

# MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, JUNE 4, 1924

Number 2124

## V A N I T Y

THE sun comes up and the sun goes  
down,  
And day and night are the same  
as one;

The year grows green, and the year grows brown,  
And what is it all when all is done?  
Grains of sombre or shining sand,  
Gliding into and out of the hand.

And men go down in ships to the seas,  
And a hundred ships are the same as one;  
And backward and forward blows the breeze,  
And what is it all, when all is done?  
A tide with never a shore in sight,  
Getting steadily on to the night.

The fisher droppeth his net in the stream,  
And a hundred streams are the same as one;  
And the maiden dreameth her love-lit dream,  
And what is it all when all is done?  
The net of the fisher the burden breaks,  
And after the dreaming the dreamer wakes.

HARRIET PRESCOTT SPOFFORD

Public Reference Library,  
Library St

# 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.



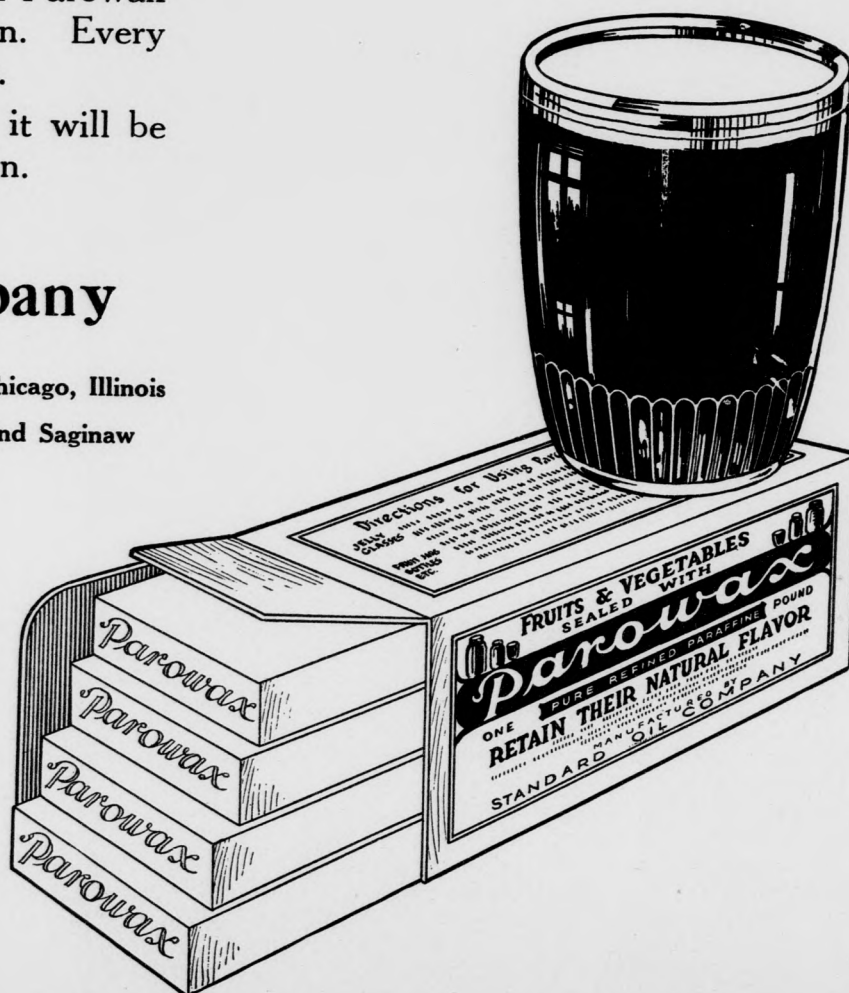
One of these two color counter display cartons is packed in each case of Parowax.

## 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.

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## ENCOURAGING CONSUMPTION.

The consumption of flour in the United States averages 110,000,000 barrels per year, or one barrel per capita. This is less than the consumption in some of the countries of Europe—notably France—and for this reason the wheat growers and the mill men have had hopes of improving conditions in their industries by a campaign designed to increase the consumption of wheat. Such a campaign was launched last year, but no tangible results have appeared.

A similar movement was started several years ago to increase the consumption of rice. This cereal is consumed in large quantities only in South Atlantic and Gulf States, where in most families it occupies as prominent a place on the dinner table as potatoes do in the Northern States. The campaign is said to have led to some increased buying of rice in districts where sales hitherto had been small, but whether this represents a permanent change in the dietary habits of the people is not known. Obviously neither of these campaigns could have increased the total consumption of foodstuffs. They could result only in one article displacing some other or others. Many people think that we eat too much already, and if they are right there is little hope of reducing the total of our huge output of foodstuffs by greater domestic consumption.

## MODIFIES ORDER.

The order which was issued from the Michigan Fire Marshall Department prohibiting use and sale of fireworks in Michigan from and after February 20, 1924, has been modified so that any dealers of the State who purchased fireworks prior to February 20, 1924, might have an opportunity to dispose of their stock. The modification simply postpones the effective date of the order which will put a stop to the indiscriminate sale of fireworks

in Michigan and bring about only such displays of fireworks as are under special supervision of parties authorized to act by city or town officials. After the Michigan Department had issued its orders, it was discovered that some of the dealers had stock on hand or had already received stocks of fireworks for the present year.

## CANNED FOODS MARKET.

The enquiry for canned foods during the past week has been somewhat broader than in previous weeks, but volume orders are lacking and there is no speculative interest even where various lines are statistically well placed and show signs of price betterment. The trade is on a hand-to-mouth basis and cannot be induced to trade more freely. Odds and ends are being picked up from first and second hands, increasing the general shortage and causing advances. In some lines, such as many minor vegetables, quotations are nominal. Future buying is still confined to narrow limits.

An eminent psychiatrist has at last spoken a good word for the moron and his sub-normal brothers and sisters. It is these people who do most of the work of the world, says Dr. William A. White, and without them the intelligentsia would be so uncomfortable physically that their superior brains could not function. Modern methods of training the feeble-minded as applied in the Rome colony system of New York State have proved conclusively that a vast reservoir of high-grade labor exists in this and other countries which has been untapped in the past because of the lack of realization of the capabilities of the mentally deficient. The sub-normal can be trained not only to do useful work but in most cases to meet all the requirements of society, and to become self-supporting. Their criminal tendencies have been greatly exaggerated. On the whole, they compare favorably in this respect with people of average or superior intelligence.

Two years ago, after considerable maneuvering, representatives of the five Central American nations were brought together at Washington in the interest of peace and law and order. They signed among themselves a treaty of peace and amity. With the United States they signed a convention for establishment of international commissions of enquiry to make possible American intervention with the consent of the interveners. Since that time Honduras has had a revolution, accompanied by American intervention, and others have escaped revolution by the skin of their teeth. The other day the government of Guatemala ratified the treaty of peace and amity and the convention to which

the United States is a party. The other four have succeeded in keeping the dove of peace securely pigeonholed. Life in Central America has followed the more or less normal tenor of its way. The path of the peacemaker is long and twisted.

The project of attaining a talking communication between New York and London is received as a mere matter of ordinary news. We have become so accustomed to things that our grandfathers would have thought impossible that we no longer get excited over them. Mechanical miracles that our forbears would have deemed the ravings of madness are every-day occurrences. Talking machines, wireless telegraphy, motion pictures, tunnels under rivers and through mountains, the radio and flying machines that go 'round the world in a few days are accepted as a mere matter of course. Even the man who proposes to shoot a rocket to the moon and find out whether round trips are possible gets us but mildly interested. Why not? In a few years the newspapers may be carrying advertisements offering bungalows for rent on the moon during the heated summer months.

George H. Carter, Public Printer of the United States, tells an extraordinary story of conditions in the Government Printing Office. He charges it has been and still is partly dominated by a secret and oathbound group of criminals who belong to the typographical union and that rum and betting rings have been operated within the plant. He has "fired" 268 union sluggers and laggards in three years in an effort to clean up the place, and charges that these "rings," aided by certain officials of the typographical union, are now trying to have him ousted. If half of what he alleges is and was true, a swift, sharp and summary enquiry ought to be made by the Joint Committee on Printing. The allegations are too serious and ugly for the Government to pass without a further airing.

Bottles of guinine on the tables of the eating-shacks helped the steam shovels to build the Panama Canal, until the mosquitoes were exterminated and the toddy was no longer required. In Russia, where 5,500,000 cases of malaria were registered last year, quinine is worth more than its weight in platinum. Refugee psychology must take account of the demoralization wrought by the ubiquitous chills and fever. The average poor bundle of rags that used to call itself a human being has little will or wit of its own while the fever racks and burns. If the stagnant pools of the world could only be "petrolized" until the

mosquito followed the Irish elk and the great auk to extinction, quinine would not be at a premium and even unprocurable where it is sorely wanted.

Machinery set up for the distribution of the bonus promises to cost all that pork-packing, plum-preserving, vote-hunting Congressmen promised themselves it would. Item 1 is the naming of 2,517 clerks for the War Department's payroll, after the Government has completed the distasteful task of lopping off all post-war clerical superfluities. They will be lodged in the shacks erected as emergency dormitories, which deface the beauty of Washington's latest developments in landscape architecture. Enormous overhead charges incident to the distribution of the bonus certificates add to the discomfort of those who would like to have the burdensome appropriation go to its beneficiaries with the intervention of as few middlemen as possible.

Secretary Hughes, receiving the gold medal given him by the National Institute of Social Sciences, urges the cultivation of international good will as the sure way to peace. The head of the State Department could do more to translate the profession of amity into conciliatory practice if the legislative branch of the Government did less to hinder and more to help his altruist designs. In the background while he speaks of friendship is the exclusion gesture that offends Japan or the proposal of a world court vehemently resisted by little Americans in the seats of the mighty. Mr. Hughes has to do what he can, not all that he would, to persuade other nations that in spite of Congress we mean well.

Pope Pius's letter calling upon his world-wide flock for the observance of 1925 as a "holy year" will have more than a sectarian significance. No line of demarcation in religious belief should prevent a mighty unison of thought and feeling in the aspiration of mankind for peace. The voice from Rome is a potent influence to emphasize the ardent desire of a world that is more tired of war than of any other crime it has committed. As the proclamation intimates, the lasting pact between nations is not that of formal treaties, but that of tolerance, forbearance and charity at heart.

The little girl from down the country says no man has ever offered an excuse for staying out at night that equals that one Jonah framed up concerning the whale.

The chief drawback to being a presidential possibility is that so many of them remain just that.

## MEN OF MARK.

## F. J. Neuman Manager Grand Rapids Dry Goods Co.

A master violinist touches precisely the right spot on the strings of his instrument to produce the right tone. He does not vary by the fraction of a millimeter. The marvelous melodies produced by a Mischa Elman, a Sarasate, or a Jan Kubelik, involved hours of patient practice in the mechanics of fingering. When Pablo Sarasate played no one thought of the instrument in his hands or the long stretches of persistent practice which enabled him to dominate the most critical audiences in the world. It is the blunder common to the man in the street to undervalue evidences of talent or to dismiss them with nonchalant remark. Always it is true that genius is the capacity for taking infinite pains. Great musical performance, skill at the bench, prompt judgment at the desk, accurate guidance in the various activities of business, are all the result of hard work. There is no substitute for personal effort in the accomplishment of definite objects. No secret, therefore, is involved in the attainment of conspicuous success along any line of human endeavor. Understanding the purpose, planning the means for its development, and subordinating emotions and prejudices to the obtainment of the things involved in that purpose, constitute the innermost arcana of success. The laggards, the incompetent, and the slothful malcontents who infest the avenues of commerce, mutter and growl in their several ways about favoritism, blind luck, and the vagaries of chance. But none of these things accounts for the process by which men reach the upland. Merely they serve to cool the ardor of enthusiasm and to slow down the pace of the ambitious who lend them ear. Except in extremely rare circumstances in which physical disability is the dominant factor, poverty is not inevitable. Prosperity is within the power of every normal human being. It is gained and held by work—never by watching the clock.

There is no mystery in the success of F. J. Neuman, Manager of the Grand Rapids Dry Goods Co. He has earned everything which he possesses, intellectually as well as financially, by giving full values of thought and work in return.

Frank J. Neuman was born at Dorr March 5, 1885. His antecedents on both sides were German, although both of his parents were born in this country. When he was 4 years of age the family removed to Grand Rapids, where Frank was educated in the public schools, graduating from Central High in 1901 on a commercial course. His first employment was as bookkeeper for the Grand Rapids Brewing Co., with which institution he remained fifteen consecutive years. On the selection of Harold Sears to the management of the Grand Rapids Dry Goods Co., he made Mr. Neuman an offer to take the position of credit man. He has proved to be so efficient in this department that on the selection of Mr. Farley as manager of the great Smith dry goods establish-

ment at Omaha, which necessitates his being in Nebraska about half the time, Mr. Neuman was made manager of the business, with full power to conduct the business along the lines on which it has been maintained for so many years with such satisfactory results to all concerned. It goes without saying that Mr. Neuman will prove equal to the occasion and that the customers of the company will have reason to regard Mr. Neuman in his new position with much favor.

Mr. Neuman is a member of Grand Rapids Lodge, No. 48, B. P. O. E. and is just starting on the upward path in Masonry. He is a member of the Smith Memorial Congregational church.

Mr. Neuman has but two hobbies which he owns up to—bass fishing and

on that his will be in every sense a business administration of the highest merit and that the house under his management will go forward along the lines so well planned by those who have been the directors of its destinies, and in which he has had for some years so large and concededly so effective a part.

## One Advantageous Result of the Kaiser's War.

During the kaiser's war Germany shocked the humane instincts of civilization when she launched her first poison gas attack in the Ypres sector of the long Western front. The details of how the British soldiers were caught in their trenches like rats in a trap by the deadly clouds of poison, and how so many of them suffered

enforce humanitarian rules upon a cruel and brutal belligerent, and because of that fact, other more humane nations would place a serious handicap upon themselves if they did not keep to the front in all poison gas developments. The use of deadly gas even was defended by any number of military men as being more humane than certain other forms of warfare.

Two of the gases used during the war most frequently and most effectively were chlorine and mustard. After the war American chemists in the military service continued their work in developing both of these forms of death dealers. In the experiments it has found that a diluted amount of chlorine gas is practically a sure cure for colds, kindred complaints of bronchitis and laryngitis, and even for the dreaded and much feared influenza. During the war it was thought that mustard gas led on to tuberculosis, but this view is entirely changed, American chemists are now experimenting with mustard gas as a means of destroying the tuberculosis germ.

Obviously what was considered an unmixed evil along with being an international outrage may now be viewed in the light of a boon to mankind. But there is nothing particularly new in this fact. The twin sciences of medicine and surgery for years have been making most beneficial and effective use of various forms of poisons. Things considered of no use, or even only of evil use, are being shown to have uses of the clearest sort of benefit to human beings. Even the pests in the form of some of nature's creations are now known to have a certain value to men through destroying other pests equally as harmful and sometimes more so. The broadening of human knowledge and the conquests of science are making it plain that Shakespeare spoke eternal truth when he said the clearest conception of human life

Finds tongues in trees, books in the running brooks, Sermons in stones and good in everything.

Thus it is. It is not so much that the things of this world are evil in themselves as that they are put to evil uses by men. By the same token the creations of nature that appear to be useless are really so because the brains and ingenuity of men have not yet discovered any use for them. The handiwork of God will be revealed in its perfection when the mental sight of man is able to visualize that perfection. Frank Stowell.



Frank J. Neuman.

hunting. He attributes his success to hard work.

This is something of the life of Mr. Neuman that will indicate to those merchants who may not know him as well as do his Grand Rapids business acquaintances the energy that he throws into the work he picks out to do, while the brief narrative of what he has accomplished for himself in the way of business success will give assurance that he has in him that power of accomplishment that ensures the success of his administration. He goes into his new position with the full confidence of every one who knows him, and he has the peculiar faculty of soon impressing new acquaintances in the same way. His business career has been in every way a success, not merely in the competence that he has built up, but in the splendid reputation attained by him among men of all lines of business. It may be depended

and died in great anguish, strongly embittered world sentiment against the ruthless military masters of Germany. The allied powers loudly objected to such methods of warfare, but they were forced to resort to it in self defense when Germany continued to make use of it. The development of various forms of deadly gas along with the development of the airplane constituted one of the chief features of the closing days of the monstrous struggle.

At the end of the war there was an outburst of feeling against the use of lethal gas in warfare. Certain circles sought to have it banned by the rules of war, but, since it previously had been banned and the ban had been disregarded by Germany—just as she disregarded every agreement she ever entered into—nothing resulted. The common sense view was taken that during war there is no way to

General Squier, the wireless expert and former head of the Signal Corps, announces that he has devised a new telegraph code that has over two and a half times the speed of the Morse system of dots and dashes. If the code does what the inventor claims for it—and General Squier is not given to sensational statement—there is a prospect of saving large sums through the reduction of cable and wireless tolls. With the rapidly increasing demand for the swift transmission of messages, domestic and foreign, he who abridges space and saves time for the woven shuttle of the air and the sea is a benefactor.

### President Coolidge Looms Large Above Congress.

Glen Lake (Maple City P. O.), June 3—Old Timer well said in a recent issue of the Tradesman that our Congressional delegation were "weak sisters"; in other words, nonentities.

We never hear of them in public print and we have no reliable knowledge that they are on their jobs, not even at roll call, except when there is an opportunity of lavishly squandering public funds.

Vote getting by the channel of least resistance seems to be their hobby, which probably accounts for the exceptionally large and continuing obligations which the native law-makers are continually fastening upon the people through the National treasury in the face of their reiterated promises of retrenchment and tax reduction.

The only other assumption would be that a Congressman obtains a great measure of spiritual satisfaction from such proceedings is necessary in order to escape the former conclusion, of lending himself to such costly practices for vote getting purposes.

President Coolidge has been constantly urging economy, as a representative of all the people, so that there may be substantial reductions in taxes, but while he is strenuously trying to lift existing burdens, Congress seeks to impose new ones.

The President pithily says: "We have no money to bestow upon a class of people that is not taken from the whole people." The satisfied theory of Congress that the rich pay all the taxes is so transparent that one could hardly imagine that any statesman with just ordinary horse sense ought to know that he is only deceiving himself, and, if I mistake not, the public will demonstrate later on that they are tired of such foolishness.

Nothing is better established under inflexible economic laws than that taxes, no matter by whom they may be paid indirectly, are actually collected from all the people through rents, service charges and increased costs of living necessities. Therefore it will be easily seen that Mr. Coolidge's persistent striving to lower taxes is really an effort to lift burdens from the shoulders of all the people.

With the President writing veto messages in an effort to save the people from the ravages of Congress, we have on the one side the contingent who think they do not pay the taxes constantly urging him to pursue a more liberal course, and the other side, who know who the real payers of freight are, and are trying to save the people from themselves.

Nothing in Coolidge's career since he entered the political field has ever indicated that he had other than the interest of the whole Nation at heart. His entire public service has been one of unselfish devotion to the interests of his constituency. His veto of the bonus legislation, which politicians declared would prove his undoing, did not deter him from acting in a manner that he considered right and even humane.

Mr. Coolidge is the biggest man in the Nation, and not one single act of his since he assumed the presidential authority has demonstrated that he is in the class of those who are continuously trying to put over something to fool the people. There seems little doubt but what he will be victorious in the coming election, but whether or no, he has set an example for Congress which the cheap horde of politicians who constitute it may reflect upon, we hope to their advantage.

Whenever a measure for public weal has been suggested to a Congressman, he has promptly admitted it would, undoubtedly, be a good thing, but that it would be a useless undertaking to try and put it across, overlooking the fact that a sincere effort to try and do something, even though unsuccessful,

would be an evidence of good interest.

The action of Congress in passing at this time a measure which will keep Uncle Sam jumping the hurdles for the next fifty years was most disgraceful. Very few members of that body know the first rudiments of financing. They possess the notion that Uncle Sam is rolling in easy gotten wealth and anyhow, why worry about it?

Whether the bonus is paid in cash or in paid-up life insurance matters little. The money will have to be borrowed; and the interest bill, together with this reserve for a sinking fund, will be enormous—many times what has been estimated by its promoters. No one realizes the tenseness of the situation more than Secretary Mellon who already sees breakwaters ahead in providing funds for the present financing of Government affairs.

While in the past few years the Government earnings through the medium of the income tax have proved sufficient to tide us over, it is easy to presume there will be a gradual shrinkage in these earnings through reduced profits and decreased production.

The question as to whether patriotism should be rewarded with cash seems to enter into the controversy, but it should not. Our National representatives have decided among themselves that it will be a good stroke of political policy to shear the lamb once more, even though the "North winds do blow." Perhaps their logic is good, for if not for soldiers' bonuses, it would be river and harbor improvement or Government investigations.

Now wouldn't it prove a great joke, if, after all, Old Timer's statement proved fallacious, and some of these public servants became cognizant of the fact that their "chickens were coming home to roost" and did something for their constituents.

Now that the income tax and bonus legislation has been disposed of, the "ocean to lakes" transportation program will be again brought out into the open and thoroughly aired with the heated variety of ozone.

It is a plain steal from commencement to finish. The days of miracles are past, and it would require several miracles to produce a remedy to overcome the stagnation in lake traffic. Outside of iron ore transportation and meager coal shipments from the East to Duluth territory, there is absolutely nothing left to produce sustenance for the mariner.

Notwithstanding the liberal appropriations made from time to time to bolster up water shipments from Lake Michigan ports, Ludington, Manistee, Muskegon, Grand Haven and St. Joseph are the only ones which can show a favorable balance sheet, and at none of these harbors is there enough of such traffic to furnish an excuse for continued maintenance.

Very little grain is handled by that method any more. "Milling in transit," whereby the railroad hauls the grain to mills en route, unloads and reloads with flour, has done away with water transportation.

American shipping will not be benefited one iota by the comprehensive program of investing a vast sum for this latest dream of false alarm water exponents. The LaFollette seaman's act, which handicaps our own shipping on river, lake and ocean, absolutely nullifies any attempt at competition with foreign transportation facilities.

Canada, for instance, builds and operates its boats much more economically than we do, hence there is no encouragement for the operation of American craft on the waters of the Great Lakes.

If they ever did show a profit, the railroad interests would gobble them up and eliminate them from competition. No new boats are being constructed in this country and very few are being rebuilt, though Canadian ship yards display much activity.

Frank S. Verbeck.

## Fighting the Bug-A-Boo

No. 6

DEAR PETER:—

Your letter is received and I want to tell you that I appreciate the nice things your dad said about me and I think his criticism of my store looking dingy before I painted it was all right.

You will be interested, Pete, to know I went over to see Charlie the other day, although you and I had gotten tired of his crying about bug-a-boos, but I thought I would go over and tell him what you and I had found out.

He admitted to me that a number of the best women had stopped trading with him and he recalled that there had been some criticism about his store looking dingy and his broken baskets being dangerous to the women's skirts.

I told him what happened to our business with regular grocery salesmen whom them in order. He has agreed to do the same thing.

While I was there, one of those specialty men came in—you know the kind I mean—those hot air fellows. Of course, there are some nice specialty men who are on the square, but these other kind of fellows make me tired and I told Charlie that we had made up our minds we had rather do business with regular grocery salesmen whom we knew and upon whom we could depend than with the poor specialty men.

What I said to you in my letter some weeks ago is true and our business is growing right along and, you know Pete, I wish all of our kind of grocers would understand how much it means to paint up and put our stores in order and how little we have to fear from the bug-a-boo if we only make our stores attractive and continue to merchandise properly.

Give my best to your father and thank him for his friendly words.

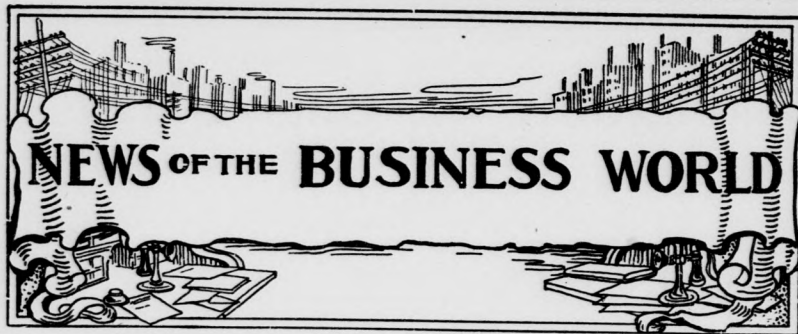
JOHN.

**WORDEN GROCER COMPANY**

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers.



### Movement of Merchants.

Elsie—The A. & P. Tea Co. has opened a store here.

Elsie—The Byerly Co. succeeds J. A. Robertson in general trade.

Detroit—The Acme Sweet Shop has just opened at 2977 Woodward avenue.

Lowell—Harry L. Shuter succeeds Hosley & Van Dyke in the shoe business.

Detroit—The Capitol Market, 10248 Grand River avenue, has discontinued business.

Detroit—Phillip Andros succeeds B. C. Solt in the confectionery at 4167 McGraw avenue.

Detroit—Macaulay's Bookstore, 1268 Farmer street, will move to 1426-30 Farmer street July 1.

Detroit—H. Seyler succeeded Mrs. Fena Tyrer, confectioner, 1226 Lysander avenue, May 26.

Detroit—Martin Chopp succeeds Henry Popper, meat dealer at 909 West Warren avenue.

Detroit—The Belle Isle Boat & Engine Co. has increased its capital stock from \$15,000 to \$100,000.

Detroit—Eugenia Carr's confectionery, 6300 St. Aubin avenue, has been sold to Elyon Glyce and wife.

Detroit—May 26 Jacob Bruetsch took over the grocery stock of Stanley Stefanski, 2635 Forest avenue.

Detroit—Hyman Samuels and others have bought the fruit business of William Korach, 6444 Chene street.

Detroit—Grace Niederhofer has bought the confectionery stock at 1948 Myrtle avenue from Geo. P. Ruddy.

Detroit—Perry's Drug Store, 10949 Kercheval avenue, will open a second store at Mack and Mt. Elliott avenues June 28.

Marquette—Fred Lizotte has removed his confectionery stock from 501 North Third street to 119 Champion street.

Belleville—The A. & P. Tea Co. has opened a store here under the management of H. C. Glasner, formerly of Nashville.

Detroit—Edwin Salkowski and wife have sold their grocery and meat market at 4801 McDougall avenue to John Kaimenicki and wife.

Highland Park—Lena Keywell is the new owner of the grocery at 10 Pasadena avenue, formerly conducted by Harry Bloom.

Harbor Springs—J. F. Stein has sold his stock of clothing and men's furnishings to Leo & S. E. Edelstein, who have taken possession.

Detroit—The meat market at 8594 Russell street, conducted by Rose Dobin, will be conducted by Sam Liberson, who purchased it recently.

Detroit—The grocery and meat market at 1799 Fourth avenue, formerly

conducted by Mandrup Pederson, is now owned by Arthur A. Hoffman.

Detroit—Lorne Haycock has sold his confectionery stock at 6219 West LaFayette boulevard to Thomas A. Mager. The sale took place May 31.

Detroit—The grocery at 7451 Linwood avenue, which Lottie Goodfellow sold to Isaac McCue a few weeks ago, has reverted to the former owner.

Marquette—Smith's Grocery, Werner block, is conducting a closing out sale of its stock and will retire from trade. The store was established 36 years ago.

Detroit—An involuntary petition in bankruptcy has been filed against the Detroit Sausage Manufacturing Co. The claims of three creditors total \$644.22.

Detroit—The Family Drug Co., 8329 Mack avenue, formerly owned by Albert A. Meloche, is now in the hands of Fred A. Wikel, who bought the stock May 29.

Marquette—C. W. Sims, proprietor of the Clifton hotel, is reconstructing the front of the hotel and building a center entrance, eliminating the present entrance on the north side of the front porch.

St. Johns—Harry Secore has purchased the interest of his partner, Fred Bishop, in the Auto Tavern and auto accessories, parts and supplies stock and will continue the business under the same style.

Detroit—The Lucille Millinery Co., 6480 Chene street, has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in, \$1,000 in cash and \$1,500 in property.

Lansing—R. L. Boelio has sold his furniture stock to L. J. Gillen and Joseph O'Laughlin, who will continue the business at the same location, 128-30 East Washtenaw street under the style of the Reliable Furniture Co.

Alma—The Martin Store Corporation, of Grand Rapids has commenced the erection of its fireproof two story store building at the corner of Woodworth and Superior streets and expects to be able to occupy it September 2.

Detroit—The Frank A. Callan Drug Co., 1244 Randolph street, until recently conducted by William Kent, is now under the ownership of the Reno Drug Co., a chain comprising six stores.

Detroit—The Barlow-Kiln & Lumber Corporation, 1258 Washington boulevard, has been incorporated with an authorized capital stock of \$200,000, of which amount \$175,000 has been subscribed and \$127,500 paid in in property.

Kalamazoo—D. R. Huntley, for several years connected with the Aldrich

drug store, Portage street, has purchased the drug stock and store fixtures of Garrett Van Arkel, 726 Locust street and will continue the business at the same location.

Lansing—The Lansing Motomart, 316 North Grand street, has been incorporated to deal in autos, trucks, tractors, parts, etc., with an authorized capital stock of \$15,000, of which amount \$1,320 has been subscribed and paid in in cash.

Marquette—Hager Bros. Co., Ltd., has closed out its stock of furniture and will retire from trade after a successful business career of fifty-one years. The Paris Fashion has purchased the Hager building and will remodel it for its own use.

Detroit—W. P. Neville & Co., Inc., 662 Book building, has been incorporated to deal in iron, steel, tanks, machinery, etc., with an authorized capital stock of \$5,000, all of which has been subscribed, \$500 paid in in cash and \$1,000 in property.

Ypsilanti—The Godley-Dearing Motor Sales Corporation, 15 Michigan street, has been incorporated to deal in autos, parts, accessories and supplies with an authorized capital stock of \$20,000, all of which has been subscribed and \$11,000 paid in in cash.

Howard City—G. U. Fewlass, who has conducted a grocery and shoe store here for over twenty years, has sold his stock to D. H. Hunter, of Rockford, who will close out the shoe stock at special sale and later may do the same with the grocery stock.

Detroit—The Musgrave-Smith-Sperry Co., 2520-22 Third street, has been incorporated to sell auto tires, supplies and accessories at wholesale and retail, with an authorized capital stock of \$24,000, all of which has been subscribed, \$6,000 paid in in cash and \$2,100 in property.

Nashville—W. B. Cortright has sold the remainder of his department store stock to William Klassen, of Grand Rapids, who conducted the second special sale recently held at the store. Mr. Klassen will put on another special sale and remove the remainder of the stock to his Grand Rapids store.

Detroit—Harry E. Bissett has merged his storage battery and radio equipment business into a stock company under the style of Harry E. Bissett, Inc., 431 Elizabeth street, West, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$5,145.06 in cash and \$4,854.94 in property.

### Manufacturing Matters.

Detroit—The Crescent Tool & Manufacturing Co. has increased its capital stock from \$50,000 and 5,000 shares no par value to \$500,000 and 50,000 shares no par value.

Ionia—The Ionia Metal Polish Co. has been incorporated to manufacture and sell polishes for metals, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$300 in cash and \$4,700 in property.

Bay City—The Betty Lane Co., Catharine and Midland streets, has been incorporated to manufacture and sell dresses, garments, etc., with an authorized capital stock of \$20,000,

\$12,000 of which has been subscribed and paid in in cash.

Lapeer—Within two weeks, production of a new washing machine will be under way at Lapeer. Machinery is now being installed at the factory. The company will be known as the Comet Washing Machine Co., and will be under the management of A. E. Powell and his brother, S. P. Powell. The dredge factory will be continued under the direction of Irwin Powell, son of A. E. Powell.

### Pharmacists in Session at Flint.

The annual convention of the Michigan State Pharmaceutical Association is in session this week at Flint. The annual address of the President and the annual report of the Secretary appear verbatim elsewhere in this week's paper.

D. G. Look, chairman of the Legislative Committee, presented the following report:

There having been no regular session of the State Legislature during the past year, the activities of your Legislative Committee have been very limited and it was not deemed necessary to call the Committee together.

Our National organization, the N. A. R. D., have rendered excellent service in looking after National Legislation, and again I would commend the work of this organization and urge upon all Michigan druggists to give it their support.

The passage of the tax legislation bill will benefit the druggists of Michigan, as the so-called soft drink tax is repealed, as well as the tax on many articles of merchandise handled by druggists. As usual, many bills have been introduced in Congress detrimental to our interests, but the untiring work of our N. A. R. D. officers have either killed these bills or so modified them that they were not objectionable.

The Crampton bill, introduced by one of our Michigan Congressmen, has required the attention of the druggists of the U. S. during the present session of Congress and, while the bill has been reported out of committee, it will probably not be reached by the present session before adjournment this month.

This Association should pass resolutions opposing the passage of this bill and a copy put into the hands of each Congressman from Michigan (when elected) and a copy filed with the N. A. R. D. office in Washington for use at any future time.

"Drugless Drug Stores" have occupied the center of the pharmacy stage for the past few months, and at least two states have passed laws aimed at the operation of such stores. Whether this is a wise move on the part of the drug trade or not, I am leaving to your consideration.

The drug stores of Michigan should be in the hands only of men of reputation, honor and integrity, recognized as such by our very efficient State Board of Pharmacy, and our profession is entitled to such protection through laws as will ensure the public against substitution, misrepresentation and the building of a business detrimental to the public health.

The price standardization bills, known as the Kelley-Merritt-Williams-Wyant bills, to prevent ruinous price cutting, will probably have little consideration by this Congress, as the time for adjournment is so near at hand.

Again I would impress it upon the druggists of Michigan to take an active interest in your State Association and in the selection of men to represent you in the National and State Legislatures, so that you will not be discriminated against by unjust legislation.

### Essential Features of the Grocery Staples.

**Sugar**—Local jobbers still hold granulated at 7.60c. Cuban sugar mills which have completed their grinding have turned out more than one million bags more than early estimates indicated, this increased volume coupled with continued inactivity and hand-to-mouth buying lending an undertone of weakness to the market. Whether further declines will follow as a result of the developments of the past few days, or whether the advent of heavier consumer demand will tend to offset the underlying weakness of the market, is a matter of conjecture. There are many, however, who appear to anticipate still further revisions of downward character.

**Tea**—The market has been quiet during the past week on account of the holiday. The situation is about unchanged. New crops are opening in the Orient on a basis which seems a little easier than was expected; for instance, the new Japan teas opened 20 per cent. lower than last year, but the market shortly after that advanced on account of heavy buying. Formosas also opened a little lower. The spot market shows no change for the week and the situation is steady and firm, with fair demand.

**Coffee**—The market for future Rio and Santos has shown some little advance during the past week. Spot coffees, however, meaning Rio and Santos, have been rather dull, partly on account of the holiday. Rio grades show a little decline for the week, but Santos coffee is about unchanged. Milds are practically unchanged on last week's basis. The jobbing market for roasted coffee is about as it has been for some weeks; the demand is fair.

**Canned Fruits**—Standard peaches have the best call among California fruits. There would be more doing in pears if they were available. Distributors are rather shy of cherries, both 1923 and 1924 lines. Tentative openings have been generally announced by packers. Standard peaches are the popular seller, as a good serviceable piece of merchandise at a fair price has the call these days. Choice so far have not followed standards in a conspicuous way. Pineapple is quiet. New pack Porto Rico fruit is being delivered and this is offered in competition with Hawaiian. The pineapple trade is conservative, but as consumption is heavier the jobbing market is more active. Second hands are reducing their stocks of apples and are making replacements more freely. Here again a good standard is a better seller than a fancy pack at a premium.

**Canned Vegetables**—Tomatoes are the slowest seller among vegetables. It is difficult to move anything but Southern No. 2s. No. 3s, No. 2½s and No. 10s are all dull and prices at the factory are being shaded without attracting much interest. The irregular spot market and the uncertainty of the season makes futures unattractive at the moment. Corn is more or less like tomatoes, but a better seller in standards and without so much selling pressure. Fancy corn is sparingly offered. Peas are down to bedrock in

standards, while fancy are also closely sold up. Futures favor the canner, as the season is backward and there is fear that the pack will be influenced by unfavorable weather conditions when canning is at its peak. Beets, succotash and string beans are all so closely sold out that it is difficult to get any grade or size of container. Sweet potatoes might also be included. There is a demand for new pack asparagus but at concessions under opening.

**Canned Fish**—Maine sardines are rather irregular in price. Buyers and sellers are apart as to price and the demand is very light. So far the new pack of Maine sardines is light. Salmon is very irregular, particularly high-grade salmon, which is in rather better supply than demand on account of the unfavorable weather. Red Alaska salmon is firm at unchanged prices and is wanted. Pinks are also showing a little better situation, but little change has occurred. Some packers are asking for future orders for Alaska salmon, subject to approval of prices; the trade are not much interested. Other canned fish is unchanged, mostly firm.

**Dried Fruits**—More attention is being paid to prunes in the 40-50s size from California packers and to straight Oregon 40s, as this is the most popular seller at retail. Apricot prices are being quoted in a small way on new crop, but there is little interest shown in this and in other 1924 lines. Spot apricots are quiet but steady, with offerings limited in all grades and varieties. Raisins are steady but otherwise featureless. The Sun-Maid is the only factor who has goods in any quantity and in any assortment to offer. New packs are offered by independents at ¾c under the Sun-Maid opening. Peaches are in better jobbing demand, as June and July are always the peak of the consumer movement. Currants are unchanged. The demand is nominal. Pears are practically out.

**Beans and Peas**—There is a little firmer feeling in dried white beans, but the demand is still light; this strengthening covers pea beans, red kidneys, white kidneys and California limas. Dried peas are dull and weak.

**Syrup and Molasses**—The demand for molasses goes steadily onward, although most of the orders are small. Prices are steady and unchanged. Syrups show no particular change for the week, either sugar syrup or compound. The demand is fair for the season with prices unchanged.

**Salt Fish**—The mackerel situation has been rather dull during the past week. There is some business doing right along, but just about normal; prices unchanged.

**Cheese**—Cheese is in moderate supply and is firm for this season. New York whole milk flats are quoted for 18½c for the new goods and 24@26c for the old. Daisies fresh 19½@20c and cured at 23½@24½c.

**Provisions**—Provisions, dried beef, smoked meats, etc., are steady at unchanged prices.

**Rice**—Distributors are following the market and as they are carrying light stocks they are buying more or less constantly, which makes the spot shortage even more pronounced. All quotations are well maintained and are

tending upward, as primary points are even stiffer in tone than New York. Offerings of foreign rice are light and transient business is sufficient to keep them from accumulating.

**Nuts**—Walnuts, almonds, filberts and other varieties in the shell are never big sellers at this season, as consumption is light. In walnuts all grades are in moderate supply, with a noticeable scarcity of fancy lines. Brazil nuts are taken more for immediate than for later use. Nut meats are almost impossible to replace abroad. Packers at primary points are either not quoting or are holding above the cost laid down in New York. The local trade is quiet, but with a firm undertone. Every indication points to a close clean up of 1923 nuts before shelled product of this season is available.

**Paris Green**—Only a short time distant is the active selling season for paris green. Wholesalers report in some instances that future orders have been in smaller volume than usual this year, which would appear to indicate that retailers' stocks have not been built up in anticipation of the arrival of the potato bug. It is needless to suggest, probably, that when a grower wants paris green he wants it in a hurry and that in few cases will he wait until a merchant can ship in a supply when in the same town or in one close by are retailers with stocks ready to hand over the counter.

**Fly Destroyers**—"Swat the fly" will be the order of the day just so soon as the weather man finds out that his apparatus carries a valve which will shut off the chill and another which will turn on the heat. The anti-fly campaigns of past years have pretty well educated the public to the desirability of getting the early fly if the later swarms are to be avoided. A stock of fly eliminators of various kinds with attention called to it by advertising and otherwise should prove a ready seller with the advent of the hoped for seasonable temperatures.

### Review of the Produce Market.

**Asparagus**—\$1.50 per doz. bunches for home grown.

**Bananas**—6c per lb.

**Beets**—New from Texas, \$2.25 per bu.

**Butter**—On account of the backward season the production is far below the usual supply at this season of the year. The quotation for extra creamery is 1c higher than a week ago and the market is firm at this figure. Buyers are reluctant to put the goods away for storage purposes and are hoping for lower prices later in the month. Local jobbers hold extra fresh at 38c in 60 lb. tubs; prints, 40c. They pay 20c for packing stock.

**Cabbage**—Mobile commands \$3.50 per crate.

**Cantaloupes**—The U. S. Department of Agriculture reports that shipments from the Imperial Valley of California will commence to move any time now. This section leads all others in acreage and output. Plantings this year are 4,000 acres larger than a year ago. A record breaking yield is indicated, the department states.

**Carrots**—\$2.25 per bu. for new from Texas.

**Cauliflower**—California, \$3.25 per doz. heads.

**Celery**—90c@\$1 per bunch for Florida; crates of 4 to 6 doz., \$7@7.50.

**Cucumbers**—Hot house command \$1.75 for fancy and \$1.50 for choice; Southern outdoor grown, \$2.75.

**Eggs**—The market is steady, production being later than it should be at this season. Prices have ruled higher during May than in April, which is contrary to all expectations. Local jobbers pay 21c for fresh.

**Egg Plant**—\$3.50 per doz.

**Garlic**—35c per string for Italian.

**Grape Fruit**—Fancy Florida now sell as follows:

36	-----	\$4.25
46	-----	4.25
54	-----	4.50
64 and 70	-----	4.50

**Green Beans**—\$3.50 per hamper.

**Green Onions**—Home grown are now in market, commanding 25c for Evergreens and 40c for Silverskins.

**Honey**—25c for comb; 25c for strained.

**Lettuce**—In good demand on the following basis:

**California Iceberg**, per crate ---- \$5.00  
**Leaf**, per pound ----- 23c

**Lemons**—The market is now on the following basis:

300 Sunkist	-----	\$6.00
300 Red Ball	-----	5.50
360 Red Ball	-----	5.00

**Onions**—Texas Bermudas command \$2.75 for White and \$2.25 for Yellow per crate.

**Oranges**—Fancy Sunkist Navels are now on the following basis:

100	-----	\$5.50
126 and 150	-----	5.50
176 and 200	-----	5.00
216	-----	4.00
252	-----	3.75
288	-----	3.25

**Valencias**, 50c box above Navel prices. Floridas fetch \$4.50@5.

**Parsley**—65c per doz. bunches.

**Parsnips**—\$1.75 per bu.

**Peppers**—75c per basket containing 16 to 18.

**Potatoes**—75@80c per bu. for old. New from Florida, \$7.50 per bbl. for No. 1 and \$5.50 per bbl. for No. 2; Alabama Triumphs, \$3.50 per 100 lb. sack.

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

Heavy fowls	-----	21c
Heavy springs	-----	21c
Light fowls	-----	16c
Stags	-----	12½c
Ducks	-----	17c

**Radishes**—60c per doz. bunches for hot house.

**Rhubarb**—\$1.50 per bu. for home grown.

**Spinach**—\$1.75 per bu. for home grown.

**Strawberries**—Kentucky Romans are now in the market, fetching \$5@5.50 for 24 qt. crate.

**Sweet Potatoes**—Delaware kiln dried fetch \$3.75 per hamper.

**Tomatoes**—Southern grown \$1.50 per 5 lb. basket; home grown hot house, \$3 per 7 lb. basket.

**Turnips**—\$1.50 per bu.

**Veal**—Local dealers pay as follows:

Fancy White Meated	-----	12½c
Good	-----	10c
60-70 fair	-----	08c
Poor	-----	06c

## NEW ERA FOR M. A. C.

## President Butterfield Qualified For His New Task.

It comes as great good news to every old friend of the Michigan Agricultural College that Kenyon L. Butterfield has been chosen as its president.

We who have known and loved the college have deeply regretted its recent loss of prestige, its lack of strong leadership, its want of a positive program. We feel now that the State Board, after unusual and highly commendatory investigation, and by unanimous action, has chosen the very best man in the United States to take the helm. In the last few years the State of Michigan has been generously pouring out its money for new buildings and new equipment; in a material sense the college has so far been rebuilt as to be an entirely new and strange place to a graduate, like myself, of thirty-five years' standing. It made me rub my eyes the other day when I visited that beautiful and well-remembered campus, to see the magnificent new buildings—the Library, the Home Economics building, the splendid gymnasium, the new Memorial building, just lifting itself above the trees—without equal of their kind in America—and I thought with pride that with such leadership as Butterfield can and will give to this college, with its fine traditions and noble record, it is certain to go ahead as never before. With such an equipment of farm and shops and such leadership, it ought to stand in the forefront of every good movement both in the agricultural and industrial life of Michigan.

It will not be necessary to make good my assertion that Butterfield "is the very best man in the United States to take the helm" to those who have known intimately of his career—to old friends of the college like Charles W. Garfield, of Grand Rapids; Henry Haigh, of Detroit; Eugene Davenport, of Woodland, or Albert B. Cook, of Owosso. Nor should I have any argument with those men throughout the United States—the experts—who know what agricultural college work really is in this country and who the soundest and ablest leaders truly are. But there are undoubtedly many thousands of people in a rapidly growing State like Michigan who will be glad to know something of the man who has been chosen to head one of the greatest institutions of their State—one of the greatest of its kind in the world.

I have known Kenyon L. Butterfield for thirty-seven years. We were both Michigan born, and students together in college; and during the last fourteen years I have lived near him in Amherst and have seen intimately his work as president of the Massachusetts Agricultural College.

Dr. Beal, who has just died, and who for years was one of the leading men at the college, often told friends how he had picked Butterfield for a college president when he was a sophomore. For Butterfield had even then the peculiar gift of the leader. This gift is made up about half and

half of a desire to do something fine and new, and the ability to invent a program for doing it. He was even then organizing his fellow students, outlining his vision of something fine to do, and because he was the man who knew, being himself elected president. He has been doing that ever since! I remember he was president of his class, president of the Y. M. C. A., president of the Speculum Board, president of his society. Where two or three were gathered together Kenyon Butterfield was inevitably elected president!

I don't know how many presidencies he has since filled, but they are many. Besides having been the president of two colleges he is now president of the important American Country Life Association, which he was largely instrumental in organizing, and the World Agricultural Society, which grew out of the educational work that Butterfield did in France at the close of the war.

One who gives any thought to the subject of leadership, whether educational or political, knows well that it is only the little man who seeks office or place. The great leader seeks ends; wants high things outside of himself. What Butterfield all along has been interested in is the improvement of the life of human beings, particularly country life, and how this could be done by means of the colleges he has directed, or by the grange in which he was interested, or by the farm bureaus, or by such National organizations as the Country Life Association. He has been profoundly concerned with the welfare of the man on the farm, the farm-community, the country church; and when he goes to Michigan you will find him full of new plans for improving these conditions, both economic and social, through the college. And you will find that these plans, while flying the flag of a true idealism are yet strongly practical. I have seen Butterfield for many years arguing his program successfully and getting strong support from about the hardest-headed men in the world: Yankee farmers. And he has been able to increase three-fold the attendance at the Massachusetts Agricultural College in the years that he has been here, increase the yearly appropriations from \$53,000 in 1906 to \$875,000 in 1924; and this, mind you, in a state, unlike Michigan, where the agricultural interests are unimportant compared with the industrial interests.

This devotion to a central purpose—a cause larger than the man—invariably lifts a leader above petty and personal controversies and sooner or later inspires in an institution a new esprit de corps. You will find, in Michigan, that Butterfield will work with every man and every movement that is headed right; and that in what are called "college politics" he will have no part. It is remarkable, here in Massachusetts, how for eighteen years, his standing in the college, in the town and in the state, has been steadily and strongly held. He has never pulled any political strings whatever; has relied for his support in the legislature and among the people upon the solid reasonableness of his case,

## Getting on - or getting by?

How about it? Are you getting on in business—doing a steadily growing volume each year, or are you just "getting by," making both ends meet, but with nothing left over to lay aside for the rainy day?

A dependable, high-grade line of teas and coffees is a big help as a business-builder.

Most of the retail grocers featuring our famous brands are getting on nicely.



Chase & Sanborn  
Chicago

## What Is It Worth?

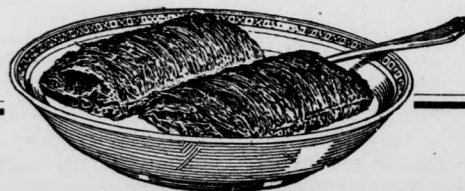
The Good-Will we have created during twenty years of advertising—What is it worth? You couldn't possibly figure it out. It has cost many millions of dollars and you are cashing in on it. We create the demand for

## Shredded Wheat

and all we ask our distributors to do is to supply this demand and keep your stock fresh and clean. The Good-Will we have created for Shredded Wheat is a part of your capital stock—don't destroy it.

Handle Shredded Wheat carefully and keep in a dry, clean place. This makes satisfied customers for you and saves us a lot of trouble.

The Shredded Wheat Company  
Niagara Falls, N. Y.



and his faith that people, if you can show them clearly the good thing you have to do, will support you in doing it. You will find Butterfield strong in your town and in your local church; he has been that for years in Amherst.

On the day after his resignation as president of the Massachusetts Agricultural college—was known, the Springfield Republican said:

"When the fact of the resignation of President Kenyon L. Butterfield as president of the Massachusetts Agricultural College became known about town to-day expressions of regret could be heard on every side. Not only has he served the college for eighteen years in such a way as to promote continued prosperity, but during his entire residence in Amherst has been called upon repeatedly to render various services to the town and community. One prominent man expressed it as his opinion that both President and Mrs. Butterfield would be missed more because of their keen interest in town and civic affairs than for any other reason."

As to his connection here with the First Congregational Church, of which he was once a deacon, the Rev. John A. Hawley said:

"The resignation of President Butterfield is a tremendous loss to all the moral forces of the community and the church, to say nothing of the wider field of the State and even all New England. His straightforward and outspoken convictions on every question involving things moral or spiritual, together with his sound judgment and clear vision, have made him one to look to and depend upon all the way from our local church up to the state conference. His cordial friendship and hearty support have continually strengthened the hands and heart of his pastor, who will ever remember him as a Christian layman of the highest type."

Another reason why Michigan should be proud to have Butterfield come to the headship of the Agricultural College is that he will bring to the State a National and even international viewpoint of agricultural and educational problems. I suppose that he is one of the three or four most widely known agricultural authorities in America; and certainly in other countries no other American agriculturist has such a broad acquaintance. For he has been a member of the four most important National and international agricultural commissions of the last twenty years. In 1908 he was appointed by President Roosevelt as a member of the Country Life Commission. Associated with him were Gifford Pinchot, Liberty Hyde Bailey, the late Henry Wallace, Charles S. Barrett and W. A. Beard. This commission spent several weeks in travel over the entire United States holding hearings and receiving testimony concerning the conditions of agriculture and country life. In 1913 Woodrow Wilson appointed President Butterfield as a member of the American Commission on Rural Credits which spent four months in Europe making a careful study of agricultural credit and co-operation, and in 1918 President Butterfield was selected by the International Y. M. C. A. to go to France and take charge of its program of education among the soldiers. In 1921 a commission was organized by the Association of Foreign Mission Boards of America to visit China, study her educational needs, and report on a

long term missionary program for China. President Butterfield was asked to serve on this commission as the expert in vocational education.

Few, indeed, are the agricultural leaders of America—or of the world, for that matter—who have had such a wide experience as this. Out of these and other experiences he has written four books: "Chapters in Rural Progress," "The Country Church and the Rural Problem," "The Farmer and the New Day," and "A Christian Program for the Rural Community."

There are two other important points regarding Butterfield which I would like to make. Go where you will, study what leaders you like, and you will find that one of the most valuable of gifts is a sense of humor. To be able to turn a hard situation with a laugh is a blessed accomplishment. Well, Butterfield has it; you will enjoy it as we have done all these years. You will find him getting around many a hard place with a good story.

The other point applies more particularly to Michigan. It seems especially appropriate that a president of the most intimately Michigan of Michigan institutions—the agricultural college—should be a Michigan man. Butterfield is Michigan bred to the bone. His grandfather was an early pioneer and was actually a member of the legislature which passed the law re-organizing the college in 1861. His father, Ira H. Butterfield, who is still hearty at the age of 84, was a Michigan farmer, a former member of the Board of Agriculture and secretary of the college. Butterfield worked himself through the college and afterwards, at the university, took his Master's degree. He was superintendent of farmers' institutes in Michigan and a teacher at Ann Arbor. If anyone was ever soaked in Michigan traditions and Michigan loyalties, Butterfield is that man.

To every real friend of the college one of the most satisfactory things connected with the whole situation is the admirable diligence with which the State Board of Agriculture has sought a new president. Not in my memory has any board been so careful and thorough. The entire membership, Mr. Watkins, Mrs. Stockman, Mr. McColl, Mr. Brody, Mr. McPherson and Mr. Gowdy, personally visited several institutions before they chose a president and investigated the record of Butterfield on the ground before electing him. And their choice was unanimous and enthusiastic. Butterfield will, therefore, start his great work with the strong support of his trustees behind him.

It is altogether a situation full of promise; and with the proper support of the people of the State and of the personnel of the college, the future is certain ybright. Every true friend of the institution looks forward with confidence.—Ray Stannard Baker in Detroit Free Press.

Reading may be a drug or a stimulant. The man who reads wisely both feeds and whets his mind.

A man is what he thinks—not what he thinks he is.

## A Great Sales Stimulator

Hundreds of Grocers  
Are Finding That

# Zion Fig Bars

Sell Fast—Repeat Often—and pay them big  
returns on their money invested.



The delicious goodness of ZION FIG BARS has enabled grocers to build up an ever increasing all the year round trade.

Zion Fig Bar is just one of the many cakes of value we have to offer.

If your wholesale grocer cannot supply you, write us.

Samples and prices are awaiting your request.

**ZION INSTITUTIONS & INDUSTRIES**

ZION, ILLINOIS

## BEECH-NUT PEANUT BUTTER



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

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

**BEECH-NUT PACKING COMPANY**

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

### BAD EYESIGHT.

An organization known as the Eyesight Conservation Council of America tells us that 44 per cent. of the gainfully employed in the United States have defective vision. The statement follows a census taken among 200,000 men and women workers in twenty-three states.

It has been patent for many years that there is a steady increase in the number of persons who wear glasses. Many children in the grammar grades of our schools have to use them. We have observed that the percentage of students in the preparatory schools and colleges who wear them is very high.

Forty years ago the oculists and the opticians were patronized almost exclusively by men and women of middle age and past. Now they seem to have as much business with young people in the teens and twenties as they have with the older folks.

If a public speaker around 50 stands before an audience to-day and reads from a book or a newspaper without the use of eyeglasses, the feat is regarded as so out of the ordinary that it brings comment. And yet some of us can remember how our grandmothers used to sit by the evening lamp and read the almanac to learn what the weather would be on the following day.

We have learned a great deal in the last half century about the prevention and control of disease, but it seems that we are not taking as good care of ourselves as our forefathers took of themselves. Perhaps we spend too much time in the bright lights. The electric globe is much more convenient and gives much better light than did the oil lamp or the candle, but we know that it is far more trying on the eyes. Fix your gaze for a few moments on a glaring light, then turn your head, and you are momentarily blinded.

Maybe the convenience of our modern lighting system impels us to use our eyes more than is good for us. We lie in bed and read, we read at the office and in moving vehicles.

Sight is the most valued of the five senses, and yet it is the most easily impaired.

It may be that in time science will offset the damage modern life is doing to our eyes. Unless it does, the time may soon come when all of us, old and young, will be looking at the world through glasses.

### METHODISTS CAN DANCE.

Reduced to simple terms, the Methodist church has taken, officially, in regard to the amusements of its members, just about the action which the majority of those members, individually, long since took for themselves. In other words, it has given its formal recognition to a state of affairs the changing of which, it has come to recognize, its disciplinary powers are unable to effect.

Of course, that church never has held all forms of amusement iniquitous. The Puritans, at their best, or worst, came near to attempting that and near to succeeding, in some places and times, but the Methodist always were different, and while they long

were vehemently opposed to the theater, made no distinction between card playing and gambling, and frowned severely on any form of dancing, from the beginning they made allowances for youthful impulse, and enforcements of their ban in its strict letter never were frequent and in recent years have been next to unknown.

Now the whole matter of amusements has been left, practically, to the consciences, the sense of decency and right, of the church members. There remains, indeed, provision in the new code for trials of a sort when individual members amuse themselves in ways that seem wrong, or even injudicious, to pastors and class leaders, but neither of those functionaries is likely to begin proceedings except in extreme cases where they would have the support in their communities of public sentiment.

Almost as much emphasis seems to be laid in the new rules on excessive indulgence even in innocent amusements as on any indulgence at all in those that are more or less reprehensible. The church member is expected to discriminate in choosing plays to attend, and his standing will suffer if he goes too often. Presumably, he must not play cards for money, even though the stakes are small, but he is not restricted to card games like authors and avilude if those sports once so popular among the godly still are in existence. And the young Methodists can dance if they do it in what their elders think a seemly manner.

### COTTON CROP PROSPECTS.

Those concerned with cotton are awaiting with interest the first of the official reports on the condition of this year's crop as of May 25. As a matter of fact, this does not afford any real basis for determining what the ultimate yield will be, but it gives people something to talk about. The important facts concerning the actual crop are not to be had until after the picking is under way some months hence. The American Cotton Association has forestalled the Government's estimates by one of its own, figuring condition as 64.8 per cent., as against 71 at the same time last year. On the basis of 38,500,000 acres under cultivation, it is calculated that the yield will be 10,867,000 bales. This is, of course, only a guess. Other guesses put the probable crop at 12,000,000 bales and over. One man's opinions are as good as another's at present. The only things really apparent are that untoward weather has put the crop back a few weeks in quite a large portion of the growing districts. The carry-over is expected to be in the neighborhood of 2,000,000 bales. This year no one appears to be in favor of there being a short supply of cotton. Even a record crop would ensure a fairly good and profitable price for it. A short crop, on the other hand, would merely result in restricting the use of the fiber and would not make prices high enough to make the crop pay. As things are now, it is becoming increasingly difficult for cotton mills to run on a paying basis. Curtailments in operation continue and have had the effect of firming up prices. This was

shown during the past week in the gray goods trading. Much business in cotton goods is not expected until after the Fourth of July. In knit goods generally features are still lacking.

### WOOLS AND WOOLENS.

An idea was widely entertained that wool prices were due for a boost just as soon as the British-Australian pooled war supplies were disposed of. This contingency has occurred, but the expected rise has not come. A reason for it is that in the auction sales of the pooled wool none was let go which did not bring the upset prices. Bidders gave what they could afford to, taking into account the demand for the material from the mills. Now pressing needs have been pretty well supplied in Europe, and future demand is hardly likely to reach the point it did for several years to come. Yearly clips, it is estimated, will provide whatever is needed. The tendency is, now that the "pegging" of wool prices has ceased, for them to come down to a more reasonable basis. This is what happened at the latest auction sales in London and what is happening in this country. As compared with pre-war, wool prices are not so much higher as are those of other commodities. In this country they are kept up by the exceedingly high duty, which is especially heavy on the coarser wools used in making the more moderately priced fabrics. Buying of the domestic clip continues in rather a spotty way, with purchasers showing no undue eagerness. Demand from the mills has lessened in consequence of restricted activity caused by slow buying of fabrics, especially worsteds. A marked falling off in wool consumption was shown in April, and May promises a duplication in this regard. Much business still remains to be done by clothing manufacturers for Fall. In women's wear the main feature is the prospective strike of garment workers. The manufacturers so far appear to be less worried over the outcome of this than do the operatives.

### A POST-MORTEM.

With the new tax bill now through both houses of Congress, it may not be inappropriate to hold a post-mortem on the Mellon plan, which was so ruthlessly slaughtered by the politicians. The Farm Mortgage Bankers' Association in a recent bulletin calls attention to the fact that one important feature of the plan was killed with the aid of organizations that were at the same time most urgent that the rest of the bill should be adopted. This was the constitutional amendment aimed at checking the further issue of tax-exempt securities by the State and Federal Governments. In order to make the surtaxes productive it was necessary to close this avenue of escape, even if the maximum rates had been reduced to 25 per cent. as Secretary Mellon recommended. Yet a number of business associations opposed this part of the plan and helped contribute to its defeat. The rejection of this part of the plan was the first body blow the plan received, and it encouraged the opponents to proceed further with the mutilation.

### SLUMP IN WAGES AND RENTS.

Note is taken by the Federal Reserve Bank, in its review of business conditions, of the slackening of production in various trade channels during the past two months. While being most marked in the case of the textiles, other lines are gradually being similarly influenced. Thus far the purchasing power of the masses has not been materially reduced, but this is counterbalanced by the continued high cost of most of the necessities. High taxes and outrageously high wages and rentals are helping to cause a discontent which manifests itself in the character and volume of the buying, as it does in other directions. State of mind counts for a great deal when it comes to trading, as quite a number are beginning to find out. To most persons it appears as though price levels are in a condition of flux, with nothing stable in sight. Lower prices of commodities are sought, though none appears able to see the process by which this can be accomplished. Some kind of a beginning has been made in the reduction in the price of certain raw materials and in lower wage scales in practically every line of business. The man who has a steady job at a fair wage is to be congratulated. Any suggestion of an increase in wages at this time is too ridiculous to receive serious consideration. There are 25,000 idle carpenters in Los Angeles and 100,000 automobile employes in Detroit who are working only three days a week. More men are out of employment in Michigan now than at any time since the kaiser precipitated the German war, ten years ago. In Grand Rapids common labor has been reduced from 50 to 25 cents per hour and brick layers from \$1.50 to \$1 per hour. The infamous labor looting indulged in by all classes of workers for some years finds a counterpart in the rent hog, who is about to receive what is due him in the form of a break in the exorbitant rents demanded ever since the inflation period which accompanied the war. The cost of shelter is the key in the arch of high prices.

The "diabolical ray" bore from the beginning the mark of quackery. The extreme claims that were made by its inventor, his unwillingness to submit his invention to thorough testing, his attempts to make a quick sale of his "secret" in so many places, the outcropping of others with similar "secrets"—all these circumstances brought it under the suspicion of the judicious. Science in our time is no longer black magic; it progresses step by step over a broad field and many minds are familiar with each small and successive advance. No one experimenter can jump very far ahead of the crowd. Doubtless there are many that could duplicate the "diabolical ray" stunts, as Houdini duplicates the doings of mediums. In fact, it is reliably reported that some similar device is in use for killing vermin in biscuit factories. However diabolical the ray may be, the chances are a hundred to one against its being important enough for the world to get excited about.

## MODEST EXECUTIVE.

## He Accords His Association All the Credit.\*

Custom has set the precedent of an annual message from the president of all organized bodies but in this instance my message shall be so short that precedence shall receive an awful shock if not be literally shattered.

Practically all of the work during the past year has been done by my brother officers and the several committees and a full report from me would be telling what others have done and I shall leave that honor to them.

In opening this, the forty-second annual assembly of the Michigan State Pharmaceutical Association, I do so with a feeling of intense shame and injured pride, because of my inability to keep in step with the best bunch of energetic fraters and co-workers who ever shaped and carried out the destinies of this or any other association.

"Shame," because forced to side-step so many Association duties, and "injured pride," because the insignificant part I have played during the past year fairly brands me as a shirk.

Far be it from me to assume a roll without having the fullest intentions of performing the duties incumbent thereon, but I can assure you there has been very little added to the successes of the year from which any credit should reflect upon me. Full credit is due the very excellent co-operation of the officers and several committee members, not among the least of whom is our genial Secretary.

Particularly do I wish to commend the chairman of the Trades Interest Committee for his efforts to bring out the real value of such a committee. To all these I bow in appreciation and respect and tender my sincere thanks.

At this time I desire to call your attention to matters of legislation, leaving recommendations entirely to our very efficient Legislative Committee.

Our successes in the past should not cause us to swell with ego but, on the contrary, should be a constant reminder to ever be on the alert to maintain the standards we have thus far established.

The insurance re-rating bill, which was sponsored by this Association and to whom much credit should be given for its enactment, is now in operation and, as you no doubt are aware, has considerably lowered the old board rates. Let me suggest, to those of you who have not already done so that you inform yourselves along this line and see to it that you not only get the proper rating, but that you get the refund due you for over-payment since the present rates were effective.

Thus far I have saved on renewed policies and collected refunds approximately fifty dollars. We have rendered you a service and you owe it to yourselves to see that you are given the benefits to which you are entitled under the new ratings.

The service rendered by this Association in this one particular instance is a distinctive service to every policy holder in the State of Michigan.

\*Annual address of D. D. Alton, President Michigan State Pharmaceutical Association, delivered at Flint, June 4.

The V. D. law, to my way of thinking, is either the most obnoxious or the more nearly 100 per cent. efficient than any law under which we are working at the present time.

The druggists of Michigan are very generally united in the belief that his community is either clean and free from the so-called social diseases, his competitor is getting all of the business along this particular line or there is a very evident violation of the law by the medical profession.

Any one of the named conditions are unconvincing and unbelievable, but the fact remains that V. D. prescriptions are practically nil.

I believe this law is unjust and should be amended, especially wherein it calls for a monthly report, irrespective of the fact whether any prescriptions had been filled or not.

I certainly would be amiss in my duty and show an unjust lack of appreciation should I fail to call your attention to the very splendid and efficient work being done through the Department of Drugs and Drug Stores under the supervision of our own Herbert Hoffman. The duties of his office are executed without fear or favor, reasonable and discreet at all times, justice tempered with mercy, but nevertheless justice at all times. Never before in the history of drugdom in the State of Michigan have such satisfactory conditions prevailed.

I feel that this Association has been proudly honored by having one of its leaders and most prominent members elected to the responsible position of President of the National Association of Retail Druggists. I need not mention his name, for he is just "Jack" to us and his modest and retiring ways will forbid me expressing all my thoughts at this time.

However, the honor is not all ours. The N. A. R. D. must and should feel signally honored in having so capable an executive to direct and guide its destinies and welfare and why should they not look to Michigan to supply just such?

We know, with John Webster at its head, all will be well.

And now I come to our good friend, the traveler. Words fail me in trying to express the debt of gratitude and appreciation I feel for him and his Association. No sacrifice is too great, no demand is too commanding. He is always on the job with the smile that won't come off. Hats off to the M. P. T. A.

In closing, let me remind you that this is your convention, not mine. It will be just what you want it to be and what you make it. Let's make it snappy and really worth while, thus adding to the excellent prestige already established. Let's go.

## Being a Parent the Biggest Job on Earth.

Being a parent is the biggest job on earth and one that requires more patience, foresight and wisdom than any other human occupation, according to the Massachusetts Department of Mental Diseases, which has prepared a series of talks on children and which is being published by the National Committee for Mental Hygiene in New York.

Children grow up like plants that have good earth, sun and rain, if you give them the chance, but fretting, anger and fear only hinder their growth, never help. Parents should try to visualize the problems that confront the child through his own eyes, and that is the best way to a correct understanding of what he does and why he does it, it is said.

Most of the things that the committee points out and warns against are very simple but important in the later development of the child as an individual in the world.

How many parents make the most of their children's intelligence? it is asked.

Is your child unusually bright? Or is he of the slow but sure variety?

In either case his treatment should be different. Some parents, it is pointed out, fret because they think a child is over active. He roams around the house pulling things to pieces, they say. Yet this is the most ready outlet for the great fund of curiosity inside of him that makes for his "brightness." The thing to do is not to scold him or to try to put a stop to his activities, but to let him have his own room, his own corner, where he can "investigate" to his heart's content. But make him understand that his domain has boundaries.

Or, on the other hand, "if he is slow in learning, it does him no good to set him tasks beyond his ability and then punish him because he fails to accomplish them. That tends to discourage him. So does comparing him to brighter children who accomplish the same tasks with facility. The wise parent gauges the child's intelligence and sets tasks, rewards and punishments within that limit.

The danger of allowing the bright child to "show off" before company is emphasized.

"If you do so, you are making it easy for him to become conceited and superficial," is the warning, "so that later it will be difficult for him to do things when he isn't the center of the stage. It is very easy for a bright child to use his brightness for getting by with the least effort, instead of using it to do harder things.

"Or, at the other extreme, lest your child become too self-satisfied, do you repeatedly tell him that he is stupid? If so, the sensitive child may take you at your word and become stupid. Many a child's continuous difficulty with arithmetic can be traced to remarks that he is 'stupid at numbers,' following his early troubles with the subject. Willing praise for a good effort brings the best results."

## Fresh goods—repeat orders

The "Uneeda Bakers" line is nationally known and advertised and the bakeries and distribution points are so situated as to assure you of a constant supply of fresh, crisp goods.

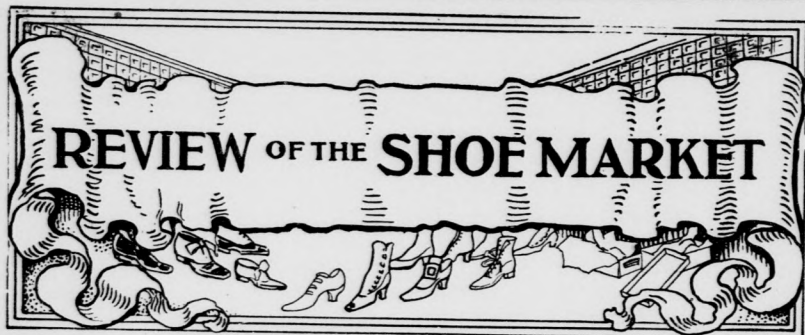
Keep your stock fresh at all times. Your customers appreciate it, and they'll show their appreciation by repeat orders—the backbone of your business.



Its delicious taste and dainty appearance make Nabisco the biggest selling sugar wafer.

NATIONAL  
BISCUIT COMPANY  
"Uneeda Bakers"





### Notable Success of a Man on the Floor.

A retail shoe salesman with more than a thousand personal customers—you'd call him a success in his line, wouldn't you?

W. T. Kelley, with the women's department of Marshall Field & Co., Chicago, nearly fourteen years, has perhaps the largest personal following of any "man on the floor" in the United States. Kelley isn't lucky and he is the successful salesman after careful planning and many years of study and service. He has a pleasing personality and a smile that "won't come off." When he says "How do you do" there is a ring of sincerity to it.

He has a remarkable memory, acquired by patient toil and study. One often hears of hotel clerks with remarkable memories. They have nothing on Kelley. And people like to be remembered. Mr. Kelley, slow to talk, was finally prevailed upon to "talk shop," saying:

"I am a small town boy, from a little town in Indiana called Ligonier, up between Goshen and Elkhart. There I got my original shoe education, what little it was. When I came to Chicago, fourteen years ago, I decided it was up to me to do something unusual to gain success in my line. I had a definite plan considerably different than the plan used by boys in many stores. I don't say my plan will work for everybody, but it has for me. If it will do anybody any good I will be glad to tell you how I secured this personal trade.

"I have always been a student of human nature and I like to meet people. My work is not dull to me. Every woman who comes in for service is peculiar unto herself and I enjoy this continuous shifting around, meeting different people. Oft times I am favored with confidences which during these many years have resulted in friendships which to me mean a lot more than money.

"Shortly after I came to Chicago, I decided it was up to me to learn to remember the names of the people who came to me for service. I found in experimenting a few cases, that people whose names I remembered appreciated it. They became my steady customers. There was more of an intimate contact when I could say, 'How do you do, Mrs. Adams', or 'How do you do, Mrs. Smith,' than if I merely said, 'How do you do.' I also decided to remember the kind of shoes a person buys and also the size.

"I have no complicated file index for identifying my customers or the shoes they wear, I merely write down the

customers name in an alphabetical index book, which I keep. In the same notation, I also put the size and width. In no case do I put down the kind of shoes a person bought, but I nearly always remember what the person has bought or what the person bought the last time providing, of course, there is not too extended a lapse of time between purchases. I depend nearly always on memory rather than note book for identification. I never ask a customer's address after she once has given it to me, nor do I measure her foot, after I have once secured her size.

"I should say that out of a thousand names, my personal trade, I will remember better than 80 per cent. without consulting the book. In no case do I consult the record in the customer's presence. I seldom have to. If I sell shoes to a woman to-day, I nearly certain to remember her name six months from now or perhaps longer than that, and I am also fairly certain to remember the size of shoe that she wears and the kind and style that she bought.

"After a customer is seated and appears uncertain as to what to buy I often say to her 'The last time you bought such and such, and maybe you would like to have this kind of a shoe for a change'. It is certainly surprising the way this kind of information is received.

"My name and address book, which is kept in alphabetical rotation as to names, also has a division for towns outside of Chicago, such as Crystal Lake, Ill., Evanston, Sioux Falls, S. Dak., etc. You see, in some communities, I have a large following, such as Crystal Lake and Sioux Falls, for instance, where I have a number of customers. I remember certain faces as coming from Crystal Lake, for instance, and if I am puzzled for a minute just exactly what the woman's name is, I remember that she comes from Crystal Lake. Then it is a rather easy matter for me to examine my book in private and learn exactly what her name is, from my record."

Most of Mr. Kelley's customers are from Chicago and surrounding suburbs. But a very considerable amount of his trade is scattered all over the United States. He has personal trade in Los Angeles, the State of Washington, also in New York City and the far South. Many of these customers come in regularly for shoes or write for shoes.

He has sold himself and his service so completely to a great many of his trade that they regard him as an authority in matters of style, dress,

color harmony, etc. Very often it is Kelley who dictates the selection of style. This is efficient service and is gratefully accepted.

Recently a woman wrote in from a town in Indiana, asking him to send her a pair of bronze pumps, not mentioning size in the letter because she knew he had her size in mind or on record. Mr. Kelley, however, decided that bronze pumps were not the thing for the lady to wear for the occasion and the dress indicated. He wrote her a letter, stating he was sending her a pair of brown satin pumps with a pair of hosiery of suitable shade instead. And the customer accepted Kelley's choosing and style prescription. She knows he knows what is stylish and proper and has confidence in his integrity and judgment.

Kelley is a keen student of style. He has frequent conferences with the heads of the various apparel departments and keeps in close touch with style operations in the garment field. Often Mr. Gibbs and Mr. Kirschner, heads of the Field departments, take Mr. Kelley with them on their shoe buying and Mr. Kelley is a very able assistant in the department and no longer merely a man on the floor.

There may be other retail shoe salesmen in the country who sell exclusively by appointment, but if so, they are mighty few. That is the way Kelley operates. He doesn't sell a pair of shoes on the floor at any time unless appointment has been made in advance. His entire day is charted out in half hour periods. He has found that a half hour is the happy medium of time required by most women for shoe fitting service. And nearly every half hour of every day is pretty well filled for service. Appointments are made by personal call, also by telephone, mail and sometimes by wire. Among his following are some of the wealthiest women of the country and also some of moderate means, although the latter are in the minority.

To remember the names of a thousand people, to recognize them and call them by name when they come in the department, is a task, let alone remembering the various sizes worn by individuals and the kind of shoes bought the last time. He says of this "When I begin to serve the trade, I concentrate on the case before me. I enthuse over the possibilities of making a sale in this particular case. I make a very careful size up of the way the lady is dressed, her mannerisms, her items of interest pertaining

to her town, or the society in which she moves. I forget all about the people who are waiting on the outside or about my next customer. I never give these a thought. My entire attention is riveted on the woman before me.

"And when she tells me her name and address and I write it down in my book I repeat this over and over to myself a number of times, and I keep thinking the kind of shoes she buys and the size she wears. Continued practice has made it rather easy for me to accurately remember in that way. There is nothing wonderful about it. I just do it because I make myself do it.

"The class of trade I have demands close attention and careful service, and it is this close attention and careful service which register best in my thoughts and which I remember. These incidents of sales transactions stay with me longer than anything else, and it helps me to remember the names of my customers.

"I make it a point to scan the society columns of all our daily papers every day in the week. I post myself on the happenings in society and I never let down looking for this kind of information."

"Never give up," the framed go-getter motto that hangs above the executive's desk, probably refers to golf.



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### La Follette a Candidate of Revenge and Resentment.

La Follette, aging, tired and embittered, is being forced to undertake what he has always lacked the courage to try. The sweep to Coolidge in primaries and conventions left him only two courses. There is no longer a seat at Republican council-fires for La Follette and the sneaks of his ilk. He had his choice between sulking in Republican tents where he has not belonged in years, and getting out and making the race as an independent against Coolidge.

A pride like unto Lucifer's helped him to his decision. He at last has summoned enough political honesty and self-respect to take his hat and go. There is no place for him in either of the old parties. His ideas are no more Democratic than Republican. He has nowhere to go but out. With him will depart a flock of political wastrels, vagrants and masterless men. Around him will gather the congenital soreheads and visionaries who are at home in no party. Republican air will be better and real Republicans will breathe freer with their going.

For the first time in years La Follette has taken an honest political course. Continued repudiation of himself and his followers by the Republican party has forced him to take it. Millions of Republicans will be glad that La Follette has at last moved to make good one of his many threats at bolting. There will be little mourning. He has eaten Republican bread, when and as he needed it, through too many years of treachery.

He will run as an independent, but his motive is revenge. The Senator from Wisconsin nears threescore and ten. His day is about over. Almost all that is left him is revenge for the scorn and contumely heaped upon him by the party he has so long embarrassed and discredited. Worn, weary and resentful, he turns his weapons against the organization whose name he has so long misused and to which he so often has played the traitor. His candidacy is that of a man discredited, disavowed and finally disillusioned, who has dreamed dreams and watched them dissolve into shadows.

His only strength is in the Northwest. There he has a skeleton organization in a few states and is relying upon a popular uprising to bring others to his banner. As he pauses for the plunge he seeks to make his bolt as respectable as possible by repudiating the Communist gang of so-called Farmer-Laborites who will meet in St. Paul June 17. The W. Z. Fosters, Manleys and Ruthenbergs, with other Soviet toadies who wish to give America the rich blessings Russia has enjoyed for five years, are ready to make him their nominee and take over his third party. They are too much, however, even for a revengeful La Follette.

Years of La Follette threatenings are simmering down into his candidacy of revenge and reprisal and a miserable third party movement based on the Northwest. It is to this that all La Follette dreams and mutterings have come. The Republican party will speed the parting malcontent who seeks to pull down the pillars of the

temple that sheltered him so long. For the first time in a dozen years the Nation is about to have an opportunity to measure the length and breadth of its "lunatic fringe."—N. Y. Evening Post.

### The Next Wheat Crop.

It is a rather curious fact that in spite of greater crop diversification and less acreage planted to wheat the total yield this year may be as large as that of last year, or even slightly larger. This is because of the better crops in the plains regions of the Southwest. Last year the crop in that section was a failure. This year, however, there has been abundant moisture and, with the harvest only a month off, there is a prospect for a yield in Missouri, Kansas and Oklahoma that will offset the smaller production elsewhere. In the Southwestern plains region diversification is not always practicable, owing to the character of the climate and soil. Last year the plains farmers had to abandon some 4,000,000 acres of wheat on account of the drought. This year they planted an acreage estimated at about 7,000,000 less than a year ago, and yet will reap a better harvest with a much lower cost of production. Meanwhile the farmers in the spring wheat belt of the Northwest are resorting in greater degree to diversification, planting more flax and less wheat and also increasing attention to dairying.

### From Cigars To Cigarettes.

For several years tobacco consumers in this country have been shifting from cigars to cigarettes. For this reason the output of cigars has been decreasing, while the manufacture of cigarettes has gone forward by leaps and bounds. Figures of production for April show that some 32,000,000 fewer cigars were manufactured in that month than in April, 1923, whereas the output of cigarettes showed an increase of 612,000,000. Part of the gain for the latter is undoubtedly due to the spread of the smoking habit among the feminine contingent, but this will not explain the decrease in the output of cigars. An index of consumption prepared by the Department of Commerce and calculated on the basis of tax-withdrawals, shows an average consumption of cigars during the first two months of this year of only 79.5 per cent. of that for the year 1913. On the other hand, the consumption of cigarettes, as compared with 1913, showed an increase of 328 per cent.

### Locusts To Feed Man and Beast.

Dreaded for generations as a serious plague the swarms of locusts which sweep South Africa annually are now being looked upon by at least one section of industry as an asset. A factory has been established at Johannesburg operating exclusively upon locusts in the manufacture of concentrated cattle and poultry feeds, and, according to a report just received by the Department of Commerce from Consul G. K. Donald, excellent possibilities exist for the manufacture of a tasteless and almost colorless edible and frying oil from the vast swarms of locusts. The raw material is almost inexhaustible in South Africa and a large output is possible.

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### Sweeping Changes and Readjustments Since Price Peak.

It is now four years since the country touched the peak of its post-war inflation. Since then there have been sweeping changes and readjustments which in some instances are almost as great as those which occurred in the war itself. If it were not ungracious one might cite what now seems to be remarkable statements made by business observers with regard to conditions when the boom was at its height. The vast majority of them were swayed by the psychology of the time and were confident that the seeming prosperity was on such a sound basis that nothing could possibly arrest its progress for several years to come.

One or two of them may be quoted anonymously anyhow, just to show what was running through men's minds at the time. Thus, one financial writer declared, "To him who has vision the future, and the immediate future, is brilliant with promise and opportunity." When some of the more cautious began to sound a note of warning another declared that "we are making a mistake in preparing for business depression." One of the leading metropolitan banks was temporarily swept along with this wave of optimism, and in one of its monthly letters said: "We conclude that the great body of the American people are disposed to go along in a normal way, whatever the rest of the world may do, and as their buying capacity is about equal to that of all the rest of the world put together, they can do fairly well by themselves if they try." This last statement might be tried out now on the wheat belt farmers to see how they react to it.

The point to the foregoing is that business sentiment tends to lag behind business developments. Four years ago people were over-optimistic at the time when they ought to have been growing cautious. The converse is also true. Business folk often feel bluest after a definite trend for the better has actually set in. In fact, several manufacturers have learned from experience that the time to check expansion and to curtail credits is just

when everybody else is expanding most vigorously and extending credit most lavishly. By putting this philosophy of business into practice back in 1920 they were spared the pains of deflation which afflicted all lines of trade and industry.

Four years ago last month the index of wholesale prices of the Bureau of Labor Statistics stood at the peak of 248, with the average for 1913 taken as 100. The index for last month stood at 148. This represents a decline of 40 per cent. from the post-war peak. For many months the decline was precipitous, and business was correspondingly depressed. The extreme low point was reached in January, 1922, when the index stood at 138. Even before prices had ceased to decline, however, much improvement in the general business situation had taken place. Business apparently "grazed bottom" in the midsummer of 1921, and although prices failed to rise immediately thereafter the general situation was on the mend. It is of some significance that rising prices were not the cause of the improvement. Labor was becoming more efficient; wasteful methods of the war years were being eliminated, and with production costs were being readjusted to the lower price levels. With the revival of industry by this means purchasing power began to improve, and with this came better demand and firmer prices.

Every period of industrial depression has its lessons for business men, and usually has some constructive result. The panic of 1893 educated the public in the principles of money and coinage and helped pave the way for the Gold Standard Act of 1900. The panic of 1907 emphasized the need of an elastic bank currency and set in motion certain influences which resulted finally in the establishment of the Federal Reserve system. The depression of 1920-21 seems to have been most effective in an educational way by bringing the average business man to a realization of the fact that business moves in cycles. This helps to explain the ill repute into which the word "boom" has fallen in business circles. The man who wishes to make

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a good impression now carefully avoids that word. It is not a boom that is wanted to-day, but a condition of relative stability.

William O. Scroggs.

#### A Most Preposterous Proposition.

George E. Roberts, a former Controller of the Currency, an Iowa farm owner and a very astute observer, has written a long letter back home from his observation post in New York on the McNary-Haugen bill for dumping the agricultural surplus abroad while maintaining domestic prices and advancing them if need be. It is the best analysis of the effect of arbitrary market support that we have seen.

He says the bill goes farther in fixing or attempting to fix definite relations between the pay or compensation of different branches of industry than any other legislation since feudal times, except the extraordinary legislation of war times. In his opinion, it will lead to endless confusion and controversy. Surely, he says, you do not think that the labor organizations would be content to have all their efforts for higher wages nullified in this manner. And, if wages were increased and the industrial balance disturbed in this way, the official commission created by the bill would raise the price of farm products again and repeat the process of inflation that we had during the war.

Either all business would have to slow down or more credit would have to be granted by the banks to carry on business. In other words, everybody would have to borrow more money to carry on the same volume of business, and we would build up a pyramid of indebtedness which would sometime topple over.

He calls attention to the function of protection in stimulating a new industry during a formative period while a broad foundation is being laid for their economic independence, and contrasts this function with the theory of "hand-outs" from the public treasury or that the Government will grant to each organized group a certain privilege to exploit all the rest. In the first place, if these favors were distributed with exact even-handed impartiality, nobody would be any better off. He likens protection for a new industry to the policy often adopted by cities of giving a bonus to new industries. Any city will gladly give a bonus to an industry which it is satisfied will be permanent, able to compete and prosper; but no city would be so foolish as to give a bonus to an industry with the understanding that the hat would have to be passed for it every year as long as it survived.

It is impossible to calculate how much these favors to agriculture will net the beneficiaries or cost the public. Nobody can tell how much good the McNary-Haugen bill, if enacted, would do the wheat farmer or how much it would cost the consumers, but one thing is perfectly evident, to-wit: that it would cost the consumers more than it would benefit the farmers. The foreign consumers would be the real beneficiaries, for we would be supplying them confessedly below cost

and ourselves subsidizing our farmers to keep on doing it.

He concludes that he never before heard so preposterous a proposition seriously discussed.

#### Business and the Calendar.

Business suffers many handicaps under the present calendar, and some of these were enumerated by Edward Priser, president of the Vacuum Oil Company, in an address delivered at the recent meeting of the Chamber of Commerce of the United States at Cleveland. Monthly statistics are frequently not comparable, owing to different length of the months, the varying number of Sundays and the holidays. It is possible, as Mr. Priser showed, for February to have 14 per cent. less working time than the preceding or the following month. For this reason many large industrial concerns have found it advisable to tabulate their statistics on a weekly basis. Monthly balances likewise are complicated by the fact that there may be five weekly payments of wages in one month and four in another.

Several plans for simplifying the calendar have been proposed. One of these provides for thirteen months of four weeks each, with January 1 and "Leap Year Day" standing out apart and not counting as days of the month. A second plan, less radical, divides the year into four quarters, with the third month in each quarter having thirty-one days and the others thirty. The first day of the year would be designated as "New Year's Day" and the day following would be January 1. Under either of these arrangements the cost of printing a new calendar each year would be eliminated. The same day of the month would week. The thirteen-month plan has always come on the same day of the

the disadvantage of not being divisible into halves and quarters, and, as Mr. Priser says, there is also some surviving superstition about the number thirteen. Mr. Priser's address on this subject has been reprinted by the Merchants' Association of New York in its weekly bulletin.

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### American Attitude and Action on Personal Liability.

Not until the American people develop a fire conscience which brands the citizens who has a preventable fire as undesirable and a public enemy will there come into play the most effective weapon against America's great fire waste. A careless act causes a fire. This fire results in expenditure of public funds to extinguish it, in destruction of taxable wealth, in throwing hundreds of fellow citizens out of employment into serious distress and even poverty, in the disruption of work in fifty other plants dependent for continuous production on the output of that destroyed, in the wrecking of a piece of fire apparatus, in the death of three employes and two firemen; the fire spreads and makes a thousand families homeless, turning to ashes every familiar object that entitles their houses to be called homes. A man was responsible for that careless act. Is his act subject to public condemnation, editorial comment and legal enquiry? Is he arrested? Do his neighbors show any resentment? You know the answer. He will be greeted with the remark, "Too bad, Jim; were you fully covered by insurance? \* \* \* Well, that's fine!"

The Baltimore & Ohio magazine tells this story:

Sitting on the ground near the railroad track were two tramps. Just in front of them a thin line of smoke curled upward, proclaiming the fact that the two had breakfasted. The baldheaded tramp filled his pipe, leaned over toward the smoldering embers and pulled out a half-charred stick, the end of which was still glowing. From this he lighted his pipe and began to put out the fire by pushing the stick into the ground. "Wait a minute," called Redhead, "gimme a light." Baldhead handed over the stick. Redhead lighted his pipe, then gave the stick a toss over into a tuft of sage grass. "Hey, there! Don't do that!" yelled his companion, getting up and stamping out the little blaze that already had started from the burning stick. "That's likely to set fire to the whole blamed place." "Well, what about it? Moving today, ain't we?" asked Redhead. "Reckon it'll make any difference if they do have a little light around here?"

Baldhead pulled his whiskers. "Well," he said, "the old gink up at the house yonder didn't sick the cops on us. Dunno as I'll ever come along here again, but if I do, I'm doggoned if I want to wear my welcome out." Now, Baldhead was one tramp in a thousand; Redhead represented the other nine hundred and ninety-nine.

In their attitude toward a personal feeling of responsibility for fire losses the entire American people belong to the Redhead tramp class. They shrug their shoulders after a carelessly caused fire and repeat, "Well, what about it?"

The people do not show this same attitude in other cases involving personal liability. For example, fire and the automobile are both powerful ser-

vants of man. When properly guided and controlled they bring blessings and comfort. In the power of reckless and careless hands they become agents of destruction.

But for some reason or other, the people have made a distinction between the careless user of the automobile and the careless user of fire. The careless user of the automobile must pay with goods and with imprisonment for his carelessness, but the user of fire, an even more powerful agent of destruction, may flaunt his carelessness before the public without the slightest fear of society's disapproval.

Whether or not they are influenced by the mental processes of the ancients, the American people still proceed as though fire were something supernatural and completely beyond the power of man to prevent. Excepting the fire deliberately set, fire is always an act of God in all but a few isolated American communities which have given formal recognition to the principle that when it is not an act of God, it is the act of some citizen and that citizen should be responsible before the law for its consequences.

Why do the American people make this distinction between the careless automobile driver who kills one person and the careless builder, property owner or tenant whose fire carelessness may kill ten persons? The fire careless man is astounded if anyone seeks to hold him responsible and so is the public, while everyone expects the automobile owner to pay for both property and life.

Since the reasons for this distinction are most powerful, operating to defeat proposed personal liability legislation and to make ineffective the most potent influence for fire loss reduction, they should be thoroughly understood by the American people.

Where property only is involved in a fire, the direct loss to the property owner is usually minimized by the payment of insurance. The people have never thoroughly absorbed the idea that they are paying the fire losses, that every fire is a drain upon the resources of the community and that the insurance companies have no Treasure Island to which they may go and bring back gold or material resources. A carelessly caused fire is a crime against the community, regardless of whether insurance is carried.

Many people still look upon all fires as being acts of God, not realizing that at least 75 to 85 per cent. of them are clearly preventable by observance of common principles of safe conduct and the use of knowledge which is available to all. Nothing but a personal liability law could reach the man who carelessly tosses away a lighted match or cigaret, the man who sets a lighted

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lantern on the edge of an open tank containing a volatile liquid, the man or woman who fails to turn off the electric iron, the man or woman who exposes gasoline to sparks or fires, or the man who thought it was all right to strike a match over an open gasoline tank because it was a safety match. True, many of those who do such acts would have no property and would therefore be poor subjects for a damage suit, but if fire spread beyond the building in which they were working, their employers would be liable for their acts.

A third reason is the natural tendency of an American citizen to resent enactment of any law which restricts his action. After all, the American citizen is only 150 years away from the primeval forest and the unplowed plains. He has not learned to respect the principle of personal restraint for social welfare. And in America he has fought any restriction on his pastime of watching huge bonfires since the enormous natural resources of virgin territory prevented, until recently, the operation of a powerful economic pressure against criminal wastage by fire. These vast natural resources have been a fourth reason for American indifference to the careless fire breeder. Economic pressure, however, is becoming more severe and public education will go far toward removing all other barriers to recognition of the principle of personal liability for the consequences of preventable fires.

If we do not admit it willingly, this principle of personal liability for fire loss will force itself into action among us. As our population increases and additional teeming millions crowd our cities, as natural resources disappear, as the struggle for existence becomes more acute, we shall find ourselves compelled by sheer economic necessity and social restraint to adopt a harsher attitude toward those who destroy shelter, food and clothing. In the meantime, created resources of immeasurable value and thousands of lives may be saved if the American people will live by this principle of personal liability for the consequences of preventable fires.

There are a lot of folks chattering about psychology to-day who would be getting farther with the job of living if they spent as much time cultivating common sense.

Some monkeys are confined in wire cages, and others in habit cages.

#### Effects of Close Watching.

Changes in the trend of business since the war have, in most instances, come with surprising suddenness. Every one can recall how, early in 1920 there seemed not to be enough of essential commodities to go around, and how almost overnight there suddenly came to be a surplus of nearly everything. The reasons for this reversal of ideas as to supplies are now well understood. The shortage was only apparent. With prices advancing there was a tendency for speculative dealers to hold goods for a higher market. Throughout 1921 the supply of most articles appeared to be in excess of demand; in 1922 supply and demand seemed more nearly in balance, and early in 1923 talk of shortage was again heard.

One may recall how it was said in 1920 that there was enough raw wool in storage to clothe the world for three or four years without need of shearing a single sheep. Yet the shearing went on, and in spite of this addition to the large stocks the price of wool rose rapidly during 1922, and at the end of that year there was again talk of a shortage. Again it is easy to recall the suddenness of the change from industrial expansion to curtailment just twelve months ago, and also the suddenness of the "bulge" that came late in 1923. Such movements were quite unexpected to the vast majority of business men. In view of these sudden reversals there is some ground for believing that the present trend may also change quickly.

It may be asked why, with the numerous and elaborate statistical organizations attached to large industrial concerns, and the many independent agencies feeding out information on the state of business to their clients, business at the present time should be subject to these sudden changes in developments. This question was recently asked the statistician of a large manufacturing concern which had been wrestling with the problem of adjusting itself to one of these sudden changes. The reply was that the changes are sudden for the very reason that the situation is not so closely watched. With more information at hand than ever before with regard to conditions at a given time business units are responding more quickly to indications of change than they once did. This concerted activity mitigates the fluctuations so far as range is concerned and tends to make them come more quickly and to run their course more quickly than they once did.

#### Janet's First.

The children of the Pittman family were, according to their respective accounts, all first in something at school. Tommy was first in reading, Alice was first in arithmetic, Sammy in sports,

and so on. Janet alone remained silent.

"Well, Janet, how about you?" her uncle asked. "Aren't you first in anything?"

"I am," said Janet. "I am first out of the building when the bell rings."

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### Mr. Follmer's Round-the-World Trip Nearing End.

Paris, May 10—Leaving Athens we sailed along the shore of Sicily, with Mt. Etna in the distance, through the Straits of Messina with its whirlpool current, passing Stromboli at 10 o'clock, belching out from its top a flame looking like a blast furnace, not a steady flame but bursting up into the darkness of the night and lighting up the heavens about every three minutes.

We reached Naples at 9 in the morning and took a four hour auto ride around the city. Lost an hour by a military parade. They seem to be creating places for Messelin's followers by making traffic officers of them, four on each street corner, each apparently working independently. It seemed to me to be the embodiment of the new independence of the people for the truckmen seemed to think they were just as good as the traffic officers, for they paid no attention to the officers until the traffic officers grabbed the horse or mule by the bridle. Some of the business streets are narrow and traffic is dense and, with poor handling, progress is slow. One whole street was held up to make way for some general's auto. He was hardly large enough to display all his medals. He wore several rows of them and it looked like a comic opera to see the young officers with him with almost as many medals on jump out and lead cart horses to one side whose drivers, no doubt with their new spirit of liberty, would not move. I don't know if I imagined it or not, but it seemed to me that the attitude of all the men on the streets—more noticeable, of course, in truck, taxi and motor drivers—was "get out of the road, I am just as good as you are." Then the school or college boys with different colored hats—yellows, blues and reds—sauntered along in bunches, singing or yelling, and some of their hats looked like a girl's memory bracelet. They had all kinds of trinkets sewed to them. One had a little padlock, a jug, a silver coin, a miniature silver horse, etc.

Naples is not dull in a business way. The harbor is filled with ships and the streets are crowded with drays drawing all kinds of merchandise. What I cannot understand in all these countries is that the trucks are all out of proportion to the horses, mules, oxen or men who pull them. This was more noticeable in Naples than any other place. Wheels six feet high, with axles and tongues to match. If they were hauling boilers they might be all right, but for dry goods, boxes, barrels, etc., they looked out of place. Then to see three little mules about knee high to a grasshopper hitched to an outfit of this kind would almost make a dog laugh.

They have 227 churches in Naples, but we gave up after a visit to one that had, it seemed to some of us, about fifty individual chapels inside of it. The Aquarium of Naples is noted the world over and everybody goes to see it, as we did. One of the interesting sights in Naples is Vesuvius, only eight miles away, with smoke rolling out of the top, although inactive at present. Flowers are wonderfully cheap. A dozen beautiful La Franc roses can be purchased for 25 cents and boys run along by your auto, soliciting you to buy them.

We left at 4 o'clock and, as they say in some of our newspapers in reporting a social event, "a good time was had by all." A 24 hour run took us to Monaco or Monte Carlo, situated on a semi-circular bay, the hill or mountain running up 2,000 feet and so steep that with the five or six streets, one above the other, the first floor of the second street overlooks the roofs of the houses on the first street. The houses are all one color—white, with a tinge of yellow. It is a great winter resort; many fine hotels and beautifully

kept parks and flower gardens. Our passengers all had passes into the gambling casino, a fine building with many rooms and many tables, everyone even at this, their dull season, surrounded with players. It is only eight miles over to Nice and some of our passengers who got ashore on the first boat drove over there.

Our boat left at midnight, everybody being satisfied with his short visit. Everybody who tried gambling reported having won a few dollars, but as none of them understood the game or knew what exchange was, they probably did not know whether they won or lost.

About 200 of our passengers left the boat at Naples and another hundred at Monaco for a trip through Europe. The rest went through with us to Cherbourg and some go to Paris while some transfer to the Cythia and go on home. All the cruise tickets are good for return trip to New York on any Cunard boat this summer.

It seems incredible, but on this four months trip we have had only two days that the sea was not like a mill pond, much to the joy of our passengers. There has been very little sickness. This, too, is remarkable when probably 75 per cent. of the passengers are over 60 years of age. We had only one death. From Monaco we have had as a passenger, E. Philips Oppenheim, the writer. I have read so many of his novels that I was glad to have a chance to meet him. The library steward is out of stamps and says that, in addition to the stamps purchased on shore, he has sold \$4,000 worth of stamps on the boat.

Comparing individual traveling with cruise traveling, Walter Winchester and I made this same trip in 1906. We were on twenty-seven different boats and spent much of our time in getting reservations at different ports and sometimes they were mighty poor ones. I do not know how one could see so much in so short a time and with so much comfort as they can on a Clark cruise. For the elderly people it would be impossible to make such a trip alone; for to change to a new hotel about every two days and arrange for steamers about every week is no small job. C. C. Follmer.

### Let Dead Issues Lie Buried for All Time.

Grandville, June 3—President Coolidge and Secretary Hughes seem to approve our joining a world court, with the avowed object of securing through this method the peace of the world.

A beautiful theory, no doubt, but it will not work out in practice. Nearly all the religious denominations are laboring at the same oar, declaring that if all the world were Christian there could be no more war. This may readily be conceded if the Christianity was sin proof, and always on tap, but such a thing exists only in the minds of superior beings who imagine mankind is on the point of complete conversion to the teachings of the lowly Nazarene.

Human nature is such that the dreams of these philanthropists will not soon come true.

A hard-headed statesman such as President Coolidge should be above conceding that the millennium is at hand. He knows better; Secretary Hughes knows better, and yet they fall in line with the pacifists and express their belief in a world court.

This question was partially fought out in 1920. The league of nations, so far as the United States was concerned, was buried too deep for resurrection, and yet sentimentalists will continue on the old string, hoping against hope that good may come of our intermeddling with the affairs of militaristic Europe.

Whenever we do go out of our way to meddle we get our fingers burned.

We are in for another scorching if we again try our hand at fixing the status of the world to suit our ideas of right and wrong. Uncle Sam surely has his hands full meting out justice to his own children without trying to run the whole neighborhood.

Interfering with neighborhood family quarrels never did work for the good of the community, so we infer that Uncle Sam had best mind his own business and stay on his own side of the pond.

War is bad, wicked, unrighteous, iniquitous and altogether to be condemned. Then why seek to put our foot in a bad European mess and start something of that sort while professing a horror of killing men with gun, gas and bomb?

There is enough to provoke foreign nations to war without the interference of the United States. Our people do not want war, and yet, while making peaceful professions, we go deliberately about putting our foot in European broils. Our professions and acts do not jibe worth a cent.

The kaiser started his war immediately after a general agreement for peace among the nations of Europe. All bargains made over a table between diplomats turn to a valueless scrap of paper the moment an unscrupulous monarch and a servile people seek to gain a point by declaring war.

There is not the slightest difference in the league we rejected and this new alignment along the line of a world court. "Keep out entirely" is the true American position, recommended by Washington, Hamilton and other equally prominent old-time statesmen.

If it was impolitic to mingle in old world squabbles a century and more ago, it is no less so at the present time. Human nature has not changed with the passing of time as we certainly found out when we sent our sons across the water to resent the attacks of a conscienceless old world monarch.

Nothing would please the Hohenzollerns and Romanoffs better than to have the great Western Republic toss her hat in the ring and make common cause with those who in Europe have nothing to lose and everything to gain by starting another war.

If we are wise—and experience should have taught us wisdom—we will never enter a world league of whatsoever sort, and our leaders at Washington are certainly messing up things by attempting to lead the whole world in the paths of righteousness. Look to home, Uncle Sam, and see what you find. With elections going by default; mossbacks sent to lead where statesmen should be consulted, we are in deep enough in our own mire without seeking to besmirch our garments with across seas abominations.

It was hoped that the league of nations would stay dead, so far as this country is concerned, and that no attempt would be made to resurrect it for political purposes in this National campaign. There must be lack of an issue when the old putrid league is once more resuscitated and dragged again into the arena of American politics.

There seems to be a combined effort on the part of the churches to push the discredited league of nations once more to the front.

Nothing could be so inopportune, so antagonistic to the peace of America, to say nothing of the peace of the rest of the world. However much we may desire to have our companion nations do justice and conserve peace, it ill behooves this country to set herself up as a teacher in world affairs, since our views are in many respects wholly out of tune with the best minds of Europe.

We cannot expect to conserve the best interests of this Nation by continually reminding our sister nations across the deep of their shortcomings, and of their need of an American med-

iator. Keep out. Hands off. Let Europeans manage their own affairs so long as they do not come in conflict with American institutions.

Old Timer.

### Uncle Sam a Debtor.

It is regarded by the press as worthy of comment that the United States has recently begun to pay its merchandise bills promptly, and that it is even beginning to take advantage of the discounts offered for prompt settlement. Heretofore Uncle Sam has been a desirable customer, owing to the size of his purchases, and while his credit has been at par he has nevertheless been proverbially "slow pay." All this is due to the world of red tape in which those who pass on all bills against the Government have been enmeshed. The Director of the Budget has succeeded in cutting some of this away so that some bills can be settled within a week or ten days of their receipt instead of three or four months afterward, and it is estimated that this unwonted promptness has already saved the Government several hundred thousand dollars within the past year.

The complexities attendant upon getting a bill against the Government settled are due in part to the ineptitude that seems to be inseparable from the Government service in all countries, but it is partly due also to efforts to make the system as nearly fraud-proof as anything human can be. Unfortunately, there is a large number of individuals who regard it as a trivial thing to "beat the Government."

### Jewelry Sales Picking Up.

Some improvement in the demand for the better grades of jewelry on the part of retailers is reported, the mails being more productive of orders than for some time, but it is too early to tell whether the improvement forecasts generally better business, or is merely a flash in the pan. The usual run of pieces is called for by the orders in question, with flexible bracelets still well up among the leaders. Platinum prices continue more or less steady, with the supply of the metal and the demand for it both limited. The quotations are \$116 an ounce for "soft" platinum, \$124 an ounce for "medium" and \$132 an ounce for the "hard" metal.

### Selling Slow Moving Goods.

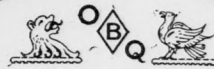
A buyer for a large local store has a good way of disposing of slow-selling merchandise in her department. She handles ribbons and, when she finds that some of the numbers are slow sellers, she cuts them into lengths and places them in baskets on the counter. Many shoppers, she finds, are thus attracted by merchandise which is directly set before them who would otherwise pass by and not ask to be shown goods. The idea is felt to be applicable to other lines of merchandise.

### A Boy's Logic.

Jimmy giggled when the teacher read the story of the man who swam the Tiber three times before breakfast. "You don't doubt the story, do you?" asked his teacher.

"No, but why didn't he swim it four times," asked Jimmy, "and get back to the side where his clothes were?"

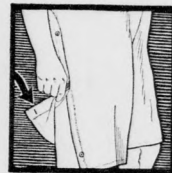
# HALLMARK SWINGSIDE



## *The Better Way* ATHLETIC UNDERWEAR

In Nainsook Checks, Pongees, Silk Stripes and Imported Broadcloths — SWINGSIDE offers something tangible in underwear comfort and convenience. Two distinctive features plus HALLMARK workmanship mean satisfaction.

*The Swing Side seat avoids discomfort of cloth bunches and folds at the crotch and provides an easier opening*



*Roomy, comfortable back specially designed to allow entire freedom of action and comfort in any position without the use of webbing, the weakest part in Athletic Underwear.*

200 leading wholesalers acting as distributing stations for HALLMARK products are featuring SWINGSIDE for immediate delivery.

# HALLMARK

COLLARS • SHIRTS • UNDERWEAR

*Made by Troy's Master Craftsmen*

HALL, HARTWELL & CO., INC., TROY.



**Michigan Retail Dry Goods Association.**  
 President—J. B. Sperry, Port Huron.  
 First Vice-President—Geo. T. Bullen, Albion.  
 Second Vice-President—H. G. Wesener, Saginaw.  
 Secretary-Treasurer—H. J. Mulrine, Battle Creek.  
 Manager—Jason E. Hammond, Lansing.

#### Offers Novel Type of Cap.

A cap that is said virtually to be three in one and to do away with the need of special headgear for sports wear has been put on the market by a manufacturer to wholesaler at \$18 to \$24 a dozen according to the kind of linen used. It is said by the maker to be easily adjustable, always comfortable, attractive in appearance, and to be especially adaptable to golfing, motoring or tennis. It has the further virtue of being cravanetted. When worn in the ordinary way it is impossible to distinguish the new cap from any other, but if the wearer wants a little ventilation all he has to do is loosen the detachable top and let as much air play on his head as he likes. If he wants to keep cool and yet have his eyes shaded, he removes completely the top. A part of the cap in the form of a headband remains, to which the peak is fashioned, thus affording the desired coolness and shade for the eyes.

#### Ribbon Buying Not Active.

As is the case in other silk lines, the buying of ribbons is not particularly active. The Fall season is not yet thoroughly under way from a trading standpoint and current purchases are mainly of the fill-in variety for immediate use. The Fall season will be one in which the manufacturers, particularly those making the novelty goods, will have a greater operating margin. This is due to the lower levels of raw silk. The ribbon manufacturers, however, do not appear convinced that the raw silk market has yet touched bottom, for their purchases recently have not been large, although some of the leading producers are credited with sizable inventories of raw silk mostly bought some weeks ago. Novelties of the satin-faced order are expected to lead for Fall. The outlook for the sale of the more profitable wider merchandise is said to have improved.

#### Straw Hat Sales Disappointing.

So far, the retail trade in straw hats has not been such as to make merchants overenthusiastic. The chain stores and department stores have found turnover since the initial spurt after May 15 much handicapped by the vagaries of the weather. Frequent rains have prevented the newly purchased straws from being worn, as well as making other consumers bide

their time until the unsettled spell ended. Reorders to the manufacturers consequently have been spotty, those coming from the larger centers not approaching the satisfactory totals expected. The sennit with slightly narrower brim and medium sized band has led in sales thus far. The feeling is that, if to-morrow is fair, there will set in a renewal of consumer buying, despite the slowness during the days preceding the Decoration Day holiday.

#### Matrons' Hats Have Done Well.

A steady increase in the demand for matrons' hats has been one of the features of the millinery trade of late, according to the bulletin of the Retail Millinery Association of America. These hats, incidentally, have done pretty well all season, largely due to the fact that the woman who had not cut off her hair could find nothing but "bobbed hair" headsizes in the retail shops. Buyers have been forced to go to manufacturers who make matrons' hats in order to get the wanted headsizes, and it is these manufacturers who report such a satisfactory business. The high-crowned, small-brimmed shapes are the ones that are most important just now. These shapes are made of black satin and are trimmed with black and brown glycerine ostrich.

#### Gray Hosiery Shades Coming In.

Further evidence of the replacement of "popular" colors by shades of gray is quite noticeable, particularly among the more exclusive consumers, according to the news letter of the National Association of Hosiery and Underwear Manufacturers. It adds that this is no doubt a result of the very general popularity of the high colors. Gray shades reported most in demand at present are gun metal, platinum, cloud, storm, rain, pearl and vapor. For dress occasions the nude shades still retain their vogue, but for every-day wear comment is made that it appears as if gray tones were coming into their own.

#### A View of Fall Hat Colors.

Hat windows will strongly feature bluish gray shades in men's hats this Fall, according to one of the largest manufacturers. The statement is made that "the young chaps will be looking for something different from what they have been wearing and the blue-gray effects will be the outstanding favorites. The colors decided upon were the pick of experiments made during months of try-outs. And there is decided leaning toward some greenish mixtures on the part of the high-steppers whose ideas lead the way toward style changes."

#### Tie Is of Same Material.

A large manufacturer of men's shirts is placing on the market for immediate delivery a novelty Summer shirt and tie combination. Its feature is that the shirt, collar and tie are all of the same material. This is fine striped madras, which thus makes the tie washable, as well as the shirt and collar. The latter is detachable. The set is priced to retail at \$3, and is especially designed as a novelty for the retail trade in sections where the wash tie is much worn.

#### Europe's Prices High.

The buyer of one of the big chain store systems in this country who has just returned from Europe says that the reports of cheap goods to be had abroad are greatly exaggerated. One

of the lines in which British and Continental manufacturers are supposed to enjoy an especial advantage over their American competitors, he says, is textiles. Yet he could find few grades or qualities of the articles his stores handle that he could buy as cheaply abroad as at home. It is true, he says, that imports of cotton goods have been rapidly increasing, but he believes that this increase will be found to be due to the popularity of certain novelty cloths, which the British manufacturers have designed and put on the market in the effort to arouse the interest of reluctant consumers.

The only phase of the evolutionary theory which disturbs us is the tendency of so many people to revert to type.



## OVERALLS! OVERALLS!

We have just completed cutting patterns in our Manufacturing Department of a real high grade overall that we are going to make in all of the best selling patterns such as Extra Heavy 220 Weight White Back Denims, 235 Weight Extra Heavy Stifels Stripes including the Wabash Rope Stripe and Club and Spade.

### SPECIAL ATTENTION

is invited to the many points of superiority you will find in our garment.

Every little detail of the manufacturing, finishing and handling is carefully checked under the supervision of experienced department heads. Sizes are also inspected to see that they run uniform and true.

We use 45 yards of cloth to every dozen pairs therefore making a full, generous roomy garment. At present we are going to confine our operation to the elastic suspender back style only.

We expect to run these patterns continuously and if you will favor us with a trial order we know you will ask for exclusive sale rights in your city.

## STRONG-ALLS

will be the brand or "trade-name." Samples were given to our salesmen a few days ago. Ask to see the overall or write us for samples immediately.

### GRAND RAPIDS DRY GOODS CO.

EXCLUSIVELY WHOLESALE



## DRAPERIES, FLOOR COVERINGS

Now is the time to have, a complete stock of merchandise, for the home such as Linoleum, Linoleum Rugs, Rug Border, all of the best grade Rag Rugs, both square and oval.

Curtain Goods, Scrims, Marquisette, Lace Nets, Dotted Swiss, Curtain Rods, round or flat.

Window Shades and Shade Rollers.

Table Oilcloths, "Linette" Table Covers, Sanitas Oil Cloth of all kinds for wall decoration.

In fact everything for the Home.

## PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

### Germans Have Plenty of Money For Starving Children.

Berlin, Germany, May 18—As one of Americans still holding forth an existence in Berlin I have been somewhat stirred of late by newspaper reports from America stating that Congress is contemplating voting a loan to help feed the "starving children" of Germany. It hardly seems possible that any legislative body would consider such a step without knowing the conditions which exist here at present, unless it were for purely political reasons, which always crop up during the year of a Presidential election.

For eight months I have lived in Berlin in a German family and among German friends and have had a fair opportunity to observe in more than a superficial manner the conditions here during that time.

It is unquestionably true that a large class of Germans—the old, well-to-do and intellectual class—has suffered greatly from the collapse of the mark and from the economic chaos which existed here up to the beginning of the present year. Many have lost everything or practically everything they possessed, and all are existing on a very small proportion of what they were accustomed to live on before the war.

Yet in spite of the absence of this class from the general life of the city—I will limit myself to Berlin—there is no evidence of stagnation in the life here. The city seems to be full of people bent on enjoying themselves. The four opera houses are crowded every night and the prices of seats are high, even from the American standpoint. I attended a performance not long ago at which the price asked for the best seats was 40 marks, or nearly \$10, and nearly all those seats were taken. I understand the theaters, especially the revues, are like wise crowded.

It is almost impossible to find a seat in any of the motion picture houses, and the prices there also are as high or higher than in America, 6 marks, or \$1.50, being asked for the best seats. At a recent showing of "Die Niebelungen," an excellent film version of the old legend so famous in Germany, seats were sold out four weeks in advance. And before and after these performances the restaurants and cafes are crowded with people all spending money.

The other day I stood in line for nearly half an hour to buy a ticket for a musical comedy performance where prices ranged from 12 to 30 marks, and was finally told that everything was sold out for the following four days. It did not look to me as if every one in Berlin was poor when seats for a musical comedy were at a premium at prices ranging from \$3 to nearly \$7.

Then there is the general exodus from Berlin this winter and spring, which has amazed me. Nearly every German family that I know here has at one time or another since January 1 made a journey to Switzerland, Italy, Austria, France or some other country. The papers have been filled with comments upon the number of Germans occupying expensive hotels in the countries mentioned, where they spend their money freely. American friends of mine who have been in Italy write that that country is simply overrun with Germans, every available hotel place being filled and hundreds being turned away every day.

Traveling is anything but cheap nowadays, and hotels are not giving away their accommodations. These Germans who spend the winter in foreign lands must have money, just as those who remain at home and attend the opera, "movies" and cabaret must have it. I have said that the old well-to-do class no longer has the means to enjoy these things, so a new well-to-do class must have sprung up in

Berlin and the rest of Germany, and that is just what has happened. To look at the faces and the clothes of the people one sees at the opera and theater is enough to convince even an Auslander that the money may be there, but the culture and aristocracy are not. Most of these people that spend money so freely have made their money since the war, either by speculation in the mark or in shares or by some other means. Many of them are termed "Shiebers," which corresponds to bootleggers in America.

When a foreigner such as I am sees on all sides this evident indication of wealth as possessed by at least a portion of the German population—and I am not sure but that this portion is greater than most people believe—it is hard to understand the necessity of a loan of \$10,000,000 from America. Naturally, these Germans desire a loan to help take care of their poor and destitute, for then their responsibility will be shifted to the shoulders of another—the ever patient and generous U. S. A.

This newly rich class have very little interest in their less fortunate countrymen, and it would be well suited by America assuming what is most certainly their own duty and responsibility. But why should America be called upon to do this, I want to know? It has always been our privilege to help where help is needed, and where it is not available from any other source, but in the case of Germany the help for the poorer people and for the "starving children"—and, by the way, I have seen very few children who look as if they were really starving, although I have visited some of the poorer sections of Berlin—is right at hand. Let this class of Germans, who are spending their money so freely for pleasure and entertainment, part with some of it through volition or through compulsion and take care of those of their countrymen who are not so fortunate. H.

#### Wholesale Trade.

The index of wholesale trade prepared by the Federal Reserve Board shows a decline of less than 2 per cent. from April, 1923. Inasmuch as wholesale prices during the past year have receded nearly 7 per cent. it is evident as the Reserve Board's report points out, that the actual volume of trade last month was greater than a year ago. While the average changes for the trade as a whole are small, there is a great lack of uniformity in different lines of merchandise and in different sections of the country. For example, while sales of dry goods showed an increase of about 20 per cent. in the Dallas district, they showed a decline of over 20 per cent. in the Minneapolis district. Sales of shoes showed an increase of 26 per cent. in the New York district and a drop of 11 per cent. in the San Francisco district and 19 per cent. in the Minneapolis district. Trade has been especially backward in the Northwest this spring, owing to the unseasonable weather. This and the agricultural depression there account for the smaller volume of wholesale business in the Minneapolis territory. The Dallas district, on the other hand, had a successful cotton crop last year, for which it received good prices, and this is reflected in this season's business gains.

#### Twelve Things to Remember.

The Value of Time.  
The Success of Perseverance.  
The Pleasure of Working.  
The Dignity of Simplicity.

The Worth of Character.  
The Power of Kindness.  
The Influence of Example.  
The Obligation of Duty.  
The Wisdom of Economy.  
The Virtue of Patience.

The Improvement of Talent.  
The Joy of Originating.

"Who's Who" isn't essential unless you are in society or print a newspaper or serve on the grand jury.

## The Mill Mutuals

Agency

LANSING - MICHIGAN

STRENGTH  
ECONOMY



REPRESENTING THE

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.  
AND ASSOCIATED COMPANIES

Combined Assets of Group \$30,215,678.02

20% TO 40% SAVINGS MADE IN 1923

Fire Insurance—All Branches

TORNADO - AUTOMOBILE - PLATE GLASS

## 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.

Michigan Shoe Dealers  
Mutual Fire Insurance Co.  
Lansing, Michigan

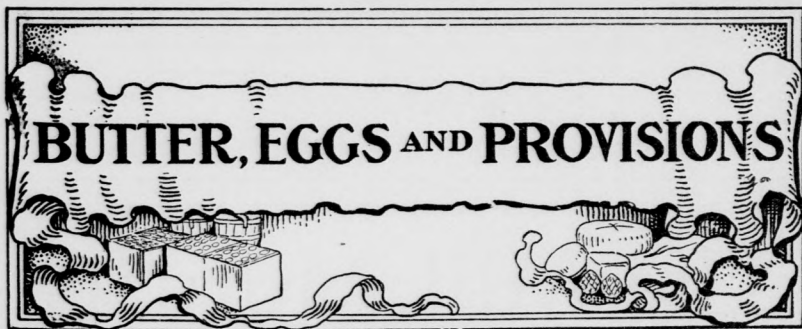
PROMPT ADJUSTMENTS

Write

L. H. BAKER, Secy-Treas.

P. O. Box 549

LANSING, MICH.



### Oysters To Be Cross-Bred Like Live Stock.

Experiments in crossbreeding Cape Cods, Blue Points, East Rivers, Chesapeake Bays and other oysters with the object of producing new varieties combining their good points will start today at the experiment station of the New York State Conservation Commission at Bayville, L. I.

The Burbanking of oysters has been made possible by an invention at the State oyster experiment station for raising oysters from the egg. This work is being carried on under State Conservation Commissioner, Alexander MacDonald, head of the National Association of Fisheries Commissioners, who has enlisted the co-operation of commissioners in many other states which produce oysters.

Oysters that have outstanding qualities are being imported from different points along the Atlantic Coast from Wellfleet, Mass., to Southern waters for breeding experiments which will continue for years in the hope of eventually producing a big, fast-growing, hardy, handsome-shelled type for restocking oyster beds.

It has been impossible until recently to rear oysters "in captivity" because they would not stay alive for more than a few days after being hatched. On that account breeding experiments have been possible only in bays and open waters along the coast, and such experiments have failed for a number of reasons.

For instance, thousands of bushels of oysters were imported by Long Island growers last year from Chesapeake Bay and Delaware waters, in the and fast-growing type of oysters in hope of establishing a highly prolific these waters. Used to warm water, however, the Southern oysters did not spawn at all on the colder Long Island coast, as far as could be ascertained. Another difficulty has been that, when new breeds have been introduced into some beds, they have deteriorated.

These troubles will apparently be overcome by the new method of artificial breeding of oysters indoors. The temperature can be kept at any point to cause Southern oysters to spawn on time. The tendency to deteriorate in certain localities is not important because such beds may be restocked every season by fine baby oysters artificially raised by the millions.

The process of artificial breeding is so efficient that two parent oysters could in four or five years produce families large enough to stock all the beds in the Atlantic. The mother oyster lays, according to the most conservative estimates, 16,000,000 eggs in a season. In nature not more than

one of the 16,000,000 grows to maturity. In the hatchery, however, practically the whole 16,000,000 could be raised.

Of the 16,000,000 eggs released by the mature female in a season, not more than a few hundred are fertilized under ordinary conditions. Most of the young oysters are eaten by their enemies, so that it is calculated that, of the 50,000,000 or 60,000,000 oysters that a female lays in a lifetime of four or five seasons, only two or three are destined to produce full-grown oysters.

By the process developed by William Firth Wells, biologist of the New York State Conservation Commission, however, every egg of the 16,000,000 or so taken from a female is fertilized and the hatched oyster is raised in water which has been cleared of its enemies until it has developed its protective shell.

At the beginning of the spawning season, Mr. Wells opens the oysters and extracts the eggs which are ready to be turned loose. He puts a quantity roughly estimated at a million and a fifteen-gallon jar and then mixes a few hundred million particles of the fertilizing material from a single male oyster. The jar is then agitated for about an hour and at the end of that time practically every egg in the million is impregnated.

The eggs sink to the bottom and remain there for six hours. At the end of that time the baby oysters are hatched and come up to the top.

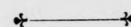
After remaining for two days in a jar of clarified salt water, the young oysters are put through a cream separator. They stick to the walls unhurt, while the impure water is washed away. They are then scraped from the walls and put into another jar of clarified salt water. This is repeated seven times at two day intervals, and at the end of this two-week period the oysters have gained a diameter of one two-hundredth part of an inch and can be retained in vats with fine meshes which permits water to flow through. When their shells begin to develop they are allowed to attach themselves to thin plates of asbestos coated with lime and are later scraped off into tide-water experiment ponds. Later, when grown on a larger scale, they will at this stage be placed in oyster beds.

Oysters having special qualities traceable to the present breeding experiments will be set apart and studied and later crossed like race horses or bull dogs to produce the maximum of good points.

Drinking alone takes away the social element of it, and then there is nobody to send for the doctor.

## New Flavor ROYAL SALAD DRESSING The Mayonnaise of Quality

Three Sizes  
3½ oz.      8 oz.      11 oz.



**Judson Grocer Company**

DISTRIBUTORS

GRAND RAPIDS, MICH.

## SEED POTATOES

NORTHERN MICHIGAN

Pure Round White—You Never Bought a Better Quality—Examine Them—Cut Them—None Hollow—And they are WHITE as Snow.  
150 POUND BAGS \$3.00—F. O. B. GRAND RAPIDS

## PINEAPPLES

"PREPARE" IT'S CANNING TIME

Place your Order Now if you want Desirable sizes. Cars running heavy to 30 size.

**KENT STORAGE COMPANY**

GRAND RAPIDS ~ LANSING ~ BATTLE CREEK

Wholesale Grocers  
General Warehousing and Distributing

## FRESH PINEAPPLES

Delicious Cuban Pineapples are now arriving in abundance. We are heavy distributors and have fresh supplies daily.

The best canning sizes are plentiful now, but will be scarcer in a short time. You can handle Pines profitably if you confine your orders to us.

**The Vinkemulder Company**  
GRAND RAPIDS, MICHIGAN

### Make Money in Meat by Modern Market Methods.

The retail meat dealer of to-day, as is the case with the packer and producer of to-day, is the result of many years of custom. The origin of the meat industry in America in the sense of retailing may be said to have taken place on Manhattan Island or what was then known as the City of New Amsterdam. Numerous immigrants from Holland brought with them what was then known as Holland fat cattle for breeding as well as for retail marketing purposes. The earliest known locations of these shops or stalls where meat was sold to the consumer were in what is now known as our famous Wall street and in about the year 1658. It was only a comparatively short distance to go "out in the country" to what is now 23rd street and there do the slaughtering.

All the progress that has been made in this country during the past 286 years may be said to have been concurrent with thought of European countries, although one or two may be said to have advanced more rapidly in the handling of meats than we did for several years—a condition which has been improved by this country.

With all our scientific improvements; the wide dissemination of information pertaining to the industry from a wide range of educational channels; the constant and varying demands of a consuming public; the rigid requirements of local state and National regulations, and of very serious importance, the competition of innumerable other foods for the consumers appetite preferences—not to mention the intense competition actually existing between the meat dealers themselves, it would seem to me that the meat dealer of to-day is in the most unique position he has ever occupied.

What would you think of a retailer who still clung to some of the old business customs, products and fixtures that were used by his great, great grandfather who had a stall in New Amsterdam 226 years ago? This is somewhat far fetched but illustrates a point as to the necessity of being up to date. Indeed, we do not have to go back that far to see examples indicating lack of progress. This is not exceptional with the meat industry by any means. As we look around us we are sometimes prone to believe that the meat industry in general has made greater progress than many other lines of merchandising. In some respects it has and the best proofs we know of are the up-to-date shops which are outstanding monuments to the ambition and efficiency of their individual owners.

Why is it that these men succeed? Surely we cannot fall back upon the old thread-bare excuse of "luck and location." There may be valid excuses for the latter but the former is all of your own making. And, it depends upon the ability of you and your assistants to buy and sell with profitable results—sufficiently profitable to take care of all overhead expenses and to allow you as the owner and manager and adequate salary each and every month of the year that you are in business. Successful business men in this

and every other industry are constantly thinking, planning and working toward the requirement of to-morrow.

In conclusion I want to leave this thought with you that the chief characteristic of the retailer of to-morrow is his ability as an advertising man. Utilize your newspaper and use enough space in all your advertising to be specific as to your offerings. It is now possible for every retail meat dealer to secure splendid ideas on newspaper advertising merely for the asking. Added to this is the desire of the newspaper to see every retailer expand and progress; surely advertising is a fundamental which you cannot afford to overlook. Use plenty of price tickets on all your meat displays; study the newest ideas in refrigeration and sanitation. Read your trade paper. Whenever you receive a fixture, refrigerator or accessory catalogue study it from cover to cover. It costs someone considerable money to produce this book and it has a definite purpose; that of helping you in your business. It is well to utilize attractively illustrated show cards to popularize and actually sell the products you have in stock.

Let us all put closer study into our daily business activities. Let us take a little more time to see what the leaders in the industry are doing. Let us by all means continue in this business with a unity of purpose that will bring us success. Let us be merchants of to-day and not of the year 1638!

Chas. W. Myers.



**CCParsons'**  
**Household**  
**Ammonia**

Unless it is  
**C. C. PARSONS'**  
it is NOT  
**HOUSEHOLD AMMONIA**

**PARSONS AMMONIA**  
**COMPANY, Inc.**  
**NEW YORK**



**SELLS ON MERIT**

**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**

## M. J. DARK & SONS

GRAND RAPIDS, MICH.

*Receivers and Shippers of All*

## Seasonable Fruits and Vegetables

### Sell HARD CANDY In Summer

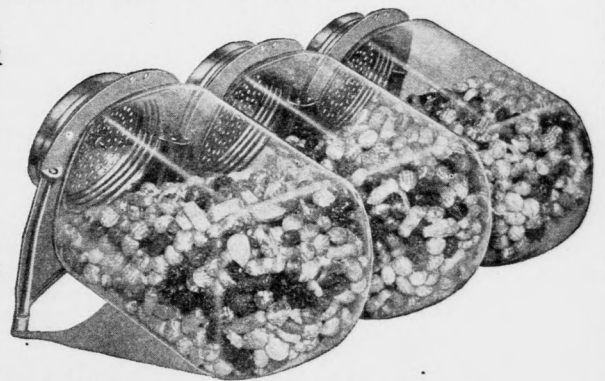
#### OUR SPECIAL ARIDOR JAR OFFER

Will Surely  
Appeal to You.

Let us mail  
full particulars  
describing our  
Attractive Offer.

IT WILL PAY  
YOU.

GET READY  
FOR THE  
TOURISTS



**NATIONAL CANDY CO. INC.**  
**PUTNAM FACTORY**  
Grand Rapids, Mich.



**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**

### Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

#### NEW PERFECTION

The best all purpose flour.

#### RED ARROW

The best bread flour.

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

Western Michigan's Largest Feed Distributors.

### Moseley Brothers

GRAND RAPIDS, MICH.

**Jobbers of Farm Produce**

We are making a special offer on  
**Agricultural Hydrated Lime**

In less than car lots

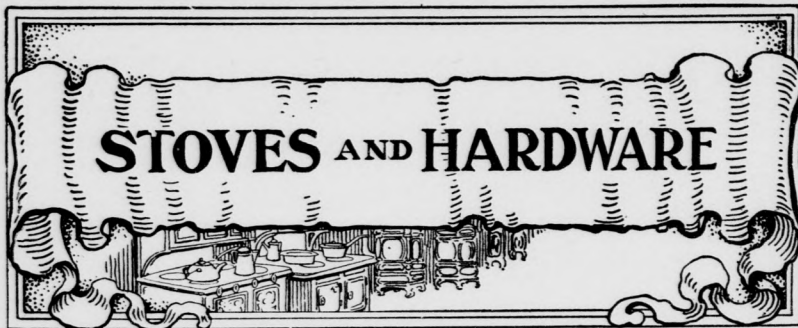
**A. B. KNOWLSON CO.**  
**Grand Rapids Michigan**



*Sell the*  
**FLOUR**  
*That Sells Itself*

## Polar Bear Flour

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



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

#### Pointers For the Hardware Dealer in June.

Written for the Tradesman.

June is a month when the hardware dealer should make a pretty good showing; though if he wants the business, he must go after it energetically. There is, however, a great deal of business to be had this month.

An outstanding feature of the June business is the trade in wedding presents. With June, too, it is timely to push the sale of what are peculiarly summer lines.

Here is a fact worth remembering in connection with summer lines—such as refrigerators, ice cream freezers, oil stoves, fireless cookers, electrical cooking devices, and the like. The time to push these lines most successfully is when the hot weather is coming in, not when it is going out.

Most householders are prone to put off the purchase of articles which they need but which, in a pinch, they can do without.

A new refrigerator, say, is really needed. The old one has never been really satisfactory, and the new, up-to-date refrigerators now on the market are distinctly appealing. But the actual purchase in the average home is prefaced by a good deal of discussion in regard to ways and means. The husband may pull one way, the wife another. If as a result of this haggling the purchase is postponed until the middle of the summer, the argument: "It's too late in the season to get the full value of the refrigerator this year, so we'd better make the old one do until next year," becomes irresistible.

It is the business of the hardware dealer to prevent such a situation from arising by anticipating it. His natural policy is to aggressively force the selling. This is best accomplished by featuring his summer goods at the very commencement of the warm weather.

A difficulty, of course, is that June has only thirty days, and that there are so many lines which ought to be given prominence. For instance, display space should be devoted to material for "showers" and to wedding presents, to camping out equipment, to sporting goods, to summer lines. To cover all these features adequately, demands a frequent changing of the window displays.

Most stores will find it advantageous to adapt their displaying and selling method to local conditions, the merchant featuring the lines which his knowledge of his own particular territory tells him will pay best for the

featuring. So, too, where displays are changed twice a week, the changes should be intelligently considered, with a view to deciding which lines will appeal most strongly to the Saturday trade, and which had best be shown at the beginning of the week. Naturally, in a good market town the display which runs over the Saturday should have some particular appeal to country trade. Nor is it advisable to run a country trade display on days when the windows are seen by comparatively few country people.

It is worth while to see that the salespeople are thoroughly posted regarding the selling points of the seasonable goods. Are you, for instance, pushing an oil stove? Coach every salesman so that he can tell your customers all they want to know about this oil stove, can answer questions promptly and definitely, and can play an active part in making sales, instead of leaving the goods to sell themselves.

The same thing applies to all summer lines, to lawn mowers, ice cream freezers, refrigerators, gas ranges, electrical goods. Salespeople should be prepared to answer all questions; and, more than that, to talk up the selling points of the goods without waiting to be asked.

Naturally, the newly-weds bulk large in this month, which, more than any other, is "the month of brides."

Here a number of avenues to profitable business are opened to the hardware dealer. First, there will naturally be a brisk business done in June wedding gifts. The hardware stock supplies a large proportion of the useful gifts which in recent years have been growing in popularity as distinguished from the purely ornamental.

Then, every bride-elect who lets her friends into the happy secret is sure to be the guest of honor at a number of "showers"—kitchen showers, granite ware showers, and the like.

Finally, every newly-married couple remaining in the community represents a new market for hardware lines, particularly household goods.

A good many hardware dealers have led up to the wedding gift trade by displays put on late in May. In any event, these lines should be featured in your window display early in June, and again later in the month. This class of trade is coming to be more and more important to the hardware dealer; and if window displays are changed at frequent intervals, there should be several put on in June appealing to newly married couples and their friends.

Sporting goods will also be in evidence in the hardware dealer's June program. The baseball season is soaring toward its height, and on every corner lot ambitious juveniles are

## Foster, Stevens & Co. WHOLESALE HARDWARE



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

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

## Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Wholesalers 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

### TYPEWRITERS

Used and Rebuilt machines all makes, all makes repaired and overhauled, all work guaranteed, our ribbons and carbon paper, the best money will buy.

**Thompson Typewriter Exchange**  
 35 N. Ionia Ave., Grand Rapids, Mich.

### Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173



Decorations losing freshness  
**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, Rattle-proof

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

training for big league fame. Boating, canoeing, tennis, croquet and other summer games will also be in full swing this month.

To this trade the hardware dealer will find it profitable to cater; the strong displays along these lines earlier in the season should now be followed up by slightly different window trims featuring similar lines.

Camping out goods are also timely, and the merchant should make a strong appeal to customers for this class of goods. They naturally interlink to some extent with the regular sporting goods lines.

It will pay the merchant to map out his month's work ahead of time. Weather conditions may necessitate the varying of any pre-arranged program; but the work will be handled more easily if it is mapped out in advance. As no two localities are identical, so no one plan of campaign can be laid down that will fit every community or suit the circumstances of every merchant. But the merchant, knowing his community, can take these initial suggestions and, with them as a starter, can prepare a June selling program particularly suited to his own locality.

Starting every month with a definite program of work is worth while. It gives the merchant a standard to which to work up. Results may fall far short of what he attempts; nevertheless, results will probably be far better than if the merchant plunged into the new month in hit and miss fashion, with never an idea as to what he expected to accomplish.

The program should include a mapping out of the lines to be particularly featured, a general idea of what window displays to put on and what advertising to use, and—if the merchant goes in for that sort of advertising—a planing of "special appeals" by means of circular letters to certain classes of customers. Thus, literature regarding camping out equipment can be sent to people who plan summer outings; advertising matter concerning household goods to newly married couples—and so on.

In any event, plan your work—and then work your plan. Results in all lines may not seem commensurate with the effort; but remember that the results of any form of advertising are not confined to the immediate moment. The business man is working, not for a week or for a month but for a lifetime. It is only by persistent, determined, unremitting effort that worthwhile results in any field of activity can be secured.

The influence of the work you do now will still be felt by your business ten or perhaps twenty years hence.

Victor Lauriston.

#### Corporations Wound Up.

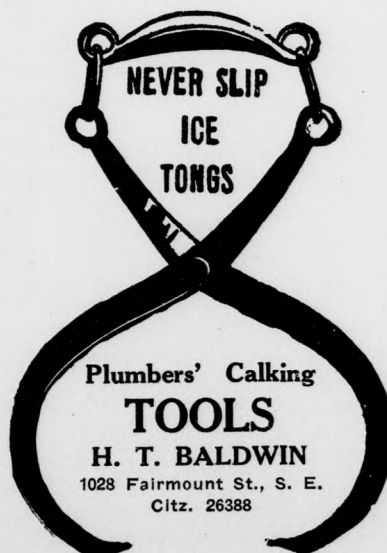
The following Michigan corporations have recently filed notices of dissolution with the Secretary of State:

Grand Rapids Taxi-Cab Co., Grand Rapids  
Algonac Machine & Boat Works, Inc., Algonac.  
Netzorg & Ferguson, Inc., Elsie.  
Arthur E. Moysey & Co., Ltd., Toronto, Ont.-Detroit.  
Valley Motor Express, Inc., Bay City.  
Barrett-Cadwell Co., Detroit.  
Muskegon Co-Operative Oil Co., Muskegon.  
Saginaw Clay Products Co., Saginaw.

In remitting the remaining portion of the Boxer indemnity payable by China to the United States the Washington Government has given another evidence of the disinterestedness of its policy in the Far East. This action has been authorized by both branches of the Congress upon the recommendation of Secretary Hughes, and its approval by President Coolidge is certain. Nearly sixteen years ago China was relieved of half the indemnity due to us, this act of justice by America being in rectification of our original acquiescence in the program of the Powers to ask punitive damages from China as well as the payment of the actual cost of the expedition for the relief of the imprisoned legations at Peking. China has shown her appreciation of our act by using the fund in educating her youth in American colleges. By the wiping off of the remaining debt about \$6,000,000, the Peking government is under no pledge to continue this educational policy, but that it will still further cement the good relations between the two nations there can be no doubt.

In the period of readjustment following the Civil War this country was afflicted with currency inflation. Efforts to curtail the amount of money in circulation met with strenuous opposition, and one of the commonest arguments heard against reduction was that the country would soon "grow up to its money." This historical illustration has some point to-day as regards the field of production. As a result of war time expansion many of the country's basic industries have been overbuilt or overdeveloped. This applies at present to iron and steel, copper, textiles, soft coal, wheat, and leather industries. In other words, the total capacity of these industries appears to be so great that continuous full operation will result in a surplus that cannot be marketed at present costs of production, even though consumption is proceeding at a high rate. We must either find some outlet abroad for the surplus or else readjust production to present demand and wait for the country to grow up to its enlarged productive capacity.

Knowledge, without understanding, is as ineffective as was steam before Watts discovered how it could be applied.



## 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.

## Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797 Citizens 4261

## INVESTIGATORS

Private Investigations carried on by skillful operators. This is the only local concern with membership in the International Secret Service Association.

Day, Cltz. 68224 or Bell M800  
Nights, Cltz. 21255 or 63081

National Detective Bureau

Headquarters  
333-4-5 Houseman Bldg.

## MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences  
No. 53 for Hotels, Clubs, Hospitals, Etc.  
No. 72 for Grocery Stores  
No. 64 for Meat Markets  
No. 75 for Florist Shops

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



Sidney Elevator Mfg. Co., Sidney, Ohio

#### 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.

## SCHOOL SUPPLIES

Pencils

Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.  
LANSING, 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.

## Malted Milk Mixers

Hamilton Beach, White Flash ----- \$23.50  
Gilchrist, New Model (Automatic) - \$22.50  
H. B. Model No. 1 ----- \$16.50  
Less 5% cash with order.

P. S: New shipment of Fountains just in.  
Priced right.

Grand Rapids Store Fixture Co.  
Jobbers for Western Michigan



### Responsibility of Hotel Men For Bad Garage Service.

Glen Lake (Maple City, P. O.) June 3.—At the recent meeting of the Michigan State Hotel Association, held at Saginaw, a message of greeting was ordered transmitted to George L. Crocker, formerly manager of the Hotel Durant, at Flint, but now in charge as active manager of the New Niccollet Hotel, at Minneapolis, to be opened June 17.

Mr. Crocker acknowledges this communication, in a letter which will interest every member of the Association and I am making extracts from same:

"It was certainly a great pleasure to receive your advice of the action taken at the Saginaw meeting of the Michigan State Hotel Association and both Mrs. Crocker and myself are pleased to know that we still retain a niche in the affections of our Michigan friends.

"The writer is going to make a special effort to be with you all at the next annual meeting, if you will advise me in time of the exact date.

"We are going to open June 17, and it will be indeed a pleasure if we can have, as our personal guests, some of our former colleagues."

The Great Lakes Tours Association which was organized in 1922 and which did some very good work the first year, much better last year and starting out for 1924 much better organized than ever, in much improved financial condition, is well on the high road to success.

At the last meeting of the board of directors and executive committee, it was determined that the membership fee would be on the same basis as last year, namely 50 cents a room, with a minimum of \$50. There are 98 hotels in the membership this year.

A great deal of excellent and comprehensive literature is being sent out, in which is included tour books, map folders and large wall maps besides a large disbursement for general advertising. The officers are boosting it in every way possible to make it a worth while organization.

H. D. Smith, who operates the very excellent Fisherman's Paradise, near Bellaire, invites me to the opening of his hotel with a "barn dance" on June 20, assuring me I will have an opportunity of dispensing pleasure to Gene Stratton Porter, Thomas Edison, and the world's greatest auto manufacturer. Jep Bisbee, of "fiddler" fame, will also be an added attraction. I shall certainly try to make the grade.

Mr. Smith tells me he has installed a new Albert Pick kitchen, with all modern appliances, besides making many other improvements. I deduce from his statement that "plumbers, masons, carpenters, etc., are certainly getting on my nerves."

C. E. Smith, Cleveland, who has been associated in the hotel advertising game for many years, accompanied by Mrs. Smith, were well up with the robins this year in their visit to Glen Lake, but they couldn't keep away any longer. They were "pot luck" guests of the writer. These excellent people have a personal acquaintance with nearly every hotel man in Michigan

and are certainly great boosters for Michigan hotels.

Nearly every day one hears complaints made to hotel men by their guests of inefficiency on the part of auto repair men, who charge ridiculous prices for service and then do not give it.

The only remedy for this would seem to be a State regulation whereby these establishments should operate under a license, the licensee being compelled to take an examination and prove he has sufficient knowledge of the requirements of his trade to give intelligent service.

Hundreds of these so-called repair shops are in operation in Michigan, whose owners could be prosecuted for obtaining money under false pretenses, and the State owes it at least to the tourists from outside to see that they get a square deal and are protected against this class of pirates.

It would not be so bad if one of these repair men, when he discovered that the job was too complicated for him, would make an honest acknowledgment, but he blunders on, charges up a big bill and frequently leaves the car in worse shape than when turned over to him.

In a way the hotel man has a responsibility in the matter, especially when the stranger asks him where he can get satisfactory service, and for this reason every landlord ought to ascertain for sure whether his local repair man is competent or not. However, as before stated, the real sensible way to handle the proposition is through a technical examination.

The railroads are again starting their propaganda against the auto bus. They might just as well try to change the schedule of the tides.

The auto bus is performing a wonderful public service, and it has come to stay. It is well enough to talk about the damage they do to the public highways, but the fact still remains that the public are getting their advantage from the building of good roads, even when patronizing busses, and when they are riding busses they are not wearing out the highways with individual cars.

Suppose there is an interim in the winter when busses cannot operate. There is very little travel at that time of the year, and anyhow this will be remedied before long by devices for keeping the roads open during the winter months.

Only recently the executive of one of the Michigan railroads in an open letter advised the public that the inroads of the auto busses were of such volume that unless there was a cessation of such competition it would be necessary for his company to reduce the number of its local trains.

Now the ordinary business man, who felt he was "slipping" by loss of trade, would cast about to see just what the trouble was and try to remedy it. If it was lack of service he would remedy it, that is if he expected to remain in business. The railroad operator has an entirely different nature. He would decrease the service and give the bus man an added reason for existence.

In Michigan there are many bus lines which operate continuously the year round, but at a considerable loss during the winter months. In the

## New Hotel Mertens

GRAND RAPIDS

Union  
Station

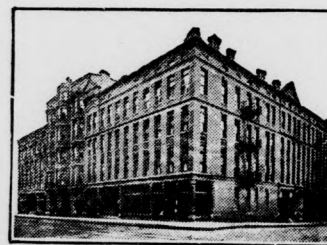
Rooms \$1.50 and \$2.00  
Bath, Tub or Shower  
Club Breakfast 20c  
and up.  
Luncheon 50c.  
Dinner 75c.  
TOM LUCE  
Service



75 Steps East

Fire Proof

## CODY HOTEL



IN THE HEART OF THE CITY  
Division and Fulton

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

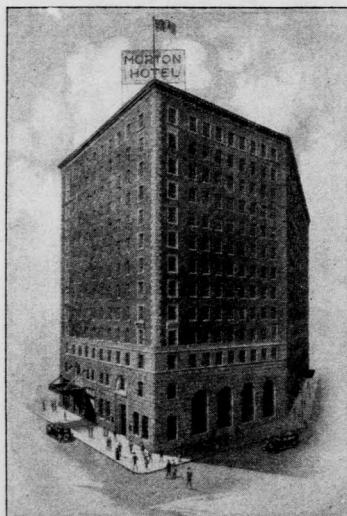
CODY CAFETERIA IN CONNECTION

## The Pantlind Hotel

The center of Social and  
Business Activities.

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

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



## Morton Hotel

YOU are cordially invited to  
visit the Beautiful New  
Hotel at the old location made  
famous by Eighty Years of  
Hostelry Service.

400 Rooms—400 Baths  
Menus in English

WILLIAM C. KEELEY,  
Managing Director.

long run they are enjoying prosperity, though some of them do so under very crude business methods; such as lack of publicity and failure to recognize the responsibility they owe the public.

As an evidence of lack of publicity, they fail to give the public, in too many cases, any knowledge of their existence by publishing their time tables, and, as John R. Wood says, fail to keep their time tables corrected up to date, even when they are paying for the time table space.

Frank S. Verbeck.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, June 3—Lee M. Hutchins, President of the Hazeltine & Perkins Drug Co., has been kept very busy every evening for a week, piloting visitors to the beautiful sight afforded by the five wonderful trees in the rear of his residence on South College avenue. The trees were obtained from a nursery house in Rochester and represent the result of pear sprigs grafted onto apples trees. The blossoms resulting from such a union are the most beautiful flowers imaginable. Massed by careful grouping of trees, the effect is most inspiring and attracts widespread attention from those who appreciate the unusual and enjoy the wonders of nature. For some reason the nursery people who accomplished this remarkable result have discontinued producing the cross.

Michigan carried off her share of the honors at the annual convention of the National Wholesale Grocers Association at Chicago last week. Guy W. Rouse, Manager of the Worden Grocer Co., was elected a member of the Executive Committee, and Edward Kruisenga, Manager of the National Grocer Co., was elected a Director.

The National convention of the T. P. A., which has been held in this city this week, was well attended by a most representative class of travelers. The proceedings were marked with great deliberation and the reports received from the various committees showed careful study of the subjects treated.

William Judson and wife will spend most of their week ends during the summer season in their village home at Schoolcraft.

Randall & Georgia, Lansing, will open a new drug store at 1400 West Saginaw street. Mr. Randall has long been identified with the drug trade in Lansing and Mr. Georgia, formerly of St. Johns, will be the junior partner. The Hazeltine & Perkins Drug Co. has the order for Wilmarth store fixtures.

#### Items From the Cloverland of Michigan.

Sault Ste. Marie, June 3—June 1 was a gala day for the trout fishermen. The Rapid fishers were at it before the break of day and some nice specimens were caught, but the largest trout are yet at large. It was a fine sight to see the speckled beauties pass over the locks carried by the proud captors. There were still a few who had fisherman's luck who never got a strike and many of the latter spent the afternoon at Bai De Wassi fishing for perch, which seem more plentiful.

Simon Schiff, who for many years has conducted a tailor shop on Ashmun street, announced a short time ago that he wanted to close his business and move elsewhere. He has decided that the Soo is the best place after all and has leased the building for a number of years and will continue business as heretofore.

Emil Lange has had a somewhat similar experience to that of Mr. Schiff. He moved from the Soo several months ago to locate in the East, but after a short business venture has decided to return to his first love, the good old Soo. It is also stated that his brother, Gust Lange, also contemplates coming back. With such experiences it makes us all feel better toward our home town.

T. S. Story, the well-known merchant of McCarron, has opened a milk depot at his store and is shipping many gallons of milk to outside creameries. It is hoped that after the new creamery which will be in operation soon, making two good creameries for the Soo, that all of the cream buyers will cater to the home industries and help build up Chippewa county, which is fast developing into a large dairying center.

Dr. Charles McCandless, who recently moved here from Chicago, is building a comfortable summer home in the banks of the beautiful Saint Mary river near the new State park, a few miles East of Brimley.

Percy Elliott, traveling salesman for Armour & Co., who has been on the sick list for the past three weeks, has recovered sufficiently to be back on the job again.

The village of Rudyard is now due for an increase in business with the W. H. White Lumber Co. building its railroad and camps. The officials of the company state that the operations will keep them at Rudyard for the next ten years. A camp of seventy-five men will be employed.

William G. Tapert.

#### Of Course They Are Welcome to Join.

Wyoming Park, June 3—The Secretary of the Retail Grocers and General Merchants Association recently received the following letter which may clear up some things in the minds of others who wish to join us, but who have no local association. It was sent in response to my statement for their first year's membership:

Battle Creek, May 28—We do not know as we understand just what membership in your Association entitles us to. Battle Creek has no local association and we did not think that as individuals we could belong to the State Association. We are sure it is worth \$5 to us for the good received at the convention and also the banquets and entertainments, so are cheerfully sending you the money.

Pearse & Son.

By all means individuals may join us and are entitled to the following benefits:

1. Paid up membership in the National Retail Grocers Association.
2. 30 per cent. saving in fire insurance.
3. 10 per cent. saving in sales books.
4. Free counsel and advice from the officers.
5. Right to attend all sessions at the annual conventions, with full voting power.
6. In general, the right and privilege to be joined with the only organization which has for its sole aim the betterment of the condition of those who handle meats and groceries and to make it a more profitable and pleasant business.

Paul Gezon, Sec'y.

#### Mr. Follmer's Travel Letters.

It has given the Tradesman much pleasure and its readers much satisfaction to publish the travel letters of Mr. C. C. Follmer, describing his trip around the world on the steamship Lucania. The letters have already appeared in fifteen issues of the Tradesman, starting with the issue of Jan. 30. The concluding letters will appear in the issue of next week. Mr. Follmer writes briefly and concisely about the things he sees and the information he acquires from authentic sources from the standpoint of a business man. No more accurate descriptions of the sights of foreign lands have ever appeared in any trade journal than these excellent epistles. Many have expressed the hope that the letters might be reproduced in book form.

#### Detroit Druggist May Lose License.

Lansing, June 4—The license of a drug store to do business in Michigan probably will be revoked for the first time in the history of the State, according to announcement to-day by H. H. Hoffman, director of drugs and drug stores.

Tuesday the State Board of Pharmacy heard charges of violations of the pharmacy law against Valentine Burbut, proprietor of a Detroit drug store. Burbut has been convicted twice in court for operating a drug store without a registered pharmacist in charge. Both times he paid a \$100 fine.

According to Hoffman, Burbut not only is guilty of this violation of the State Pharmacy law, but has been a willful and flagrant violator of other provisions of the statute. The State Board has the case under consideration, but Hoffman declares there is no

other course open but to revoke Burbut's license.

#### Apple Vinegar Gets Court Jolt.

Washington, June 3—Branding vinegar that is made from evaporated apples as "apple cider vinegar" is a violation of the pure food and drugs act, the United States Supreme Court held to-day in the appealed case of the Douglas Packing Co. of Rochester, N. Y.

The Federal District Court at Cleveland held it misbranding unless the vinegar was made from the juice of fresh apples, but this decision was reversed by the Federal Circuit Court of Appeals.

The Supreme Court held the court of appeals was in error.

Another good memory test is to meet a man a year later and remember his pet ailment.

## HOTEL BROWNING

GRAND RAPIDS

150 Fireproof Rooms

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

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



#### WHEN IN KALAMAZOO

Stop at the

**Park-American Hotel**

Headquarters for all Civic Clubs

Excellent Cuisine  
Turkish Baths

Luxurious Rooms  
ERNEST McLEAN, Mgr.



## Hotel Whitcomb

AND

Mineral Baths

THE LEADING COMMERCIAL  
AND RESORT HOTEL OF  
SOUTHWEST MICHIGAN  
Open the Year Around

Natural Saline-Sulphur Waters. Best  
for Rheumatism, Nervousness, Skin  
Diseases and Run Down Condition.

J. T. Townsend, Mgr.  
ST. JOSEPH MICHIGAN

## Columbia Hotel

KALAMAZOO

Good Place To Tie To

## OCCIDENTAL HOTEL

FIRE PROOF  
CENTRALLY LOCATED  
Rates \$1.50 and up

EDWARD R. SWETT, Mgr.  
Muskegon Mich.

## INDIA TIRES

HUDSON TIRE COMPANY  
Distributors

16 North Commerce Avenue  
Phone 67751 GRAND RAPIDS, MICH.

**TAKING INVENTORY**

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

#### When in Levering stop at the

**McKINLEY HOTEL**

Open under new management  
and sure to please.

JOHN W. SHERRITT  
Manager

## The Durant Hotel

Flint's New Million and Half  
Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the  
United Hotels Company

HARRY R. PRICE, Manager

## 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,  
with Bath \$2.50 up.  
Cafeteria in Connection.

## HOTEL KERNS

Largest Hotel in Lansing

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

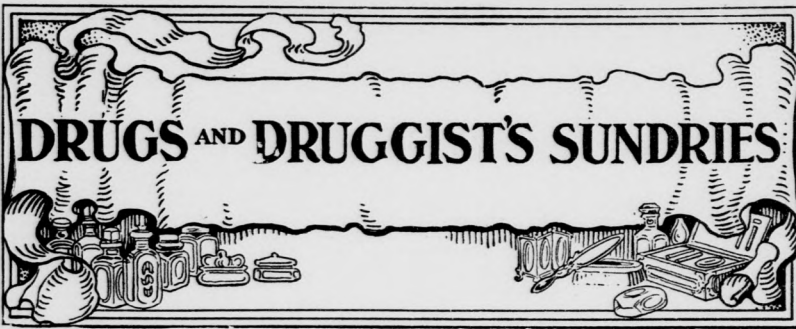
E. S. RICHARDSON, Proprietor

## 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.



### Annual Report of Secretary to Flint Convention.

The past year is what is known among M. S. P. A. circles as an "off year." That is, the year in which the State Legislature does not meet. However, the assistance of the M. S. P. A. has been called upon in National affairs by the N. A. R. D., particularly in the case of the Cramton bill. This bill, which is now before the House, is a descendent of the Wood-Ernst bill which the M. S. P. A. was called upon to use its influence against last year and which failed to pass. In case either bill had become a law, the result would have been the establishment of a beurocracy in Washington, placing the control of alcohol and narcotics under one man, with no appeal to any higher executive body. That this would have brought about many annoying situations for the legitimate user of alcohol and narcotics is only too evident by the many bitter experiences which the druggists have had in the past when it was necessary to appeal from the Federal Prohibition Commissioner's rulings.

#### Committee Meetings.

During the past year the Executive Committee has held two meetings, one in Grand Rapids and one in Detroit. A poll has been taken by wire of the committee at three other times when the emergency required; once in regard to the support of the American Pharmaceutical Association building headquarters fund; once in regard to our opposition to the Cramton bill and once in regard to the convention at Flint.

The Trades Interest Committee held one meeting in Detroit. This is the first time the Trades Interest Committee has ever met within the memory of the writer and the spirit manifested by the get-together meeting will certainly result in much good for the druggists of Michigan. A follow up of these annual meetings of this most important body cannot fail to benefit this Association and its members.

#### Financial.

In the Secretary's hands at last audit ----- \$363.10

Receipts

Balance Adv. in 1923 Year Book ----- \$ 2100.00

Adv. in 1924 Year Book ----- 100.00

Dues ----- 1,172.00

Total receipts ----- \$1,482.00 \$1,482.00

Paid to Treasurer, checks 27 to 33 inclusive ----- \$1,665.10

----- 1,439.10

Leaving a balance in my hands \$ 426.00

In addition to this, the Treasurer reports that he has a balance of \$214.60, making a total balance in the hands of the Secretary and Treasurer combined of \$640.60. The entire outstanding indebtedness to my knowl-

edge is for the publication of our Year Book and the accounts receivable for advertising therein will offset this amount. In connection with this, the Secretary wishes to state that every dollar for the last three previous Year Books has been paid and that we have never lost any money from failing to collect for an advertisement.

A schedule of the expenditures of your Secretary's office and the remittances to the Treasurer is appended.

#### Membership.

We have a membership of 1,010, of which 592 are paid up for the year 1924. While this a loss of seventy-one members, it is a gain of twenty-two fully paid up members.

The membership is as follows:

Paid for 1922 -----	177
Paid for 1923 -----	226
Paid for first quarter 1924 -----	12
Paid for 1924 -----	591
Paid for 1925 -----	1

Total ----- 1010

At the last report there were ----- 1081

New members ----- 113

1194

Deceased, retired from business, etc. ----- 184

1010

In connection with this, the writer wishes to call your attention to the wonderful work that is being done by the Detroit Retail Druggists Association. Of the 113 new members, eighty-four are from Detroit and of the entire membership of 1,010, 438 are from Detroit. If the writer were to check off the number that were fully paid, the result would be still more startling. This is excellent work on the part of the Detroit Association and our thanks are due to them. In the program you will note that there are druggists' associations springing up all over the State. If we could get them to take the message home to include their State dues with their local dues, as the Detroit Association does, we would have a very much different report for the next annual meeting. Better still, if our Association could endorse the Executive Committee holding a joint meeting with delegates from each of these local associations with druggists from such other cities and towns as choose to send them, with the idea of amalgamating all these smaller organizations into one body, such as the physicians and dentists have, at the earliest possible time, we could present a very formidable organization in a short time.

A further result of the study of the membership list will show that the smaller places are rapidly losing any membership at all. The druggist at the cross-roads for some reason or other has not familiarized himself with the needs of his Association and must have something done to show him the necessity of protecting himself for emergencies. When he does this he

will see the necessity of his membership. This is a startling state of affairs, as he receives the Journal of the M. S. P. A. and D. R. D. A. regularly, keeping him in touch with the Association which stands ready to assist him. The Secretary brought this to your attention at the last annual meeting and the case has not improved since then.

The growth of local associations during the past year has been brought about by adverse local conditions arousing the druggists to the necessity of perfecting organizations for their protection, thus illustrating Shakespeare's "blessing of adversity." Would it not be better for them to merge into a perfect union before the "blessings of adversity" showered upon them are so heavy that could not find the jewel in the toad's head?

The writer would indeed be ungrateful if he failed to extend his thanks to the President, Vice-President and the members of the various committees for their prompt response and co-operation. When the need arose, these men have been willing to leave their business for the welfare of their Association at a minute's notice. Upon such self sacrifice is built the welfare of your organization. The Michigan Pharmaceutical Travelers' Association has been at hand whenever called upon and to them I wish to extend my thanks.

The Genesee County Retail Druggists Association has worked hard in order to make this program an eventful one. I hope you and your party will enjoy the program and profit by the addresses here, but I do trust that you will realize that the history of your Association is being made in the session room. It is a duty that you owe to yourself to attend each session and be on time. Tardiness will delay the sessions and is not fair to those who are prompt. While I realize that many acquaintances are renewed from year to year at the annual convention and that many pleasant memories result from these friendships, during business hours. You should bring your fellow pill-roller in here.

Another message of thanks is due to members themselves. Never are the druggists of the State called upon to act but their response is loyal. They are true to themselves and this response is a great help to the Secretary. Louis V. Middleton, Sec'y.

#### No Floods in Northwestern Michigan.

Onaway, June 3—The First Free Methodist Church of Onaway has purchased the old city hall, on First street, moved it to a new location and remodeled it into a church. The society has filed its articles of incorporation with the State.

We have been free from floods this year. The Onaway Electric Light and Power Co. has completed the flood gates on the dam at Tower, so that they are confident of safety in the future. The cottages at the State Park and all around Black Lake have suffered no damage this year from high water, as in previous years, owing to the changes made at the locks on the Lower Black River. Last year trees around the lake were uprooted, caused by the crushing ice and high water, buildings had to be moved and docks repaired. When Nature is interfered with we must pay the penalty. Man is not satisfied with the way the world was created. He must remodel

it to suit his needs; and after man gets through with it the old world wont know itself at all. Rivers are being dammed or their courses changed. Lake Michigan has already changed its current towards the South through the Chicago canal, bringing the cold Superior waters with it and it is claimed affecting the climate along our Western shore. Should the great lakes waterway to the sea project materialize, who can tell what that may result in? But industry demands it nevertheless. North and South America have become separated and Michigan may yet become an island instead of a peninsula by a direct waterway across the lower part of the State. There is insufficient room on the surface of the earth now, but roads must be built under ground as well as under rivers. After the earth becomes honeycombed and the air so filled with traffic that room will be at a premium, perhaps Mars will come to our relief and the prophecies of Jules Verne be fulfilled as in "Twenty thousand leagues under the Sea." At the rate things are moving, it wont be long. Squire Signal.

Senator Carter Glass shows his high spirit when he declares that if he were President and the Bonus bill were passed over his veto he would resign. But the Senator should think again. There was once a young soldier who, to impress others with his courage, unnecessarily exposed himself, calling from the grizzled corporal the sharp reprimand: "Young man, there is no soldier so useless to an army as a dead soldier." An honest man, elected to the high office of President of the United States, who ran away the first time Congress disagreed with him would be as valueless to the state as the veriest coward who ever achieved office. Still, the Senator is on safe ground. He loses nothing by resigning an office he doesn't have.



Little  
Van Dam

# Fieglers

## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

THERE IS MONEY  
FOR YOU IN

# Straub

5c. and 10c. Bars.

TRY

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

STRAUB CANDY COMPANY  
Traverse City, Mich.  
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**Walker**  
MUSKEGON  
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Makes  
Good  
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BITTER SWEETS

## The New Arnold No. 15 AUTOMATIC MIXER

The New High Speed Drink Mixer. Every Soda Fountain or place where drinks are mixed should have two or more.

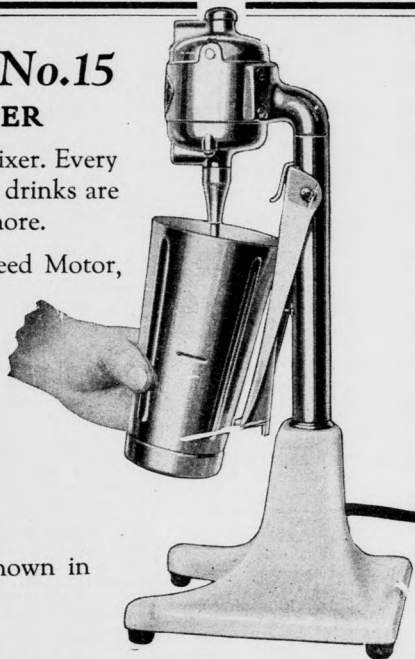
Triple Nickel Finish High Speed Motor, White Porcelain Base. Has the most powerful, self-starting universal motor that operates on 100-125 volts A C or D C, 25 to 60 cycles.

Better Send Your Order In Today at

**Only \$23.50 Each**

With container No. 42 as shown in picture free with each mixer.

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Please send me by  
Express, Parcel Post, Next Order  
1 Only Arnold Mixer No. 15 at \$23.50 Each.

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City \_\_\_\_\_ State \_\_\_\_\_

**HAZELTINE & PERKINS DRUG CO.**  
Manistee MICHIGAN Grand Rapids

## WHOLESALE DRUG PRICE CURRENT

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

Acids			Lavender Flow			Cinchona		
Boric (Powd.)	15 @	25	Lavender Gar'n	85@1	20	Colchicum		@2 10
Boric (Xtal)	15 @	25	Lemon	1 50@1	75	Cubebs		@1 80
Carbolic	44 @	51	Linseed bld, less	@1	22	Digitalis		@3 00
Citric	59 @	70	Linseed bld, less	1 09@1	02	Gentian		@1 80
Muriatic	3 1/2 @	8	Linseed, raw, bbl.	@1	00	Ginger, D. S.		@1 35
Nitric	9 @	15	Linseed, ra. less	1 07@1	20	Guaialc		@1 80
Oxalic	20 1/2 @	30	Mustard, artifil. oz.	@	65	Guaialc, Ammon.		@2 20
Sulphuric	3 1/2 @	8	Neatsfoot	1 35@1	50	Iodine		@2 00
Tartaric	40 @	50	Olive, pure	3 75@4	50	Iodine, Colorless		@ 95
Ammonia			Olive, Malaga, yellow			Iron, Clo.		
Water, 26 deg.	10 @	18	Olive, Malaga, green	2 75@3	00	Kino		@1 35
Water, 18 deg.	8 1/2 @	13	Orange, Sweet	4 50@4	75	Myrrh		@1 40
Water, 14 deg.	6 1/2 @	12	Organum, pure	@	2 50	Nux Vomica		@2 50
Carbonate	20 @	25	Organum, com'l	1 00@1	20	Opium		@1 55
Chloride (Gran.)	10 1/2 @	20	Pennyroyal	3 00@3	25	Opium, Camp.		@3 50
Balsams			Peppermint			Opium, Deodorz'd		
Copaiba	60@1	00	Rose, pure	10 50@10	90	Rhubarb		@1 70
Fir (Canada)	2 55@2	80	Rosemary Flows	1 25@1	50	Paints.		
Fir (Oregon)	65@1	00	Sandalwood, E.			Lead, red dry	15@15 1/2	
Peru	3 00@3	25	I.	10 50@10	75	Lead, white dry	15@15 1/2	
Tolu	3 00@3	25	Sassafras, true	2 75@3	00	Lead, white oil	15@15 1/2	
Barks			Sassafras, arti'l			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)	@	55	Spearment	4 00@4	25	Red Venet'n Eng.	4 @	8
Soap Cut (powd.)	30c	25	Sperm	1 80@2	05	Putty	5 @	8
Berries			Tansy			Whiting, bbl.	@	4 1/2
Cubeb	@1	25	Tar, USP	50 @	65	Whiting	5 1/2 @	10
Fish	25 @	30	Turpentine, bbl.	@	97 1/4	L. H. P. Prep.	2 80@3	00
Juniper	7 @	15	Turpentine, less	1 04@1	17	Rogers Prep.	2 80@3	00
Prickly Ash	@	30	Wintergreen, leaf	6 00@6	25	Miscellaneous		
Extracts			Wintergreen, sweet birch			Acetanalid	42 1/2 @	50
Licorice	60 @	65	Wintergreen, art.	80@1	20	Alum	08 @	12
Licorice powd.	70 @	80	Wormseed	9 00@9	25	Alum. powd. and ground	09 @	15
Flowers			Wormwood			Bismuth, Subnitrate	3 92@4	12
Arnica	25 @	30	Potassium			Borax xtal or powdered	07 @	13
Chamomile (Ger.)	25 @	30	Bicarbonate	35 @	40	Cantharades, po.	2 00@3	00
Chamomile Rom.	1 75		Bichromate	15 @	25	Calomel	1 74@1	94
Gums			Bromide	50 @	65	Capsicum, pow'd	48 @	55
Acacia, 1st	50 @	55	Bromide	54 @	71	Carmine	6 00@6	60
Acacia, 2nd	45 @	50	Chlorate, gran'd	23 @	30	Cassia Buds	25 @	30
Acacia, Sorts	22 @	30	Chlorate, powd.			Cloves	50 @	55
Acacia, Powdered	35 @	40	or Xtal	16 @	25	Chalk Prepared	14 @	16
Aloes (Barb Pow)	25 @	35	Cyanide	30 @	50	Chloroform	57 @	67
Aloes (Cape Pow)	25 @	35	Iodide	46 @4	62	Chloral Hydrate	1 35@1	85
Aloes (Soc. Pow.)	65 @	70	Permanganate	30 @	40	Cocaine	10 60@11	25
Asafoetida	65 @	75	Prussiate, yellow	65 @	75	Cocoa Butter	55 @	75
Pow.	1 00@1	25	Prussiate, red	@1	00	Corks, list, less	40 @50	50
Camphor	1 20@1	30	Sulphate	35 @	40	Copperas	23 @	10
Guaiaac	@	60	Roots			Copperas, Powd.	4 @	10
Guaiaac, pow'd	@	75	Alkanet	25 @	30	Corrosive Sublim	1 43@1	64
Kino	@	85	Blood, powdered	35 @	40	Cream Tartar	30 @	35
Kino, powdered	@	90	Calamus	35 @	60	Cuttle bone	40 @	50
Myrrh	@	0	Elecampane, pwd	25 @	30	Dextrine	5 @	15
Myrrh, powdered	@	75	Gentian, powd.	20 @	30	Dover's Powder	3 50@4	00
Opium, powd.	15 15@15	42	Ginger, African, powdered	30 @	35	Emery, All Nos.	10 @	15
Opium, gran.	15 15@15	42	Ginger, Jamaica	60 @	65	Emery, Powdered	8 @	10
Shellac	90 @1	00	Ginger, Jamaica, powdered	55 @	60	Epsom Salts, bbls.	@	3
Shellac Bleached	1 00@1	10	Goldenseal, pow.	5 50@6	00	Epsom Salts, less 3 1/2 @	@	10
Tragacanth, pow.	@1	75	Ipecac, powd.	@3	75	Ergot, powdered	@	75
Tragacanth	1 75@2	25	Licorice	35 @	40	Flake, White	15 @	20
Turpentine	@	25	Licorice, powd.	20 @	30	Formaldehyde, lb.	15 @	30
Insecticides			Orris, powdered	30 @	40	Gelatin	1 25@1	50
Arsenic	20 @	30	Poke, powdered	35 @	40	Glassware, less	55 %.	
Blue Vitriol, bbl.	@	07	Rhubarb, powd.	85 @1	00	Glassware, full case	60 %.	
Blue Vitriol, less	8 1/2 @	15	Rosinwood, powd.	@	40	Glauber Salts, bbl.	@	03 1/2
Bordeaux Mix Dry	14 @	29	Sarsaparilla, Hond.	@	1 00	Glauber Salts less	04 @	10
Hellebore, White	20 @	30	ground	@	1 00	Glue, Brown	21 @	30
powdered	20 @	30	Sarsaparilla, Mexican, ground	@	60	Glue, Brown Gro	15 @	20
Insect Powder	80 @	90	Squills	35 @	40	Glue, white	27 1/2 @	35
Lead Arsenate Po.	26 @	35	Squills, powdered	60 @	70	Glycerine	23 1/2 @	45
Lime and Sulphur	8 1/2 @	24	Tumeric, powd.	17 @	25	Hops	65 @	75
Dry	8 1/2 @	24	Valerian, powd.	40 @	50	Iodine	6 15@6	55
Paris Green	32 @	48	Seeds			Iodoform	8 00@8	30
Leaves			Anise	@	35	Lead Acetate	18 @	25
Buchu	1 35@1	50	Anise, powdered	35 @	40	Lycopodium	50 @	60
Buchu, powdered	@1	50	Bird, Is	13 @	17	Mace	@	80
Sage, Bulk	25 @	30	Canary	10 @	15	Mace, powdered	95 @1	00
Sage, 1/4 loose	@	40	Caraway, Po.	50 @	50	Menthol	13 00@19	00
Sage, powdered	@	35	Cardamon	@2	75	Morphine	10 58@11	33
Senna, Alex.	75 @	80	Celery, powd.	55 @5	50	Nux Vomica	@	30
Senna, Tinn.	30 @	35	Coriander pow.	35 @27	30	Nux Vomica, pow.	17 @	25
Senna, Tinn. pow.	25 @	35	Dill	12 1/2 @	20	Pepper black pow.	32 @	35
Uva Ursi	20 @	25	Fennell	25 @	40	Pepper, White	40 @	45
Oils			Flax	07 1/2 @	12	Pitch, Burgundry	10 @	15
Almonds, Bitter, true	7 50@7	75	Flax, ground	07 1/2 @	12	Quassia	12 @	15
Almonds, Bitter, artificial	4 00@4	25	Foenugreek pow.	15 @	25	Quinine	72 @1	33
Almonds, Sweet, true	80 @1	20	Hemp	8 @	15	Rochelle Salts	28 @	35
Almonds, Sweet, imitation	60 @1	00	Lobelia, powd.	@1	25	Saccharine	@	30
Amber, erude	1 50@1	75	Mustard, yellow	15 @	25	Salt Peter	11 @	22
Amber, rectified	2 00@2	25	Mustard, black	15 @	20	Selditz Mixture	30 @	40
Anise	1 00@1	25	Poppy	22 @	25	Soap, green	15 @	30
Bergamont	5 75@6	00	Quince	1 75@2	00	Soap mott cast.	22 1/2 @	25
Cajeput	1 50@1	75	Rape	15 @	20	Soap, white castile case	@10	80
Cassia	4 00@4	25	Sabadilla	23 @	30	less, per bar	@1	30
Castor	1 80@2	05	Sunflower	11 1/2 @	15	Soda Ash	3 1/2 @	10
Cedar Leaf	1 75@2	00	Worm, American	30 @	40	Soda Bicarbonate	3 1/2 @	10
Citronella	1 50@1	75	Worm, Levant	6 50		Soda, Sal	03 @	08
Cloves	3 00@3	25	Tinctures			Spirits Camphor	@1	35
Cocaoan	25 @	35	Aconite	@1	80	Sulphur, roll	3 1/2 @	10
Cod Liver	1 35@1	45	Aloes	@1	45	Sulphur, Subl.	04 @	10
Croton	2 00@2	25	Arnica	@1	10	Tamarinds	20 @	25
Cotton Seed	1 40@1	60	Asafoetida	@2	40	Tartar Emetic	70 @	75
Cubebs	8 50@8	75	Belladonna	@1	35	Turpentine, Ven.	50 @	75
Eigerson	3 00@3	25	Benzoin	@2	10	Vanilla Ex. pure	1 75@2	25
Eucalyptus	1 25@1	50	Benzoin Comp'd	@2	65	Witch Hazel	1 46@2	05
Hemlock, pure	2 00@2	25	Buchu	@2	55	Zinc Sulphate	06 @	15
Juniper Berries	2 25@2	50	Cantharadial	@2	85			
Juniper Wood	1 50@1	75	Capsicum	@2	20			
Lard, extra	1 35@1	45	Catechu	@1	75			
Lard, No. 1	1 25@1	35						

# GROCERY PRICE CURRENT

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

## ADVANCED

Sweet Pickles

## DECLINED

Canned Apples  
Beechnut Bacon

### 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 BRANDS.



Mints, all flavors	60
Gum	70
Fruit Drops	70
Caramels	70
Sliced bacon, large	3 60
Sliced bacon, medium	3 25
Sliced beef, large	5 10
Sliced beef, medium	2 80
Grape Jelly, large	4 50
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
Prepared Spaghetti	1 40
Baked beans, 16 oz.	1 40

### BLUING

Original

condensed Pearl

Crown Capped

4 doz., 10c dz. 85

3 dz. 15c, dz. 1 25

Cracked Wheat, 24-2	3 85
Cream of Wheat	6 90
Pillsbury's Best Cerl	2 20
Quaker Puffed Rice	5 60
Quaker Puffed Wheat	4 30
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

Vita Wheat, 12s

Post's Brands.

Grape-Nuts, 24s

Grape-Nuts, 100s

Postum Cereal, 12s

Post Toasties, 36s

Post Toasties, 24s

Post's Bran, 24s

BROOMS

Parlor Pride, doz.

Standard Parlor, 23 lb.

Fancy Parlor, 23 lb.

Ex. Fancy Parlor 25 lb.

Ex. Fcy. Parlor 26 lb.

Toy

Whisk, No. 3

BRUSHES

Solid Back, 8 in.

Solid Back, 1 in.

Pointed Ends

Shaker

No. 50

Peerless

Stove

Shoe

No. 4-0

No. 20

BUTTER COLOR

Dandelion,

Nedrow, 3 oz., doz.

CANDLES

Electric Light, 40 lbs.

Plumber, 40 lbs.

Paraffine, 6s

Paraffine, 12s

Wickling

Tudor, 6s, per box

CANNED FRUIT.

Apples, 3 lb. Standard

Apples, No. 10

Apple Sauce, No. 2

Apricots, No. 1

Apricots, No. 2

Apricots, No. 2 1/2

Apricots, No. 10

Apricots, No. 10

Blueberries, No. 10

Blueberries, No. 10

Blueberries, No. 10

Cherries, No. 2

Cherries, No. 2 1/2

Cherries, No. 10

Cherries, No. 10

Loganberries, No. 2

Peaches, No. 1

Peaches, No. 1

Peaches, No. 2

Peaches, No. 2 1/2

Peaches, 2 1/2 Cal.

Peaches, 10, Mich

Pineapple, 1, sliced

Pineapple, 2, sl.

Pineapple, 2, br sl.

Pineapple, 2 1/2, sl.

Pineapple, 2, cru.

Pineapple, 10 cru.

Pears, No. 2

Pears, No. 2 1/2

Plums, No. 2

Plums, No. 2 1/2

Raspberries No. 2, blk

Raspb's, Red, No. 10

Raspb's, Black

No. 10

Rhubarb, No. 10

CANNED FISH.

Clam Ch'der, 10 1/2 oz.

Clam Ch., No. 3

Clams, Steamed, No. 1

Clams, Minc'd, No. 1

Finnan Haddie, 10 oz.

Clam Bouillon, 7 oz.

Chicken Haddie, No. 1

Fish Flakes, small

Cod Fish Cake, 10 oz.

Cove Oysters, 5 oz.

Lobster, No. 1/4

Shrimp, 1, wet

Sard's, 1/4 Oil, ky

Sardines, 1/4 Oil, k'less

Sardines, 1/4 Smoked

Salmon, Warrens,

Salmon, Red Alaska

Salmon, Med. Alaska

Salmon, Pink Alaska

Sardines, Im. 1/4, ea.

Sardines, Im. 1/2, ea.

Sardines, Cal. 1/4, ea.

Tuna, 1/2, Albocore

Tuna, 1/4, Curtis, doz.

Tuna, 1/2, Curtis, doz.

Tuna, 1s, Curtis, doz.

CANNED MEAT.

Bacon, Med. Beechnut

Bacon, Lge. Beechnut

Beef, No. 1, Corned

Beef, No. 1, Roast

Beef, No. 2 1/2, Eagle sli

Beef, No. 1/2, Qua. sli

Beef, 5 oz., Qua., sli

Beef, No. 1, B'nut, sli

### Beefsteak & Onions

Chili Con Ca., 1s

Deviled Ham, 1/4s

Deviled Ham, 1/2s

Hamburg Steak &amp; Onions, No. 1

Potted Beef, 4 oz.

Potted Meat, 1/4 Libby

Potted Meat, 1/2 Libby

Potted Meat, 1/2 Rose

Potted Ham, Gen. 1/4

Vienna Saus., No. 1

Veal Loaf, Medium

Baked Beans

Campbells

Climatic Gem, 18 oz.

Fremont, No. 2

Snider, No. 1

Snider, No. 2

Van Camp, small

Van Camp, Med.

CANNED VEGETABLES.

Asparagus.

No. 1, Green tips

No. 2 1/2, Lge. Green

W. Bean, cut

W. Beans, 10

Green Beans, 2s

Gr. Beans, 10s

L. Beans, 2 gr.

Lima Beans, 2s, Soaked

Red Kid. No. 2

Beets, No. 2, wh.

Beets, No. 2, cut

Beets, No. 3, cut

Corn, No. 2, Ex stan

Corn, No. 2, Fan.

Corn, No. 2, Fy. glass

Corn, No. 10

Hominy, No. 3

Okra, No. 2, whole

Okra, No. 2, cut

Dehydrated Veg. Soup

Dehydrated Potatoes, lb

Mushrooms, Hotels

Mushrooms, Choice

Mushrooms, Sur Extra

Peas, No. 2, E. J.

Peas, No. 2, Sift.

June

Peas, No. 2, Ex. Sift.

E. J.

Peas, Ex. Fine, French

Pumpkin, No. 3

Pumpkin, No. 10

Pimientos, 1/4, each

Pimientos, 1/2, each

Sw't Potatoes, No. 2 1/2

Saurkraut, No. 3

Succotash, No. 2

Succotash, No. 2

Spinach, No. 1

Spinach, No. 2

Spinach, No. 3

Spinach, No. 10

Tomatoes, No. 2

Tomatoes, No. 3

Tomatoes, No. 2

Tomatoes, No. 10

CATSUP.

E-nut, Small

Lilly Valley, 14 oz.

Libby, 14 oz.

Libby, 8 oz.

Lilly Valley, 1/4 pint

Paramount, 24, 8s

Paramount, 24, 16s

Paramount, 6, 10s

Sniders, 8 oz.

Sniders, 16 oz.

Royal Red, 10 oz.

CHILI SAUCE

Snider, 16 oz.

Sniders, 8 oz.

Lilly Valley, 8 oz.

Lilly Valley, 14 oz.

OYSTER COCKTAIL.

Sniders, 16 oz.

Sniders, 8 oz.

CHEESE

Roquefort

Kraft Small tins

Kraft American

Chili, small tins

Pimento, small tins

Roquefort, small tins

Camembert, small tins

Wisconsin Old

Wisconsin Old

Wisconsin New

Longhorn

Michigan Full Cream

New York Full Cream

Sap Sago

### CHEWING GUM.

Adams Black Jack

Adams Bloodberry

Adams Dentyne

Adams Calif. Fruit

Adams Sen Sen

Beeman's Pepsin

Beechnut

Doublemint

Juicy Fruit

Peppermint, Wrigleys

Spearmint, Wrigleys

Wrigley's P-K

Zeno

Teaberry

CHOCOLATE.

Baker, Caracas, 1/4s

Baker, Caracas, 1/2s

Hersheys, Premium, 1/4s

Hersheys, Premium, 1/2s

Runkle, Premium, 1/4s

Runkle, Premium, 1/2s

Vienna Sweet, 24s

COCOA.

Bunte, 1/4s

Bunte, 1/2 lb.

Bunte, lb.

Droste's Dutch, 1 lb.

Droste's Dutch, 1/2 lb.

Droste's Dutch, 1/4 lb.

Hersheys, 1/4s

Hersheys, 1/2s

Huyler

Lowney, 1/4s

Lowney, 1/2s

Lowney, 5 lb. cans

Runkles, 1/4s

Runkles, 1/2s

Van Houten, 1/4s

Van Houten, 1/2s

COCOANUT.

1/4s, 5 lb. case Dunham

1/4s, 5 lb. case

1/4s &amp; 1/2s 15 lb. case

Bulk, barrels shredded

48 2 oz. pkgs., per case

48 4 oz. pkgs., per case

CLOTHES LINE.

Hemp, 50 ft.

Twisted Cotton, 50 ft.

## 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	4 00
Imitation, 30 lb. pails	1 90
Pure 7 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	2 10

## JELLY GLASSES

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

## OLEOMARGARINE

Kent Storage Brands.	
Good Luck, 1 lb.	25 1/2
Good Luck, 2 lb.	25
Good Luck, solid	24
Gilt Edge, 1 lb.	25 1/2
Gilt Edge, 2 lb.	25
Delucia, 1 lb.	22
Delucia, 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 lb. 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 cs.	6 05
No. 1 1/2, 36 cans to cs.	5 00
Green Brer Rabbit	
No. 10, 6 cans to case	4 20
No. 5, 12 cans to case	4 45
No. 2 1/2, 24 cans to cs.	4 70
No. 1 1/2, 36 cans to cs.	4 00
Aunt Dinah Brand.	
No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 25
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00
New Orleans	
Fancy Open Kettle	63
Choice	52
Fair	32
Half barrels 5c extra	
Molasses in Cans.	
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	4 65
NUTS.	
Whole	
Almonds, Terregona	20
Brazil, New	13
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	09 1/2
Peanuts, Vir. roasted	11
Peanuts, Jumbo, raw	12
Peanuts, Jumbo, rst	13
Pecans, 3 star	23
Pecans, Jumbo	24
Walnuts, Naples	22
Salted Peanuts.	
Fancy, No. 1	17
Jumbo	23
Shelled.	
Almonds, Spanish,	48
125 lb. bags	16
Filberts	32
Pecans	90
Walnuts	60
OLIVES.	
Bulk, 2 gal. keg	3 20
Bulk, 3 gal. keg	4 65
Bulk, 5 gal. keg	7 50
Quar, Jtars, dozen	5 00

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
20 oz. Jar, Pl. doz.	4 25
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@4 75
20 oz. Jar, stuffed dz.	7 00

## PEANUT BUTTER.



Bel Car-Mo Brand	
8 oz., 2 doz. in case	
24 1 lb. pails	25
12 2 lb. pails	24
5 lb. pails 6 in crate	25 1/2
14 lb. pails	25
25 lb. pails	22
50 lb. tins	21 1/2

## PETROLEUM PRODUCTS

Iron Barrels	
Perfection Kerosene	13.1
Red Crown Gasoline	
Tank Wagon	18.7
Gas Machine Gasoline	37.2
V. M. & P. Naphtha	21.6
Capitol Cylinder	42.2
Atlantic Red Engine	23.2
Winter Black	13.2



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 25
Half bbls., 600 count	10 50
10 gallon kegs	9 50
Sweet Small	
30 gallon, 3000	43 00
5 gallon, 500	8 40
Dill Pickles.	
600 Size, 15 gal.	12 00
PIPES	
Cob, 3 doz. in bx.	1 00@1 20
PLAYING CARDS	
Broadway, per doz.	2 75
Blue Ribbon	4 00
Bicycle	4 50
POTASH	
Babbitt's 2 doz.	2 75
FRESH MEATS	
Beef.	
Top Steers & Heif.	17@18
Good Steers & Heif.	16@17
Med. Steers & Heif.	14@15
Com. Steers & H'f.	12@13
Cows.	
Top	13 1/2
Good	12
Medium	10
Common	09
Veal.	
Top	14 1/2
Good	13
Medium	11
Lamb.	
Good	32
Medium	30
Poor	22
Mutton.	
Good	18
Medium	15
Poor	10
Pork.	
Heavy hogs	09
Medium hogs	10
Light hogs	10
Loins	18
Butts	15
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
Lard	
Pure in tierces	12 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 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	13

## 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 Bolled	
Hams	30 @32
Boiled Hams	34 @37
Minced Hams	14 @15
Bacon	18 @30
Beef	
Boneless	23 00@24 00
Rump, new	23 00@24 00
Mince Meat.	
Condensed No. 1 car.	2 00
Condensed Bakers brick	3 00
Moist in glass	8 00
Pig's Feet	
1/2 bbls.	2 15
1/4 bbls., 35 lbs.	4 00
1/2 bbls.	7 00
1 bbl.	14 15
Tripe.	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
7/8 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 Blue Rose	7 1/4@7 1/2
Fancy Head	7 1/2@8 1/4
Broken	3 1/2

## ROLLED OATS

Steel Cut, 100 lb. sks.	3 50
Silver Flake, 12 Fam.	2 35
Quaker, 18 Regular	1 85
Quaker, 12s Family N	2 75
Mothers, 12s, Ill'num	3 25
Silver Flake, 13 Reg.	1 45
Sacks, 90 lb. Jute	2 90
Sacks, 90 lb. Cotton	3 00

## RUSKS.

Holland Rusk' Co.	
Brand	
36 roll packages	4 25
18 roll packages	2 15
36 carton packages	4 75
18 carton packages	2 40

## SALERATUS

Arm and Hammer	3 75
SAL SODA	
Granulated, bbls.	2 00
Granulated, 100 lbs. cs	2 25
Granulated, 36 2 1/2 lb.	
packages	2 50

## COD FISH

Middles	15 1/2
Tablets, 1 lb. Pure	19 1/2
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	95
Boned, 10 lb. boxes	27

## Lake Herring

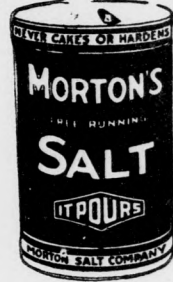
1/2 bbl., 100 lbs.	6 50
Mackerel	
Tubs, 100 lb. fncy fat	24 50
Tubs, 60 count	5 75
White Fish	
Med. Fancy, 100 lb.	13 00
SHOE BLACKENING.	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

## STOVE POLISH.

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.

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
Iodized, 24, 2 lbs.	3 00



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:	
AA-Butter	4 20
Plain 50-lb. blks.	4 20
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

Am. Family, 100 box	6 00
Export, 120 box	4 90
Flake White, 100 box	4 40
Fels Napha, 700 box	5 50
Grdma White Na. 100s	4 50
Rub No More White	
Naptha, 100 box	5 00
Swift Classic, 100 box	4 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Octagon	5 95
Pummo, 100 box	4 85
Sweetheart, 100 box	6 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 lge.	3 45
Quaker Hardwater	
Cocoa, 72s, box	2 70
Fairbank Tar, 100 bx	4 00
Trilby Soap, 100, 10c,	
10 cakes free	8 00
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

## Proctor &amp; Gamble.

5 box lots, assorted	
Ivory, 100, 6 oz.	6 50
Ivory, 100, 10 oz.	10 85
Ivory, 50, 10 oz.	5 50
Ivory Soap Flks., 100s	8 00
Ivory Soap Flks., 50s	4 10

## CLEANSERS.

KITCHEN KLENZER	
80 can cases, \$4.80 per case	

## WASHING POWDERS.

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



Miracle C., 12 oz., 1 dz	2 25
Old Dutch Clean, 4 dz	3 40
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	5 75
Rub No More, 100, 10	
oz.	3 85
Rub No More, 18 Lg.	4 00
Spotless Cleanser, 48,	
20 oz.	3 85
Sani Flush, 1 doz.	2 25
Sapoline, 3 doz.	3 15
Sapoline, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 80
Speedee, 3 doz.	7 20
Sunbrite, 72 doz.	4 00
Wyandotte, 48	4 75

## SPICES.

Whole Spices.	
Allspice, Jamaica	@13
Cloves, Zanzibar	@40
Cassia, Canton	@25

### Visiting the Tombs of Ancient Egyptian Kings.

Cairo, April 24—Leaving Bombay it is four days to Aden, the entrance to the Red Sea, four days through the Red Sea to Suez, passing through the port at which pilgrims who go to Mecca get off. We passed Mt. Sinai on our starboard side, but the weather was too hazy to see it. The passengers were all enquiring where Moses crossed, but one guess seemed to be as good as another, for no one could tell exactly where it was.

Only when we were within ten miles of Suez could we see any reason for calling it the Red Sea, but the shore line ten miles out from Suez is red sandstone, so that seemed to be the answer.

The Suez canal, commencing at Suez, is eighty miles long to the North entrance, Port Said, and took the Laconia sixteen hours to go through. That we would have more time in Cairo and to save the \$5 per person toll through the Canal, we took the train at Suez for a four hour ride to Cairo through the delta of the Nile.

At Cairo the passengers were booked at the Shepherds and Continental hotels. We were given a motor ride around the city, visiting the museum, where we saw many articles taken from King Tut's tomb and the mummies of the Rameses and many other wonderful things too numerous to mention. Then to the mosques and a drive around the city. It has fine streets, good buildings and the Nile running through the center of the city is filled with house boats along both shores.

Two hundred of us on two special trains, with corridor sleepers and dining car, left for Luxor, 450 miles, arriving there in the morning. We took donkeys for a ride of six miles to the tombs of the kings. They are wonderful. There is a hill or small mountain range about 300 feet high. In this mountain the ancient rulers of Egypt built their tombs and for fear their successors would dig them up and destroy their tombs, the utmost ingenuity was used in their construction. They dug into the mountain for several thousand feet, then dug a big room which is painted and carved with figures of their particular god and a fine stone coffin; then to mislead any one trying to find the tomb, they sealed this up and built two or three other tombs, so that excavators, even after finding the lead to the tomb, sometimes have to dig by sounding the side walls until they finally locate the real king.

We were in the tombs of Rameses the 2nd and Seti I. The entrance is about eight feet square. You go in for 500 feet, then down about 100 steps, then on for another 400 feet and down another eighty or 100 steps and there is the big room with the paintings, almost as distinct as when they were made, thousands of years ago. I don't know how many years they were digging to find Tut's tomb, but some of the things they found in it were more wonderful than in any of the others. Owing to the trouble between the Egyptian government and the executors of the estate of the party making the excavation it is sealed up for the present and all we could see was a hole in the hillside.

The Temple of Luxor and Temple of Karnak are both at Thebes, so that Thebes, Karnak, Luxor and the Tombs of the Kings are all at the same station. The Temple of Karnak in the town is not very wonderful, but the Temple of Luxor, about three miles out, is wonderful in its immensity. Formerly it had four avenues, North, East, South and West, with large stone lions about twenty feet apart and probably weighing five tons each, but only one of these about a mile long is left. The Temple is a ruin, partly destroyed by earthquake and partly by invaders, but the columns or many of them are still standing.

They are about twenty feet apart, each about eight feet in diameter by sixty feet high, with carved top and the massive walls are of a size to correspond to these columns. Some of the roofs covering the connecting alleyways are still there. These stone, some of them weighing ten tons, are up 100 feet from the ground. There are still two obelisks, 100 feet high by about eight feet square, in one solid stone. There were about eight of them formerly, but they have been given away—one to Paris, one to New York and the others elsewhere. Several carvings of Rameses are twenty feet high. How these immense stones were handled with the primitive methods in use is hard to understand.

The whole territory between Cairo and Luxor is irrigated by trenches from the Nile and there are many of them. Before the Nile was dammed at Assam, it overflowed every spring, but this dam now holds back the flood

waters and lets it out as needed. It rains in January and February, but not for the remainder of the year. The country for 100 miles up from Cairo is, on account of its nearness to Cairo, the best cultivated. Such fields of alfalfa you never saw. It would please a farmer just to look at it. The wheat was getting ripe and the cotton was up about four inches. It was a beautiful sight. The land is level and as far as you could see on both sides of the track it looked like a huge checker board—the green of the alfalfa, the gold of the wheat and the brown of the cotton fields with the large irrigating ditches bisecting them. The country certainly looked prosperous from a farming viewpoint.

The Pyramids and Sphinx are about seven miles out from Cairo and every tourist goes out to see them. The Pyramids, two in number, are four sided, running up to a peak. The stones are so large that to get to the

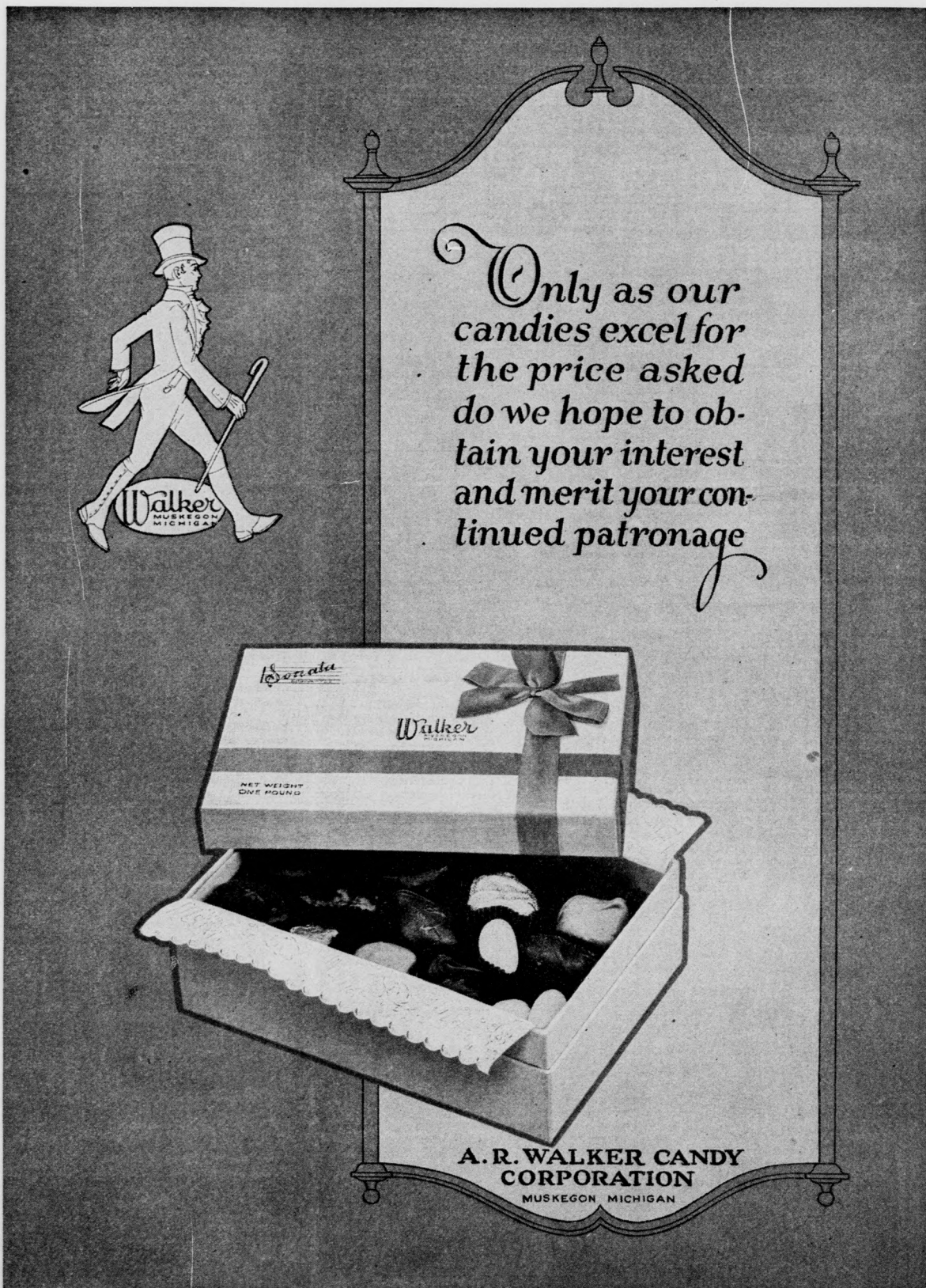
top requires a native to pull you and one to shove. The center, reached by a tunnel, was the tomb of the king and queen. The Sphinx, as you see it in any magazine advertisement, is, of course, wonderful. The camels, of which there are hundreds to ride you around the three or four mile walk, are not comfortable to ride and their owners almost tear you to pieces to get you on their particular camel.

C. C. Follmer.

### Another Tobacco Week Planned.

National Tobacco Week, inaugurated last January, has again been designated for the week of January 19 to 24, 1925, with nation-wide observance planned by every branch of the industry, from growers and manufacturers to retailers.

Be a light, not light.



Only as our  
candies excel for  
the price asked  
do we hope to ob-  
tain your interest  
and merit your con-  
tinued patronage

**A. R. WALKER CANDY  
CORPORATION**  
MUSKEGON MICHIGAN

### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids May 26. On this day were received the schedules in the matter of Mastenbrook & Grove, involuntary Bankrupt No. 2482. The schedules list no assets of any kind, with liabilities of \$30,895. The assets are claimed to have been turned over to a corporation which survives the partnership matter and is also in bankruptcy. The court has written for funds for the first meeting, and upon receipt of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Alden & Judson, Grand Rapids	\$ 75.98
Barclay, Ayres & Bertsch, Grand Rapids	9.14
T. J. Beyne, Grand Rapids	48.35
Bixby Office Supply Co., Grand Rapids	4.25
Briggs Co., Lansing	2,883.57
Brugema & Ludwig, Grand Rapids	429.22
A. J. Egan, Grand Rapids	1,374.50
Foster, Stevens & Co., Grand R.	770.98
Golden & Boter Transfer Co., Grand Rapids	1,872.72
Grande Brick Co., Grand Rapids	485.87
G. R. Forging & Iron Co., Grand Rapids	76.03
G. R. Gravel Co., Grand Rapids	724.15
Herald, Grand Rapids	150.00
G. R. Lumber Co., Grand Rapids	2,506.78
G. R. Marble & Fireplace Co., Grand Rapids	62.11
Press, Grand Rapids	unknown
G. R. Sheet Metal Works, Grand Rapids	189.09
G. R. Steel Supply Co., Grand Rapids	24.51
Grinnell-Row Co., Grand Rapids	unknown
H. Haven, Grand Rapids	41.30
H. Knapp, Grand Rapids	139.20
Knappen, Uhl & Bryant, Grand Rapids	unknown
A. B. Knowlson & Co., Grand Rapids	2,024.02
C. G. Kuennen, Grand Rapids	41.26
Kutsche Hardware Co., Grand Rapids	6.35
Leitelt Iron Works, Grand Rap.	unknown
Lewis Elec. Co., Grand Rapids	25.20
Marquette Lbr. Co., Grand Rapids	1.17
S. A. Mormon & Son, Grand R.	97.55
McKay Lumber Co., Grand Rapids	1,875.59
Patent Scaffolding Co., Chicago	269.00
G. A. Richards Co., Grand Rapids	1,179.12
Roseberry-Henry Electric Co., Grand Rapids	252.05
L. W. Smith, Grand Rapids	10.00
Standard Builders & Supply Co., Grand Rapids	3,014.68
White Printing Co., Grand Rapids	58.00
National Welding Shop, Grand Rapids	17.05

May 28. On this day was held the sale of assets in the matter of Roy L. Druker, as Century Casket Co., Bankrupt No. 2463. The bankrupt was not present or represented. The trustee was not present. Several bidders were present. The stock in trade, fixtures, materials and equipment was sold to Powers & Walker Casket Co. for \$200. An order was made confirming the sale. The matter of the sale of the account was adjourned to May 31. The meeting was then adjourned without date.

May 29. On this day was held the first meeting of creditors in the matter of Robert W. Blair, Bankrupt No. 2488. The bankrupt was present. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date and the case closed and returned as a no asset case.

On this day also was held the first meeting of creditors in the matter of Walter C. Wilcox, Bankrupt No. 2497. The bankrupt was present in person and by attorney. E. Judson Richardson was present for creditors. Dan Youngs was present. Certain creditors were present. Claims were proved and allowed. The bankrupt was sworn and examined before a reporter. Lewis G. Hammond was elected trustee, and the amount of his bond placed at \$500. Appraisers were appointed. The meeting was then adjourned without date.

On this day also were received the adjudication, order of reference and petition in the matter of Powell Electropure Creamery Co., Bankrupt No. 2492. The matter is an involuntary case and comes before Charles B. Blair as referee in bankruptcy. The bankrupt is a corporation of the city of Grand Rapids, doing a business of selling and delivering milk and kindred products within the city. Schedules have been ordered and upon the filing of the same a note of the same and list of creditors will be given.

In the matter of Edward G. Bernholts, Bankrupt No. 2499, the funds for the first meeting have been received and such meeting will be held at the referee's office on June 13.

Marcus Calder, dealer in general merchandise at 118-120 Lincoln avenue, Kalamazoo, renews his subscription to the Tradesman as follows: "It is a pleasure to write a check to cover subscription to the Tradesman."

## GOODRICH STEAMSHIP LINES

### To Chicago

7:35 P.M. Grand Rapids Time  
Sunday, Monday, Wednesday & Friday

### From Chicago

Tues., Thursday & Sat. 7:45 P.M., and  
Mon. Daylight 8:30 A.M., Chicago Time

### FARE \$4.20

Boat Train Leaves Grand Haven  
Electric Station 7:35 P. M.

1 Block East of Hotel Pantlind

Route Your Freight Shipments

### THE GOODRICH WAY

"Operating Steamships Every Day in  
the Year," and

### Grand Haven, Muskegon Electric Ry.

#### OVER NIGHT SERVICE

City Ticket Office

Corner Pearl and Ottawa

With Consolidated Railroad Ticket

Offices

Citz. Phone 64509, Bell Phone M. 554

W. S. NIXON,

General Agent Freight and Passenger

Department

Electric Railway Station

One Block East of Hotel Pantlind

Phones Citz. 65671, Bell Main 671

L. A. GOODRICH,

Traffic Mgr.

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.

Get it at your favorite Book  
Store in 5 and 2½ pound pack-  
ages, size 8½x11.

Meets the writing needs of  
every MAN, WOMAN and  
CHILD in Home, School or  
Business, and it's the biggest  
value for your money. A blotter  
in every package.

**Kalamazoo**  
*Vegetable Parchment Co.*  
**Kalamazoo,**  
*Mich.*

Bell Phone 596 Citz. Phone 61366

**JOHN L. LYNCH SALES CO.**

SPECIAL SALE EXPERTS

Expert Advertising

Expert Merchandising

209-210-211 Murray Bldg.  
GRAND RAPIDS, MICHIGAN

## 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.

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

### CASH For Your Merchandise!

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

FOR SALE—One ten-foot liquid car-  
bonic soda fountain, marble counter and  
back bar. In good condition. BARGAIN.  
Square Drug Co., St. Joseph, Mich. 617

best general stores in Wisconsin, located  
in a thickly settled community; very  
good buildings, including nice home. Our  
stock is as clean as you can find. Will  
sell on \$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 Cas-  
well Block, Milwaukee, Wisconsin. 610

STORE—FOR SALE—TO CONTINUE  
BUSINESS handling shoes, gent's fur-  
nishings, and rubber goods. Clean stock;  
best location; good established business.  
Write Box 151, Wilmington, Ill. 615

For Sale—All tables, counters, shelving,  
plate glass, oak window panels, electric  
and gas fixtures, office fixtures and sup-  
plies, one large safe in good condition,  
gas and water pipe, and all remaining  
fixtures of the C. L. Young & Company's  
store, Benton Harbor, Mich. Open 8 a. m.  
to 8 p. m. D. B. & L. F. Sutherland.  
616

GENERAL STORE—I own one of the  
Position Wanted—Married man, sev-  
eral years experience in grocery and  
hardware, wishes change of location.  
Have cream tester's license. References.  
Address No. 618, c/o Michigan Trades-  
man. 618



*Goodbye*

**TO THE UGLY EYESORE**

The bleak and shabby "tavern" is passing.  
In its place appears the palatial, modern  
hotel. Beauty attracts guests no less than  
comfort and convenience. Modern Mer-  
chants, too, know that handsome stores  
win trade—that beauty has a cash-register  
value. Year by year sales of Wilmarth  
Fixtures steadily increase.

*The Beauty of Wilmarth Fixtures  
is a Business Magnet*

**WILMARTH SHOW CASE CO.**  
Pioneer Manufacturers of Retail Store Equipment

GRAND RAPIDS MICHIGAN

## FAMOUS Bal Tabarin Orchestra Makes Dancing at Ramona Casino A REAL DELIGHT

(Every Night Except Sunday)

These eight skilled musicians are filling a brief  
engagement at Ramona, coming here from  
Chicago where they entertained thousands of  
Sherman Hotel and Trianon Ballroom patrons  
last winter.

**Come Out Tonight and Enjoy Their Music**

## IN THE REALM OF RASCALITY.

### Cheats and Swindles Which Merchants Should Avoid.

The Federal Trade Commission has begun suits against two New York cigar manufacturers, James B. Hall, Jr., Inc., and the Edwin Cigar Co., Inc., charged with selling cigars under false representations as to the quality of the tobacco in them. The Hall concern sold "Hall's Fancy Tales Havana Cigar," "Hall's Resogas Havana Cigar" and "Hall's Panatellas Havana Cigar," none of which were Havana cigars. The Edwin Co. sold "Edwin's Royales Havana Filler Cigar," "Imperial Havana Cigar," "Lord Edwin Havana Cigar" and "Havana Smokers," but none of them were Havana cigars.

The Commission also brought suit against the Louben Furniture Co., the Big G Furniture Warehouse, the Factory-to-You Furniture Store, the Great Eastern Wholesale Furniture Co., the P. & I. Furniture Co. and the Michigan Sample Furniture Co., all of Philadelphia. All are charged with perpetuating the same fraud, viz.: falsely representing themselves to be manufacturers selling direct to consumers. They were also accused of fraudulent representations regarding the quality of their goods.

If you're going to buy a second-hand automobile, look out from whom you buy it! Either go to a dealer who is known to be reputable, or take along the best mechanic you can find and believe what he tells you about a car, no matter how shiny the paint, how new the tires, how peppy the motor and how low the speedometer reading.

So writes Leslie V. Spencer, M. E., in the July issue of Popular Science Monthly, reporting the confessions of a used-car "gyp." There are two kinds of people in the used-car trade, he says—legitimate dealers and gyps. The legitimate dealers require no explanation, but the gyps belong to an entirely different class. The dictionary says a "gyp" means a "swindler or cheat," and in acquiring and selling used cars the gyp aims to give nobody a square deal.

His sole purpose is to turn over a usually worthless article as quickly as possible for the largest possible amount of money. If he can disguise an automobile that's really fit for the junk pile sufficiently to sell it to some unsuspecting person for a couple of thousand dollars, he's put over a "good" deal. That the car stops, never to start again, after going a hundred miles, bothers him not a bit.

The gyp rarely bothers to put a car into good mechanical condition. He knows that the green buyer is likely to be sufficiently impressed by paint and new tires. He fills the gas tank with very volatile gasoline—a high test fuel such as racing drivers sometimes use—overcharges the exhausted battery, puts heavy oil in the transmission case to silence knocks and rattles, and then is ready for a "demonstration."

He stops radiator leaks with flaxseed and "solders" cracked water

jackets or crankcases with putty. The new tires that look so well on the car are really new, but they are of a type that the gyp fraternity knows as "40-mile bolognies." Some go beyond 100 miles, but few last for 100. If the gears be stripped of some of their teeth, the gyp doesn't attempt to make repairs; he merely muffles the clashing gears by filling the transmission with heavy oil and sawdust.

If the platinum points of the timer are worn, the gyp doesn't replace them with platinum, but whittles little chips from a silver coin and hammers these in.

The speedometer of the car a gyp is trying to sell may register a total mileage of only 500. That, however, is no indication that the car has been run only 500 miles, for the blade of a penknife inserted between the numbers on the speedometer dial will quickly reduce the registered mileage of any car. Also, the gyp is not particular where he acquires the cars he offers for sale.

Clinton, June 2—Can you give me advice on the following? A firm in Boston, "Betty Phillips," has twice sent me boxes of seasonal greeting cards which, when opened disclosed a note saying that if I wished to keep the cards I could send them a dollar bill in payment; if desiring not to keep them I could mail them back, and the return postage was inside. Of course after the package is opened many people would rather send the money than go to the trouble of packing up the cards, tying them up and addressing and mailing. This was what I did at Christmas but wrote the firm and told them I disapproved of such business methods, and wanted them never to send me anything I had not requested. At Easter came another package which I have not opened (in order to get the return postage you have to tear the package apart). Now I'm pestered with all sorts of letters from them wanting the money or the package. I have written them to come after the package. I will gladly give it to them or I will turn it over to the sheriff if they so desire and they can obtain it from him. Have written the Boston post office and the authorities there say there is no way to abate such a nuisance. It's a very small matter, but the principle involved is wrong. If they had sent advertising material and then I requested seeing the cards, I wouldn't think anything of it, but it's certainly another one of the pests that we farmers have to worry over.

H. B. D.

The only mistake this subscriber made as we see it, was in paying for the first shipment of cards received. The more people allow themselves to be imposed upon in this way the more they will be. If everyone receiving a package of cards would refuse either to pay for them or return them the annoyance would soon cease. Make a fake scheme unprofitable and it will soon disappear.

Detroit, May 31—Five officials of the Detroit Show Card Co., 507 Gratiot avenue, this city, about which the Better Business Bureau of Detroit received hundreds of enquiries from various sections of the United States, have been held in bonds to the amount of \$45,000 to await the action of the Federal Grand Jury following an examination before J. Stanley Hurd, United States Commissioner.

The offices were raided a month ago by post office inspectors and Federal

authorities, who alleged that the company had perpetrated a \$100,000 mail fraud by inducing people all over the country to take courses in subjects ranging from show card writing to detective training. Those held are:

Peter F. Griffin, Toronto, president of the company, \$15,000 bond; W. Littlefair, Toronto, general manager, \$15,000 bond; William Sherbert, Detroit, an executive official, \$5,000 bond; Maud Masters, Windsor, secretary, \$5,000 bond; Betty Varkle, Detroit, in charge of the detective training bureau of the school, \$5,000 bond.

The arrests were made by Francis Shea, post office inspector of Washington. He stated that the school was found to be making \$100,000 a year and received letters at the rate of 1500 per day from persons in all parts of the country and as far away as Hawaii. He stated that girls from 17 to 25 years old were the "teachers" of the school who sent out form letters to students. The company, it is alleged, advertised to catch the eye of the shut-in and stay-at-home.

The Better Business Bureau of Detroit co-operated with the post office authorities in assembling the contracts, advertising matter, complaints, etc., in the case.

### Death of Esteemed Sales Representative.

Dowagiac, June 3—Bert E. Dunn, 52, salesman in Michigan territory for the Rudy Furnace Co., and respected Dowagiac citizen, died May 10. Death was caused by ulcers of the stomach. Mr. Dunn had grown steadily worse since being operated on April 30. In what proved a vain effort to revive his weakening vitality, a blood transfusion operation was performed Friday, Glenn Ely, of the Rudy Co., giving the blood.

Mr. Dunn was born at Hillsdale, July 6, 1871. He moved to Dowagiac eighteen years ago and was at one time identified with the mercantile establishment of B. L. Dewey & Son. For the last five years he has been sales representative for the Rudy Co.

He is survived by his wife, formerly Miss Clara Hunter; one daughter, a high school student; his mother, Mrs. Elizabeth A. Dunn, aged 93, and a sister, Mrs. Lucy Caswell, who lives on Telegraph street. Three other sisters survive, Mrs. Francis Huff, of Marcellus; Mrs. Ella Doane and Mrs. Martha Hadley, both of California.

Mr. Dunn was a member of the Salesman's Auxiliary of the Michigan Sheet Metal Contractors Association, Michigan Retail Hardware Association and the local Elk lodge.

## 50,000 Automobile Owners

### Favor Howell Automobile Insurance

Because the Company is now starting its 10th Season of Success and has met its claims promptly

The company has an experienced agent or attorney in every county of Lower Michigan which brings its service home to the policy holders. In one year the assets were increased \$190,000.00 and the total assets now equal \$475,000.00.

There are over one hundred mutual companies in Michigan, practically all of the farm property being carried in such companies. The five largest mutual life insurance companies in America—Metropolitan Life, Prudential, New York Life, Equitable Life, and Mutual Life—have total assets of \$4,857,278,861.00, while the five largest stock life insurance companies—Travelers, Aetna, Union Central, Connecticut General and Equitable—have assets of \$805,655,495.00. In other words, the five largest mutuals have six times the amount of assets of the five largest stock companies. In the mutual company the policy holder gets the benefit either of a lower rate or a return dividend. In other words, the policy holder obtains his insurance at cost plus safety.

The company is carrying insurance for the leading state and county officers, business men and farmers.

If not insured, see our local agent or write

### The Citizens' Mutual Automobile Insurance Company

Howell,

Michigan