discussions and a live wire address by President Voelker, of Olivet College.

Bring your application for fire insurance; also some neighbor merchant who has not yet become a member. Those who are in arrears bring along a check to balance you to date.

We recently received a request from one of our members to secure information regarding the hours observed in certain cities during the summer season. We give below the replies we have received, naming the city, but not giving the name of our correspondents. We would like to receive some comment from members regarding afternoon mid-week closing:

Battle Creek: For four years past this store has closed at 6 o'clock Saturday night during the entire year. The other stores in the city have closed for one or two summers during July and August. With the exception of that, they are open until 9 o'clock Saturday night. I have been told that there is an agitation around the city now to close Saturday evening the year around, but inasmuch as that is already our policy, we have not heard much of it in our store.

Bay City: All the stores in this city follow the usual plan of keeping open the same hours in summer as in winter. We do not think it will be changed this year.

Flint: We cannot speak for the other merchants of the city of Flint. Our stores, after having practiced mid-week one-half holidays up to a point of exasperation, began July, 1923, closing our store 6 o'clock Saturday evening and we have never since opened. We are highly pleased with the proposition and while we are the only stores in the city of Flint which close Saturday evening we are perfectly satisfied with the results.

Jackson: Several of the Jackson merchants started on July 1 of last year to close their stores at 6 o'clock on Saturday evening. Those few merchants are still closing, and so far as we are concerned, we expect to adopt this policy permanently. No one in towns of our size that I know of are closing on Saturday afternoon.

Kalamazoo: So far as I know there will not be any change here during the summer regarding our closing hour on Saturdays. I cannot say positively, but as far as I know now there is no plan on foot to close earlier Saturdays.

Lansing: We will continue closing at 6 p. m. Saturdays and 5:30 p. m. the other nights.

Muskegon: As yet it has not been definitely decided as to what the hours will be, but undoubtedly they will be the same as has been the case the past few years; that is, 8:30 to 5:30 on Monday, Tuesday, Thursday and Friday. Wednesday, 8:30 to 12. Saturday, 9 to 9.

Pontiac: We have always kept open Saturday nights and there has been no agitation started here to close.

Jason Hammond,
Mgr. Mich. Retail Dry Goods Ass'n.

Fighting the Bug-a-boo.

No. 4

DEAR PETE:—

You told me I should write you and tell you how it worked, and I want to tell you that you gave me a big idea.

As I told you when I was there, your store looked mighty nice to me and it made me realize how dark and cloudy and gloomy my own store had been looking for a long time. It was no wonder that some of the people were tired of coming in there.

On the way home I stopped in some of the stores you and I were in last summer on our vacation trip. And, Pete, I was surprised that so many of these stores had got the big idea and more than one-half of them had painted and cleaned up, and almost all of them had put on aprons.

I finished painting a week ago and this last week has certainly been a happy one. And I have had the busiest week that I have had in a long time. Some of the women who had been doing some of their trading at other stores have told me that my store looked so nice and bright that they were coming back to trade with me as before.

And, Pete, another thing that made me smile was the fact that all of the croakers I saw were the fellows whose stores were dark and who seemed to be trying to make it easy for the Bug-A-Boo to get them. I agree with you that I now can't blame the women for going to some of the bright, cheery stores when mine was so dark and dreary.

And another thing, Pete, I have stopped putting the stuff in the windows that the chain stores are cutting. That stuff goes out of sight and I am feeling more like myself than I have in a long time.

So you see, Pete, that after all, there is room in this world for good community stores. And by the way, I like this community store idea and the women of our town appreciate the fact that we own our stores and give them real service and co-operation in all of the things the town is trying to do.

Of course, Pete, you know that I appreciate your writing me the way you did, but I want to tell you again that I can never forget the fact that you were a good enough friend to tell the plain truth about things and help me to brace up and be a good merchant again.

With kind regards from Mary and me, I am,

Yours very truly,

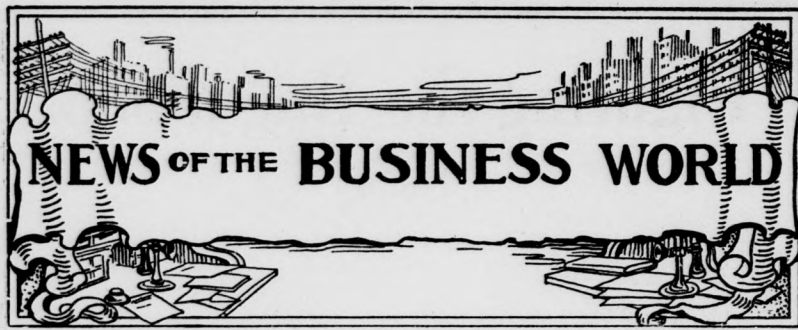
JOHN.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



Movement of Merchants.

Cadillac—David M. Klengler succeeds A. M. Lood in the grocery business.

Detroit—Geo. P. Yost Fur Co. has moved from 1259 to 1438 Washington boulevard.

Tustin—L. N. Mattison succeeds Frank Costello & Son in the hardware business.

Shelby—Arthur E. Barnum succeeds John M. Amstutz in the bakery and grocery business.

Hamtramck—Joe Pawyba is the new owner of Joe Pady's confectionery at 2749 Florian avenue.

Detroit—William Ribeats has bought the confectionery stock at 1114 Caniff road from Harry Cohen.

Detroit—The West Detroit Auto Sales Co. has changed its name to the West Detroit Auto Co.

Detroit—Joseph Lee, dry goods dealer at 4140 Hamilton avenue, was robbed of \$490 April 7.

Detroit—Ben Zeiden has sold his grocery to Ben Melzer. The store is at 2702 Beaubien street.

Benton Harbor—The Rollin Auto Sales Co. has changed its name to the Ray Auto Sales Co.

South Haven—Judge James H. Johnson has sold his ten salting stations to the Heinz Pickle Co.

Big Rapids—Edward L. Smith succeeds Raub Bros. in the grocery and general merchandise business.

Detroit—Mrs. C. G. Clowers is the new owner of the grocery of L. L. Crew, 2903 Seventeenth street.

Grand Rapids—Mrs. Ruth Prior succeeds A. R. Chappel in the grocery business at 741 Jefferson avenue.

Ishpeming—The shoe store of the late John Skoglund is being closed out and the estate will be closed.

Highland Park—Mike Shubjak has bought the Buena Vista confectionery from Russell Burnison and wife.

Detroit—Charles Gershaw has sold his confectionery stock at 3309 Fourteenth street to Joseph H. Berman.

Lansing—Ed Press has engaged in the clothing business under his own name in the new United building.

Galewood—The Galewood Wyoming State Bank has been incorporated with an authorized capital stock of \$25,000.

Detroit—Emile Benard, paper hanger at 14930 Mack avenue, has opened a wall paper store at the same address.

Detroit—The O. K. Skirt & Waist Co., 1512 Broadway, has increased its capital stock from \$10,000 to \$50,000.

Detroit—Joe Becker has taken over the grocery and confectionery store at 2900 Brush street from Ben Shapiro.

Detroit—Kaiser Faddol has sold his grocery store to Pauline Fisher. The

business is located at 3602 Preston avenue.

Detroit—Joseph Borkowski and his wife have bought the meat market at 5027 Chene street from Victor Tuszyński.

Detroit—Gust Ross has sold his share of the Ross Baking Co., 625 West Willis avenue, to his brother, Tom Ross.

Lowell—Hosley & Van Dyke are closing out their stock of boots and shoes at special sale and will retire from trade.

Flint—The Genesee Lumber & Coal Co., 119 East Union street, has increased its capital stock from \$25,000 to \$100,000.

Lapeer—S. A. Lockwood, who has conducted a general store here for the past 40 years, has filed a petition in bankruptcy.

Detroit—Leo F. Mallette has bought out Hugo Erben, grocer and butcher, at 7719 Charlevoix avenue. The sale was effected April 9.

Detroit—George T. Fox and Fred Peters, Jr., bought the garage of Walter W. Werner, 7116 Harper avenue, April 10.

Detroit—The grocery at 5206 Montclair avenue is now conducted by Fred J. Meteyer and wife, who bought it from Edwin J. Roland.

Mount Clemens—An involuntary petition in bankruptcy was filed against Arthur J. Ullrich, general merchant, April 8. The claims total \$781.06.

Detroit—Joe Corte, confectioner at 1024 Caniff avenue, was fatally wounded by bandits, who held up his store early Sunday morning, April 13.

Detroit—George A. Watson and Arthur B. Whale have purchased the Gutteridge pharmacy, 4403 Tireman avenue, from Harry W. Gutteridge.

Detroit—Bastendorf & Saintbury will open a cigar store at 1014 Shelby street May 1. Leon Bastendorf and Fred Saintbury are the partners.

Detroit—Among the grocery changes of the week is that of Fred C. Sell's store, at 4048 Bewick avenue, which has been sold to A. N. Shaar.

Ishpeming—The B. & B. Mercantile Co. has opened a cash and carry grocery store in the Sellwood block, under the management of Charles Burt.

Detroit—Jacob Sienkiewicz, who sold his grocery at 4609 North Campbell avenue a short time ago to John Koslosky and wife, has re-purchased it.

Detroit—The hardware and furniture business at 8356 Twelfth street is now conducted by Salvatore Delisi, who bought it from Harry Lipson recently.

Detroit—A bomb exploded in the doorway of a Kroger grocery store, at 1400 Macomb street, April 7, caus-

ing considerable damage to the building.

Detroit—The J. L. Marcero Co., confectionery jobber at 310 West Jefferson avenue, has changed the corporate style to Marcero, Bump & Howell Co.

Detroit—Sarah Straksy and Maud Last have purchased the business of Alex. H. Thompson and wife, 10931 Kercheval avenue. The store is a confectionery.

Detroit—Penn's Grocery, Fourteenth and Stanley avenues, is now in the hands of James A. Pastick, who bought the business from Aaron Penn recently.

Detroit—Charles O'Neil has sold the business of the Linoleum Rug & Carpet Co., 1235 Michigan avenue, to Samuel Steinberg. The change took place April 9.

Detroit—The Davison provision market, 3307 Davison avenue, East, will be known in the future as the Reliable provision market. Alex Woirovic is the owner.

Detroit—An armed Negro held up the pharmacy at 2401 St. Antoine street shortly after midnight April 6, relieving Isaac S. Osborne, who was in charge, of \$60.

Detroit—The National Clothing Co., Charles M. Lipsitz, manager, 1014-16 Woodward avenue, will discontinue business in the near future, probably about April 30.

Sturgis—The Sturgis Wholesale Grocer Co. will erect a new one-story brick building, 150x60 feet in dimensions, which it will occupy with its stock as soon as completed.

Detroit—Edward Blomberg and Pete Bommerito have sold their delicatessen to Max Newman. The store, which also handles confectionery, is located at 2663 Brush street.

Lansing—E. L. Rann has removed his stock of dry goods and general merchandise from 1127 Washington avenue to his new store building at 1123 South Washington avenue.

Port Huron—The Clark & McCaren Co., which has maintained a branch of its Bad Axe wholesale grocery establishment here for several years, has decided to close the local branch.

Detroit—One of the best known confectionery stores on the East side, the Mack avenue candy works, is now in charge of Theo. E. Richley and wife. Gus Pappas conducted it formerly.

Port Huron—The Port Huron Waste Paper Co., 116 Michigan street, has been incorporated with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Benton Harbor—The remaining stock and store fixtures of the C. L. Young & Co. department store is being closed out at special sale by Darwin and Lot Sutherland, by whom it was purchased.

Detroit—Christine M. Gordon has purchased the interest of her former partner, Katherine E. Dupont, and will run the Gordon Shop, 125 John R. street, herself. She handles women's furnishings.

Muskegon—The Muskegon Plumbing & Heating Co., 22 North Second street, has been incorporated with an

authorized capital stock of \$10,000, \$2,000 of which has been subscribed and paid in in cash.

Detroit—An involuntary petition in bankruptcy has been filed against Frederick Brekow, furniture merchant at 430 Gratiot avenue. The claims of the three creditors named in the petition total \$1,209.58.

Detroit—Hilda M. Capper has sold her confectionery stock at 3453 Woodward avenue to John G. Barbas and others, operating as the Honey Dell Candy Co. The store was opened under the new management April 10.

Detroit—W. Elevier & Co., 973 Brainard street, has been incorporated to deal in dairy and farm products, with an authorized capital stock of \$25,000, all of which has been subscribed and \$10,000 paid in in cash.

Detroit—The Business Paper Sales Co., 6535 Livernois street, has been incorporated with an authorized capital stock of \$5,000, of which amount \$1,500 has been subscribed and paid in, \$500 in cash and \$1,000 in property.

Detroit—Fred E. Gore has bought out his partner, Earnest C. Ingalls, in the clothing store at 10707 Dix avenue. Mr. Ingalls has taken over exclusive control of the store owned by the partners at 5411 Hamilton avenue.

River Rouge—The Rouge clothing store, operated by Ernest C. Ingalls and Fred E. Gore, at 10542 Eagles avenue, South, will in the future be operated by Mr. Ingalls alone. Mr. Gore has withdrawn from the partnership.

Detroit—The Detroit Leather & Felt Co., 1016 Palmer avenue, has been incorporated with an authorized capital stock of \$25,000, of which amount \$12,000 has been subscribed, \$2,000 paid in in cash and \$9,000 in property.

Detroit—The City Electric Co., 543 Medbury avenue, has been incorporated to deal in electrical goods, supplies, etc., with an authorized capital stock of \$1,000, of which amount \$850 has been subscribed and paid in, \$200 in cash and \$650 in property.

Saginaw—Swift & Co., of Chicago, have purchased the plants of the Cornwell Co. subsidiary. In addition to the headquarters at Saginaw, the branches at Jackson, Flint, Bay City, Battle Creek, Traverse City and Sault Ste. Marie are included in the purchase.

Detroit—Wilson Bros. Oil Co., 3307 Twenty-ninth street, has been incorporated to deal in motor fuel, greases, oil, auto accessories, parts and supplies at wholesale and retail, with an authorized capital stock of \$60,000, all of which has been subscribed and \$6,000 paid in in cash.

Dearborn—William Ford has merged his agricultural implements, auto accessories, parts and supplies business into a stock company under the style of William Ford & Co., Inc., 50 Mechanic street, with an authorized capital stock of \$150,000 preferred and 3,500 shares at \$10 per share of which amount \$1,000 and 3,500 shares has been subscribed, \$1,000 paid in in cash and \$35,000 in property.

Essential Features of the Grocery Staples.

Sugar jobbers hold cane granulated at 8.80c.

Tea—The market during the past week has shown no change. Business is moving along normally for this season of the year. The market is steady to firm, with a well-established undertone and nobody is speculating. Ceylons, Indias and Javas are all firm, but without any apparent change for the week. Other teas steady without change.

Coffee—The market, after a steady advance last several weeks has reacted during the past week. Operators say that this is natural and does not indicate any particular weakness in the undertone. The future market is fractionally lower for the week. Spot Rio and Santos are about $\frac{1}{2}$ c lower than last week. Perhaps the decline in Rios is less than on Santos. Mild coffees also show a small fractional recession.

Canned Fruits—California fruits have continued to improve and there is a better jobbing demand, but buyers are looking for lines which no longer exist at former low prices. Standards, choice and fancy, as well as lower grades of all packs, have all definitely improved their position and have been advanced on the Coast and in jobbing centers. Some dealers are following the market, but there is no general heavy buying along speculative lines. California canners have come no nearer predicting what futures prices will be, as they are still checking up the probable extent of production, the cost of raw material and of the finished product. Except to predict higher prices than in 1923 canners are not willing to commit themselves. Spot pineapple is in broader distributing demand and all grades show a better undertone.

Canned Vegetables—The spot supply of tomatoes is considerably larger than that of any other lines. Apparently there is going to be a carry-over of 1923 tomatoes, and this belief is making buyers indifferent. No change has occurred in price. The sale of futures has been light. As to peas, the situation is still firm and high. Standards and fancy peas are alike—scarce—so scarce, in fact, that enquiries on less desirable grades has improved very much. Standard corn is steady and selling very well. Stocks are considerably reduced. The market for fancy corn is a seller's market on account of scarcity.

Canned Fish—High grade salmon is wanted a little more, but is scarce, with prices very high. Red and pink Alaska salmon is dull and unchanged. Maine sardines are very dull, without general change in price. Large size shrimp are very scarce and high. Crab meat is dull.

Dried Fruits—The situation is very dull. Very little stock is being bought on the coast and the movement in the East is decidedly indifferent. Stocks appear to be ample everywhere and nobody has any incentive to buy. Oregon prunes are still selling very well, with a fair demand for California prunes. Package raisins are still scarce and selling at a premium. Other lines

of raisins are unchanged. Apricots are dull at prices which are too high to allow much demand. Peaches are steady and fairly active. Currants are neglected.

Beans and Peas—The demand for dry white beans has been very dull during the week, with considerable irregularity of prices. The market might be said to be a buyer's market in most grades. California limas are fairly well maintained and so are white kidney beans, but the balance of the list is considerably weak. Green and Scotch peas are firm and some holders are asking for an advance.

Syrup and Molasses—Molasses is still active and will continue so until the weather gets considerably warmer. Medium grades are wanted most and stocks are getting low. Prices firm and unchanged. Sugar syrup is steady at unchanged prices. Compound syrup is selling right along from day to day at unchanged prices.

Salt Fish—The mackerel market is in a very clean and well-established position. There are no excessive stocks and, therefore, nobody is pressing fish for sale. The demand is fairly active and everything indicates a rather close clean-up by the end of the season.

Cheese—There is a limited demand for cheese. During Lent the consumption should be heavier than usual.

Provisions—Lard and provisions remain at unchanged prices, with a small 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.

Asparagus—75c per bunch for California.

Bananas—6½¢@7c per lb.

Beets—New from Texas, \$2.25 per bu.

Butter—The market has remained about steady at practically unchanged prices. Fancy butter is in light supply and the demand not up to the usual amount for this season. We look for lower prices before an advance. Local jobbers hold extra fresh at 39c in 60 lb. tubs; prints, 41c. They pay 20c for packing stock.

Cabbage—New from Texas, \$4.75 per 100 lbs.

Carrots—\$1.25 per bu. for old; \$2.25 per bu. for new from Texas.

Cauliflower—California, \$4 per doz. heads.

Celery—90c@\$1 per bunch for Florida; crates of 4 to 6 doz., \$5.50@6.

Cucumbers—Hot house command \$3.25 for fancy and \$3 for choice.

Eggs—The quality is running very fine and most of the houses are putting eggs in storage for the summer and fall consumption. Local dealers pay 21c to-day.

Egg Plant—\$3.50 per doz.

Garlic—35c per string for Italian.

Grape Fruit—Fancy Florida now sell as follows:

36	-----	\$3.00
46	-----	3.25
54	-----	3.50
64 and 70	-----	3.75

Green Beans—\$4 per hamper.

Green Onions—\$1.20 per doz. bunches for Chalotts.

Honey—25c for comb; 25c for strained.

Lettuce—In good demand on the following basis:

California Iceberg, per crate ----\$7.00

Leaf, per pound ----- 20c

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, \$2.25 per 100 lb. sack.

Oranges—Fancy Sunkist Navels have advanced 25c per box. They are now quoted on the following basis:

100 ----- \$6.25

126 and 150 ----- 6.25

176 and 200 ----- 5.50

216 ----- 4.75

252 ----- 4.50

288 ----- 4.25

Floridas fetch \$4.50@5.

Parsley—65c per doz. bunches.

Parsnips—\$2.25 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—\$1.10 per doz. bunches for hot house.

Rhubarb—10c per lb. for Florida.

Spinach—\$1.75 per bu. for Texas.

Sweet Potatoes—Delaware kiln dried fetch \$3.50 per hamper.

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

Turnips—\$1.50 per bu.

Veal—Local dealers pay as follows:

Fancy White Meated ----- 14c

Good ----- 13c

60-70 fair ----- 12c

Poor ----- 09c

Sheldon Leavitt Pays Tribute to Wilder Stevens.

Chicago, April 15—When I came to Chicago from my native town of Grand Rapids, fifty-two years ago, the firm of Foster, Stevens & Co. was one of the leaders. W. D. Foster was in Congress and Wilder D. Stevens and I were young men. On April 9, just past, I was 76, and now on the 19th of the same month he becomes 80 years of age.

I assure you that it rejoices me to know that he has made so good a record among the home folks and I congratulate him most heartily.

People often ask, "How Long Can One Live?" I always reply:

Longevity is largely a psychological problem. Human life can be prolonged much beyond its average limits only by increasing the extent and facility of mental and physical adjustment to environment. The cell units are so organized in the human body as clearly to indicate that man was made with a view to prolonged and efficient life expression. The body is a federation of intelligences called cells, and in the absence of accident or misuse it will go on functioning until its purposes have been accomplished.

The energies of men are hard to measure. One does not know his own strength, though he may think he does. He is exceedingly apt to move within the limitations set by himself and in accordance with his changeable feelings. When he begins to tire in feeling he thinks he is approaching the end of safe effort, and soon stops.

Following such a course one always remains in ignorance of his higher

powers. The weak and unsuccessful men of the world are so because they are controlled in great measure by their sensations. The great and strong are so because they have had the resolution, the courage and the fortitude to go beyond their seeming limitations, disregarding feelings and pressing on when others would have stopped.

Hold the victorious consciousness towards everything in life, and especially toward your health. Never think of the cell life of your body as diseased in any organ or tissue. Think joy, gladness, truth, beauty, health, strength, confidence and purpose into them; and because they are intelligent, they will respond to your higher intelligence, the master intelligence of the mind, the brain.

When you are thinking old age and defeat you are building them into your life. If you have rheumatism in your thoughts, and are always telling people about it, describing its symptoms and discussing remedies, your trouble will certainly increase.

I said that a man usually sets his own limitations, and so he does. "Thus far, he says, 'Thus far I can go and no farther;' and so by degrees his forces adjust themselves to his dictation, and then, when pressed by necessity he goes beyond his usual limits, and suffers seriously.

The life cells however give evidence of great possibilities of endurance, especially those of the brain and nervous system; but since they are assembled for a purpose, the breaking down of that purpose releases them from the compact and suggests gradual dissolution.

This makes the problem of longevity in the main an individual one. When a man's work is completed there is no longer an excuse for his living. When he no longer serves a purpose in the universal plan, it is time for him to be thrown into the rubbish pile, so far as the mere physical is concerned. Nature has no use for composite organisms like ours from which the spirit of usefulness has fled, and which have been given over to selfish indulgences. Drones are not long tolerated. Let no one expect to outlive his period of willing service. Stagnation means disorganization. He who would continue to live must continue to serve.

Sheldon Leavitt, M.D.

\$75,000 Lopped Off Store Price.

Detroit, April 15—Failing to find a purchaser for the entire stock of the Elliot-Taylor-Woodfenden store, Woodward avenue and Henry street, at the price fixed by a court order, Judge Charles C. Simons has made an order reducing the price from \$275,000 to \$200,000. The Security Trust Co., which was appointed receiver under a friendly agreement, was authorized to offer the entire assets for sale at the building on April 17. Failing to dispose of the assets in block the receiver is authorized to dispose of it in parcels. If disposed of as a whole this does not include the lease on the premises from the A. M. Campau Realty Co., cash in hand or prepaid taxes. When the stock was previously offered for sale there were several prospective buyers who qualified by making the necessary deposit, but when it came to bidding none of them made an offer. It is intimated that this time a buyer will be on hand from one of the Eastern cities to bid in the property if he considers the price fair.

Detroit—The California Auto Top & Trimming Co. has moved from 8439 Harper avenue to 5024 Woodward avenue. E. F. Kimmel is the manager.

Grand Rapids—The Michigan Paint Manufacturing Co., 15 Library street, N. E., has been incorporated with an authorized capital stock of \$10,000, \$4,000 of which has been subscribed and paid in cash.

The Sauer Kraut Advertising Campaign.

A little more than a year ago we started on the sauer kraut adventure; for it was an adventure—a new departure in food advertising. Sauer kraut as a subject of an advertising campaign was declared impossible by certain competitors. But backed by the most enthusiastic association with which any agency ever contracted, we were of another opinion. We had faith. We saw a vision.

Before a line of advertising was written, we spent months in the libraries of the country, reading and digging, gathering the facts, astonishing facts, regarding its history, its food and health ingredients and its medicinal and nutritive properties. We marshaled and assembled our authorities. We had material surprising to ourselves and a story that we felt would revolutionize an industry and in time might change the food habits of our people. We submitted our findings and you approved.

Our next task was to translate these statements of eminent scientific and medical authorities from the terminology of science into the plain, everyday language of "the man in the street"—to make "the gospel of sauer kraut" so clear and simple that it would be understood by all, and would carry the conviction of truth and simplicity.

However, our way was not even then clear sailing. Our findings were so unusual that great publications hesitated. But we sent photostats of every claim—and then, with their acceptance, came the reply that no campaign had been so completely proven.

Sauer kraut is becoming a household word. A favorite of thousands and tens of thousands to-day, its followers and lovers are enthusiastic.

Sauer kraut is on the shield to-day of the high and the lowly. A week ago a woman member of Chicago's "four hundred" told me its virtues had been extolled at a gathering of her exclusive circle, and each member advised to place it on the family menu.

The story of sauer kraut has made new advertising history. It has been called repeatedly the most successful campaign in food advertising, considering the amount of money expended. We can assert that with becoming modesty, as we can truthfully say it has been the work of no one factor—but rather the joint work of the National kraut Packers' Association, the Advertising Committee, the secretary and the agency. No campaign has created more talk. I only mention that because the more talk it excites the wider its fame and the more extended its use.

If you doubt this, you should spend a day in our offices. We are obliged to hold daily conferences on sauer kraut. I think the representatives of every magazine and half the newspapers in the United States have called to express their interest in the campaign and to ask when they were to have the privilege of running the sauer kraut story. Heads of associations have written, asking how the success had been achieved—a grapefruit association, a cherry association, a paper manufacturing association, a vegetable association; even a great associa-

tion in California, where food advertising in large measure had its beginning. Food experts, accepting the statements in the advertisements, are writing about it. And cooking and health experts cite it in their magazines and newspaper departments.

As all know, our advertising began a year ago last October, October 28, 1922, being the date of the first insertion. In the course of the year we used virtually only two magazines, one in a paramount way, with twenty-four insertions. Almost immediately the public responded—and the interest in sauer kraut widened.

This year we look forward, despite the comparative smallness of the crop, to even greater results. We are expanding somewhat. In the three

months beginning with March we shall present our appeal in magazines whose combined circulation amounts to 4,172,225. Assuming that three to four persons read each magazine over 16,000,000 have the opportunity of learning the "gospel of sauer kraut."

And in the summer months—we shall never be content until we make sauer kraut an all year round dish—we are broadening our circle by a more direct appeal to women. We think the time has come when we can do that with no uncertainty as to the outcome.

We have enlarged our booklet, adding interesting illustrations and recipes which will educate the housewife to the many delicious dishes to be made

from sauer kraut alone and in combination. But we have retained its general form and contents—which induced Dr. Harvey W. Wiley to call it the best food product booklet he had read. The way in which our booklet has been received by the people and the conviction it has carried have proved that we were right in the beginning in making it simple and inexpensive, rather than an elaborate and costly one. It is the facts about sauer kraut which convince, and the more intelligent people are, the more quickly they believe these truths. We feel that everyone who has read our booklet is a sauer kraut convert for all time.

R. J. Mooney,

Mgr. Nat. Kraut Packers' Ass'n.

*"America's
Most Famous
Dessert"*



JELL-O

*Where
demand pulls so
strongly no pushing
is required.*



The JELL-O COMPANY, Inc.

LE ROY, N. Y.

Canadian Factory, Bridgeburg, Ont.

Old Timer's Final Rejoinder on the Sparrow.

Grandville, April 15—Squire Signal's latest effusion with regard to his fight against bird life is hardly worthy of notice. Nothing that he or I can say will turn the scale by a hair's breadth, yet I may be pardoned for briefly noticing some of his inconsistencies.

A lover of birds, he says, and yet he kills them, also pays a bounty for their heads. I think a love like that is more like that of a Nero than the acts of a humanitarian who pleads for mercy while he slays.

He suggests that my years on the farm were so long ago that they do not count where the sparrow is concerned. Let us see. Quoting from the Bird Guide to which he refers, the English sparrows were introduced into our country from Europe about 1850. Since I left the farm in 1912 it would seem a period of sixty years ought to

be counted, but the little canary was just as dead as though he had been killed by a dozen king birds.

"Yet it appears that without spraying it results in crops of wormy worthless fruit." Right there I agree, and right there comes in the need for a large bird population to eat the worms and bugs thus saving that fruit without the use of poisons. "But what will destroy the potato beetle? Would it be possible to raise a crop without spraying?"

One year on my farm I had a field of potatoes, next to which was a field of corn in the milk at which time the potatoes were showing the need of spraying. I heard crows cawing in the corn and thought they were feeding on the juicy ears. After a day I prepared poison spray and went to the potato field. Lo and behold! Where the day before were vines loaded with bugs, not one was left. Mr. Crow's

New Telephone Building Will Be Started In April.

Excavations for the new Bell Telephone building at Division avenue and Fountain street will be started early in April, according to District Manager Charles E. Wilde. The construction work will be started as soon as possible thereafter, and will be hurried to completion. The building will be of steel frame, brick walls, concrete floors, five stories with foundation for four additional stories when more space is required.

Because of the particular type required for a modern telephone business and the unusual construction necessary to accommodate the new equipment to be installed, it will require a year or more for completion. It is expected the building will be ready to start installations as soon as the equipment starts to arrive, which will be early in 1925.

The general offices of the District and various departments will be located



on the first floor. Also the business or commercial offices. The new mechanical equipment of the new local automatic central office will occupy the second and third floors. On the fourth floor will be located the toll testing department, and on the fifth floor will be located the long distance operating rooms.

The first local central office in the new building will be of "step to step" automatic type installed and arranged to permit expansion to meet demands for additional service. The new central will have an immediate capacity of 4000 lines to accommodate 9000 subscribers, and others will be added as rapidly as possible. Mr. Wilde expects by the middle of 1926, entire equipment will be installed and placed in service, after the most thorough testing for all sorts of trouble or its possibility.

The cost of the new building will be about \$500,000 and the cost of the equipment will be much more than this amount.

have given the sparrow time to show his colors very effectively, especially when Mr. Signal tells us of the marvelous fecundity of the "pests."

He says he paid bounties from his office for several years and that nothing but sparrow heads were brought to him. Very true. The slayers of the birds were not fools enough to convict themselves, no matter how many other birds fell before their guns and traps and virulent poisons.

One small boy boasted in my hearing of shooting one sparrow and three chickadees at one outing. That boy knew chickadees and did not offer their heads for sale. It is simply impossible to broadcast poisons for sparrows and not kill other birds along with them.

About the little canary which was killed by a king bird, he says: "He was killed by one bird only." Ad-

mitted, but the little canary was just as dead as though he had been killed by a dozen king birds.

Old Timer.

Some merchants are trying to make a success while urging upon their customers goods those customers do not want. Make sure your stock meets the popular demand.

The more of a friend you are to your employees, the more certainly those employees will make your interests their own.

There are some clerks who always say "I was just going to do that." Trade them off for the fellows who can say, "I've just done it, sir."



Customers Buy More—

WHEN people come into your store and see all of the good things you have to sell, they are certain to buy more than they originally intended.

The Dayton Display method quickly shows them at a glance the lines you want to sell; it pushes slow moving goods; it makes seasonal stuff go over with a bang; it gives the customer a dozen buying "ideas."

Model A-4 gives 46 square feet of display in 17 sq. ft. of floor space. All metal construction in light oak shade.

The Dayton Display method gives you a modern, attractive, profitable store. Costs only a few cents a day by our liberal payment plan.

*Fill out coupon below and
mail to us today.*

Dayton Display Fixture Co.

1834 West Third Street
DAYTON, OHIO

Desirable territory open for high class salesmen.

DAYTON DISPLAY FIXTURE CO.,
Dayton, Ohio.

Please send full information.

Name

Address

WILDER D. STEVENS.

It is not easy to analyze the character of such a man as Wilder D. Stevens, because the qualities that make it up are so harmoniously blended and so well balanced. No one quality of mind and heart stands out so prominently as to overshadow all others, and the sum total of all the elements that make up his complete and well-rounded character unites in producing the effect of a remarkable personality.

You feel in the presence of Mr. Stevens that you are face to face with a man of unusual wholesomeness, and of great force held in reserve.

The power of self mastery under the most varied circumstances has always been in evidence. As still waters are said to run deep, so the quiet and self contained manner of Mr. Stevens has been the outward expression of a deep nature. Predisposed to conservatism Mr. Stevens has not been inhospitable to new ideas, but has at least been willing to give them a fair trial. But he has never been a faddist in business, nor what may be called an innovator or reformer. The tactful manner in which Mr. Stevens is always able to thwart unwise counsels and to harmonize conflicting interests has often been a subject of comment.

As a business man Mr. Stevens is solid, reliable and upright, beloved of his associates and respected and trusted by his competitors. His clear, practical outlook and keen judgment make him almost invaluable to the enterprises with which he is closely associated.

A lively sense of civic responsibility impelled Mr. Stevens to give time ungrudgingly to public duty whenever he was called upon to perform it, and the complete unselfishness of his outlook, his utter lack of love for the sensational, made him an ideal worker for the municipality.

Mr. Stevens' name will always stand high on the honor roll of those who have worked earnestly for the best interests of Grand Rapids.

WOOLS AND WOOLENS.

Little change is noticeable from week to week in the wool situation. For certain varieties a better price prevails abroad than in this country, where demand is not very marked just now. Preparations are active, however, for marketing the Spring domestic clip. This promises to be larger than the one of last year. Now that the end is in sight of the wools pooled under the British Australian Wool Realization Association, with the large profits accruing under that project, a movement has been started in Australia for handling wool permanently under a similar arrangement. What the Australian wool growers wish to do is to be in a position to control the world's wool prices. Overtures are being made to New Zealand and South African growers to enter into a combination for this purpose. The financing of this scheme is likely to meet with some obstacles, and the British manufacturers of woollens who wish to expand their export markets are hardly likely to look with favor on a movement to enhance the cost

of the raw material. Domestic woolen mills could handle more business than they have been getting. Those on men's wear are, however, in a little better position than they were, and there are evidences of a somewhat greater demand for worsteds. Many of the manufacturing clothiers are offering their productions for Fall, and salesmen will go on the road this week after orders. The women's wear end of the trade continues hesitant, awaiting the result of the negotiations with the labor unions. This will mean putting out the offerings a few weeks later than usual, even at the best.

CANNED FOODS MARKET.

The past week's business in canned foods was not up to expectations, due to the conservative policy followed by all distributors. Most jobbers are acquiring goods chiefly for nearby wants, and although they are understocked are apparently unwilling to buy ahead freely for later wants, even though there is a hardening in values, restricted stocks of most items, and indications of advances over last year in future packs. The strong statistical market and the prospect of no cheap futures would favor the free purchase of good packs of the favorite grades of staples for more or less speculative ventures, but there is very little of this trading and every bearish tactic of the buyer is being used to weaken futures, or at least get them down to lower levels. Part of this plan is to prevent spots from becoming too strong, too active and too prone to advance. There is no question but what first and second hand offerings of numerous commodities are light for this season of the year and that with a normal movement the 1923 stocks will be closely cleaned up by the time new pack is here. Of late, however, retailers have not been featuring canned foods to any extent except Lenten specialties, as the grocery trade has been working with Easter lines, such as nuts and other goods, which are high priced and which have tied up the retailers' capital. Some operators expect to see a broader canned food demand when Easter is over and staples once more are given attention. The whole market during the past week was rather characterless, since no important developments occurred.

The real fighting for tax relief starts now. The House struggle was a skirmish, indecisive and full of intrigues and partisan "double crossing." The pitched battles are scheduled for the Senate. There the Mellon plan has been restored and the issue between sound and unsound taxation is once more clear. Only attempts on the part of weak-kneed Republicans to find a middle ground on this plan will drive away the conservative Democratic support that alone can save the measure. La Folletteism will do its worst, as it did in the House, despite the absence of its anarchistic leader from the Senate; but there is ability and sanity enough in the Senate to pass it if the middle-of-the-roads, the born intriguers and the pollyfoxers on the Republican side of the Senate can be held in check.

RADICAL TAX PLANS.

A number of business men have been heard to remark that the investigations at Washington have at least had the effect of giving the radicals something else to think about than fantastic tax schemes and railway baiting. They believe that agitation along these lines would probably have proved more disconcerting to business than the political investigations which have been going on during the present session. That radical schemes have not been entirely forgotten, however, is proved by Senator Brookhart's announcement last week of his purpose to seek the restoration of the excess profits tax. This was eliminated in 1921, and it is worth noting that its repeal had been favored by the outgoing Administration in that year as well as by the incoming one. It had been resorted to as a war emergency measure, and it was only as such that it had its justification. Fortunately, the proposal comes rather late in the session and also after it has already been rejected by the House. There is no occasion, therefore, for apprehension that it will be enacted.

Primary markets continue to be under the spell of the same circumstances they have been for some months. Preparations for output have been found to be in excess of the demand, and curtailment of production has followed the accumulation of unsold stocks in order to prevent the needless selling of goods at a loss. The demand itself has been a hard thing to gauge because of the piecemeal character of the buying. But evidences are beginning to appear of a change of attitude on the part of purchasers, a number of whom are finding it necessary to replenish depleted or ill-assorted stocks. Hurry orders have come in to jobbers of various lines and to manufacturers of garments of one kind or another. A little more seasonable weather and the approach of Easter have served to quicken purchases over the retail counters and to give the big shops a pre-holiday aspect of attending throngs. This week promises an even greater rush to obtain supplies of one kind or another. But, taking together all the buying to date, it is evident that there is still a good deal of consumer purchasing to be done before hot weather sets in. Next month should also show a renewal of activity in the wholesale markets unless all present signs fail. As the outlook for the Fall season becomes clearer also there may be a little more tendency to forward commitments.

No matter how much the conservatively-minded male may shout against bobbed hair, when fashion calls the women follow. Six months ago there was a reaction against shorn tresses that took definite form and put many a woman through the discomfort of letting her hair grow long again. But this spring the hats are made for heads without artificial aids to the coiffure, and that settles it. The barber shops are crammed with women of every age and description having their locks bobbed, shingled, waved and what not. The moralists may foam at

the mouth, the bobbed-haired bandit keep her first-page headlines and father let his beard grow to his waist because he cannot get near a barber shop, but the bobbing goes merrily on. And as is the case with every fashion, some emerge from the barber shop as lovely as the dawn, while others come out looking like something else again. But what is the difference when one cannot wear an Easter bonnet without first parting with one's hair?

Ambassador Kellogg, unveiling a memorial tablet to Walter H. Page in Yorkshire, has taken the just measure of the man and his services to both countries. The task of representing America abroad during the war, even in the friendliest of countries, gave our ministers anxious days and heavy burdens. Before the United States aligned herself on the right side at Armageddon the reproachful voices of London and Britain at large were not easy to bear. Isolated from the White House by an arrogant and utterly selfish President, from whom he had every right to expect a sympathetic furtherance, Page was compelled to proceed of his own motion and to defend the attitude of the Nation from which he was accredited, even when he was officially kept in the dark about the American policy. He set an example of patience and self-control that was almost superhuman and that has done more than treaties to make America and Britain realize in peace and war their manifest duty to civilization.

In no field have motion pictures proved their worth as educational media as in that of industry. Eighty different films are now in the possession of the Bureau of Mines, Department of the Interior, valued at something like \$200,000. Each tells the story of some typical American industry, with every process woven into the completed tale. The pictures have been in constant demand from the time the work of making them began. It is especially interesting, in view of the part oil is playing in current news, that one of the newest films is called "The World's Struggle for Oil," and relates the story of petroleum from the earliest recorded times to the present. The possibilities of the motion picture educationally have not yet been scratched; but, as in this field, they have been definitely hinted at.

Attorney General Stone in his first statement is commendably restrained, if not laconic. Instead of a large and long prediction of great accomplishment for the Department of Justice, he promises his best effort to make the Constitution and the laws the shield of innocence and swift avenger of guilt, while endeavoring to keep the Nation in the straight path of justice under the law. That is a sufficiently comprehensive creed and charter. Mr. Stone's antecedent performance indicates that he will not lend himself to juridical melodrama of any sort and flamboyant publicity will have no part in his scheme; but he can be counted on to uphold the laws and discourage malefactors in a time when popular confidence in official probity has been seriously undermined.

Telephone Toll Service

Toll service from every telephone in the city of Grand Rapids can be had to all telephones in the following list of towns in Western Michigan as the result of the consolidation of telephone plants at these points.

Ada	Coral	Lowell	Rockford
Albion	Dimondale	McBain	Sand Lake
Alto	Evart	Maulon	Saranac
Baldwin	Freeport	Martin	Sparta
Belding	Fremont	Middleville	Trufant
Bellevue	Grattan	Moline	Tustin
Big Rapids	Greenville	Morley	Vermontville
Byron Center	Hersey	Nashville	Wayland
Caledonia	Jamestown	Newaygo	White Cloud
Casnovia	Kalamazoo	Olivet	
Cedar Springs	Kent City	Otsego	
Clarksville	Leroy	Pottersville	

Work of joining the plants of the former Citizens Telephone Company and the Michigan Bell Telephone Company in Grand Rapids, to provide unified local service, is progressing well.

Every effort is being made to rush this work as rapidly as consistent with the furnishing of satisfactory service.



MICHIGAN BELL TELEPHONE COMPANY



Buying at Wholesale an Increasing Menace To Merchants.

In the shoe industry we have combated more or less successfully for a number of years the growing evil of manufacturers selling shoes at retail, but the tendency is growing in other lines and retailers through Chambers of Commerce will have to take drastic action if they hope to prevent its spread.

"Buying at Wholesale" spreads of itself. Once let a family find out it can buy furniture or clothing at wholesale, the members pass the news along to friends and in the aggregate, the retail merchant loses a large amount of gross profit that should be applied to his expenses.

In many known instances so-called buying at wholesale prices and saving any money over the retail price is a snare and a delusion. There are some wholesalers who welcome selling at retail, but they take good care to put a price on the article that pays them for their trouble. But there is also considerable buying done through a friend who works in some wholesale house and this selling is often not known to the heads of the business.

The subject is one that is worth taking up at this time and at periodical times as it is an evil that will not down. It is bad business whether the goods are actually sold at wholesale or whether they are sold at retail or near retail prices. Offenders can only be reached through a firm stand taken by regular customers on whom they depend for business.

Many millions of dollars worth of goods are sold through wholesale channels every year in all lines of merchandise and this is a direct loss of profit to the merchant. It is bad also for the consumer as more often than not they are disappointed in their purchase after it is made at the "saving."

As a growing tendency one only has to read the want advertisements in all metropolitan dailies for house-to-house canvassers. And it is being done on a large scale in the clothing industry, as one or more large houses are carrying page and half-page advertisements in the National weekly advertising for men to sell clothing direct to customers and earn up to \$200 a week in such canvassing. Hosiery is the latest industry to break into the field and several concerns are advertising for house-to-house canvassers to sell hosiery direct. We have them in such lines as washing machines, cleaners, electric appliances, non-fermented wines.

Some of these houses take great pains in picking and training canvassers, but a lot of them are not as par-

ticular and the whole scheme has a tendency to send a lot of irresponsible men ringing door bells, and the public has a mighty good chance to get stuck, if not robbed, in dealing with this gentry. Between the butcher, grocer, milkman, ice man, laundry man and a new influx of door bell ringers the poor housewife will soon have no time for else than to chase peddlers away from the door.

Local associations and Chambers of Commerce can do much good to the community and for the merchants of the town if they will determinedly combat this fast-growing business and kill it in its inception rather than wait until too large a per cent. of goods are sold in this way at the expense of the retailer. It is growing, and growing fast. It is a nuisance to the household as well as a menace to the merchant. A number of cities have already passed ordinances forbidding promiscuous and unlicensed soliciting. Licensing only curbs and keeps out the itinerant peddler. Merchants should fight, and fight hard, for an ordinance to prevent house-to-house selling except by legitimate stores as a part of their retail service.—Shoe Retailer.

Labor Union Boycott Proved Good Advertisement.

Out in Casper, Wyoming, there is a clothier by the name of Harry Yesness, who has built up a National reputation for his unusual advertising stunts.

Once he dressed himself up in a barrel and paraded the streets.

Another of his stunts is to advertise that no man shall go hungry in Casper. If a hungry man comes to his store, Yesness gives him a good square meal.

Recently the labor unions got it in for Yesness, for some failure of his to obey their dictation. He wouldn't unionize his store. So the labor unions proceeded to picket his store, and try to organize a boycott against it.

In front of the store a sad-faced union picket was placed, wearing a "sandwich" board on which was printed various slurring remarks about Yesness and his store, and urging people to trade elsewhere.

The morning following the opening of the attack, Yesness ran a full page advertisement in which, among other things, he called for twenty men at "D—d good wages." That afternoon the lone picket found that he was not so alone after all, for there behind him and keeping in step, were six other men, all of them bearing various legends. "Yes We Have Our

One Little Picket," and "What About Those 200 Hungry Men We Fed Last Month?" were two of the inscriptions borne by Harry's brigade.

Yesness was prepared to hire as many sandwich men of his own as necessary to offset the work of the pickets,

and so it was not very long until the labor unions found that they were simply helping to give Harry Yesness the biggest and finest line of advertising he had ever enjoyed.

Procrastination means a whole lot of work at the tail end.

Herold-Bertsch Shoes



No. 901

\$3.40



New Style High Grade Oxford

Men's Full Grain Black Calf, Trouser Creased Oxford, Bend Outsole, Grain Insole, Wingfoot Heel, leather heel-base, leather counter, Good-year Welt.

HEROLD-BERTSCH SHOE CO.
Grand Rapids, Mich.

PREPARE NOW FOR MOTHER'S DAY MAY 11th

AN APPROPRIATE AND APPRECIATED GIFT IS

Putnam's *Paris* **LOWNEY'S**

FANCY PACKAGE CHOCOLATES

Distributed By
NATIONAL CANDY CO. INC.
PUTNAM FACTORY
Grand Rapids, Mich.



Michigan Shoe Dealers Mutual Fire Insurance Co. Lansing, Michigan

PAYING 30% DIVIDENDS

Write

L. H. BAKER, Secy-Treas.

P. O. Box 549

LANSING, MICH.

The Old Reliable

Over 25,000 Patients
in West Michigan

New System Dentists

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

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

Less Tendency To Resume Pre-War Relationships.

If we measure the farmers' purchasing power in terms of wholesale prices it appears that there has been a decline since the beginning of the year, owing to the recessions in grain and cotton during the past quarter. The index of wholesale prices does not show any recent tendency among them "to get back into line." Farm products, metals, and chemicals and drugs remain far below the general level of wholesale prices, while clothing, house-furnishings, building materials, and fuel remain far above it. The persistence of these inequalities indicates that the pre-war relationship between prices of different commodity groups is not likely to be restored. For this there must be fundamental economic reasons, as otherwise the situation would have rectified itself more rapidly than it has been doing. The probability that a new and permanent relationship has been established also indicates the futility of the scheme now pending in Washington to restore this pre-war relationship by act of Congress.

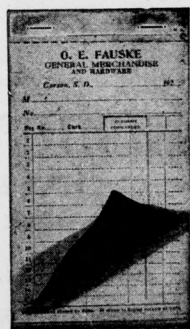
The importance to the prosperity of the country of a high degree of purchasing power in rural districts is emphasized by noting the great variety of things which the farmer must buy. According to the Agricultural Publishers' Association, the farmer's purchases show a greater variety than those of any other group of producers. He is a home-owner, and thus buys most of the things used by the well-to-do middle class in the towns and cities, such as household furniture, automobile, paints, hardware, and materials to keep his place in repair. He also operates what may be regarded as a small factory, for which he buys gas engine, machinery, belting, rope and various miscellaneous articles.

It is likewise to be noted that the farmer buys a considerable amount of food, notwithstanding the fact that much of this is produced on his own farm. It has been shown by the Department of Agriculture that the American farmer must purchase over a third of the food which his family consumes. Modern agriculture is on a commercial basis, and the type of self-sufficing farm of pioneer days long ago ceased to be profitable, although recognition of this fact does not minimize the importance of crop diversification. The last census showed that one person in every three still lives on a farm, in spite of the heavy drift of population toward the cities. This third of the population furnishes about 40 per cent. of the country's purchasing power, and for this reason a marketing program which ignores the agricultural sections overlooks rich possibilities.

The movement of prices during the current year has been conspicuously free of any signs of inflation. It appears that every possible mechanical reason for inflation has been present. Production has been above normal, and still is above it. Money has been unusually cheap. The gold inflow has been unabated. Wages have held very near the peak. Congress, or at least the members of the farm bloc, and several high administrative officials

have thrown their influence on the side of inflation. Yet, in spite of all these inducements to go up, prices have gone down, but not so sharply as to cause business depression. Like the mills of the gods, they have ground slowly but always downward. There is no inflation of either prices or credit. Indeed, as prices soften a smaller volume of credit is required to finance a given transaction, and this tends to operate against credit inflation. Speculative tendencies for the time being are at a low ebb. One business man when asked why prices do go up in spite of easy money and so on said that it was because nearly everybody thought that they were already too high.

COUNTER SALES BOOKS



Size of slip torn out 3 1/2 x 5 1/2 inches to fit Account Registers. 25000 White Originals carbonized back. 25000 Yel. Duplicates. Your business card printed on face of original and pubicate and advertisement on back of duplicate as may be desired, for \$17 f.o.b. our factory. We specialize on Duplicate and Triplicate Books of all kinds. Let us quote you. BATTLE CREEK SALES BOOK CO. R-4 Moon Journal B1. Battle Creek, Mich.

1882

AWNINGS AND TENTS

1924



CHAS. A. COYE, INC.

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.

Grand Rapids, Mich.

We Like To Sell GIBSON REFRIGERATORS

Because

They are built in a Michigan town, by Michigan men, with Michigan lumber, and last but not least—they give complete satisfaction to the user.

See Them On Our Floor

Grand Rapids Store Fixture Co.

Jobbers for Western Michigan



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



Tone of the Markets Decidedly Better.

While there are many confusing cross currents in the business situation general trade sentiment during the past week has become more optimistic. prospects in the steel industry are now pronounced brighter than they appeared to be a fortnight ago. Production is still near the record level and in some of the finished products the demand has run ahead of the trade's expectations. There has also been substantial improvement in the grain and cotton markets during the week, with indications that the bearish influences recently dominant in these quarters had been over-discounted by the traders.

While the output of automobiles showed a recession of about 2½ per cent. during March, as compared with the previous month, production continues far ahead of that of a year ago, and the heavy outturn during January and February was not expected to be maintained later in this year, as the manufacturers at that time were storing cars in preparation for the spring trade.

In the financial markets the tone is distinctly better. With funds plentiful, bond prices have become firmer, and prices of stocks rallied also during the week. The foreign exchanges were also better, and there was a notable feeling of confidence that the situation overseas was improving.

Owing to the "flight of capital" from Europe last year our total trade balance on international payments, as estimated by the Department of Commerce, was less than a year ago, but the total, which is calculated by taking into account the so-called "invisible items" and the movements of gold and silver, still remains against this country, and indicates how it is playing its role of a creditor nation.

Visible merchandise exports last year amounted to \$4,208,000,000, and imports to \$3,819,000,000. This resulted in a balance in our favor on the movement of goods of \$389,000,000. But this, of course, does not tell the whole story. At the same time we paid out in foreign countries through expenditures of tourists, immigrants'

remittances, use of foreign shipping, and so on, a sum estimated at \$1,162,000,000. As offsetting this, we received payments from foreigners for use of our ships, for interest on loans, and from expenditures by foreigners in this country some \$792,000,000. On this exchange of invisible items we thus had an unfavorable balance of \$370,000,000. This served to reduce our favorable balance on merchandise movements to \$19,000,000.

At the same time the "flight of capital" from Europe resulted in our receiving some \$125,000,000 more than we invested abroad. The movement of precious metals meanwhile brought net receipts of \$296,000,000, which served to wipe out the balance of \$19,000,000 due from other countries on merchandise and invisible items, to pay the \$125,000,000 in capital invested in this country, and still to leave \$152,000,000 to be applied in the discharge of previous debts.

It cannot be denied that for several weeks there has been a certain amount of pessimism in evidence here and there in the business community, notwithstanding a multitude of things which indicate that the general situation is sound and satisfactory. Conditions are admittedly "spotty," but there is rarely a time when this is not the case, and a good deal of the spottiness is a result of necessary readjustments, which in the end will place the country's business on a still sounder basis. There is, for example, the much discussed situation of the Northwestern States. The troubles in this section are due to the tardiness with which the agricultural producers there have adapted their methods to post-war conditions, but their present difficulties are forcing the inevitable adaptation. The same kind of condition prevails in the soft coal and textile industries. The process in each case is painful to certain groups, but in no case does it signify that business is going from bad to worse.

The foregoing consideration applies specifically to the figures for business failures last month. As reported by Dun's Review, the amount of liabilities for the month touched a new high

ADVANCES TO ESTATES

In administering estates, when conditions will warrant, we are in a position to advance money if necessary to prevent sacrifice of property by forced sales.

THE MICHIGAN TRUST COMPANY

Organized in 1889

CORNER PEARL AND OTTAWA

GRAND RAPIDS

Time Slips By The Busy Man

THE busy man lays out his time-program; so much time for his business or profession; so much time for the details of caring for his personal property.

Time slips by—something must be neglected. The busy man's days are too full to leave time for handling investments, clipping coupons when due, checking and paying bills, collecting income, renting vacant real estate and numerous other details in the management of his property.

He can find relief from such tasks in a Living Trust arrangement.

Ask our officers to tell you how such an arrangement would work in your case.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICH.



**PRIVATE
WIRES
to all
MARKETS**

LOCAL AND UNLISTED Bonds and Stocks

Holders of these classes of securities will find in our Trading Department an active market for their sale or purchase.

CORRIGAN, HILLIKER & CORRIGAN Investment Bankers and Brokers

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

record. Yet when the figures are analyzed it appears that this is due to the failure of a single large concern, which contributed more than a third of the total. This concern was engaged in the manufacture of fertilizers. It had been hard hit by the deflation of 1920-21, and since that time had been carrying a large volume of "frozen credits." The receivership finally became inevitable, but it was due to no weakness in the present situation, but rather reflected conditions that are definitely of the past. It simply indicates a case of belated post-war readjustment.

Price Cutting Is a Form of Cowardice.

A copy of a bulletin issued to its salesmen by W. M. Gander, sales-manager of the Carpenter Cook Co., wholesale grocers of Menominee, on the question of getting a profit on goods sold to retailers, has come into our hands and is so well worth reading, on the general question of getting a profit on everything you sell—a lesson that the retailer needs as well as the wholesaler—that we reproduce a portion of it here.

The difference between just results and real success is frequently measurable by nerve. If a man could sit down and figure at the end of the year the difference between what he got for his goods and what he could have gotten if he had the nerve to ask it, he would find in the answer the difference between ordinary results and big ones. Of course I realize that quality, service and salesmanship have much to do with good results and that to ask the top price you must have the quality and service that will fit the price, but there are a whole lot of men in business who have everything to get results with, but don't get them because they lack the nerve to stick tight to what they ask until they get it.

The big majority are afraid that the other fellow is going to undersell them while the thing they ought to fear is that the other fellow will get more than they do. The man you ought to sit up and take notice of is the man who can get business away from you at the same or higher prices, not the fellow who takes it by cutting prices.

In every line of business there are price cutters, makers of poor goods and givers of poor service, and working right along beside them there is the man who gets top notch prices, gives goods of quality and good service. The price cutter can't drive this fellow out of business unless he loses his nerve and starts to meet him.

There are a lot of people in business who have to cut prices in order to get business. When you meet them, they cut again because they have to cut. The result of chasing these people down is that everybody gets to working on a much lower level of profit.

It is just as easy to get a profit as not to get it, providing you have the nerve to ask it. The great big concerns in any industry are the ones which get good prices for their products. They are in the high-price class because they have a high-class nerve. When your reason fails you use your nerve. When you get the sale up to the point of "What's the price?" then

is when you need your nerve. Nerve describes many a sale that argument fails in clinching. Every buyer will pay what a thing is worth for a thing he wants. To bring the buyer up to the point of wanting an article takes salesmanship. To make him pay what it is worth takes salesmanship and nerve.

The average salesman is more afraid of having his price questioned than the quality of his goods or services of his house. This is so because he knows more about the quality of his goods and the service of his house than the buyer does. The salesman feels this advantage and is not afraid to use it, but when his prices are questioned fear and doubt at once take possession of him, because he knows that he may not know what the buyer knows about prices. The salesman imagines all sorts of things going on in the buyer's mind. He wonders what will he be willing to pay? Is my price too high? What are my competitors doing? His reasoning power begins to leave him. All the things which are going on in his mind say, "Cut the price." Every inference or suggestion from the buyer is construed as meaning, "Your price is too high" or "I can do better." He finally falls back upon the worn-out excuse, "My house won't let me cut the price," or worse, "What are you willing to pay?" or still worse, "I'll submit the order to the house." Every move of this kind is nerveless. It never gets any place nor never will beyond probably the one order. The one big asset in salesmanship at a moment of this kind is nerve. The power to stand pat and say "no." Don't try to reason or argue. The buyer isn't looking for either of them. He is trying to find out how much nerve you have. If he breaks it you're a goner forever afterward with him. You're his easy mark.

He doesn't admire you. He just likes you.

In making prices that are right it takes experience, judgment and nerve. We blame conditions and competition, but how often are we willing to admit that a big part of our loss in profits was due to our losing our nerve.

If everything is moving along smoothly and business is coming easy, nerve isn't necessary. But when business is hard to get and there's lots of competition and with it all you lose your nerve and quit trying the jig is up with you. When you rely upon your fear of what the other fellow might

THE CITY NATIONAL BANK

of Lansing, Mich.

*Our Collection and Bill of Lading Service is satisfactory
Capital, Surplus and Undivided Profits over \$750,000*

"OLDEST BANK IN LANSING"



The Welcome Sign Is Always Out

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Chas. W. Garfield, Chairman Executive Committee.
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H. J. Proctor, Asst. Cashier
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Geo. G. Whitworth
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54,000 SATISFIED CUSTOMERS

RESOURCES OVER
\$18,000,000

GRAND RAPIDS SAVINGS BANK

THE BANK WHERE YOU FEEL AT HOME

Grand Rapids National Bank

The convenient bank for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institution must be the ultimate choice of out of town bankers and individuals.

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK
GRAND RAPIDS, MICH.

Fenton Davis & Boyle

BONDS EXCLUSIVELY

Grand Rapids National Bank Building

Chicago GRAND RAPIDS Detroit
First National Bank Bldg. Telephones } Citizens 4212 Congress Building
Main 656

BUY SAFE BONDS



ESTABLISHED 1853

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

Buy Safe Bonds
from

The Old National

do and haven't the nerve to stand pat on the things that you know is the wisest for you to do, you are going to do what is worst for you.

Why is it that some salesmen never complain about prices, and that such salesmen are as a rule successful salesmen? If you ask a man to loan you \$10 and he refused, and you ask him a second time and he refused, and you asked him a third, fourth and fifth time and he refused, you would quit asking him, wouldn't you? Well, that is why buyers quit asking some salesmen to cut prices. For a salesman to get in that class takes repeated nerve. He had to pass up business to get such a reputation. And passing up business always takes nerve. If you've ever sold goods you know this is the truth. Now, why is such a salesman usually a successful salesman? Because the three things he has left to get business with are quality, service and salesmanship. This forces his house to produce the quality and deliver the service, and the salesman to deliver the salesmanship. If you have taken note of the big growing, successful houses in your business you will find that quality, service and salesmanship made them what they are. Not price cutting.

The price cutter is a business man who has the nerve to give, but none to get.

Reduce Fire Losses By Ceasing To Insure Crooks.

Our entire country is alarmed at the large and increasing fire losses occurring annually, making the total fire loss and the per capita loss greater than that of any other country in the world. Various and numerous explanations are made for the existence of this condition. The first is generally that our construction is different from that prevailing in other civilized countries. We have more frame structures and they are more hastily and less carefully built, thus making them an easier prey to the devastating flames. Another explanation is that there is a difference due to climatic conditions prevailing over our territory. Then another explanation is that our people are more in a hurry, have more energy and hustle than the slower moving peoples of the remainder of the civilized world. A final reason advanced for the immense fire loss is that our people are the most careless in the world. To a fair thinking man, the last is the only one of the numerous reasons advanced that is entitled to any consideration whatever. A great many of our losses are undoubtedly due to the gross carelessness of the American citizenry. The other arguments are but dust thrown up to avoid coming to the real reason for our constantly-increasing fire destruction, which is devastating the United States at the rate of over \$500,000,000 of value each and every year. This property is absolutely destroyed beyond redemption and subtracts that amount of value from our resources. Its replacement requires labor and material which is, in most instances, badly needed for the housing, clothing and feeding of our growing population. It is safe to say that no other nation in the world would or

could tolerate such a destruction of national resources. It is only because of our immense national resources, and the great wealth of the country that we are not bankrupted by this destruction of resources.

Why is the annual per capita destruction by fire in the United States and Canada approximately ten times that of England, our nearest competitor in this orgy of destruction? As stated before, various and numerous reasons are advanced. But do we not blind ourselves to the real reason? The truth is sometimes unwelcome and unpalatable and we would rather shut out the truth from our sight. The Glen Falls Insurance Company, in an advertisement some months ago, presented a chart showing the relation of business failures and incendiary fires, from which they drew the startling conclusion stated in these words: "Honest policyholders are supporting criminals with every premium they pay." This is surely an unwelcome conclusion and not flattering to American citizens. But is it true?

The Agency Bulletin, the organ of the National Agents' organization, pokes fun at it and calls it an indictment of the American people who are honest, industrious and fair minded. Facts are facts, notwithstanding our wish to the contrary. And the facts set forth in the chart bear out the truth of the conclusion asserted. It is a disturbing fact and shocks those who make a study of arson or incendiary fires. The prevalence of the arson fire is far beyond the understanding of the average honest business man and citizen. Here and there prosecutions are instituted for the crime, and in some cases convictions are secured. But by far the greater number go unpunished. As a fact, many of the crooks are rewarded for their crime against society by being paid for their crimes by the insurance companies. Here we get to the crux of the whole matter.

The police and the fire fighting authorities who come into contact with these crooked losses are often puzzled by the evidently loose and seemingly careless fire insurance methods which allows these crooks to procure the insurance with which their property is covered. The heavy overinsurance creates the suspicion in their minds that the insurance companies willingly tolerate such conditions. Practically every crooked loss reveals the fact that there is more insurance on the risk than is justified by the value. When values are falling and business slackens in any particular line or industry, statistics show increasing fire losses in that line or industry. And that is the very time when companies and agents are most anxious to keep up their premium income and commissions. When lines of insurance should be reduced to meet the changing conditions they are kept stationary or perhaps increased. The greed of the companies and agents for income thus becomes a contributing factor to this criminal destruction of property with its danger to life and limb of innocent victims. It is easy to see the reason behind the crooked fire. The responsibility can be placed at the door of the loose and careless underwriting by

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agents and companies, for which the mutuals generally blame the stock companies. But before we accuse them too loudly, we must see that our own skirts are clear from this practice. The elimination of the practice of granting too much insurance would reduce the crooked fire losses to a greater extent than all the fire prevention literature that can be circulated in years, although it would not entirely do away with crooked losses. Some men will not hesitate to burn their property even though it be not overinsured. When all other avenues for raising money are closed to the dishonest man, he will not hesitate to destroy his property for the sake of procuring the insurance money. Therefore, the insurance company owes the duty to itself, its policyholders and to society to refuse to insure the crook wherever he can be detected. No insurance for the dishonest should be the rule governing the granting of insurance. Our ever-increasing fire loss makes the moral hazard the prime factor in the writing of all lines of insurance. When in doubt as to the morals of the applicant for insurance, refuse the cover. This is the only safe rule to follow. Cease the practice of insuring crooks.

But, says the Agency Bulletin, the American people are honest, and the statement of the fact of increasing fires with failing business is due to other causes, and the conclusion drawn therefrom is a libel on the entire American people. The American insured are our foremost business men, professional men and the substantial citizens of every class. How can you accuse persons of this character of dishonesty and fraud?

Let us examine further. The honest insured can not be accused of practicing fraud on any one, and especially not on insurance companies. But these honest, careful people seldom have a fire. You are not justified in calling the insurers crooks, because they are, most of them, honest people. Absolutely true, because, if the vast majority of insured were not honest and careful, all the insurance companies would be bankrupted within a year. The average rate on all the insurance written in the country is about one dollar per hundred, or one per cent. and the net sum of all the losses paid is less than the proverbial one-half of one per cent. Therefore if one-half of one per cent. of those carrying insurance policies were dishonest crooks, our entire fire loss would be due to their activities in mulcting the insurance companies. But there are and always have been honest fires, else there would be no reason for insurance. It is thus apparent that in speaking about insuring crooks we are referring to a very small proportion, in actual numbers, of the great body of the honest, industrious, fair-minded holders of our insurance policies. If one out of four hundred holders of fire insurance policies is an incendiary, setting fire to his own property for the purpose of fraud, then our entire abnormal fire loss can be attributed to the practice of insuring crooks. Because were it not for the dishonest loss due to the crook, the ratio would approach those of the other civilized

countries with which we compare our per capita losses. If the one dishonest policyholder out of four hundred could be eliminated from the ranks of those carrying fire insurance, our losses would be about one-fourth of what they are now. Can the insuring crook be eliminated?

Were the directors of an insurance company, stock or mutual, called upon to grant a loan of \$5,000 to an individual, on his own security, what would they do? Would they grant the loan upon the mere statement of one of the applicant's friends that everything is all right? And this friend getting a commission, and earning his livelihood, by representing such applicants? Every reader of this article will know what these directors will do under the circumstances, before the loan is granted. Yet these same directors will grant any applicant a fire insurance policy for \$5,000 upon the mere say so of an agent who often makes absolutely no enquiry concerning the applicant. And these same directors will allow their offices to file away the daily report until a report of a loss, perhaps a crooked loss, brings these matters to their notice. If the loss looks suspicious, it is then referred to the State Fire Marshal for investigation. In the meantime, the loss is paid, and after a while comes a report of the investigation. Usually the report states there are some suspicious circumstances, but the proof is lacking. And the directors who would not grant a loan on like information pay a loss and the incident is closed.

But, say the agents and directors, we cannot investigate every applicant for insurance, for the purpose of detecting the unscrupulous. The business does not warrant the expense. But does the payment of a loss, on a risk that should not have been assumed by the company, benefit the company? Must all applicants for policies go through an examination? We have seen that if less than one-half of one per cent. of the policy holders are insuring crooks our loss ratio is explained. In the exercise of the greatest caution, how much insurance should be refused? If agents and companies could eliminate the one out of four hundred, who will have a dishonest loss, the problem would be solved. But that is impossible. No human being could select the ones that burn from those who will not burn. But every fire insurance executive knows that the losses will come from a certain doubtful class. These are the ones that should be thoroughly investigated and, if the result of investigation creates a doubt, the insurance should not be granted. Let your competitors insure them. Get out of the business of insuring crooks. You can do this by a thorough and painstaking investigation of the moral hazard involved in perhaps less than five per cent. of the applications coming to your office. A little exercise of caution, care and common sense, combined with the ability to say "no," will be worth while.

There is a best location for each piece of merchandise that comes into the store. Increase your sales by locating your merchandise intelligently.

Try to keep a cash balance and quickly convertible assets in order to meet successfully any unexpected business crisis. You may not be able to see anything disastrous coming, but it may come.

If you move from one town to another, or even from one part of your city to another part, look for differences in the attitude of your public and in the character of merchandise demanded.

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Incidents of Two Pleasant Days in Shanghai.

Hong Kong, March 6—We had two delightful days at Shanghai. Mr. Chung Mun Yew, a Yale classmate with Mr. Boltwood, who was coxswain for the Yale boat crew in 1880-81, defeating Harvard both years, and on which former Mayor Philo C. Fuller was on the crew, met us at the dock, as did Mrs. Boltwood's friend, Mrs. Dr. A. H. Swan. She was formerly Miss Ferris, of Grand Rapids. Dr. Swan was for eight years athletic director of the Y. M. C. A. of Shanghai and later graduated at the Medical School of the Chicago University and is now one of the leading American physicians of Shanghai.

There are about 3,000 Americans in Shanghai, making a large and influential American colony. They have a very fine school run by Americans with American teachers. Mrs. Swan invited us all to tiffin and we had a typical Chinese dinner. There were eight bowls on the table. I will not attempt to describe what they were. We were each given a bowl of rice with a small dish of sauce. We used or attempted to use chop sticks, each one helping himself from the different contents of the center bowls, dipping it into the sauce, then into our dish of rice enough to make a good sized bite. The basis of most of the dishes was the curd of the Soy Bean, which Mrs. Swan said largely took the place of milk, which is very scarce in China. The beans are pressed and the juice fermented, making a thick curd like our sour milk. This bean curd contains all the chemical properties of milk. For dessert we had the celebrated Chinese precious jeweled pudding, the basis being a particular kind of rice and containing eight different kinds of fruit with almond sauce.

In the evening Mr. Chung gave a dinner for Mr. and Mrs. Boltwood, Mr. Chung's family and some Yale graduates. He entertained them at dinner with musical selections by three different Chinese singers and then to the Chinese theater, the performance lasting until 1 o'clock. Mr. Chung would pass any place for an American in looks, dress and action. He speaks perfect English, has all the short cut American words at his tongue's end and was humming the latest American songs. We enjoyed him immensely.

In the morning Mr. Chung took us to a very wonderful garden owned by the former Mr. Kan Chiu Nam, who was one of the most successful tobacco merchants of China, his company owning and operating one of the largest cigarette factories in the city, employing 4,000 people. He died last year. The ground or garden comprises eleven acres very near the central part of the city on Bubbling Well road, entirely enclosed by a ten foot stone wall. The grounds without the buildings are valued at \$200,000. In addition to the large home, there is a banquet hall seating 500 people, situated on an artificial lake. There are lagoons the walls of which are from stone which has been carved by the water. The stone was brought in from some point where the erosion of the water in years gone by has worn or washed them into all kinds of fantastic shapes. Some look like men, some like trees and there are thousands of them. Along these lagoons are bamboo arbors about six feet wide and about every 100 feet there are stone tables and stone chairs, so that on a summer afternoon the guests can sit and play games. The arbors, which not only have tops but bamboo sides, are built in different designs, with the walks of small round stones about as big as walnuts, and these are all set in designs of trees, anchors, compasses, etc. Then there is a pagoda reached by a stone bridge built like a worm fence. At one point is a waterfall

about twenty feet high. These walks and lagoons extend along three sides of the garden. The shores are lined with flowering trees and bushes of different kinds and in the summer flowers of all kinds. At one end of the garden is a stone building about fifty feet square, with three rooms. In one of these rooms there is a heavy wooden casket which looks as if it weighed about a ton, resting on a small truck. It contains Mr. Kan's remains. It is left here for the purpose of putting lacquer on the coffin. It already has thirty-nine coats, so the manager said, and is not yet completed. In front of the casket on a built-in altar is a picture of Mr. Kan and on both sides of the room in which the coffin is located are two living rooms for the watchers or guardians. Around the walls which are about twenty feet high are white banners about two feet wide and twenty feet long on which are inscribed condolences and eulogies from his numerous friends.

They are building a tomb or temple three stories high and about 500 feet by 500 feet looking like three buildings. It has three steep roofs, each capped with special tile. We saw them on the ground and they are about ten inches thick, each two by three feet, and are moulded out of clay of some kind with raised designs of lotus flowers and other floral designs. These are painted on the moulded clay and then burned with a glazed finish. Then for the six ends of the roofs are six dragons, all moulded, painted and then burned with a glazed finish. At a guess I should say this tomb will cost when completed half a million dollars. The garden is illuminated by 3,000 electric lights. I never expect to see as wonderful a garden as this again.

We rode down a couple of the principal streets at night. Those who have seen the Great White Way in New York, with its wonderful electrical effects, probably think there is nothing which can beat it, but Shanghai goes New York one better in the electric illumination of its buildings. Several buildings are lighted from top to bottom, including the roof and tower with the name of the company, each letter being encircled with electric lights the whole length of the building, with ovals three feet in diameter. Then the square windows on every store are outlined with lights. They have more signs in New York, but have no buildings which will compare with these in their individual lighting.

The rickshaw men are a rather tough lot and there are 15,000 of them. From their looks I think the brigands must be recruited from their ranks. Low wages are the rule in China. House servants get from \$4 to \$6 per month Mex or \$2 to \$3 our money. I met a gentleman connected with the printing trade. He says they have 2,000 to 3,000 characters in daily use in printing and about 7,000 more are used at different times, so that it takes a man with some brains to set type. These men get 10 to 11 cents per hour Mex or 5 cents American. The foreman gets 6 cents American per hour. Wages in the cotton mills are 3 to 4 cents, American, per hour. If China ever gets straightened out politically, she could compete with the world.

We had quite a unique party just before leaving. Dr. Swan gave us a vaccination party. He said we were running some risk, as there was more or less smallpox in Shanghai and he and his partner were both much surprised that Clark had not had a vaccination party on board ship before landing in China, as we ran some risk without it.

The big lounge after our return to the ship looked like a department store, everybody displaying his bargains. There must have been a thousand Mah Jong sets purchased.

Some people had three or four sets. Then mandarin coats, shawls, beads, carvings, linen and everything else you could imagine.

We left at 6 o'clock for our run of 850 miles down the Eastern Sea, passing the Island of Formosa through the Straits of Formosa for Hong Kong.

C. C. Follmer.

The Most Donothing Congress in History.

Grandville, April 15—Our present congress is absolutely worthless, so far as legislating is concerned. Never since the organization of the Government have the American people been so completely isolated from its representatives.

The professed desire to get at the bottom facts with regard to the guilt or innocence of Government officials who have dabbled in an oil scandal has been turned into a farcial display of imbecility that is nauseating in its effect.

These congressmen were elected to do business for the country. Instead, they are playing into the hands of blatherskite politicians who have no more use for decent government than the devil has for holy water. The silly, half baked attempt at clearing up the oil scandal has amounted to a big splurge over matters that have nought to do with a legislative body, belonging wholly with the courts of justice, and that is where these men who have betrayed their constituents should be haled and if found guilty put behind prison bars.

For months this great body (great only in numbers) of legislators has been playing hooky, permitting the important business of the Nation to go hang. Congress is not a grand jury to try criminals, but rather a body of legislators placed where they are by a vote of the people for the purpose of enacting laws necessary for the good of the whole people. These men are paid to do this duty, which they have absolutely shirked during the present session.

One might not be surprised that a few congressmen should shirk plain duty and go off on a tangent after wildcat ideas, but that the whole body of legislators should neglect every duty and play into the hands of shallow-brained reds and agitators is something not to be condoned or overlooked.

It is the plain duty of the people to take note of the present imbecility of their servants and to remember when next they go to the polls they lay off all the incompetents and spenders of the people's money in idle dissipation, so that when a new Congress convenes there may be work done for the benefit of the Nation, instead of for a few lunkheads who ought never to have been sent to Congress.

The present inaction of Congress when important measures are pending which affect the very life of republican government, is an object lesson which American citizens are not likely to soon forget. Perhaps it will prove in the end all for the best. The Toms, Dicks and Harrys who got into high place through a careless neglect on the part of the voters will be hurled out and men of sense and a fair degree of decent regard for the interests of the people put in their places.

The fact of an American Congress playing to the galleries in the way the present body has done is a sight for profound disgust.

When is the farce to end?

Where is the leader who will step out from among his fellows, take the bull by the horns and cause a shaking up that will make some of these bluffers tremble in their shoes?

Where now is that great farm leader from the West, the much hailed Magnus Johnson, who was to revolutionize the Senate of the United States and drive Wall street into seclusion? Not a whimper from him as yet. Even

our own Ferris, who was elected by Republicans, sits in his seat as dumb as an oyster, only occasionally discharging his mud gun at some partisan on the Republican side of the Senate.

Politics, politics, all politics, and let me tell you the poorest sort of politics at that. As an old man once said, it is not wise to be a fool and the United States Congress has much to learn before it can draw the wool over the eyes of honest Americans and get away with it.

Congress has been more than four months in session. What has it done during the time to benefit the people? Absolutely nothing.

Taxation, Bonus, Tariff.

All these and other questions have been up for action, with a lapse of four and more months with nothing done. In fact, Congress doesn't even show signs of ever doing anything along lines of needed legislation. An ordinary board of supervisors could do better.

Reduction of taxation should have been made long ago, and the bonus bill ought to have been decided one way or the other many moons ago.

As in old army days it seems to be "All quiet along the Potomac." This all quietness of course refers to necessary legislation which Congress has refused to even consider.

Oh well, says one, it is easy to pick flaws, to find fault with the existing conditions, all of which is very true. There will always be fault finding, yet sometimes we have reason for it and never more so than at the present time.

The sight of Congress drawing pay while sitting dumbly listening to a lot of gadfly gossip about certain public men is anything but reassuring, and the sooner the American voter gets onto these facts and remembers to make a change at the polls at the very next opportunity the better for the dignity and happiness of the American people.

There is soon to come a time when we as citizens can make a shift that will redound to the benefit of the whole body politic. Old Timer.

Motor Industry Paying More Attention To Upkeep.

It is estimated that there will be 18,000,000 motor cars traveling the country's highways and moving through city thoroughfares by the end of 1924. It is a tremendous task to keep millions of cars on the road. The trade is beginning to consider the problem of better service on a par with the problem of more sales.

Upward of 69,000 dealers and independent service stations are in operation to-day. Five years ago there were less than half that number. "The industry needs better service stations, however, not more service stations," says the Automobile Trade Journal. Continuing it states: "And the sooner the dealer and the independent realize that there is real net profit and permanency only in conducting a service station efficiently and by the best known methods, the sooner will they come into a realization that they are at the head of a real and enduring business establishment."

Border Tales.

The express from Montreal had just pulled in and the nervous, heavily-laden passenger had accosted a porter.

"Careful with those suitcases now, young man," he warned.

"Suh," replied the redcap, "Ah's toted hundreds of dese, an' neveh once does Ah let de bottles rattle."

Offers Novel Handbags.

One of the large distributing houses here is offering to the trade several novel things in handbags for women. One of these, which can be retailed profitably from \$3.98 to \$4.98, is virtually five bags in one. By the use of various snap fastenings this bag can be changed from a purse to a small satchel, and from a satchel to a shopping bag. Midway between the satchel and the shopping bag sizes, the bag in question can be used as a handbag or as an overnight bag. In the latter

size it can also be used as a bathing suit bag, if desired. Snapping the bag fast in different places produces the sizes desired. It is made of mohair leather cloth and is rubber lined.

Pearls Coming Back in Vogue.

Pearls of the indestructible variety were said yesterday to be coming back into favor very strongly. Long strings of them, running from 60 to 72 inches, are selling well at wholesale here, as are double and triple necklaces with

large imitation rubies, sapphires, etc., in the clasps. The necklaces run from 18 to 24 inches in length, and generally are seen in the large graduations. Bracelets of artificial pearls were said also to be sharing in the demand to a considerable extent, and the sale of pearl tiaras for bridal wear has been of sizable proportions. This business is expected to increase with the approach of June, due to the shortness of the April matrimonial season resulting from the lateness of Easter.

Tempus Fugit.

An old lady had a parrot which swore incessantly. She could stand it until Saturday, but always over Sunday kept a cover over the cage to prevent the bird from swearing.

One Monday afternoon she saw the minister coming toward her house, so quickly replaced the cover that she had taken off that morning. The reverend gentleman was about to step into the parlor when the parrot complained: "This has been a damn short week."

GAS AND BY-PRODUCTS COMPANY

OF DELAWARE

First Lien Collateral 15 Year 7% Sinking Fund Gold Bonds

Priced at 96½, to Yield More Than 7.40%

Five Shares of Stock, Par Value \$500, as Bonus With Each \$1,000 Bond

Dated January 1, 1924

Denominations, \$1,000, \$500 and \$100.

Due January 1, 1939

New York Trust Company, New York City, Trustee.

—BUSINESS

The Gas and By-products Company, incorporated under the laws of Delaware, controls and operates the following companies: Dallas Gas Corporation, Dallas, Texas; Natural Gas Producing Company of Louisiana; Excelsior Pipe Line Co.; Morehouse Natural Gas Co., Inc., Bastrop, La.; Panola Oil and Gas Co., Panola Co., Texas, and U. S. Carbon Co., Bastrop, La. The bond issue is secured by a first mortgage on four of the six properties, by deposit of practically all securities, including bonds, of these companies.

—EQUITY

The properties of the subsidiary companies are thoroughly modern and have been maintained in the best operating condition. Prevailing prices and values show an aggregate value in excess of \$14,000,000, subject only to a first mortgage 6% bond issue of the Dallas Gas Co. and the County Gas Co., of \$2,800,000, leaving an equity in excess of \$11,600,000 securing the new issue of \$3,000,000.

—BUSINESS FIELD

The Company, through its subsidiaries:

- (a) conducts the entire gas business in Dallas, the leading commercial and financial center of Texas, serving an estimated population of over 267,000 through 456 miles of mains to some 40,600 customers.

- (b) controls, through lease, approximately 200 square miles of gas territory, located in the parishes of Ouachita, Morehouse and Union, Louisiana, about 110 square miles thereof being within the famous Monroe Gas Field. On this property are located 21 gas wells having an open flow capacity of about two hundred million cubic feet per diem.
- (c) controls, through lease, some 40,000 acres of land within the Bethany Gas Field in Caddo Parish, Louisiana, and Panola County, Texas, where it owns nine gas wells having an open flow capacity of approximately one hundred million cubic feet per diem.
- (d) owns pipelines extending from its gas wells in the Monroe Gas Field, and will supply over these lines approximately six billion cubic feet of gas during the year 1924.
- (e) owns a complete plant consisting of seventy-two buildings, for the manufacture of carbon black, located near Bastrop, Louisiana, having a daily capacity of over 11,500 pounds of carbon black and approximately 2,000 gallons of gasoline. After extracting the gasoline from the natural gas, the gas is used to make carbon black.

—SINKING FUND

By the terms of the indenture securing the issue of these First Collateral 7% Sinking Fund Gold Bonds, the company will pay to the trustee semi-annually, on the 20th of June and December, as a sinking fund for the retirement of these bonds, \$150,000 or 2½% of the authorized amount.

—CAPITALIZATION

First Lien Collateral 15-year S. F. Gold Bonds (Closed Issue)	\$3,000,000
Seven Per Cent Preferred Stock (par value \$100)	2,700,000
Common Stock (par value \$100)	7,500,000

—EARNINGS

	1923	1924	1925
		(Estimated)	(Estimated)
Gross Earnings	\$3,299,028	\$4,711,678	\$5,886,853
Operating Expenses, Maintenance, Taxes and prior Int. requirements	2,840,354	3,904,964	4,534,369
Net Earnings	\$ 458,674	\$ 806,814	\$1,352,484

Net Earnings as above for the year 1923, are over 2.1 times the interest requirements of the First Lien Collateral 7% Bonds; the Earnings estimated for the year 1924 are 3.8 times, and those for 1925 are over 6 times the interest requirements.

—MANAGEMENT

The company is under the management of H. D. Walbridge & Co., New York City, who have been identified with the Management of the Dallas Gas and County Gas Companies during the past 15 years, and with the other subsidiary companies since their organization, and who have a substantial investment in the First Lien Collateral 7% Bonds, 7% Preferred Stock and the Common Stock.

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First Vice-President—F. E. Mills, Lansing.

Second Vice-President—W. O. Jones, Kalamazoo.

Secretary-Treasurer—Fred Cutler, Ionia.
Manager—Jason E. Hammond, Lansing.

Garment Business After Easter.

In considering the garment business after Easter, the prime influence expected to govern is the new Summer and sports apparel season that has been inaugurated. Starting at wholesale on May 1 and at retail two weeks later, this season will have many more new things produced for it than has been customary. Designed principally to eliminate the retail price-cutting that generally follows the Easter turning point, the new season also will have that effect in wholesale trading. There will be some liquidation and closing out of jobs for the stores to sell between April 20 and the opening of the new season about May 15, but the attention of the trade is expected to be directed into more profitable channels. The wholesale buying during the present week has undergone the expected spurt, and wholesalers look for near-by stores to be quite active next week in covering last-minute requirements.

See Same Situation for Fall.

The continuation of the demand for men's wear light colored fabrics for Spring is interpreted as a forecast of a similar situation in heavyweights later on. Because they bought very sparingly of these Spring fabrics mill agents say the manufacturing clothiers are now being forced virtually to comb the market for their needs. The same situation, they contend, will develop with respect to covering their Fall needs. The selling agents point out that less than half of the "normal" goods requirements for next Fall have been purchased so far. The mills have reduced their production schedules accordingly and when the clothiers come in for their needs the goods will not be available. A tempering influence in such a situation, however, it is pointed out, is the carryover from last Fall, which is considerable with retailers in quite a few sections.

Retailers Playing Up Underwear.

About 30,000 retailers in various sections of the country took part last week in the beginning of the second semi-annual knit underwear "week," sponsored by the Associated Knit Underwear Manufacturers of America. Their efforts to popularize this merchandise continued throughout the week and the manufacturers and jobbers behind the movement claim notable results. The main drive of the

"week" was toward popularizing "zephyrized" or bleached cotton garments, both for men and women, with particular effort to increase the sale of the women's merchandise. Knitted silk garments for women were also displayed and otherwise "played up" as part of the project. The amount spent in staging the "week" will run well in excess of \$1,000,000.

Fancy Shirts Are Gaining.

Executives of wholesale shirt concerns say that the fancy shirt is slowly but, none the less, surely gaining in vogue. From a volume standpoint the white shirt is still the big seller, but the gains made in sales of fancy shirts recently make its leadership not as certain as has been the case during the past two years or more. It is found that retailers now are more willing to co-operate in pushing the fancy effects even though, as a general proposition, it requires a somewhat larger stock adequately to meet consumer tastes. In the fancies the plain blue or striped shirt with collar attached still stands out prominently, although it is claimed not to harmonize well with the features or complexions of a good proportion of the wearers. The broad-cloth shirt remains a favored type, but price margins are not held satisfactory.

If there is a line of goods in your store that is not paying its way, find out about it. Perhaps you ought to throw it out.

Defeat often lies in an imagined opposition. And the astute contender never forgets that his opponent "always looks fresher than he feels."

Our Own Studios of Hat Design

*Here we create lovely,
smart designs, reflecting
the modes of the moment,
for your exclusive
showing*

Corl-Knott Company
Grand Rapids

Wise dealers will be sure to be ready with all sizes of



The greatest (\$1.00) dollars worth for mere man, on the market.
Price \$8.12½ per dozen.

Exclusive Grand Rapids distributors.

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

Come and Visit Us

THE Annual Convention of the Retail Grocers and General Merchants Association of Michigan will be held at the Pantlind Hotel on Tuesday, Wednesday and Thursday, April 22, 23 and 24, 1924. Come and visit us and make our store your Headquarters while at the Convention.

It is always profitable to be well acquainted with your Wholesaler. We like to meet you and do everything we can to help you make a profit. Our buyers are in New York this week and will be full of information as to the latest styles, market, etc. Let us talk things over together.

Come and have a good time—and put a memo in your note book NOW to come in and talk over the situation with us.

**Grand Rapids Dry Goods
Company**

LET US HELP YOU

LINOLEUM

Just arrived "Carload Linoleums".
Beautiful Patterns. Ask Salesman
Printed Pattern Books and Prices mailed
on request.

PAUL STEKETEE & SONS
WHOLESALE DRY GOODS
GRAND RAPIDS, MICHIGAN

New Issue

\$500,000

Berkey and Gay Furniture Company

6% Serial Gold Notes

To Be Dated April 15, 1924

Due Serially April 15 as below

Principal and semi-annual interest (April 15 and October 15) payable in Chicago and New York. Redeemable as a whole or in part on any interest date at the option of the Company upon sixty days' notice at 100 and accrued interest, plus $\frac{1}{2}$ of 1% for each year or portion of year unexpired to maturity. Coupon bonds in interchangeable denominations of \$1,000, \$500 and \$100. Registerable as to principal only. Interest payable without deduction for Normal Federal Income Tax not exceeding 2%. The Michigan Trust Company, Grand Rapids, Michigan, Trustee.

The following information has been summarized by Mr. E. A. Wallace, President of the Company, from his letter:

History and Business: Berkey & Gay Furniture Company is the largest manufacturer of quality furniture in the United States. The business was established 64 years ago as the first furniture enterprise in Grand Rapids, and was incorporated under the laws of Michigan in 1873. Its products, living-room, dining-room and bedroom furniture, comprising a line of over four hundred different models, have been extensively advertised for many years in leading publications and enjoy wide distribution through the best class of retailers all over the country.

Factory buildings have an aggregate floor space of seventeen acres. Company's lumber yard has a storage capacity of 1,750,000 board feet and its dry kiln and inside dry storage capacity is 500,000 board feet. Recently completed improvements are among the most modern, in both construction and equipment, in the furniture industry.

Purpose of Issue: The proceeds of this note issue will be used to retire short term bank loans and to provide additional working capital.

Assets: The audited balance sheet as of December 31, 1923, but after giving effect to this financing, shows net current assets of \$1,687,813, equal to \$3,375 for each \$1,000 note, and net assets of \$2,895,810, equal to \$5,791 for each \$1,000 note. The ratio of current assets to current liabilities is 7.2 to 1,

and the Company has no indebtedness other than these notes, except for current accounts. The Company's plant and property carried on the books and shown in its balance sheet at \$1,085,274, has been appraised by independent authorities as of March 1, 1924, at \$2,272,873.

Earnings: Net earnings for the five years ended December 31, 1923, as certified to by Messrs. Marwick, Mitchell & Co., Accountants and Auditors, available for interest and Federal Taxes, averaged \$355,589, equal to over 16 times interest charges paid. They were equivalent to 11.8 times the maximum annual interest requirement of \$30,000 on this issue and were at least $6\frac{1}{2}$ times such requirement in each year of the period. The Company earned a net profit in every one of the last twenty-five years.

Provisions of Issue: These notes will be direct obligations of Berkey & Gay Furniture Company and will be issued under a trust agreement, which will provide among other things, substantially as follows: (A) So long as any of these notes are outstanding, the Company will not mortgage any of its real or personal property, (except that it may execute purchase money mortgages for not to exceed 60% of the purchase price of the property purchased). (B) The Company will at all times maintain current assets in an amount at least equal to the aggregate amount of its indebtedness, including all of these notes at any time outstanding.

Notes are offered, subject to favorable opinion of counsel, when, as and if issued and received by us. All legal details in connection with this issue will be approved by Herbert A. Friedlich, Esq., Chicago, as Counsel for the Bankers, and Messrs. Butterfield, Keeney & Amberg, and Travis, Merrick, Warner & Johnson, Grand Rapids, for the Company.

MATURITIES AND PRICES

\$50,000 due 1926—Price 100, yielding 6.00%	\$50,000 due 1929—Price 99 $\frac{1}{2}$, yielding 6.12%
50,000 due 1927—Price 100, yielding 6.00%	75,000 due 1930—Price 99 $\frac{1}{2}$, yielding 6.10%
50,000 due 1928—Price 100, yielding 6.00%	75,000 due 1931—Price 99, yielding 6.18%
\$150,000 due 1932—Price 99, yielding 6.16%	

(Accrued interest to be added)

HOWE, SNOW & BERTLES

(Incorporated)

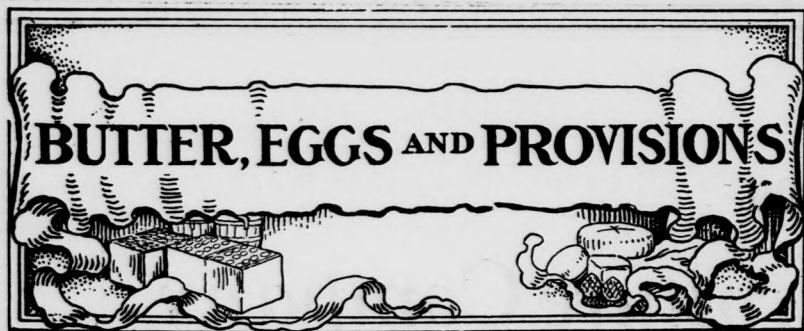
GRAND RAPIDS

Chicago

New York

Detroit

All statements herein are official or are based on information which we regard as reliable, and, while we do not guarantee them, we ourselves have relied upon them in the purchase of this security, offered subject to prior sale and change in price.



Most Pickle Losses Come From Over-buying by Retailers.

The passing of the new food regulation at Washington last February and which has been adopted by most of the States, prohibiting the return to the manufacturer of spoiled food products, knocked out the established rule of requiring the return of pickles complained of as spoiled, and would have resulted in the return to the old haphazard method, unjust and unfair to the jobber as well as the manufacturer, of allowing claims merely on the retailers' statement without any method of investigating to establish their fairness or justice.

When a complaint is filed, it may be for several reasons: delay in shipment, wrong goods, poor quality, or spoilage. The first two causes do not mean spoiled goods, as we understand it, and can be handled by disposal of the foods elsewhere, an allowance or a return of the shipment.

The third cause for complaint mentioned might or might not mean spoilage under this class. Usually the goods are not spoiled, but are not graded correctly, or the flavor does not suit the buyer. In this case I assume any disposal of the goods may also be made by allowance, resale or return.

The National Pickle Packers' Association, realizing when the Federal regulation prohibiting the return of spoiled goods was issued that prompt action was necessary to prevent chaos again in the pickle business, appointed a committee to consider and study the problem.

This committee spent several weeks in its work, attended the wholesale grocers' convention, listened to the arguments and the controversy between the jobbers and the canners and conferred with many buyers, and reported back to the association that it was the committee's opinion that it would be to the advantage of the wholesale grocer as well as the manufacturer to remove all time guarantees on pickles, except that they must be in good condition when shipped, and if they were not in good condition when received, complaint should be immediately filed, so that such a claim could be investigated at once and the goods ordered back as rejected goods, if necessary, and not as spoiled goods.

This new guarantee on pickles was to be accompanied with the full instructions for the proper care and storing and handling of pickles.

Pickles, if in good condition when shipped, should be in good condition when they arrive at destination, and with anything like reasonable care and attention and good storage, they should keep much longer than the necessary or reasonable time for sale

and consumption; and the jobber or retailer buying pickles and accepting them should do so on the same basis on which they buy all other food products, such as kraut, olives, vinegar, cider, butter, eggs, lard, meat, fruit or vegetables: and the jobber, not receiving a guarantee for four months or a year, could not pass on such a guarantee to the retailer. He could give only what he received, and it was up to the retailer to see that he bought in quantities that he could sell within a reasonable time, and to see that he gave his keg of pickles at least a good storage place, with such attention as is shown on the instructions he would find pasted on the barrel or keg, just as he would in the case of any of the other articles mentioned.

No retailer would buy five bunches of bananas, knowing that three of them would spoil by the time he sold two of them. A retailer should not buy a forty-five gallon cask of pickles when he can only sell a fifteen gallon quantity in a sixty day period. He would not buy a shipment of butter and leave it set out in a warm room during the summer months, and while pickles do not need refrigerator service, he knows they do require, especially in the summer, fairly cool and even temperature.

He gets no guarantee on bananas or butter; pickles are not perishable like these items and do not require anything near the same thought and attention, so why should he have a guarantee on them?

It is nothing but an old custom that is no longer necessary.

The instructions which the pickle packers are broadcasting to the wholesaler and retailer, and which are printed on the invoices, price lists and pasted on to the packages, will go a long way to help the industry as a whole.

Experience and investigation has developed the fact that the good jobber or good retailer, the merchant who cares for his stock and has reasonably good storage, orders in quantities that he can sell within a reasonable time, and keeps his stock moving, never has any losses.

The losses and claims come from careless, indifferent, inexperienced and unreasonable dealers, those who do not have proper storage facilities and pay little or no attention to their stock, are careless in buying and in selling, and expect the manufacturer to stand the losses as a result of the poor methods of doing business.

This class of trade is undesirable to any manufacturer and to the industry as a whole. They keep goods until they have become old and deteriorated in quality before they are

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

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

Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

Lipton's Coffee

Ask for Yellow Vacuum Can
Always Fresh

Distributed by

LEWELLYN & CO.
WHOLESALE GROCERS

GRAND RAPIDS

MICHIGAN

OLD MONK OLIVES

**THE MOST ATTRACTIVE
LINE IN THE MARKET**

OLD MONK OLIVES are the finest in the market. Only the choicest variety are packed under this famous brand. There are many varieties of Olives same as Apples, Pears or other fruit. Consider the difference between the famous Delicious or Jonathan and the Ben Davis, which commands the market? It is the same with Olives.

In offering OLD MONK Olives to the trade we consider quality above everything else.

OLD MONK Olives are **plump, firm and meaty**, they have that **Tangy Delicious** flavor so rare in other packs.

Judson Grocer Company
DISTRIBUTORS

GRAND RAPIDS, MICH.

offered to the consumer, and naturally are not satisfactory, and reflect not only on the manufacturer who put them up, but on the industry. They usually have losses and claims that eat up more than any profit that could be made out of their business.

If this trade cannot be educated to properly buy and handle and sell pickles, it should be eliminated, but it certainly is worth an effort first to try to get them to understand pickles, and the quickest way to do this is to remove all guarantee, by giving them to understand that the pickles they buy belong to them when they are accepted and that they must sustain all losses. When this is accomplished, it will improve the business and reduce the general cost to the good jobber who has had to sustain the losses forced on the manufacturer, which he, in turn, must enter as a cost item and spread over his general business.

Frank A. Brown.

Figure Profits on Selling Price.

1. Because neither margin nor profit is made until after the sale is made.
2. Because other business figures are based on their relation to sales, and all business figures should be uniformly determined.
3. Because selling expenses are always figured in relation to sales.
4. Because taxes are based on sale.
5. Because sales total are usually available at a glance.
6. Because profit is earned to reward all your capital and not only that part invested in merchandise.
7. Because it indicates correctly the margin of profit when the selling price is stated.
8. Because allowances and discounts are always made on sales.
9. Because mark-down is always figured on selling price.
10. Because commission payments are always based on sales.
11. Because chain stores, department stores and all successful stores everywhere figure on selling price.
12. Because a large part of lost profits in actual cases is traced to figuring margin on cost price and expenses on selling price.
13. Because it truthfully represents the per cent. you make on a sale to a customer. To base it on cost exaggerates the amount in his eyes—33 1/3

per cent. on selling price equals 50 per cent. on cost.

14. Because you can look at the cash received and quickly figure that part which belongs to you as profit.

15. Finally, because figuring margin on selling price is the simple, easy way. Selling price is always 100 per cent. Cost of goods and margin are parts of the selling price in proportion.

Rural Demand For Cars.

The automobile industry is more dependent for its prosperity upon the rural population than upon the large cities. Those who note every day the congestion of the city thoroughfares may be inclined at first to dispute this statement, but figures of the distribution of cars prepared by the National Automobile Chamber of Commerce show this to be a fact. A third of all the cars and trucks in the United States are owned in towns and villages of less than 1,000 population, and 55 per cent. of the total are owned in communities of less than 5,000. It is well known also that the States with the largest number of cars in proportion to population are rural commonwealths like Iowa and Kansas. One automobile manufacturer points out that the costs of upkeep, such as storage and garage help, are so much heavier in the cities than in the country towns that the percentage of those who can afford to own cars is larger in the latter places.

The world takes its hat off to the man who will not bow to the inevitable.



GOLD MEDAL MAYONNAISE

Made and Guaranteed by
THE BEST FOOD, INC.
Who make the Famous Nucoa.

We have a real live sales proposition that will put GOLD MEDAL over BIG.

Write us or see our Salesmen.

I. VAN WESTENBRUGGE
DISTRIBUTOR

Grand Rapids Muskegon

Nature's Spring Tonic

*Eat Plenty of Fresh Fruit and
Green Vegetables Every Day*

The Vinkemulder Company
GRAND RAPIDS, MICHIGAN

For the Wholesale Trade

FIELD AND GRASS SEEDS

Clover, Timothy, Alsike, Sweet Clover, Alfalfa, Soy Beans, Sudan Grass, Dwarf Essex Rape, MISCELLANEOUS GRASSES.

PACKETS—GARDEN SEEDS—BULK

Quality and Service Counts

The season being backward it is most essential to render quick service and deliver the best quality. We do both. Write for our quotations.

ALFRED J. BROWN SEED CO.

25-35 Campau Ave., N. W.

Grand Rapids, Mich.



Polar Bear Flour

A MONEY MAKER

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

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

You Make
Satisfied Customers
when you sell

"SUNSHINE" FLOUR

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

Genuine Buckwheat Flour
Graham and Corn Meal

J. F. Eesley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN

Watson-Higgins Milling Co.
GRAND RAPIDS, MICH.

NEW PERFECTION
The best all purpose flour.
RED ARROW
The best bread flour.

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

Western Michigan's Largest Feed
Distributors.

FULOPEP

POULTRY FEEDS

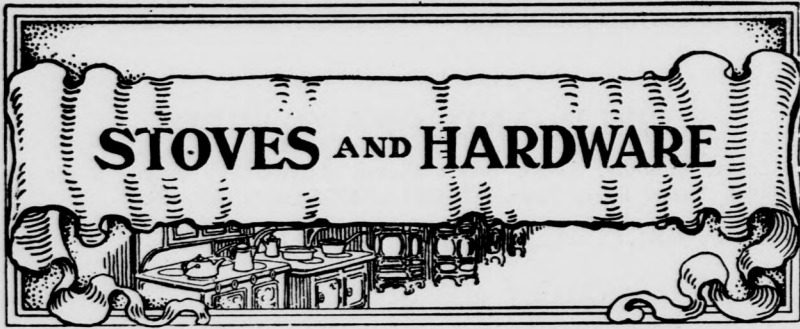
SCRATCH GRAINS GROWING MASH
CHICK STARTER COARSE CHICK
FINE CHICK DRY MASH

STEEL CUT OATS
ROLLED OATS
OYSTER SHELLS

GET OUR PRICES

KENT STORAGE COMPANY

GRAND RAPIDS - LANSING - BATTLE CREEK
Wholesale Grocers
General Warehousing and Distributing



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

The Small Wares Department in the Hardware Store.

Written for the Tradesman.

A good many hardware dealers have a habit of bemoaning the competition of the "ten cent stores" and their encroachments on the legitimate hardware trade. Other dealers, more wide-awake have followed up the idea of learning from their competitors; and have adopted (and adapted to their own businesses) the methods the "ten cent stores" have found successful.

A great many dealers think the hardware store is too highly specialized to warrant spreading out and taking on other lines. But as a matter of fact, there is hardly a business today that is run upon the hard-and-fast lines of even twenty years ago. The dry goods store handles soap and kitchen utensils and crockery, the grocery handles a lot of hardware lines, and the drug store handles almost everything.

The store that best serves the needs of its community is the one that will succeed; and there is no hard-and-fast rule as to what lines it is or is not legitimate for the hardware dealer to handle. The hardware dealer should know his own community, and give that community whatever it wants and is willing to buy from him.

I took occasion the other day to get the views of a progressive and wide-awake hardware dealer who has made a success of his small wares department. He said:

"People are being more and more educated to the department store idea. It is up to us to adjust our businesses to present day methods. If you will take the time to study the publications devoted to this department of the business world, you will find these stores are trying to devise ways and means to attract men to their counters. I read, once, the suggestion that the way for the department stores to attract men is through the hardware department, which naturally appeals to men.

"Well, what is sauce for the goose is sauce for the gander. It is up to the hardware dealers, I think, to attract the women to their stores by stocking goods in which women are interested.

"The great trouble with a lot of merchants trained along old-fashioned conservative lines is that they are afraid to sell an article for less than cost for advertising purposes. Unless they are willing to look at the matter in the light of twentieth century conditions, such merchants had better not put in a ten cent department; for in my opin-

ion bargain features are absolutely necessary to make this department a success.

"One of the brightest thinkers I know along these lines told me once that the trouble with the country merchant is that, when he gets hold of a bargain, at a bargain price, he is unwilling to put it out to his customers at a bargain, because he sees a chance to make an extra large profit by selling it at the regular price. In so doing he entirely overlooks the fine advertisement the low price would be for him. In my experience it pays to be on the alert to pick up lines which can be featured as specials and will thus advertise your small wares department.

"The arrangement of the ten cent stores has been quite a help to us in our business. I think the old way of featuring merchandise is out of date. If we get the right knack of displaying goods we can increase our trade very largely.

"People like to handle the goods. Glass show cases and counters are an obstacle between the customer and the sale. I believe all merchandise that will possibly stand it should be displayed upon tables and in baskets. People are naturally attracted to a place where they can examine and handle the goods they buy.

"Our small wares department is devoted to goods ranging from 5 to 25 cents. This department is placed in the rear of our store. It is advertised in the local paper and in our store on all occasions as the ten cent department of the Carisford Hardware Co. We keep it stocked at all times with a great many items for which the public has been paying 15 and 25 cents, and we regularly feature special bargains. This last has helped immensely to make the department a success.

"The class of merchandise carried is that most frequently called for in the hardware and in related lines of business. Our profit is greatly enhanced by the more frequent turning of the stock. We use queensware and granite-ware as bait to draw trade.

"Now it may be suggested that this policy will spoil the sale of this class of merchandise in the regular department. In our previous experience there was no money in these lines anyway, on account of the competition of ten cent and variety stores; so we selected these lines for features. If a hardware store elsewhere makes money on these lines as it is, it should feature some other less profitable line to attract trade. The selection is a matter of local conditions; and with these each individual hardware dealer should be familiar.

"In a general way, the success of the ten cent department depends upon

how much time and thought the dealer puts into it. If your heart is not in it, you had better not touch such a department at all.

"The matter of display is very important. A couple of dozen dish pans nested together occupy little more

space than one; but that many dish pans spread out look like a carload. It is the lavish display that impresses and attracts the buyer.

"I wonder, does the average hardware dealer realize how many articles he carries in his regular stock that

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Exclusive Jobbers of Shelf Hardware, Sporting Goods and FISHING TACKLE

THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN



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

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

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

United Motor Trucks

A SIZE
AND
STYLE

To Fit Your Business

SALES SERVICE

ECKBERG AUTO COMPANY

310 IONIA AVE., NW.

Foster, Stevens & Co. WHOLESALE HARDWARE



157-159 Monroe Ave. - 151-161 Louis Ave., N. W.
GRAND - RAPIDS - MICHIGAN

sell for from ten to 25 or even 50 cents? It would pay him, just for his own satisfaction, to assemble in one department all the things he can sell for ten cents, put them on a table with a large card reading, 'Any article for 10 cents,' and watch the results. I will venture the guess that he will triple his sales the first year he does this.

"One-third of his customers will say, 'I did not know you carried so many of these little household articles. How can you afford to sell them for that price?'"

"The 5 to 25 cent department is merely an extension of the same idea. It can be carried on up to 50 cents, or even as high as \$1."

These are the views of an experienced dealer who has made a success of this department.

A feature worth remembering is that in such a department the price appeal is dominant. The regular "ten cent stores" mark the price plainly for every article. The goods are on the counter convenient of access. The customer can examine them. The goods, in fact, practically sell themselves; all the counter girl has to do is to wrap them up and make change.

In selecting features to advertise the department, it is often good policy to go a long ways outside the regular hardware lines. Thus, a dry goods merchant who wanted to attract trade by putting on a special, featured an alarm clock at 75 cents. This was something he did not handle regularly, so he did not have to worry about explaining that it was "only a special bargain for a limited time" when they objected to being asked the regular price. It excited talk, because it was outside his regular line; and it attracted attention also because it was a very real bargain. And it cost relatively little, because the number of alarm clocks sold was limited. The same principle, if remembered, will be a useful guide to the hardware merchant in selecting "features" for his 10 cent counter.

Victor Lauriston.

If you decline to learn salesmanship because you do not expect always to be a clerk, the chances are you will be a clerk longer than you expect.

Sand Lime Brick

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

Brick is Everlasting

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



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

Sidney Elevator Mfg. Co., Sidney, O.



Store of Edward Danahy Co., Buffalo, N. Y., equipped with a McCray No. 185 cooler and special 6150 counter.

"We Cut Down Spoilage Losses With Our McCray Refrigerators."

Ask any grocer or market man who uses McCray equipment and he will tell you that his spoilage problem has been eliminated—his loss from this source cut to a minimum.

This is because the McCray is built to keep foods fresh, pure, and wholesome *over a long period of time*. Efficiency is built into the McCray by the use of the highest quality materials in every hidden detail; painstaking care and expert craftsmanship throughout.

This efficiency of the McCray is also the basis of its economy in operation, whether you use ice or mechanical refrigeration. Besides, the McCray enable attractive display—helps you sell more goods. Its handsome exterior adds to the appearance of your store.

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

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

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

McCRAY REFRIGERATOR CO.
2444 LAKE STREET KENDALLVILLE, INDIANA

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

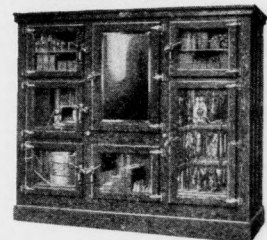
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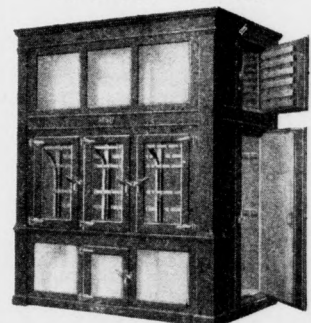
for all purposes



McCRAY NO. 405



McCRAY NO. 411



McCRAY NO. 185



McCRAY NO. 1036



News and Gossip. About Michigan Hotels.

Grand Rapids, April 15—While there is more or less antagonism to the practice of tipping, and legitimately so, this system, through public encouragement, seems likely to continue indefinitely, and there only remains a proper regulation of the evil.

Perhaps the directors of the Battle Creek Country Club may be doing something toward minimizing the evils of the practice by the posting of this announcement:

"A 10 per cent. service charge added to all house service and billed and collected with the regular collection of bills; this 10 per cent. to be administered as a tip fund, or bonus fund, by the house management, as may seem best among all the help.

"This fund to be in lieu of all tipping. Tipping by individuals is forbidden under the house rules, notices to the effect to be maintained on the tables and elsewhere in the club house.

This scheme is not a new one, having been in practice for centuries in foreign countries, but its effectiveness in this instance will depend altogether on the stamina of the club members.

A few years ago tipping was confined almost exclusively to employees of Pullman and dining cars. Now it is even expected in the smaller country hotels.

The railroads at one time honestly attempted to discourage the practice, but the public would not permit them to do so. Notices were posted in dining cars to the effect that waiters received proper compensation for their work and would be dismissed from the service if detected accepting tips. But the traveling public wouldn't have it so. All sorts of subterfuges were practiced in order that the benefactions might continue. Traveling men, more vitally interested than any other class, encourage the evil, and then sob about their traveling expenses.

However, if it cannot be prevented, it is one step in the direction of good horse sense to regulate the methods employed.

The one suggested by the Battle Creek Country Club is not so bad, and is, at least worthy of a careful trial.

Quite a number of hotel and restaurant operators compel their waiters to "jack pot" their tips, thereby doing away with a condition far more complex. In a large dining room, especially where there are many steady guests, operators have a great deal of complaint from waiters on account of the "leanness" of their tables, or, in other words, the lack of uniformity in tip giving. Some guests tip liberally; others do not. The "leans" are jealous of the "fats" and any attempt to regulate by reassignment of waiters at tables draws forth the wrath of the guests.

By the "jackpot" plan each waiter is compelled to place all tips received in a common fund which is afterward equally distributed. Of course, the success of this system depends a great deal on the integrity of the employer, but I have enforced it in my own establishment with satisfactory results. It is worth trying out.

George L. Crocker, who has been resident manager of the Hotel Durant,

at Flint, for the past two years, has severed his connection with that institution and gone to Minneapolis to manage the new Nicollet, one of the largest in that city, and which will be opened July 1. Mr. Crocker's experience has been long and varied. He was formerly with the Hotel Radisson, at Minneapolis, consequently needs no introduction in that field. He was formerly Vice President of the Michigan State Hotel Association and he and his esteemed wife have many warm friends in that organization.

Mr. Crocker has been succeeded by Harry R. Price, who comes to the Durant with a most favorable record of accomplishment. While he has some contract on hand to fit into George Crocker's position, he is said to be a "go-getter" and will no doubt prove his worth. Mr. Price has devoted sixteen years to the hotel business, starting as a bellman at the Hotel Sexton, Kansas City. After that he joined the forces with Horace L. Wiggins at the Lexington Hotel, in Chicago, where he was storeroom boy. His next step was as Assistant Steward at the Jefferson Hotel, Peoria, Ill. Later he was for six years Steward at the same hotel. He then joined the United forces, going to the Penn-Harris, in Harrisburg, Pa., as Assistant Manager. After a period spent at Evanston, Ill., Mr. Price finally reached the Ten Eyck, at Albany, where he spent over four years.

William J. Chittenden, for many years with the old Russell House, and its successor, the Pontchartrain, in Detroit, is announced as an assistant manager of the Morton House, at Grand Rapids. His large acquaintance and hospitable reputation will be a valuable asset to the Morton.

The new cafeteria operated by the Occidental Hotel, Muskegon, has a seating capacity of over 200, and is certainly an asset to Muskegon. I hope it will prove one also for the hotel which has made it possible for its town people, as well as the traveling public, to enjoy it. The arrangement is good, service of the very best and charges most reasonable.

The new coffee shop and cafeteria at the Post Tavern, Battle Creek, will be opened to the public in about two weeks. Like everything about that remarkable institution, this new departure bears the finger marks of art and is in keeping with its surroundings.

Certain hotel men in Detroit have threatened to erect another 1,000 room hotel and turn it over to the writer, so that he may operate it according to his own notions. Economical and satisfactory results will possibly not be accomplished unless this is done, or, at least, not until many of my suggestions are adopted. Detroit hotel managers have never appeared to be sold on the two-dollar-a-day American plan idea, but recently I suggested to them that they could do away with the 6 p. m. check out hour, if they would allow a service rebate by advancing the hour to 9 a. m. thus clearing their room racks and satisfying their guests by making early room assignments. However, they will all come to it sooner or later.

Nowadays nearly everybody knows

MORTON HOTEL

When in Grand Rapids you are cordially invited to Visit, Dine or Dance in this new and Beautiful Center of Hospitality.

400 Rooms—400 Baths

At Rates from \$2.50

Menus in English

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The Center of Social and Business Activities THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

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150 Fireproof Rooms

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Facing Union Depot;
Three Blocks Away

Rooms, duplex bath, \$2
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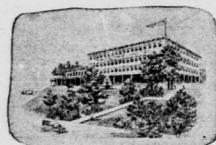
Turkish Baths

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Headquarters for all Civic Clubs
Excellent Cuisine Luxurious Rooms
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Natural Saline-Sulphur Waters. Best
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The Durant Hotel

Flint's New Million and Half
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300 Rooms 300 Baths

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RATES { \$1.50 up without bath
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Western Hotel

BIG RAPIDS, MICH.

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

A good place to stop.

American plan. Rates reason-
able.

WILL F. JENKINS, Manager.

Lansing's New Fire Proof HOTEL ROOSEVELT

Opposite North Side State Capitol
on Seymour Avenue

250 Outside Rooms, Rates \$1.50 up,
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Cafeteria in Connection.

HOTEL KERNS

Largest Hotel in Lansing

300 Rooms With or Without Bath
Popular Priced Cafeteria in Connection
Rates \$1.50 up

E. S. RICHARDSON, Proprietor

CUSHMAN HOTEL

PETOSKEY, MICHIGAN

The best is none too good for a tired
Commercial Traveler.

Try the CUSHMAN on your next trip
and you will feel right at home.

TAKING INVENTORY

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

what a good hotel ought to look like and how it ought to serve its patrons, and when a hotel does not measure up to this standard, it drops behind visibly. Consequently when one receives a bad impression of a hotel, he naturally contrasts it with another hotel which to his knowledge does keep up to the mark. If this "good" hotel happens to be only a few miles away, the traveler tries to catch up with it and arranges his day's itinerary with this in mind.

There are numbers of these small establishments which, though they may lack the nicker plate of the larger ones, are doing a business which, geographically considered, are not entitled to this trade, but who supply attractions which appeal to the traveler.

Why not, then, try to make your hotel one of these? Find out what the drawing card is at these successful places and try to go them one better. Don't depend upon hearsay, but investigate. Outside appearances never appeal to the traveler but once. Offer him something on the inside which will make a more permanent appeal and keep following it up with pleasant surprises. Follow this up and "you should worry."

I have noticed also of late a greater tendency for diners to patronize the hotels in their neighborhood when heretofore they have taken their meals at the smaller restaurants.

Without saying anything disparaging of the restaurant, I am suggesting as a reason for this that nowadays there is less difference in the charges and, naturally, the hotel surroundings and service are more attractive.

I believe that advertising these attractions is one of the reasons for drawing this trade to the hotels, and in the larger cities, noticeably Chicago and Detroit, this is proving effective. Try it in your own community. Let your neighbors know what you are offering and what you are charging and I am sure the results will be most satisfactory.

Michigan Greeters are to have a "field day"—and night—at Detroit, on Friday, April 25. There will be business sessions and various offerings of entertainment during the day and a grand ball at Hotel Statler at night, the Statler organization having donated their magnificent ball room for that purpose.

Every hotel clerk in Michigan will have made several steps along the path of progress in his profession when he comes into his own by joining the Greeters. Many hotel operators are encouraging their employees to join by paying the dues themselves, but under any and all circumstances, don't fail to become one of that fraternity.

Frank S. Verbeck.

Mr. Stevens on Mellon Plan.

Grand Rapids, April 15—As I interpret public sentiment here it shows a decided impatience with Congress in its attitude on the subject of the revision of income taxes. Congress has lost ground in the general opinion very much by its attitude on that subject. The uniformity of feeling in favor of prompt action is interesting and very indicative. I am satisfied also that there is a general feeling that high surtaxes do not accomplish the result desired, i. e., substantial revenue, as against moderate turtaxes. In that respect I believe the prevailing sentiment is in favor of the arguments presented by Secretary Mellon. I have a feeling that the whole matter will have a strong effect upon the fall elections, in that people have no patience with the way in which the subject has been dealt with by Congress.

F. W. Stevens,
President Michigan Trust Company.

The way to make the grade is to fit yourself to pull a stiff load.

Suggestive Thoughts on Suggestive Subjects.

Grand Rapids, April 15—The result of the recent primary election in Illinois almost convinces me that the Bryan slogan, "The People Will Rule," is a misnomer. Governor Small, unscrupulous and unreliable, the cause of more scandal than any former occupant of that position, has been re-nominated for that office, not because of any considerable majority of the actual voters of that State, but because the real bone and sinew of the electorate stayed at home and allowed a bunch of political gangsters to put him over. In fact, the real upright and intelligent majority allowed the election to go by default, and for the next two years, if the nomination is followed by an election, they will howl about the evils of misgovernment. It is a matter of public knowledge that Illinois has suffered from the ravages of a most corrupt organization of grafters for years. Their State expenditures have been profligate and it hardly seems possible that this condition can be allowed to continue, but the only remedy left is to vote the opposition ticket, and this method is seldom if ever satisfactory.

I am glad to know that a resolution has been offered in Congress providing for an amendment to the Constitution whereby the inauguration of the President and Vice-President will occur in January following election, instead of in March, as at present, and that the newly elected Congress shall be inducted into office at the same time.

One can hardly think of a single argument in favor of a continuation of the present system of long delay in carrying out the will of the voters as expressed at the polls.

On the contrary, a comparatively recent illustration was that during the period which elapsed between the election and induction into office of President Harding. His predecessor was a very sick man, utterly incapacitated from carrying on any of his Presidential duties, and absolutely unable to attend cabinet meetings which were of no inconsiderable importance. This lapse continued for four long months after President Wilson's administration had been repudiated by the largest popular majority history had ever shown. The voters had aligned themselves to a program of new policies to replace those which they had so emphatically repudiated, and yet they were delayed in their application.

That is one of the dangers of the present formula for the presidential inauguration, but there is a further and more unfortunate abuse in delay when it comes to the re-organization of Congress.

The Congressional election represents more nearly the temperament of the people than that of any other body. There is usually a transient reason for making changes in that branch of the Government, and yet ordinarily they do not function until thirteen months after election. The policies on which the electorate were vitally concerned at the time of election are quite likely to become dimmed and one might say, unseasonable. With an election in November and a re-organization of Congress in January, the importance of such issues will not have become stale and lost their merit. The amendment ought to be endorsed.

The shocking scandals have clouded the atmosphere of Washington and the whole country are very largely attributable to the methods employed in raising large campaign funds.

No one with a whit of sense honestly believes that an election can be carried on without a distribution of the sinews of war for legitimate campaign expenses, but when we see the individual or corporation contributing vast sums for this purpose, it takes

away the flavor of patriotism and loyalty, and leads one to feel there is something akin to "casting bread upon waters" in the hope of substantial mercenary gains.

Naturally countless contributions are prompted by high motives, such as impel donations to public and charitable enterprises for the good of the people. These contributions to the campaign chest are usually, however, of smaller amounts and mostly by people who patiently "have no axe to grind."

The real danger lies, however, in the facilities afforded for the consummation of deals, like the ones with which our ears are daily regaled, and which cannot very rapidly be explained away.

There is no criticism here of our form of Government or the desire of the people to rule themselves, but their representatives are human and human tendencies include a certain desire for self aggrandizement, and the individual who antes thousands and even millions into the political jack pot must be more divine than human if he does not expect dividends on such investments.

The day has long gone past when the dangers which the framers of the Constitution anticipated, such as emoluments from foreign potentates and the possibility of corruption in the handling of our foreign affairs, are alarming tendencies, but the Constitution framers had no thought of what the deadly campaign contribution might do and made no provision against it.

Now, however, that we have daily brought to our attention the knowledge that many large contributors have had a string attached to their donations it seems necessary to take some action whereby the raising of such funds should be safeguarded to the extent of eliminating the exercise of unsavory influence.

And this action should be contemporaneous with the changing of the inaugural dates.

John L. Hollander, probate judge of Kalamazoo county has done a lot to bolster up my belief in the honesty and efficiency of public officials. Last week at a Kiwanis club luncheon at the Park-American Hotel, as the guest of Ernest McLean, its manager, I had great pleasure in listening to a convincing talk by Judge Hollander on his administration of the offices of the juvenile court. This gentleman does not look on his duties as perfunctory, but devotes his energies to a conscientious administration of the affairs of his office and shows results. He believes in an education leading to a higher plane of morality and is not strong for condemnation and consequently punishments for youthful errors. Instead of making a grand stand performance of an investigation into the failure which human flesh is heir to, he excludes spectators of morbid tendencies, makes a family setting of his judicial sessions and exercises a powerful influence in correcting and reforming the offenders, rather than heaping disgrace on them by humiliating punishment.

I wish I might make mention of some of the numerous cases he cited

for the benefit of others, but I will say that his conduct of such investigations and his disposition of the varied situations are well worthy of emulation by others in his profession. Proper home influences was the outstanding spirit of his theme, which he so ably presented. May his shadow never lessen!

I cannot let this opportunity pass without saying something about many of the probate judges of Michigan. Unfortunately, the laws of the State give them special latitude in the expenditure of county funds without recourse. I could easily name several of them who have been censured by their county boards of supervisors, who, having no redress, have watched the widow's and orphan's funds evaporate, but, having their hands tied, could do absolutely nothing. The next Legislature ought to take a day off and place a safeguard around the disbursement of county funds by this class of grafters.

Frank S. Verbeck.

Women As Office Workers.

Detroit, April 15—I have recently read a letter in which the writer states that young girls make better help than older women and that is why business men prefer them. I venture to differ from him. In my experience, and we have seventy girls in our office, the older women, of 25 and over, are much better and more steady workers. There are, of course, some sensible, steady workers among the younger girls. The real reason that younger girls are frequently preferred is that they are cheaper than a trained, experienced worker, also most of the work they do is mechanical work that requires no special education, although in many cases a little more education (or shall I say schooling) would be an advantage. Personally, I do not think an office is a place for very young girls.

A Business Woman.

Corporations Wound Up.

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

Parish Manufacturing Corporation, Reading, Pa.-Detroit.
Michigan Home Building Co., Detroit.
Superior Enameling Co., Jackson.
G. E. Hough Flour Co., Detroit.
Victor Land Co., Detroit.
Tanners' Supply Co., Ltd., Grand Rapids.
Leader-Press Co., Ltd., Mount Clemens.
Hills, Inc., Chicago, Grand Rapids.
Robert K. Floyd, Inc., Detroit.
Simplicity Co., Inc., Grand Rapids.
Dighton Grain Co., Dighton.
Ideal Clothing Co., Grand Rapids.
Home Efficiencies, Inc., Detroit.

In applying for a position, don't be too profuse in claims and promises. You are going to be judged and paid on a basis of what you do, not what you say you can do.

Because some other position offers a little more money to-day, it does not necessarily follow that it is a better position. Look further ahead than the immediate advantage.



Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

STILL ACTIVE AT EIGHTY.

Wilder Stevens Receives Felicitations of His Friends.

Ever since I established the Tradesman, forty-one years ago I have made many attempts to secure data for a biographical sketch from Wilder D. Stevens. I have never succeeded in securing the consent of Mr. Stevens to such an arrangement, due to the innate modesty of the man. All the information he ever gave me regarding himself was the date of his birth. Mr. Stevens has insisted that his life has been an open book in this community, known to all men. Because of the beautiful life he has led there is no justification in his contention that there is little in his career to interest the average man and I still insist that a man who has lived to the remarkable age of 80 years—Mr. Stevens will be 80 years old April 19—without a blemish on his career is entitled to the admiration and commendation of his fellow citizens. Since I cannot present the principal events of his long and useful life in this community in chronological order without his assistance, which he graciously denies me, I can at least be the means of assuring him of the esteem in which he is held by the men who have known him many years—some of them since childhood. It has given me great pleasure to request some of these friends to hand me personal tributes to the character, standing and accomplishments of Mr. Stevens, which are submitted herewith in lieu of a more extended personal history which I would be glad to publish.

E. A. Stowe.

Charles W. Garfield.

As a lad of ten years, with my people I became an attendant upon the First Congregational church in Grand Rapids, and with my eyes open from our pew I became acquainted with the names of the prominent members of the church and their locations and knew something of the members of their families.

I can now recall the location in the church of the Stevens family, and Wilder and Sidney always attracted my attention and interest, and we became known to each other in the Sunday school. From that day until now I have known Wilder Stevens and appreciated the sweetness and beauty of his character. Because I have been identified with many of the interests of Grand Rapids, I have known of his business career and appreciate fully the integrity that he has placed at the command of the institution with which he has been continually identified. It has not only been a source of pleasure, but of inspiration to have this man's career before me as an ideal to be incorporated, as far as I could, into my own plan of life.

One does not need to ask what Wilder Stevens' church connections, political connections or social relationships are, because every one knows that the most prominent factors in his character are those which distinguish men as Christian gentlemen. Above all other attributes of character that distinguish him as a citizen, I place his friendship and his neighborliness at the front. I never meet him on the street and exchange salutations with him but what I pass on with a feeling of exhilaration because of the friendship that has bound us together during a lifetime.

We boys who have lived a longer life than usual here in Grand Rapids,

in sizing up our fellows who have developed careers, almost always feel like speaking of most of them as good men, successful men, fine citizens; and then in our minds, if we do not utter it, we feel like saying, "but" and then follow the subjunctive with some criticism upon some phase of character.

I am frank to say that in connection with Wilder Stevens the thought of making an exception in my estimation of his integrity and fidelity never occurred to me; and a man who can live a business career in his home town for so long a period and have this feeling exist with his business connections and friendships he has made, is a rich man. He may not have any money in his pocket, or not even have a pocket, and still he is rich; and although I have little knowledge of Wilder Stevens' financial affairs, I feel happy in the thought that his real wealth is in the character which he has established and the benign influence he has radiated not only in the business world, but in the citizenship of our beloved Grand Rapids.

It is a happy thought to have a few of his friends express themselves with regard to Mr. Stevens' relationships and character on the eightieth anniversary of his birth. It gives me the keenest pleasure to add my word of tribute to the others which I know will be given you, so that the publicity may come at a period of this anniversary while he is living, rather than to wait until he has passed on.

William H. Anderson.

I am reminded that on April 19 Mr. Wilder D. Stevens, of the firm of Foster, Stevens & Co., will be 80 years old. It has been my pleasure to have known him personally for more than half of his lifetime.

The greater part of his life has been spent in this city, and here is where he is best and most favorably known.

Those of us who have been privileged to be in business on or near Campau Square for many years, and who know him best, can fully appreciate what such a man has been to the growth and upbuilding of a city like ours. Unassuming and dignified in his bearing; pleasant and courteous to every one.

Every community or city has some one who stands out more prominent than the average citizen, and Mr. Stevens, to my mind, is that man in Grand Rapids. He has conducted himself through life in such a way as to enable us, who know him best and who have enjoyed his friendship, to say that we are glad to have known him, and our wish is that he may live many more years to enjoy the fruits of his labor.

Clay H. Hollister.

It is a real pleasure to join with many other friends of Wilder D. Stevens in a few words of praise for an illustrious life. I speak advisedly for I believe that a life is illustrious which has been spent in the midst of business activity and which has at all times held high standards of honorable dealing with the trade, the strictest integrity in every transaction and withal a modest attitude towards its own attainments. Mr. Stevens has always been industrious; no man has been more steadily on the job. He has kept careful account of all the details of his business and has been uniformly courteous and sweet tempered in his attitude toward others. He has made substantial contribution to his city in his public service and has always been among the foremost in contributing liberally to all worthy causes. His quiet and unknown gifts have been as substantial as those where his name has been published.

It has been my privilege to have personal associations with him for years and I may say that it is such

associations that make a business life worth while. That's my opinion of this fine man.

Charles H. Leonard.

I am pleased to add my congratulations and wishes for the continued good health of my life long friend, Mr. Wilder D. Stevens, of this city, who I understand will reach his eightieth birthday on the nineteenth of this month.

It is not given to many of us to reach that age in full enjoyment of our faculties and the respect and honor of all our fellow citizens.

His integrity of character and careful attention to business have made the firm of Foster, Stevens & Company one that has the full confidence of the community for fair and honorable dealing.

It must be a source of great satisfaction to him to look back to his school days and see how our beautiful city has grown and to know that he has had a large share in its development.

Charles H. Bender.

None of life's satisfactions can equal that which comes to a man who, in the fullness of years, receives the tributes of his fellows for sterling honesty, unswerving rectitude of character and ennobling ideals. Such a tribute is due this day to our fellow townsman, Wilder D. Stevens. The radiance of such a life should inspire all men who wish to pursue the path of true and lasting success.

William A. Greeson.

If it is in order, may I embrace this opportunity to express my appreciation of Mr. Wilder Stevens as a friend, a gentleman, a good citizen and an honest man. His business life speaks for itself in the success of the business with which he has been connected.

I am sure that his business relations have always been characterized by the same honesty of purpose that has characterized his relations in other respects than in business.

I am glad of this opportunity to congratulate Wilder Stevens on having reached his eightieth birthday with the love and respect and friendship of all who know him.

Lee M. Hutchins.

I am reminded quite forcefully today that Mr. Wilder D. Stevens will be eighty years old Saturday of this week, April 19.

It has been, not only my pleasure, but my profit as well, to know Mr. Stevens personally for about twenty-five years, or more properly speaking, during the time which I have been a resident of Grand Rapids. I also knew of Mr. Stevens indirectly before I came to Grand Rapids and understood thoroughly many years ago how he was at that time regarded by his fellow citizens of this city. For many years, the statement "three score years and ten" has seemed to put a limit upon human life, and that any period of existence beyond that time was a partial loss to the individual and more or less of an anxiety to those, who had been near and dear to the individual.

It was true for many years that the actuaries governing tables and rates for life insurance placed a ban upon men above certain ages. Within the last few years, this ban has been lifted and even the actuaries have been obliged to admit that many men may live beyond the three score years and ten and be not only useful in the walks of life, but comfortable in their existence and a joy to those who know them and associate with them. As we learn to live, not only a length of years, but a satisfaction as they pass us by. There is an old saying in the expression of admiration, "that it is a great thing to grow old gracefully;" and this is only

given to men whose practices in life and whose observations and associations with their fellow men have led them to a keen perception of what life is. We very honestly say once in a while, "the man is no older than he thinks he is," in fact, we believe that this has a vast amount to do in encouraging men not to "let down" when people begin to refer to them as growing old. We must all remember that as a man expresses himself in many ways to his friends and the public, so he will be regarded.

Mr. Stevens has been one of the corner stones for many years in the commercial structure of the city of Grand Rapids. He and the institution with which he has been connected for a long time have borne the highest stamp as regards honest dealing and high character in all the branches of their business. We pay our highest respects to the men and institutions who have been in existence for many years and through all that time have borne their burdens, pocketed their losses, accepted their victories and carried a banner to the port of success. To have the esteem of friends, the reputation for honor and integrity and to so appear personally as to bring pleasure to those one may meet may be regarded as the very highest achievement.

It is now eighty years and neither Grand Rapids nor the business associates nor the friends or the families of Mr. Stevens are willing to cherish the thought that his usefulness is at an end, but they will all wish him many more years of comfort, happiness and success.

Charles M. Heald.

The reputation of any city for good or evil is founded upon and preserved by the personnel of its citizens.

Its business success is based upon the high moral character and unselfish loyalty of its citizens who in all their plans place the welfare and good name of their city ahead of any personal considerations.

Our city of Grand Rapids has been blessed to a large degree with examples of such citizenship, and our high standing to-day in the business marts of the world is due to those of our citizens who have wisely, continuously, and unflinchingly held before them the motto, "Grand Rapids and her welfare, first."

The unflinching loyalty to our city's interest, evinced by the long, faithful and loyal service of those of our people who take pride in our city has made it not only most attractive in which to live and work, but has made it especially attractive to visitors who invariably are impressed by the high standards as shown them in the dealings they have with our business men and the cordial, social welcome and entertainment they receive.

While we have many examples of the above character of service, of which we are duly proud, and while many to whom we owe more than we can repay have passed away, there remain with us many to whom we are deeply indebted and whose presence among us makes us better and encourages us to higher ideals.

To no one do we owe higher regard nor deeper civic affection than to our fellow citizen, Wilder D. Stevens, who has been spared for four score years, the bulk of which years have been faithfully and unselfishly devoted to the betterment and upbuilding of our city.

We are especially fortunate to have men of such character and standing among us, and we hope that we may be blessed for many years yet with his companionship and advice.

Eugene D. Conger.

It is nearly forty years since I first came to know Wilder D. Stevens. I well remember trying to sell him ad-

(Continued on Page 31)

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ARE YOU WELL SUPPLIED WITH

PARIS GREEN

ARSENATE OF LEAD

TUBER TONIC (Paris Green & Bordeaux Mixture)

ARSENATE OF CALCIUM

PESTOYD (Insecto) (Arsenate Lead and Bordeaux)

DRY LIME AND SULPHUR

DRY FUNGI BORDO (Dry Powder Bordeaux)

BOWKER'S PYREX

BLACK LEAF FORTY

Also

BLUE VITROL, SULPHUR, ARSENIC, FORMALDEHYDE,
INSECT POWDER, SLUG SHOT, WHITE HELLEBORE. Etc.

If not well supplied order at once. We carry complete stock all the time.

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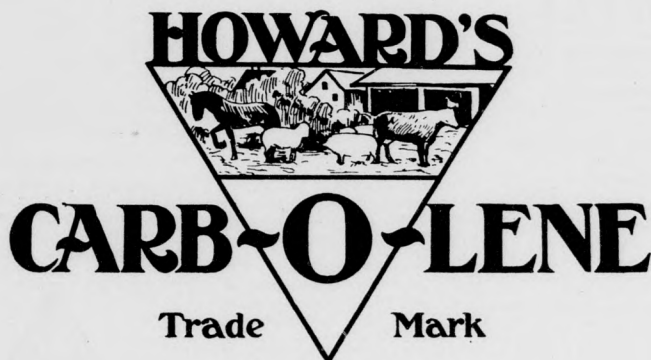
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...THINK...

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.

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Grand Rapids, Mich.

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Write for prices.

Please mention the Tradesman.



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WHOLESALE DRUG PRICE CURRENT

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

Acids			Lavender Flow-- 6 50@6 75			Cinchona ----- @2 10		
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Boric (Xtal)	15	@ 25	Lemon	1 50	@ 1 75	Cubebs	-----	@3 00
Carbolic	47	@ 54	Linseed bld, less	@	98	Digitalis	-----	@1 80
Citric	62	@ 70	Linseed bld, less	1 05	@ 1 18	Gentian	-----	@1 35
Muriatic	3 1/2	@ 8	Linseed, raw, bbl.	@	96	Ginger, D. S.	-----	@1 80
Nitric	9	@ 15	Linseed, ra. less	1 03	@ 1 16	Guaiac	-----	@2 20
Oxalic	20 1/2	@ 30	Mustard, artifil. oz.	@	60	Guaiac, Ammon.	-----	@2 00
Sulphuric	3 1/2	@ 8	Neatsfoot	1 35	@ 1 50	Iodine	-----	@ 95
Tartaric	40	@ 50	Olive, pure	3 75	@ 4 50	Iodine, Colorless	-----	@1 50
Ammonia			Olive, Malaga,	2 75	@ 3 00	Iron, Clo.	-----	@1 35
Water, 26 deg.	10	@ 18	yellow	2 75	@ 3 00	Kino	-----	@1 40
Water, 18 deg.	8 1/2	@ 13	Olive, Malaga,	2 75	@ 3 00	Myrrh	-----	@2 50
Water, 14 deg.	6 1/2	@ 12	green	2 75	@ 3 00	Nux Vomica	-----	@1 55
Carbonate	20	@ 25	Orange, Sweet.	4 50	@ 4 75	Opium	-----	@3 50
Chloride (Gran.)	10	@ 20	Origanum, pure	@	2 50	Opium, Camp.	-----	@ 85
Balsams			Origanum, com'l	1 00	@ 1 20	Opium, Deodorz'd	-----	@3 50
Copaiba	60	@ 1 00	Pennyroyal	3 00	@ 3 25	Rhubarb	-----	@1 70
Fir (Canada)	2 55	@ 2 80	Peppermint	6 00	@ 6 25	Paints.		
Fir (Oregon)	65	@ 1 00	Rose, pure	10 50	@ 10 90	Lead, red dry	15	@ 15 1/2
Peru	3 00	@ 3 25	Rosemary Flows	1 25	@ 1 50	Lead, white dry	15	@ 15 1/2
Tolu	3 00	@ 3 25	Sandalwood, E.	10 00	@ 10 25	Lead, white oil	15	@ 15 1/2
Barks			I.	10 00	@ 10 25	Ochre, yellow bbl.	@	2
Cassia (ordinary)	25	@ 30	Sassafras, true	2 75	@ 3 00	Ochre, yellow less	2 1/2	@ 6
Cassia (Saigon)	50	@ 60	Sassafras, arti'l	80	@ 1 20	Red Venet'n Am.	3 1/2	@ 7
Sassafras (pw. 50c)	@	45	Spearmint	4 00	@ 4 25	Red Venet'n Eng.	4	@ 8
Soap Cut (powd.)	30c	18 @ 25	Sperm	1 80	@ 2 05	Putty	5	@ 8
Berries			Tansy	6 00	@ 6 25	Whiting, bbl.	-----	@ 4 1/2
Cubeb	@	1 25	Tar, USP	50	@ 65	Whiting	5 1/2	@ 10
Fish	25	@ 30	Turpentine, bbl.	@	1 12 1/2	L. H. P. Prep.	2 80	@ 3 00
Juniper	7	@ 15	Turpentine, less	1 19	@ 1 32	Rogers Prep.	2 80	@ 3 00
Prickly Ash	@	30	Wintergreen,	6 00	@ 6 25	Miscellaneous		
Extracts			leaf	6 00	@ 6 25	Acetalalid	42 1/2	@ 50
Licorice	60	@ 65	Wintergreen, sweet	3 50	@ 3 75	Alum	08	@ 12
Licorice powd.	70	@ 80	birch	80	@ 1 20	Alum. powd. and	09	@ 15
Flowers			Wintergreen, art.	9 00	@ 9 25	ground	3 92	@ 12
Arnica	25	@ 30	Wormseed	9 00	@ 9 25	Bismuth, Subni-	-----	-----
Chamomile (Ger.)	35	@ 40	Wormwood	9 00	@ 9 25	trate	3 92	@ 12
Chamomile Rom.	1	@ 75	Potassium			Borax xtal or	07	@ 13
Gums			Bicarbonate	35	@ 40	powdered	07	@ 13
Acacia, 1st	50	@ 55	Bichromate	15	@ 25	Cantharades, po.	2 00	@ 3 00
Acacia, 2nd	45	@ 50	Bromide	50	@ 65	Calomel	1 66	@ 1 86
Acacia, Sorts	22	@ 30	Carbonate	30	@ 35	Capsicum, pow'd	48	@ 55
Acacia, Powdered	35	@ 40	Chlorate, grand	23	@ 30	Carmine	6 00	@ 6 60
Aloes (Barb Pow)	25	@ 35	Chlorate, powd.	16	@ 25	Cassia Buds	25	@ 30
Aloes (Cape Pow)	25	@ 35	or Xtal	16	@ 25	Cloves	50	@ 55
Aloes (Soc. Pow.)	65	@ 70	Cyanide	30	@ 50	Chalk Prepared	14	@ 16
Asafoetida	65	@ 75	Iodide	4 46	@ 4 62	Chloroform	57	@ 67
Pow.	1 00	@ 1 25	Pernanganate	30	@ 40	Chloral Hydrate	1 35	@ 1 55
Camphor	1 20	@ 1 30	Prussiate, yellow	65	@ 75	Cocaine	10 60	@ 11 25
Guaiac	@	60	Prussiate, red	@	1 00	Cocoa Butter	55	@ 75
Guaiac, pow'd	@	75	Sulphate	35	@ 40	Corks, list, less	40	@ 50
Kino	@	85	Roots			Copperas	2 1/2	@ 10
Kino, powdered	@	90	Alkanet	25	@ 30	Copperas, Powd.	4	@ 10
Myrrh	@	80	Blood, powdered	35	@ 40	Corrosive Sublim	1 29	@ 1 55
Myrrh, powdered	@	90	Calamus	35	@ 60	Cream Tartar	30	@ 35
Opium, powd.	15	@ 15 1/2	Elecampane, pwd	25	@ 30	Cuttle bone	40	@ 50
Opium, gran.	15	@ 15 1/2	Gentian, powd.	20	@ 30	Dextrine	5	@ 15
Shellac	90	@ 1 00	Ginger, African,	25	@ 30	Devor's Powder	3 50	@ 4 00
Shellac Bleached	1 00	@ 1 10	powdered	25	@ 30	Emery, All Nos.	10	@ 15
Tragacanth, pow.	@	1 75	Ginger, Jamaica	60	@ 65	Emery, Powdered	8	@ 10
Tragacanth	1 75	@ 2 25	Ginger, Jamaica,	42	@ 50	Epsom Salts, bbls.	@	3
Turpentine	@	25	powdered	50	@ 60	Epsom Salts, less	3 1/2	@ 4 00
Insecticides			Goldenseal, pow.	5 50	@ 6 00	Ergot, powdered	@	75
Arsenic	20	@ 30	Ipecac, powd.	@	75	Flake, White	15	@ 20
Blue Vitriol, bbl.	@	07	Licorice	35	@ 40	Formaldehyde, lb.	15	@ 30
Blue Vitriol, less	8 1/2	@ 15	Licorice, powd.	20	@ 30	Gelatine	1 25	@ 1 50
Bordeaux Mix Dry	14	@ 29	Orris, powdered	30	@ 40	Glassware, less	55	@
Hellebore, White	20	@ 30	Poke, powdered	30	@ 35	Glassware, full case	60	@ 60
powdered	20	@ 30	Rhubarb, powd.	85	@ 1 00	Glauber Salts, bbl.	@	03 1/2
Insect Powder	70	@ 90	Rosinpowd, powd.	@	40	Glauber Salts less	04	@ 10
Lead Arsenate Po.	26	@ 35	Sarsaparilla, Hond.	@	1 00	Glue, Brown	21	@ 30
Lime and Sulphur	8 1/2	@ 24	ground	@	1 00	Glue, Brown Grd	15	@ 20
Dry	32	@ 48	Sarsaparilla Mexican,	@	60	Glue, white	27 1/2	@ 35
Paris Green	32	@ 48	ground	@	60	Glue, white grd.	25	@ 35
Leaves			Squills	35	@ 40	Glycerine	22 1/2	@ 40
Buchu	1 35	@ 1 50	Squills, powdered	60	@ 70	Hops	65	@ 75
Buchu, powdered	@	1 50	Tumeric, powd.	17	@ 25	Iodine	6 15	@ 6 55
Sage, Bulk	25	@ 30	Valerian, powd.	40	@ 50	Iodoform	8 00	@ 8 30
Sage, 1/2 loose	@	40	Seeds			Lead Acetate	18	@ 25
Sage, powdered	@	35	Anise	@	35	Lycopodium	60	@ 75
Senna, Alex.	75	@ 80	Anise, powdered	35	@ 40	Mace	@	80
Senna, Tinn.	30	@ 35	Bird, ls	13	@ 15	Mace, powdered	95	@ 1 00
Senna, Tinn. pow.	25	@ 35	Canary	10	@ 15	Menthol	18 00	@ 19 00
Uva Ursi	20	@ 25	Caraway, Po.	50	@ 40	Morphine	10 58	@ 11 33
Oils			Cardamon	@	2 75	Nux Vomica	-----	@ 30
Almonds, Bitter,	7 50	@ 7 75	Celery, powd.	55	@ 45	Nux Vomica, pow.	17	@ 25
true	7 50	@ 7 75	Coriander pow.	35	@ 27	Pepper black pow.	32	@ 35
Almonds, Bitter,	4 00	@ 4 25	Dill	12 1/2	@ 20	Pepper, White	40	@ 45
artificial	4 00	@ 4 25	Fennell	25	@ 40	Pitch, Burgundry	10	@ 15
Almonds, Sweet,	80	@ 1 20	Flax	07 1/2	@ 12	Quassia	12	@ 15
true	80	@ 1 20	Flax, ground	07 1/2	@ 12	Quinine	72	@ 1 33
Almonds, Sweet,	60	@ 1 00	Foenugreek pow.	15	@ 25	Rochelle Salts	28	@ 35
imitation	60	@ 1 00	Hemp	8	@ 15	Saccharine	-----	@ 30
Amber, crude	1 50	@ 1 75	Lobelia, powd.	@	1 25	Salt Peter	11	@ 22
Amber, rectified	2 00	@ 2 25	Mustard, yellow	15	@ 25	Seldlitz Mixture	30	@ 40
Anise	1 00	@ 1 25	Mustard, black	15	@ 20	Soap, green	15	@ 30
Bergamont	4 50	@ 4 75	Poppy	22	@ 25	Soap mott cast.	22 1/2	@ 25
Cajeput	1 50	@ 1 75	Quince	1 75	@ 2 00	Soap, white castle	case	@ 11 50
Cassia	4 00	@ 4 25	Rape	15	@ 20	Soap, white castle	less, per bar	@ 1 25
Castor	1 75	@ 2 00	Sabadilla	23	@ 30	Soda Ash	3 1/2	@ 10
Cedar Leaf	1 75	@ 2 00	Sunflower	11 1/2	@ 15	Soda Bicarbonate	3 1/2	@ 10
Citronella	1 50	@ 1 75	Worm, American	30	@ 40	Soda, Sal	03	@ 08
Cloves	3 50	@ 3 75	Worm, Levant	@	5 50	Spirits Camphor	-----	@ 1 35
Cocaoaut	25	@ 35	Tinctures			Sulphur, roll	3 1/2	@ 10
Cod Liver	1 35	@ 1 45	Aconite	@	1 80	Sulphur, Subl.	04	@ 10
Croton	2 00	@ 2 25	Aloes	@	1 45	Tamarinds	20	@ 25
Croton Seed	1 40	@ 1 60	Arnica	@	1 10	Tartar Emetic	70	@ 75
Cubebs	8 50	@ 8 75	Asafoetida	@	2 40	Turpentine, Ven.	60	@ 75
Eigerson	3 00	@ 3 25	Belladonna	@	1 35	Vanilla Ex. pure	1 75	@ 2 25
Eucalyptus	1 25	@ 1 50	Benzoim	@	2 10	Witch Hazel	1 46	@ 2 05
Hemlock, pure	2 00	@ 2 25	Benzoim Comp'd	@	2 65	Zinc Sulphate	06	@ 15
Juniper Berries	2 25	@ 2 50	Buchu	@	2 55			
Juniper Wood.	1 50	@ 1 75	Cantharadies	@	2 85			
Lard, extra	1 35	@ 1 45	Capsicum	@	2 20			
Lard, No. 1	1 25	@ 1 35	Catechu	@	1 75			

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

Apricots
Rolled Oats
Veal
Lamb
Mutton
Pork

DECLINED

Nucoa
Blue Grass Milk
Cheese
Scotch Peas
Split Peas
Tapioca
Sago
Rice

AMMONIA

Arctic, 16 oz. ----- 2 00
Arctic, 32 oz. ----- 3 25
Quaker, 36, 12 oz., case 3 75



AXLE GREASE

48, 1 lb. ----- 4 60
24, 3 lb. ----- 6 25
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

BEECH-NUT BRAND



Mints, all flavors ----- 60
Bacon, large ----- 4 05
Bacon, medium ----- 2 40
Sliced beef, large ----- 5 10
Grape Jelly, medium ----- 2 70
Peanut butter, 16 oz. 4 70
Peanut butter, 10 1/2 oz. 3 25
Peanut butter, 6 1/2 oz. 2 00
Peanut butter, 3 1/2 oz. 1 25
Baked beans, 16 oz. ----- 1 40

BLUING

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

BREAKFAST FOODS

Cracked Wheat, 24-2 3 85
Cream of Wheat ----- 6 90
Pillsbury's Best Cerl 2 20
Quaker Puffed Rice ----- 5 65
Quaker Puffed Wheat 4 40
Quaker Brfst Biscuit 1 90
Ralston Purina ----- 3 60
Ralston Branios ----- 2 70
Ralston Food, large ----- 3 60
Saxon Wheat Food ----- 3 85



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

Post's Brands.

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

BROOMS

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

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 ----- 8 00
Blackberries, No. 10 12 50
Blueberries, No. 2, 1-75@2 50
Blueberries, No. 10 ----- 11 00
Cherries, No. 2 ----- 3 00@3 50
Cherries, No. 2 1/2 4 00@4 95
Cherries, No. 10 ----- 10 50
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 1 10@1 80
Peaches, No. 1, Sliced 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 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
Papple, 2, br sl. 2 75@2 85
Papple, 2 1/2, sl. 3 80@4 50
Papple, 2, cru. ----- 2 60
Pineapple, 10 cru. ----- 13 00
Pears, No. 2 ----- 2 90
Pears, No. 2 1/2 ----- 3 50@3 75
Plums, No. 2 ----- 1 25@1 40
Plums, No. 2 1/2 ----- 2 50
Raspberries No. 2, blk 3 00
Raspb's, Red, No. 10 14 00
Raspb's, Black
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 5 50

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00@3 40
Clams, Steamed, No. 1 1 80
Clams, Minced, No. 1 2 50
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. ----- 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. ----- 1 75
Lobster, No. 1/4, Star 3 15
Shrimp, 1, wet 2 10@2 25
Sard's, 1/4 Oil, ky 6 25@7 00
Sardines, 1/4 Oil, k less 6 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2s 3 00
Salmon, Red Alaska ----- 2 95
Salmon, Med. Alaska 1 85
Salmon, Pink Alaska 1 65
Sardines, Im. 1/4, ea. 10@28
Sardines, Im., 1/2, ea. 25
Sardines, Cal. ----- 1 65@1 80
Tuna, 1/2, Albocore ----- 95
Tuna, 1/4s, Curtis, doz. 2 20
Tuna, 1/2s Curtis doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT.

Bacon, Med. Beechnut 2 25
Bacon, Lge. Beechnut 3 65
Beef, No. 1, Corned ----- 2 70
Beef, No. 1, Roast ----- 2 70
Beef, No. 2 1/2, Eagle sli 1 25
Beef, No. 1/2, Qua. sli. 1 75
Beef, 5 oz., Qua., sli. 2 50
Beef, No. 1, B'nut, sli. 5 10

Beefsteak & Onions, s 2 75

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

Baked Beans

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

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 4 50@4 75
No. 2 1/2, Lge. Green 4 50
W. Bean, cut ----- 1 85
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 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
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. ----- 1 90@2 10
Peas, No. 2, Ex. Sift. ----- 2 60
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 60
Saurkraut, No. 3 1 40@1 50
Succotash, No. 2 1 65@2 50
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 25
Libby, 8 oz. ----- 1 75
Lilly Valley, 1/2 pint 1 75
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 85
Sniders, 16 oz. ----- 2 85
Royal Red, 10 oz. ----- 1 40

CHILI SAUCE

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

OYSTER COCKTAIL.

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

CHEESE

Roquefort ----- 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 ----- 22
Wisconsin Flats ----- 22
Wisconsin Daisy ----- 25
Longhorn ----- 22
Michigan Full Cream 21
New York Full Cream 29
Sap Sago ----- 30

CHEWING GUM.

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

CHOCOLATE.

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

COCOA.

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

COCOANUT.

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

CLOTHES LINE.

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



COFFEE ROASTED

Bulk
Rio ----- 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 1 lb. ----- 10 1/2

CONDENSED MILK

Eagle, 4 doz. ----- 9 00
Leader, 4 doz. ----- 6 75

MILK COMPOUND

Hebe, Tall, 4 doz. ----- 4 50
Hebe, Baby, 8 doz. ----- 4 40
Caroline, Tall, 4 doz. 3 80
Caroline, Baby ----- 3 50

EVAPORATED MILK



Quaker, Tall, 4 doz. ----- 4 65
Quaker, Baby, 8 doz. 4 55
Quaker Gallon, 1/2 doz. 4 50
Blue Grass, Tall, 48 4 50
Blue Grass, Baby, 72 4 40
Blue Grass, No. 10 ----- 4 45
Carnation, Tall, 4 doz. 4 90
Carnation, Baby, 8 dz. 4 80
Every Day, Tall ----- 4 90
Every Day, Baby ----- 4 80
Goshen, Tall ----- 4 50
Pet, Tall ----- 4 90
Pet, Baby, 8 oz. ----- 4 80

Borden's, Tall ----- 4 90
Borden's Baby ----- 4 80
Van Camp, Tall ----- 4 90
Van Camp, Baby ----- 3 75

CIGARS

Lewellyn & Co. Brands
Garcia Master
Cafe, 100s ----- 37 50
Swift
Wolverine, 50s ----- 130 00
Supreme, 50s ----- 110 00
Bostonian, 50s ----- 95 00
Perfecto, 50s ----- 95 00
Blunts, 50s ----- 75 00
Cabinet, 50s ----- 73 00

Tilford Cigars

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

Worden Grocer Co. Brands

Henry George ----- 37 50
Harvester Kiddies ----- 37 50
Harvester Record B. ----- 75 00
Harvester Delmonico 75 00
Harvester Perfecto ----- 95 00
Websteretts ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 00
Starlight P-Club ----- 150 00
La Azora Agreement 58 00
La Azora Washington 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 00
Valentine DeLux ----- 95 00
Valentine Imperial ----- 95 00
Tiona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars,
1-20, per M ----- 75 00
Worden's Havana
Specials, 1-20, per M 75 00
Quality First Stogie 18 50

CONFECTIONERY

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

Fancy Chocolates

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

Gum Drops

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

Lozenges.

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

Hard Goods.

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

Cough Drops

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

Package Goods

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

Specialties.

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

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes ----- 32

DRIED FRUITS

Apples

Evap. Choice, bulk ----- 13

Apricots

Evaporated, Choice ----- 20
Evaporated, Fancy ----- 25
Evaporated Slabs ----- 15

Citron

10 lb. box ----- 48

Currants

Package, 15 oz. ----- 19
Boxes, Bulk, per lb. ----- 18
Greek, Bulk, lb. ----- 15 1/2

Peaches

Evap. Choice, unp. ----- 12
Evap., Ex. Fancy, P. P. 17

Peel

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

Raisins

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

California Prunes

90-100, 25 lb. boxes ----- 08
80-90, 25 lb. boxes ----- 09
70-80, 25 lb. boxes ----- 10
60-70, 25 lb. boxes ----- 11 1/2
50-60, 25 lb. boxes ----- 12
40-50, 25 lb. boxes ----- 15
30-40, 25 lb. boxes ----- 17 1/2
20-30, 25 lb. boxes ----- 20

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 06 1/2
Cal. Limas ----- 15
Brown, Swedish ----- 08 1/2
Red Kidney ----- 08

Farina

24 packages ----- 2 25
Bulk, per 100 lbs. ----- 05 1/2

Hominy

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

Macaroni

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

Pearl Barley

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

GELATINE

Jello-O, 3 doz.	3 45
Knox's Sparkling, doz.	2 25
Knox's Acidu'd, doz.	2 25
Minute, 3 doz.	4 05
Plymouth, White	1 55
Quaker, 3 doz.	2 70

HORSE RADISH

Per doz., 5 oz.	1 15
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JELLY AND PRESERVES

Pure, 30 lb. pails	3 80
Imitation, 30 lb. pails	1 90
Pure 7 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	2 10

JELLY GLASSES

3 oz., per doz.	35
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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.	24 1/2
Nucoa, 2 and 5 lb.	24

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
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MINCE MEAT

None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 50
Libby, Kegs, wet, lb.	22

MOLASSES.



Gold Brer Rabbit

No. 10, 6 cans to case	5 55
No. 5, 12 cans to case	5 80
No. 2 1/2, 24 cans to case	6 05
No. 1 1/2, 36 cans to case	5 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.	
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Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L	4 45
Palmetto, 24, 2 1/2 lb.	4 65

NUTS.

Whole

Almonds, Terregona	20
Brazil, Large	22
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	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,	
125 lb. bags	16
Filberts	32
Pecans	90
Walnuts	60

OLIVES.

Bulk, 2 gal. keg	3 50
Bulk, 3 gal. keg	5 00
Bulk, 5 gal. keg	7 75
Quart, Jars, dozen	5 50

Pint, Jars, dozen

3 25	
4 oz. Jar, plain, doz.	1 35
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 35
16 1/2 oz. Jar, Pl. doz.	4 50
4 oz. Jar, Stu., doz.	1 90
6 oz. Jar, stuffed, dz.	2 60
9 oz. Jar, Stuffed, doz.	3 60
12 oz. Jar, Stuffed,	
doz.	4 50
20 oz. Jar, stuffed dz.	7 00

PEANUT BUTTER.



Bel Car-Mo Brand

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

PETROLEUM PRODUCTS

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



Iron Barrels.

Light	59.2
Medium	61.2
Heavy	64.2
Special heavy	66.2
Extra heavy	69.2
Transmission Oil	59.2
Finol, 4 oz. cans, doz.	1.40
Finol, 8 oz. cans, doz.	1.90
Parowax, 100, 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
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PIPES

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

PLAYING CARDS

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

POTASH

Babbitt's 2 doz.	2 75
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FRESH MEATS

Beef.	
Top Steers & Heif.	18@19
Good Steers & Heif.	16@17
Med. Steers & Heif.	12@13
Com. Steers & Heif.	10@12
Cows.	
Top	12
Good	11
Medium	09
Common	08

Veal.

Top	15
Good	14
Medium	11

Lamb.

Good	28
Medium	25
Poor	15

Mutton.

Good	16
Medium	14
Poor	08

Pork.

Heavy hogs	09
Medium hogs	09 1/2
Light hogs	10
Loins	18
Butts	14
Shoulders	11
Hams	16
Spareribs	10
Neck bones	05

PROVISIONS

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

Dry Salt Meats

S P Bellies	16 00@13 00
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Lard

Pure in tierces	13
60 lb. tubs	advance 1 1/4
50 lb. tubs	advance 1 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
3 lb. pails	advance 1
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	
sets	38 @39
California Hams	12@ 13
Picnic Boiled	
Hams	30 @32
Boiled Hams	34 @37
Minced Hams	14 @15
Bacon	13 @30

Beef

Boneless	23 00@24 00
Rump, new	23 00@24 00
Mince Meat.	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

Pig's Feet

1/4 bbls.	2 15
1/2 bbls., 35 lbs.	4 00
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@8 1/4
Blue Rose	6 1/2@7
Broken	3 1/2

ROLLED OATS

Steel Cut, 100 lb. sks.	4 75
Silver Flake, 12 Fam.	2 35
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
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SAL SODA

Granulated, bbls.	2 00
Granulated, 100 lbs. cs	2 25
Granulated, 36 2 1/2 lb.	
packages	2 50

COD FISH

Middles	16
Tablets, 1 lb. Pure	20
Tablets, 1/2 lb. Pure,	
doz.	1 40
Wood boxes, Pure	23
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	27

Lake Herring

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

Tubs, 100 lb. fncy fat	24 50
Tubs, 60 count	5 75

White Fish

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

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

STOVE POLISH.

Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoil, per doz.	3 00

SALT.

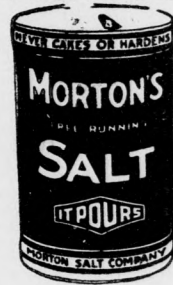
Colonial, 24, 2 lb.	95
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63

Crushed Rock for ice

cream, 100 lb., each	75
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.	52
No. 1 Medium bbl.	2 75
Tecumseh 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

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, April 8.—On this day were received the schedules, order of reference and adjudication in bankruptcy of Dave Hovinga, Bankrupt No. 2469. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a laborer. The schedules filed list assets of \$175, of which \$150 is claimed as exempt to the bankrupt, with liabilities in the sum of \$1,236.15. The court has requested 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:

G. Buerr & Son, Dorr	\$ 25.00
Moline Farm Bureau, Moline	238.00
H. T. Kopps, Grand Rapids	91.53
P. De Hamer, Holland	50.00
Davis Bros., Grand Rapids	66.00
W. Buer, Dorr	107.00
Joe De Kraker, Hudsonville	330.00
T. B. Colt, New York	256.62
Ray P. Vahur, Allegan	25.00
Dr. Joseph De Pree, Grand Rapids	47.00

April 11. On this day were received the schedules, order of reference and adjudication in bankruptcy of Jay R. Lichty, Bankrupt No. 2473. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a railroad engineer by trade. The schedules filed list assets of \$250, all of which is claimed as exempt to the bankrupt, with liabilities of \$2,132.06. The court has written for funds for the first meeting, and upon the arrival of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Henry H. Jordan, Grand Rapids	\$ 77.84
Young & Chaffee, Grand Rapids	349.97
E. A. Prange, Grand Rapids	83.56
Michigan Phonograph Co., Grand Rapids	80.00
Jake Strong, Plymouth	15.00
Edward Palpureyman, Plymouth	100.00
Henry Seaman, Grand Rapids	362.50
A. D. Harrison, Grand Rapids	90.00
A. E. Dunn, Grand Rapids	120.00
A. Botting, Grand Rapids	365.00
Pastoor Bros., Grand Rapids	65.00
Spielmaker & Sons, Grand Rapids	51.25
Christian G. Bash, Grand Rapids	8.45
John Kauntz, Grand Rapids	62.76
St. Mary's Hospital, Grand Rapids	28.00
David Eason, Grand Rapids	107.00
Dr. H. C. Wolf, Grand Rapids	104.00
Michigan Bell Tel. Co., Grand Rap.	21.05
Brummeler-Van Strein Co., Grand Rapids	9.50
Menor Co., Grand Rapids	21.18

April 11. On this day were received the schedules, order of reference and adjudication in bankruptcy of Caroline Anderson, Bankrupt No. 2472. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and has conducted a laundry at such place. The schedules list assets of \$8,273, of which \$2,000 is claimed as exempt to the bankrupt, with liabilities of \$19,796.03. The court has written for funds, owing to the fact that the property is subject to heavy secured claims. Upon receipt of the funds the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Mrs. Marion Davidson, Grand R.	\$200.00
Mrs. S. H. Allen, Grand Rapids	100.00
Mrs. Irene Hanlan, Grand Rapids	100.00
Paul Dennison, Grand Rapids	25.00
Nettie Polinski, Grand Rapids	15.00
Gineveve Ondroviz, Grand Rapids	15.00
Irene Hanlan, Grand Rapids	550.00
F. F. Wood Motor Co., Grand R.	125.00
G. R. Savings Bank, Grand Rapids	350.00
Marion Davidson, Grand Rapids	600.00
Burnard M. Friar, Grand Rapids	2,250.00
Chas. J. Pleune and others, Grand Rapids	7,350.00
Industrial Investment Co., Grand Rapids	500.00
Peoples Savings Bank, Grand Rap.	2,800.00
Acme Welding & Repair Co., Grand Rapids	75.00
Battjes Fuel & Mat. Co., Grand R.	45.00
Belding Basket Co., Belding	21.90
Benner Chemical Co., Chicago	7.00
Dr. J. D. Campbell, Grand Rapids	3.00
Central Mich. Paper Co., Grand R.	118.49
Consumers Power Co., Grand Rap.	90.43
Creston Oil Co., Grand Rapids	22.00
Creston Electric Co., Grand Rapids	12.00
Creston Grain Market, Grand Rap.	69.56
Eli Cross, Grand Rapids	3.00
Darling's Garage, Grand Rapids	5.70
De Korne Furn. Co., Grand Rapids	5.50
Dr. Kuitert, Grand Rapids	2.65
Etheridge Ptg. Co., Grand Rapids	113.09
Fisher Bros. Paper Co., Fort Wayne	37.68
Forbes Stamp Co., Grand Rapids	1.00
Foster, Stevens & Co., Grand Rap.	7.65
P. B. Gast & Sons, Grand Rapids	71.60
Geiger Bros., Newark	24.00
G. R. Dry Goods Co., Grand Rapids	9.00
G. R. Gas Light Co., Grand Rapids	.50
G. R. Water Works, Grand Rapids	22.41
Great Western Oil Co., Grand Rapids	16.02
Hayden Supply Co., Grand Rapids	52.40
Herald Pub. Co., Grand Rapids	29.87
A. L. Holcomb, Grand Rapids	48.75
A. Hyde & Son, Grand Rapids	17.00
International Sales Co., Grand R.	2.40
C. R. Kent, Coopersville	12.05
Leitelt Iron Works, Grand Rapids	4.55
Lewis Electric Co., Grand Rapids	4.60

McLachlan Bros., Grand Rapids	7.89
Michigan State News, Grand Rapids	13.00
Michigan Tag Co., Grand Rapids	58.80
National Soap & Salt Co., Grand Rapids	89.20
Riverside Lumber Co., Grand Rap.	34.61
Rodenhouse Elec. Co., Grand Rap.	16.00
Rosendall Bros., Grand Rapids	3.91
Shipman Coal Co., Grand Rapids	30.00
Starchroom Pub. Co., Cincinnati	3.00
Swift & Co., Grand Rapids	64.74
Syndicate Adv. Co., New York	36.88
Timmer's Garage, Grand Rapids	2.00
United Appliance Co., Grand Rap.	8.00
Watson Fuel & Supply Co., Grand Rapids	20.00
Wing & Evans, Inc., Detroit	5.00
Chattel Loan Co., Grand Rapids	300.00
Morris Plan Bank, Grand Rapids	300.00
Wood Motor Co., Grand Rapids	125.00
Industrial Bank, Grand Rapids	300.00
Kent State Bank, Grand Rapids	300.00
Marion Davidson, Grand Rapids	600.00
Ida Davidson, Grand Rapids	300.00
Francis L. Williams, Grand Rapids	300.00
Geo. Boltwood, Grand Rapids	300.00
Creston Boot Shop, Grand Rapids	25.00
Citizens Tel. Co., Grand Rapids	100.00
S. H. Allen, Grand Rapids	800.00

In the matter of Electric Service Co., Bankrupt No. 2426, the court is in receipt of an offer of \$100 from the Colonial Finance Co., of Muskegon, for all of the assets of the bankrupt, which are appraised at \$643.95. The date fixed for sale is April 21. A copy of the inventory may be seen in the hands of the referee.

In the matter of Peter A. Nelson, Bankrupt No. 2456, the court is in receipt of an offer of \$250 from E. L. Howard, of Vestaburg, for all of the stock in trade and fixtures of the estate, except the exemptions. The estate shows a total inventory of \$850.03. The stock is of groceries and the attendant fixtures of such a store, and all located at Ludington. The date fixed for sale is April 21. The inventory may be seen at the referee's office in Grand Rapids, where the sale will be held. Nathan Joseph, of Ludington, is trustee and can show the stock.

In the matter of Allen G. Thurman & Co., Bankrupt No. 1955, a special meeting of creditors has been called for April 21 for the purpose of considering an offer of compromise on the book account of \$4,817.55. The party offers the sum of \$300 in full settlement.

In the matter of Charles Buczynski, Bankrupt No. 2262, the trustee has filed his final report and account and a final meeting of creditors will be held at the referee's office April 21. The trustee's final report and account will be considered and administration expenses and a first and final dividend to creditors paid.

In the matter of Chris J. Wolbers, Bankrupt No. 2468, the funds for the first meeting have been received and such meeting will be held at the office of Charles B. Blair, April 28.

In the matter of Ralph Boerma, Bankrupt No. 2465, the funds for the first meeting have been received and the meeting has been called for April 28.

In the matter of Caroline Anderson, Bankrupt No. 2472, the funds for the first meeting have been received and such meeting has been called for April 30.

Why Mellon Plan Should Be Enacted.

Because it will bring a direct cash saving to ten million American citizens.

Because it will cut out most of the nuisance taxes.

Because it will permit millions of dollars now invested in tax-free securities to be put into business of all kinds.

Because this money will then pay a tax when it is now paying none.

Because this money, going into business, will increase production and work and make for general prosperity.

Because it means a bonus for the whole Nation.

Because the \$323,000,000 which will be cut from the tax bill will go into industry and do at least a billion dollars' worth of work for the Nation.

Because it will save the average man the money he now pays out to meet the taxes of the people from whom he buys—the retailer, the wholesaler, and the producer.

Because it will keep the American dollar from following in the footsteps of the mark and the lira.

Because it is an honest plan worked out on a business basis.

A benedict is a man who hasn't anything he is afraid the moths will get into.



Bigger Profit for You

Sell Duro Belle Hair nets and earn 20% more profit than you can earn on any other nationally advertised brand.

Our advertising service consists of beautiful displays in color for your window, and counter—mail enclosures and a lot of other sales stimulators. All this is supplied FREE.

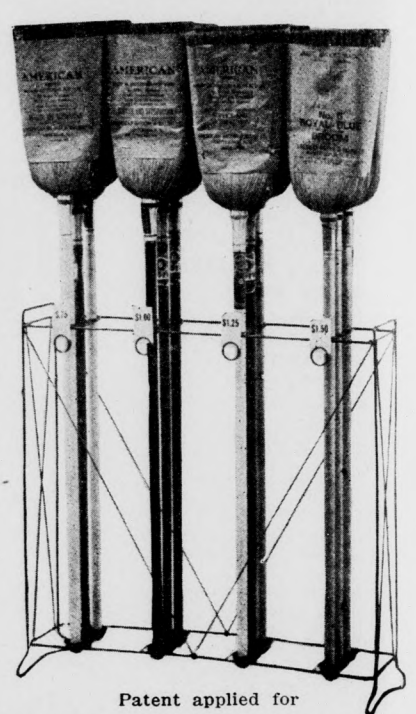
The Duro Belle Dozen Package

The newest idea in packing Hair nets. One dozen Duro Belle Hair nets in envelopes are neatly packed in a sanitary, waxed wrapper—labeled "Buy Them By The Dozen." This brings up the volume of sales.

WRITE YOUR JOBBERS FOR DETAILS OR ADDRESS

NATIONAL TRADING CO.

630 South Wabash Avenue
Chicago, Ill.



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.

Buckeye Mutual Health Association

Provides

Protection at Actual Cost

For Business and
Professional Men and Women

Unlimited Health Insurance

Benefits for One Day or More of Sickness
\$25.00 Per Week for Confining Sickness for
Two Years

Unlimited Accident Insurance

\$5,000 Death Benefit
\$25.00 per Week for Two Years Total Loss
of Time

Annual Cost \$36.00

For Further Information address

MANLEY J. HEMMENS, Secretary

P. O. Box 104

Columbus, Ohio

MENTION MICHIGAN TRADESMAN

STILL ACTIVE AT EIGHTY.

(Continued from Page 26)

vertising space in the Telegram-Herald when Lloyd Brezee was the editor and publisher of it. That was in 1886 or 1887 probably. I did not make the sale, as I remember, but a messenger from the President of the United States could have found no fault with the courtesy accorded me.

I had plenty of "pep" those days and not so much tact as might have been useful. I was a youngster then, quite unsophisticated, and Mr. Stevens' kindly manner made a lasting impression on my mind. He seemed to me a prince among the business men of Grand Rapids, and time has not changed the opinion then formed.

Other men in Grand Rapids have made more money than Wilder D. Stevens, probably, but none has been more successful in building a reputation for honesty, integrity, sound judgment and uprightness of conduct. His outstanding characteristic in my opinion is human kindness, charity and good will toward all men.

I congratulate him upon reaching the ripe age of four score years, and the people of Grand Rapids are to be congratulated, in my opinion, that he has lived among us all these years. The influence of such a character can be visualized in thought only. It is not to be set down in words.

James L. Hamilton.

Through the columns of the Michigan Tradesman, which has for so long faithfully and intelligently represented the interests of Grand Rapids and Western Michigan, I wish to extend the felicitations and congratulations of this company to Mr. Wilder D. Stevens, who on April 19 will have rounded out for score years.

It is the privilege of comparatively few men to reach that land mark of life's journey in the enjoyment of health and unimpaired facilities.

That Mr. Stevens may enjoy many more years of a life that has contributed much to the community in which he lives is the earnest wish of all.

As a general thing a "good fellow" is very generous with the money his wife needs for shoes.

When you take your pen in hand and your thoughts run freely your next great need is—

Writing PAPER Lots of It!

Have at your elbow a package of Parchment Bond, made by the Kalamazoo Vegetable Parchment Company, at Kalamazoo, Michigan.

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GRAND RAPIDS, MICHIGAN

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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—Large established butcher business and all property in one of Michigan's best cities, located on St. Clair river. Present owner twenty-five years. Poor health, must retire. Shop fully equipped with up-to-date fixtures. Six-room modern flat above. Two large meat coolers, smoke house, sausage outfit, chicken killing outfit. Large barn. Lot 100x100. Paved street. Centrally located. 100 cord ice house, full, on river. Also fifteen-acre farm with slaughter house one-third mile out of city. Horse wagons, auto, all kinds of tools. Everything goes for \$23,000. \$8,000 to handle. Walter E. Peterson, Marine City, Mich. 555

FOR RENT—ROOM 19x75, SUITABLE FOR clothing and furnishing store. In good town of 1,200 in rich section. E. B. Tabor, owner, Earlville, Illinois. 556

FOR SALE ON ACCOUNT OF ILL HEALTH—An old established money-making department store. Will invoice about \$27,000. In reality is two stores, and can be operated as such. A. W. Meyer, Barrington, Ill. 557

To buy a good retail store of any kind, or sell yours quickly for cash, write Manager, Chicago Business Exchange, 327 So. La Salle St., Chicago. 558

FOR SALE—A FLOURISHING RETAIL ELECTRICAL BUSINESS, DOING A \$100,000 BUSINESS WHICH CAN EASILY BE DOUBLED IN BEST LOCATION OF CITY. WRITE FOR PARTICULARS. GIVE REFERENCES WHEN WRITING AS NO INFORMATION WILL BE GIVEN TO IRRESPONSIBLE PERSONS. ADDRESS P. O. BOX 532, WHEELING, WEST VIRGINIA. 559

For Sale—Elevator, suitable for two or three story use; steel cable; strong platform, 42 x 72. Just the thing for hardware, grocery or general store. Address Ray S. Cowin, Greenville, Mich. 560

For Sale—General store, with living rooms in connection, good out buildings. About three-quarters acre of land. Located in fine farming community. Old established business. This is heirship property, which present owner must sacrifice, have other interests. Address No. 561, c/o Michigan Tradesman. 561

FOR SALE—Dry goods stock and fixtures; running business; good location; McCall pattern agency. Fine opportunity. H. J. Verhoeks, Grand Haven, Mich. 545

GENERAL STORE—I own one of the best general stores in Wisconsin, located in a thickly settled farming community; very good buildings, including nice home. Our stock is as clean as you can find. Will sell with \$10,000 down and the balance on easy terms; or my manager, a former Michigan man, will take a half interest with \$5,000 down. O. H. Adams, 330 Caswell Block, Milwaukee, Wisconsin. 547

For Sale—Restaurant, confectionery, and soda fountain on two trunk lines. Good fixtures, living rooms, low rent. \$1,500 will handle. Poor health reason for selling. L. Box, 213, Manton, Mich. 548

A Bargain—Grocery fixtures, North-western Furniture Co. make, quarter-sawn oak, marble base, counters, shelving, etc. Finest in Upper Peninsula. Must be taken by June 1. Werner Bros., Marquette, Mich. 549

MEAT COOLER FOR SALE—

10x16 foot meat cooler, perfect condition. Must see it to appreciate real value. Cheap for cash. George Gaiser, 220 Monroe Ave., Grand Rapids, Michigan. 550

Exceptional Chance—If you are looking for, and have the money, I will sell you one of the best paying neighborhood grocery stores in Grand Rapids. No chain store competition. If you have \$10,000, or its equivalent in city property, write under letter S, c/o Michigan Tradesman. 551

FOR SALE—Stock of general merchandise on Dixie Highway 7 miles from Flint, doing \$30,000 cash business a year. Village of 2,000. Only store carrying full line of dry goods and shoes. Failing health reason for selling. JOHN LAYMAN, MT. MORRIS, MICH. 552

For Sale—Wholesale bakery, brick oven, modern machinery. Will sell or rent building. Address No. 553, c/o Michigan Tradesman. 553

FOR SALE—Grocery stock and fixtures, about \$900, in good town and farming country in Central Michigan. Rent \$15. Address Box 16, Cedar Lake, Mich. 554

For Sale—7x8 ice box. First class condition. J. H. Shoemaker, Lyon, Mich. 540

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

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

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

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

CASH For Your Merchandise!

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

TITLE RETAINING NOTES

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

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

TRADESMAN COMPANY
GRAND RAPIDS

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Reports from Louisville are to the effect that Colfax Gibbs has forty so-called stock salesmen inveigling the prospective investors of Kentucky to exchange their savings for stock in the Kentucky Asphalt Co. If the daily papers of Kentucky did their duty they would reproduce the two decisions handed down by Judge Perkins in the Kent Circuit Court, showing the kind of campaigns Colfax Gibbs conducts. The cases are the Girow and Southern Land and Oil Co. matters, in both of which the notorious Gibbs was the central figure.

A bad-check artist who claims to have a severe case of heart trouble, but who apparently has nothing wrong with his nerves, is warned against by the Tradesman. His game is to draw checks on a Cleveland trust company, and he represents himself as the Cleveland district manager of a supposed film company. He is alleged to have victimized several local persons and concerns.

Another case is a well-dressed man of middle age who recently bought a kodak from a local merchant, giving a check in payment that was drawn on a bank in a small town in Kalamazoo county. His "credentials" consisted of an automobile driver's license with his photograph on it and a bill of sale for some property recently purchased in the town in which the bank is located. The check came back marked "no such account," and no one in the town in question is known by the name given by the drawer.

Benton Harbor, April 12—Here I come again for help but this time it is only for a little information. Will you tell me what you know about Black's International Selling Service, John J. Black, manager, located at Chippewa Falls, Wis.? Are they a reliable farm agency? They charge a service fee of \$10 for listing farm property for sale and then a two per cent. commission to the agent who sells your property for you. I was wondering if it was just a scheme for the \$10 or whether they really were reliable.

Just a scheme to get your \$10. That is all. Wisconsin Real Estate Broker's Board of Madison, Wis., advises us Black has been denied a license—but he is pursuing the game in the same old way.

Upholding the Ohio bad check law in a recent decision of the Ohio Supreme Court is hailed by Michigan business men as a decided aid to them in working with the Michigan bad check law, almost identical with the Ohio statute.

The Federal Reserve Bank of New York has issued a warning of two new counterfeits. One is a \$50 note of the Federal Reserve Bank of Richmond. It bears the check letter "B" and the seal is a light blue and the numbering a dark blue, whereas on the original the two shades of blue are the same. The other counterfeit is a \$10 note on the Federal Reserve Bank of New

York. It is printed without threads or imitation of them and bears the check letter "C."

Adrian, April 14—We received a letter from the Lakewood Hotel Supply Co., Lakewood, N. J., some time ago, quoting us a much higher price for eggs than other dealers were paying. Several weeks after writing the first letter we received another letter wanting to buy poultry. This man, Abbott, must be the same Abbott who was doing business under the name of the Newark Products Co., Newark, N. J. Why are men of this type allowed to continue doing business, defrauding the public through the mails?

R. L. H.
H. A. Abbott, doing business under the title Lakewood Hotel Supply Co., has no connection with Newark Produce Co., so far as we have been able to learn. He has no established responsibility that would warrant poultrymen shipping produce to him. There is always reason for suspicion of the dealer quoting higher prices than the market warrants. Such parties either do not intend to pay for the produce at all, or plan so to grade it as to nullify the high quotations.

New York, April 12—On March 22, 1922, a bulletin was issued on "Hicks' Licekill," a preparation taken internally, to prevent chickens from becoming affected with various forms of parasites, in which the opinions of government scientists were mentioned, and at that time it was stated that tests were being made.

The Dallas, Tex., Division of the Bureau of Entomology under recent date advise us that they, together with the Insecticide and Fungicide Board, have carried out a number of tests with the use of these various internal remedies against lice and other external parasites of chickens, and that all of the products tested have proven inefficacious.

The matter is still under investigation and they have not yet issued a final report. However, they feel that these tests have been carried far enough to indicate that these sulphur compounds, and in fact all other remedies applied either to food or drinking water, have no practical value in the control of external parasites.

National Vigilance Committee.

Spring Has Come at Onaway.

Onaway, April 15—We hail with delight the formation of the Forest Protective Association and may it ever live. I trust that it will become active to the extent of not only protecting our forests and woodlots from fire, but prevent fully and absolutely the destruction of evergreen trees at Christmas time. Our territory has suffered until it is almost unbearable. Carload after carload of beautiful evergreen have yearly been destroyed. True, they have gladdened the hearts of many children at Christmas time—and we are glad of that—but for how long? a few short days only and then forgotten; while in their native state they produce scenic beauty for years to come, never to be forgotten, besides furnishing homes and protection for animals and birds.

If the Secretary of the Michigan Forest Protective Association will communicate with the Onaway Community Council I can assure him that aid will come from our direction.

C. W. Bahel, druggist is home from Detroit, where he has been spending the winter seeking medical aid. "Doc" is impatiently looking out the windows waiting for the weather to become just a wee bit milder before venturing out. Then, with the blossoming of the hepatica and the fragrant arbutus, life

will start with renewed vigor and activity as usual.

Hats off to Lee M. Hutchins for his wonderful portrayal of Northern Michigan scenery and tourist attractions. Unlike the South, one visit is not enough, but it becomes a yearly habit. Michigan summers are unexcelled and Northern Michigan especially offers the advantages of the finest climatic conditions and the purest water in the world.

The Onaway Community Council is sponsoring the forming of a city band and a Summer school, as well as the Boy Scout movement. 'Tis well; no dull days for Onaway.

The Chandler Hotel has motorized its bus line and hereafter it will be quick service to and from all trains or any part of the city.

Our popular merchant, W. B. Has-kin, has been re-elected to the office of City Commissioner for a term of three years. Will has the faculty of mixing politics with groceries, giving them the proper blend.

Traffic has opened between here and Rogers City on M 10 and, with the exception of a few snow drifts, can also be negotiated all the way to Cheboygan. Squire Signal.

List of Successful Candidates at Pharmacy Examination.

Registered Pharmacists.

Leonard Berean, Detroit.
Harold M. Doran, Flint.
William R. Green, Adrian.
Casimir John Affeldt, Detroit.
Joseph H. Cohen, Detroit.
George Kenneth Hoyt, Suttons Bay.
Archie L. Lederle, Leland.
Wallace R. MacNaughton, Manistique.
Carl E. Rann, Lansing.
Delavan W. Sipes, Jackson.
Alice N. Swanton, Lansing.
James Yonkman, Holland.

Registered Assistant Pharmacists.

Leo. F. Brandell, Mt. Pleasant.
Alfred J. Dietrich, Kalamazoo.
N. Clair Durbin, Lansing.
Carl G. Gulbransen, Menominee.
Don R. Harris, Clio.
Harold Hirschman, Detroit.
Ogle A. Kiley, Detroit.
James T. Lehan, Saginaw, W. S.
Jacob Malamud, Detroit.
William D. McKay, Ithaca.
Harold Meggison, Charlevoix.
Bentley Parliament, Rose City.
Eino A. Toppila, Ishpeming.
Floyd W. Bargy, Muskegon.
Henry C. Bueche, Grand Rapids.
Milton Patrick, Detroit.
R. J. Morrill Rasmussen, Grand Rapids.
Kent F. Slawson, Greenville.
J. Earle Van Lente, Holland.
William J. Ward, Chesaning.

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 15—Manley Jones (Teller Coffee Co.) has been off the road since March 1 in order to be in constant attendance on his wife, who has been seriously ill for several weeks. This is the first break in road service Manley has made since he began traveling out of Grand Rapids, forty-four years ago. He and Mrs. Jones have been married thirty-six years and their devotion to each other is a matter of frequent comment and commendation among their friends and associates. The house has delegated no one to cover Manley's territory during his absence, believing that the mail orders which will be sent in by Manley's loyal customers during his temporary retirement will be sufficiently liberal to justify such action on its part. Manley's little grandson was recently baptized at the home of the grandparents by the rector of St. Paul's Memorial church, of which Mrs. Jones has been a life-long member.

Paul Gezon, Secretary of the Retail Grocers and General Merchants' Association of Michigan, addressed the Greater Muskegon Grocers' Association at their regular meeting Monday evening.

George A. Rumsey, who has spent the winter at St. Petersburg, leaves for Grand Rapids April 26. He and Mrs. Rumsey are slated to reach home April 28.

Frank Arlett has taken the position of city salesman for the Vandenberg Cigar Co. He was formerly with the Worden Grocer Company and the Woodhouse Cigar Co.

William Judson (Judson Grocer Co.) and wife have returned from Schoolcraft, where they spent several days in their suburban home.

David Drummond, who has traveled twenty-seven years for Brown & Seher, has retired from that position to engage in the real estate business. He has formed a copartnership with C. A. Middleton, who traveled several years for Wilcox & Keeman. The new firm will be known as Middleton & Drummond.

Carl Mather has stayed the judgment for \$2,772 E. A. Stowe recently obtained against him in the Kent Circuit Court, Clay H. Hollister replacing Meyer May as bondsman. This means that the judgment and costs will be paid in full within 60 days from April 15. Mather had until April 17 to return from California, where he decamped as soon as he was convicted of perpetrating a fraud, and either take an appeal to the Supreme Court or accept the alternative of being placed on the jail limits of Kent county. Neither alternative apparently looked good to Mather, so he has evidently decided to keep away from Grand Rapids, so that the several hundred victims of his criminal practices may have no opportunity to secure service on him.

Whatever else you do, disperse good cheer.

Annual Convention

Retail Grocers and General Merchants Association, Pantlind Hotel, Grand Rapids, Tuesday, Wednesday and Thursday, April 22, 23 and 24.

Speakers: John A. Green
W. R. Roach
E. A. Stowe and others.

Tuesday evening Dinner with compliments of W. B. Roach & Co.

Wednesday evening Supper and entertainment by Wholesaler's Department, Grand Rapids Association of Commerce.

Luncheon Wednesday noon for the Ladies of the Delegates at the New Morton given by Fleischmann Co.

All grocers and meat dealers of the State are invited.

Paul Gezon, Sec'y.