

MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, JUNE 11, 1924

Number 2125

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The Old Flag Forever!

She's up there--Old Glory--where lightnings are sped;
She dazzles the nations with ripples of red;
And she'll wave for us living, or droop o'er us dead--
The flag of our country forever!

She's up there--Old Glory--how bright the stars stream!
And the stripes like red signals of liberty gleam!
And we dare for her, living, or dream the last dream
'Neath the flag of our country forever!

She's up there--Old Glory--no tyrant-dealt scars,
No blur on her brightness, no stain on her stars!
The brave blood of heroes hath crimsoned her bars--
She's the flag of our country forever!

FRANK L. STANTON



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.



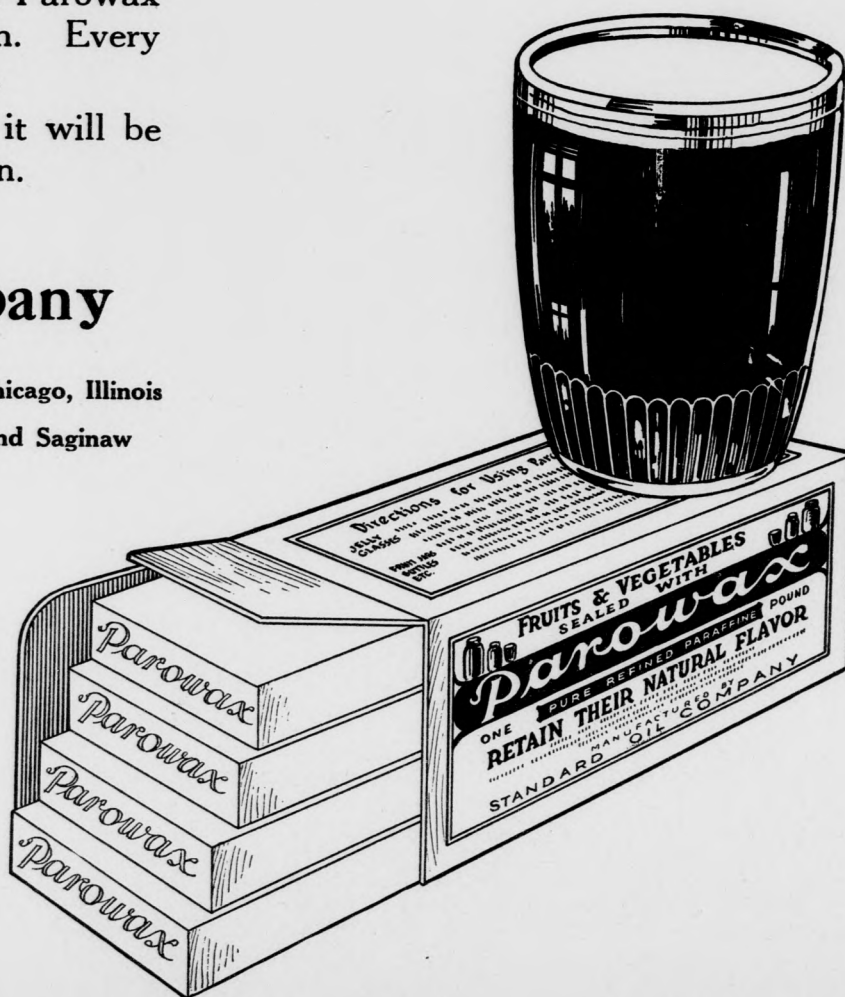
One of these two color counter display cartons is packed in each case of Parowax.

Standard Oil Company (INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



MICHIGAN TRADESMAN

Forty-first Year

GRAND RAPIDS, WEDNESDAY, JUNE 11, 1924

Number 2125

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

D VOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY
Grand Rapids
E. A. STOWE, Editor.

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While the resignation of the Kiyoura government in Japan has no bearing upon the immigration controversy with the United States, the selection of the succeeding Premier may have. So far, the government has been reserved and dignified in its attitude and has decried popular demonstrations against the United States. The leader of the majority party in the Diet, however, is Takaaki Kato, who has in the past exhibited leanings distinctly jingoistic. He is the man who, as Foreign Minister, imposed the notorious "Twenty-one Demands" upon China during the war. During the present critical juncture he has been the advocate of "strong measures" toward America. If he is selected as Premier, as is expected, the going will not be smooth for President Coolidge and Secretary Hughes in their efforts to counteract Japanese resentment. What his "strong measures," if any, will be is uncertain. But he will undoubtedly be in a position to do much harm if the Elder Statesmen and the other powers behind the Japanese throne let him have his way.

The Bolsheviks of Moscow evidently played Ramsay MacDonald for an easy one. And it can scarcely be said that he did not give them an opportunity opening. In recognizing their regime unconditionally, hoping later to impose conditions, he let go the business end of the British big stick. Now it is the Muscovites that are imposing conditions; they will permit MacDonald to get away with his little experiment in diplomacy only for a price. They will compose the differences separating Russia and Britain if the British government will guarantee them a loan. Failure means much to the British labor party, which had told the country to expect big things from its recognition of Moscow. It means much to Ramsay MacDonald, who told the country to expect big things from a contradictory and pacifistic for-

eign policy. But MacDonald either objects to paying the price or is unable to do so. The Bolsheviks undoubtedly are preening themselves on being the cleverest little diplomats ever.

A noted psychoanalyst, Dr. A. A. Brill, divides all men into two classes: Schizoids and syntonics. As might be guessed, the schizoid is a man who is out of harmony with his environment and goes contrary to the life stream of the community, the nation, the world. The syntonic, on the contrary, is the man who is in tune with his surroundings, both animate and inanimate, who goes with the stream. Dr. Brill characterizes Washington, Madison, Jackson, and Wilson as schizoids, and Franklin, Lincoln, Roosevelt, and Harding as syntonics. The classification obviously is much too simple. The character of man is complex. Only an insane person is entirely in disharmony with the world. Moreover, the standard of measurement is rather elusive. What the public wants, for instance, is rather hard to judge, and thousands who spend their lives trying to find out end by admitting that they do not know. Not only is man complex; his environment is also. To measure one complexity by the other is only one of the absurdities encountered in psychoanalysis.

Curiously enough, there has been no concerted attempt to "Americanize"—in the usual acceptance of the term—the American Indians. While we have energetically urged alien peoples coming to the United States to put aside the manners and customs of their fathers and fit themselves for citizenship here, we have always helped the Indians to preserve their aboriginal identity and to live as a race apart from American citizens. Now they have had American citizenship conferred upon them. A select few have in the past been able to vote; now all of them will have that right. Whether they will appreciate the honor at the hands of their forefathers' conquerors is hard to say. It is equally difficult to tell whether they will be able to use their vote in any material way. If they could not be assured of life, liberty and property as wards of the State, is not likely that their franchise will protect them to any great extent. Still, if they wanted it, it is the least that the Government could give them.

Ex-Empress Zita of Austria a while ago was boarding in the Azores with her large family, and the begging bowl was in active circulation to enable her to stave off the impatient landlady. Now it seems she is the pensioner of royalty and other friends to the tune of \$5,000 a month. A good many of those to whom her appeal is

renewed would be able to struggle along somehow on rather less than this amount. There is no particular reason why any scion of the Hapsburg dynasty should be supported by the rest of the world in luxurious idleness. Dethroned sovereigns and evicted patricians of Europe seem to think it a tragedy when they are compelled to work for a living. But whatever the Divine Right of Kings may mean, it does not give them a right to panhandle at the cost of those who earn their daily bread in the sweat of their brows.

Thirteen million per cent. would be considered a pretty good return by the wildest plunger, but this is the profit that may come to New York State from a study of its oil fields. The Legislature appropriated \$2,000 for such a study by the State Geological Department. The department worked at the task so effectively that it is able to report a new process by which crude oil worth \$500,000,000 may be obtained from fields so nearly exhausted that ordinary methods of extracting the oil would not pay. As the oil obtained by the new process would be of the highest quality, it could be sold at a price that would give a profit of \$270,000,000. Two thousand dollars for study; \$269,998,000 net gain, or 13,499,900 per cent. Here is a little lesson for log-rolling legislators who have money for everything except the scientific activities of the Government.

Opposition to the bonus takes a new turn with the raising of the question of its constitutionality. This move is the more interesting in that it is made by an ex-service men's organization. A committee has been appointed to consider the advisability of bringing a taxpayer's suit to test the right of Congress to vote billions of dollars to one class of citizens. Among the members of this committee is an ex-Secretary of War, Colonel Henry L. Stimson. If the advice of competent lawyers sanctions the starting of a suit, action will be taken without delay to prevent the payment of the money bonuses or the issuance of certificates of insurance. In any event, the incident is noteworthy as indicating how strong is the disinclination on the part of many ex-service men to accept a reward for patriotic service.

Visas and Quotas are at war. The first would exceed the second, if it were not for the wariness of consulates. For steamship companies have continued their deplorable game of arousing false hopes in spite of the new restrictive regulations. It is evident that the Eastern Hemisphere still would like to change places with the Western; and while that condition lasts there will be eager applicants at

all doors that seem to give access to America. But it is high time to put an end to the inhuman and unfair practice of accepting steamship fares when there is no prospect of enabling the immigrant to procure access to the land of his dream and his desire. It should be made obligatory for the intending passenger to show a visa ere a ticket its procurable.

The failure of the radical groups and the farm bloc to pass the anti-railroad legislation is not the only failure the farm bloc will be forced to explain "back home." Congress failed to pass a single farm relief measure. The Senate killed the \$50,000,000 Norbeck-Burness bill for relief of the one-crop wheat farmer of the Northwest. The House slew the vicious McNary-Haugen bill, with its \$200,000,000 appropriation, its "script" and its price fixing. In the Sixty-seventh Congress the farm bloc got about everything it asked. This session has been disastrous for it. For this the bloc may blame itself. It had the power, but was unable to agree upon what the farmer wanted.

The growth of the telephone in the last decade has been phenomenal. That such a growth would bring with it new difficulties was to be expected. One of the difficulties—and a very serious one—has just arisen in the general complaint of the unusual delays in getting hospitals on the telephone in cases of accidents. Surely so great and well conducted an organization as the telephone company should find a way to overcome this. If no better way can be found, it would be well to maintain a separate and special service for hospitals, firemen and police. The general welfare of the community demands that these three should have preference over all other calls—social or business.

Cannibals are so scarce nowadays that it is startling to hear of a light-house keeper "somewhere East of Suez" being killed by them and of their subsequent frantic demonstration staged on the beach for the benefit of globe girdling steamship passengers. Fortunate would be the courier who could promise his tourists such a side show; but cannibals, like operatic prima donnas or angel children, are temperamental and do not always perform to order. The episode is one more instance in proof of the fact that there are wild places and wild people left for those who are satiated with civilization.

It is said that the side-saddle is slowly returning to favor. Indications are that it is making about the same speed coming in that bobbed hair is making going out.

SYMBOL OF SACRED THINGS.

Let the Flag Fly Only on Great Occasions.

As I look from my wide West window, on this National Holiday, I see a thousand flags; flying from roof and window all over a square mile or more of massed masonry.

There are flags, too, on the automobiles and trucks that trail through the canyons of commerce, far below; cheaply printed cotton flags crossed on radiator caps, and smaller flags of silk, like dainty pocket-handkerchiefs, pinned against the windows of enclosed cars. Here and there dart boys on bicycles, the wheels of which have had the National colors ingeniously interwoven amongst their spokes. Itinerant peddlers have decorated their push-carts with crinkled crepe dipped in those same sacred colors, symbolic of courage, purity, and devotion.

Standing at my lofty observation point, watching the play of color, and the spirit of the eager, good-humored holiday-makers, my mind passes from pleasure at the sight to more serious reflections.

It comes to me that once a "holiday was a Holy Day; that once a Flag was not a decoration;" and I wonder whether the moving times, the changing manners, harbor good or evil to the stupendous cause which underlies all the commonplaces of our National life.

True, we are lawyers, doctors, merchants, housewives, what we will; but, together, we are a Nation, established upon great fundamental principles which are constantly having their time of testing in the fires of fact.

In our daily tasks, our daily pleasures, we have so little time to think upon those fundamentals, that there is always danger lest the spiritual side of our National life may be submerged beneath the practical necessities of living.

True, great events arouse great emotions; but great events come seldom, perhaps but once in a generation; perhaps even less seldom. Can a nation keep its soul alive on such infrequent sustenance?

But the anniversaries of great events recur constantly; and then it may be possible to arouse, not perhaps the same high emotion as was created by the original, but, at least, a glowing and rekindling of the coals, to form a fire in which baser passions may receive repurification. Such occasions we have.

Americans have their Memorial Day, Flag Day, the birthdays of Washington and of Lincoln; National Holidays wisely set apart to commemorate the great deeds and the great deal of their Republic. Canadians have their Victoria Day and Dominion Day and the birthday of the Sovereign.

Flags; flags everywhere; flags that pass in parade; flags that fly from factories and from stores; flags, thousands of them, fluttering in the hands of children, competing for their favor with toy balloons. By these signs we may know that it is a National Holiday. This we do in honor of our great dead and of their great deeds. In their names, and to their honor, we

fly and flutter each his own cheap or costly reproduction of that which symbolizes all to which they gave mind and heart and soul.

Do we honor or dishonor; do we dedicate or desecrate, when we do this thing?

After all, friend (for I must become personal to make my point), what right have you or I to the Flag? Is it ours, as our pocket-handkerchiefs are ours?

Surely, it belongs to the Nation. And are we not the Nation? In the sense that the Nation is the sum of us all, that is true; but the whole is always greater than the sum of its parts, Euclid of Alexandria to the contrary notwithstanding. The parts of an equilateral triangle are three straight lines of equal length. Apart, they are three straight lines; but together they form a new thing, a definite creation, a perfect triangle.

So, in a Nation, there may be the three straight lines of production, of distribution, and of consumption; common to all co-ordination of human activity; but when these three are set together to form a new figure, is not that figure; that Nation so formed, incomparably greater than the material things of which it is made?

Deep down in our hearts, when we think of our Nation, we know that we do not think of it in material but in ideal terms. It is something of ourselves, of our highest hopes and noblest aspirations, blended with those of all our brothers to form a mighty spiritual entity.

Here is our Flag; the symbol of that entity. Is it ours; is it yours and mine, to decorate our homes, our cars, our business places, whether they be push-carts or palaces of trade?

It may be so in common sense, but should it be?

We have given of ourselves to make the entity of which this Flag is the

sacred symbol; shall we take back our gifts; shall we use the symbol for our own pleasure, profit, or glory, rather than re-dedicate ourselves, under its flaming folds, to the greater glory of our greater ideals?

Let us have not so many flags; for familiarity always is a breeder of unconcern if not actually of contempt. Let the Flag remain sacred, as a symbol of sacred things; let it not be cheapened and profaned to the ordinary intercourses of life.

Let there be but one Flag to a town or to a borough or ward in our larger cities; a Flag wrought from fine fabrics by loving, loyal fingers; and dedicated in high passion as the outward symbol of a fact and of a faith too great for ordinary comprehension.

Let the Flag fly only upon great occasions, greatly, as befits it. Let there be a staff set apart and dedicated to it in the common center; and there let it be given, on the proper occasions, and with appropriate ceremonies, to the winds of God who gave and will give courage, purity, and devotion to sustain the sublimities which it symbolizes.

So shall the men and women of today—the men and women of tomorrow—recapture the glory of great emotions, recreate the thrill of sublime ideals, relearn the lesson of loyalty and allegiance to that which is greater than themselves, greater even than all, because it sums up in itself the dreams and the devotion of the past; the loyalty of the present; the promise of the future.—Charles Henry MacKintosh in Rotarian.

No Fiction Needed.

Book Agent—Now here is a wonderful book entitled "How I Farmed for Profit."

Farmer Bitters—I ain't got no time to read any fiction whatever.

Rainier or Tacoma?

Seattle, June 5—In a recent issue of the Tradesman there was this statement: "Rainier Becomes Tacoma." That statement is not in accordance with the facts, for the official name is still Rainier National Park and on May 22, 1924, the Public Lands Committee of the House of Representatives voted to refer the resolution to change the name to the National Geographic Board, a disinterested group of thirteen distinguished public servants, which by Presidential order in 1906 was designated as the official Government body to decide all matters "affecting the determining, changing and fixing of place names, as in all cases of disputed nomenclature."

The people of the State of Washington outside of Tacoma are perfectly willing to abide by the decision of this entirely neutral and well qualified body of experts who will decide the question on merits, not by trading votes in Congress, which has been flooded with propaganda for years in an effort to have the name of the mountain changed to correspond with that of the city of Tacoma.

Josiah Collins.

How Law Can Be Enforced.

Detroit, June 10—Why hasn't some one exposed the fallacy in the current argument that it is idle to cite the non-enforceability of prohibition as a reason for its modification, that the laws against murder might as well be repealed because murders occur continually?

Law can only exist in a modern world by the sanction of the people governed. Laws against murder exist and will exist because the people universally disapprove of murder. Only this and not policemen nor the fear of punishment makes such laws generally enforceable. Murders are not committed by persons who think murder proper.

On the other hand, a very large proportion of the people of America do not disapprove of alcoholic beverages. Until they do drinking will not be comparable to murder and prohibition will not warrant the dignity of the "law of the land." E. G. Burland.



A Valuable Impression



YOU can make a pleasing impression upon passers-by and at the same time save your goods from damage by spreading sheets of **TANGLEFOOT** in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh.

Remember **TANGLEFOOT** catches the germ as well as the fly and is safe, sanitary and economical.

THE O. & W. THUM COMPANY, GRAND RAPIDS, MICHIGAN

TANGLEFOOT

HOUSEHOLD INSECTICIDES

FLY PAPER - FLY SPRAY - FLY RIBBON - ROACH & ANT POWDER - TREE TANGLEFOOT

Wake Up to the New Situation

A system of chain stores is being established throughout our trade territory. Every independent retailer is vitally affected, and should be on his guard. Commence now to safeguard your interests—

Clean Scrub Paint

Similarly efficient service in any independently owned store will defeat any chain store ever established. Your personality is worth something in your business. Exploit it. If your store is not in a sanitary condition; if it is not clean; if it is not bright and fresh;

Put It In Such Condition At Once

Do this, even if it is necessary to close the store for a day to do so.

If your show windows are not being used to sell goods for you, put them in shape so they will.

The interests of the independent retailer and the independent wholesaler are mutual. Let us protect them.

Further postings will follow.

[Above is reproduced from the advertisement of a jobber at another market.]

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers



Movement of Merchants.

Lakeview—Eben Griffin succeeds D. L. Moore in the grocery business.

Shepherd—Lee E. Thomas succeeds M. H. Griswold in the grocery business.

Detroit—The Cadillac Garment Manufacturing Co. has filed dissolution papers.

Adrian—The Mutual Oil Co. has increased its capital stock from \$200,000 to \$400,000.

Rochester—Mac's Furnishings store is holding a sale preliminary to retiring from business.

Detroit—Notice has been given of the dissolution of the Victor Jar Co., 1321 Monroe avenue.

Detroit—John Evan's confectionery at 7418 Kercheval avenue has been sold to Theresa White.

Detroit—Abe Petrovitzsky will open the Jeffery Jewelry Co. at 410 Woodward avenue very shortly.

Detroit—Assor Malcoun succeeds Eugene Ingrao, grocer and meat dealer at 2000 St. Aubin avenue.

Detroit—William Dziamski has sold his confectionery stock to Rebecca Katz, 4626 Roosevelt avenue.

Detroit—John Kassally has christened his cigar store at 412 Grand River avenue the Square Deal Cigar store.

Mancelona—O. W. Badgerow has sold his stock of general merchandise to S. Coulter, formerly of East Jordan.

Grand Rapids—The Majchrzak Clothing Co., 342 W. Bridge street has changed its name to Harry's Clothes Shop.

Albion—The Abion Metal Screen Co. has been organized here for the manufacture of a new type of window screen.

Detroit—Rosen Brothers have purchased the business of Max Edelman, dry goods merchant at 3700 Chene street.

Detroit—John Czubaszewska has sold his confectionery to A. Males. The store is located at 1957 East Forest avenue.

Ishpeming—Anthony LoFaro has opened a women's and children's ready-to-wear clothing store in the Skoglund block.

Grand Rapids—The Bultema Timmer Fuel Co., 324 Market street, S. W., has increased its capital stock from \$16,000 to \$20,000.

Saginaw—The Stork Motor Co., 1212 North Niagara street, has changed its name to the Stork Manufacturing & Engineering Co.

Jackson—Ben Friedman, dealer in shoes and furnishings, is reported to be offering to compromise with his creditors at 25 per cent.

Hillsdale—H. J. Gelzer & Son have opened a department store in the Gug-

enheim block which they recently purchased and remodeled.

Detroit—The Lind & Marks Co., 2765 West Fort street, manufacturer and distributor of phonographs, has changed its name to S. E. Lind, Inc.

Saginaw—Fire destroyed the grocery stock of Solomon Bros., 412 Tuscola street and damaged the store building to the extent of about \$1,000.

Blissfield—A. E. Porter has purchased the hardware and grocery stock of Rothfuss & Howland and will continue the business at the same location.

Detroit—William H. Snider, dealer in creamery and dairy equipment, has filed a petition in bankruptcy with liabilities of \$32,618.16 and assets of \$19,471.89.

Detroit—W. B. LaRue, Senior, succeeds Violetta Martin and her partner, Irene Parkinson, in the grocery and confectionery at 4647 Second boulevard.

Detroit—An involuntary petition in bankruptcy has been filed against Abé Epstein, clothing and furnishings merchant at 2412 Hastings street. The claims total \$1,038.33.

Montague—The White Lake Boat Co. has been incorporated with an authorized capital stock of \$25,000, \$6,000 of which has been subscribed and paid in in cash.

Detroit—The People's Electric Shop, Inc., 7863 Gratiot avenue, has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,450 has been subscribed and paid in in property.

Flint—The Valley Towel & Linen Supply Co., 814 East Second street, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$4,800 paid in in cash.

Fowler—Ben Martin succeeds Richards & Kidder in the baking business. Richards & Kidder have removed to Maple Rapids where they will occupy a modern brick building, recently erected for them.

Detroit—The Frank & Seder Co. of Detroit, 1413 Woodward avenue, department store, has decreased its capital stock from \$1,000,000 and 30,000 shares no par value, to \$1,000 and 100 shares no par value.

Detroit—The Textile Products Co., 743 Beaubien street, has been incorporated with an authorized capital stock of \$14,000, all of which has been subscribed and paid in, \$3,500 in cash and \$10,500 in property.

Plainwell—The Gless Oil Co. has been incorporated to deal in gasoline, oils, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$1,000 in cash and \$4,000 in property.

Detroit—The Chinese Emporium, Inc., 1526 Washington boulevard, has been incorporated with an authorized capital stock of \$20,100, of which amount \$10,100 has been subscribed and \$5,100 paid in in cash.

Ann Arbor—Alexander, Inc., 324 South State street, has been incorporated to deal in shoes at wholesale and retail, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Lansing—Fred Barratt, who has conducted a grocery store at 830 East Kalamazoo street for the past 23 years, has closed out his stock and will take a much needed rest visiting England. Mr. Barratt will be accompanied by his wife.

Saginaw—Of the forty-eight elevators belonging to the Thumb Bean Association, twenty-six have agreed to contribute one cent a hundred on every hundred pounds of beans bought toward a fund to advertise Michigan beans.

Milford—The Detroit Panel and Plywood factory building and power plant at this place have been sold to the Michigan Store Fixture Co., of Detroit. The price is said to be \$1,200 more than that for which the plant sold at auction, which sale was not confirmed by the court.

Detroit—The Johns-Dalrymple-Walker Co., 7811 Gratiot avenue, has been incorporated to deal in autos, accessories, parts and supplies at wholesale and retail, with an authorized capital stock of \$100,000, of which amount \$30,000 has been subscribed and \$15,000 paid in in cash.

Harbor Springs—J. F. Stein has sold his interest in the Harbor Springs Dry Goods stock to Leo and S. E. Edelstein. He still continues his clothing business on the one-price and no special sales plan. The statement in the Tradesman last week that he had sold his clothing stock was an error.

Monroe—Kline's, under the management of Henry Blum, has opened a store at 14-16 East Front street, carrying full lines of men's, women's and children's ready-to-wear garments and dry goods. The store is one of a chain of forty-nine conducted in various cities and towns throughout the East and Central West.

Detroit—The Lincoln Washing Machine Co., 4391-99 Apple street, has merged its business into a stock company under the same style with an authorized capital stock of \$500,000 preferred and 50,000 shares at \$3.58 a share, of which amount \$150,000 and 50,000 shares has been subscribed, \$332.14 paid in in cash and \$328,737.04 in property.

Lansing—The fight of thirty grocers against Lansing's Blue Laws, which prohibit the selling of meats and groceries on Sunday, will be carried to the Supreme Court before the business men will consent to obey the Sunday desecration ordinance, counsel for the defendants arraigned in municipal court stated. The thirty men arrested after complaints that they were doing business on Sunday stood mute and were ordered to return for trial June 12. Dwight Wilson, representing the men, says that his clients

have agreed to stick together until the constitutionality of the ordinance has been determined.

Boyne City Loses a Most Useful Citizen.

Boyne City, June 10—Boyne City is to lose one of the best citizens that any town could have. Active in every good way, he has made for himself a place that will be hard to fill. With a modest, unassuming presence, by the charm of his personality, the strength and intelligence of his mentality, and his indefatigable industry, he has bound to himself a host of friends. Not only in Boyne City, but over a wide circle of business associates throughout the State and Nation. Charles T. Sherman is known as one of the best of his profession. For a decade and a half "Charlie," as he is known to all, has looked after the freight business of the B. C., G. & A. Railroad as General Freight and Passenger Agent, and has been a very large factor in building up and holding the business of that road, which is the pioneer cross-state road of the Northern wilderness, and has helped to make it a most desirable feeder for the great trunk lines which serve this section as its main arteries of traffic.

Mr. Sherman, we understand, will open offices in Washington, D. C., as consulting freight traffic adviser and we expect that our loss will be to the very great advantage of the general public of our State.

Summer has at last made her reluctant appearance. Not, we are forced to say, with her usual warm hearted friendliness, but rather cool and reserved. The usual smiles and tears of joy at our welcome, but rather as though her feelings had been hurt and she was punishing our welcoming hearts by demanding a more ardent wooing, before returning our advances. However, she has brought along her usual gorgeous wardrobe and we are hoping that soon she will resume her usually bright face and welcome our guests and warm our own hearts. Perhaps her confidence has been abused in her visit to the Southland, but she should know that our sturdy Northern hearts are ever hers. All of which bunk means that while it is summer by the calendar, it is only a cold, dry late-in-the-spring weather that we are having. Maxy.

Canned Foods Week Changed To Fall.

The recent meeting of the executive committee of the National Canners' Association and a more recent meeting of the board of directors of that Association, after thorough discussion, decided to change the date of holding Canned Foods Week from Spring to Fall and decided to hold it in November, 1924, instead of the Spring of 1925. The date will probably be Nov. 8 to 15, 1924, though these dates will not be positively fixed until after conferences with wholesale grocers and retail grocers' associations. This change will be a strong influence in the market as the big selling event will be promoted strongly and the result will be that there will be a heavy distribution of the 1924 pack early in the season.

Detroit—The Olsen Equipment & Manufacturing Co., 1226-30 Dime Bank building, has been incorporated to deal in auto parts, accessories, mechanical equipment, etc., with an authorized capital stock of \$150,000 preferred and 15,000 shares at \$1 per share, of which amount \$10,000 and 1,000 shares has been subscribed and \$1,500 paid in in cash.

Essential Features of the Grocery Staples.

Sugar—Grand Rapids jobbers hold granulated at 7.35c. President Babst, of American Sugar Refining Co., says: "Sugar to-day is on the bargain counter. Whether the price will go up or down is any man's guess. For several weeks, however, sugar has been selling below the cost of production. Sugar prices have declined nearly 3 cents per pound since February. Disregarding an increase in the tariff, refined sugar is at pre-war prices. Sugar to-day is the cheapest food on the American table. With large fruit crops ahead and cheap sugar the war-time supply of fruit jars should be filled and so help reduce the cost of living."

Tea—No material change has occurred in the market during the past week. If there was any outstanding feature it was an increased demand for Old Crop Congous. The general demand for tea is fair and the undertone is steady to firm, although as previously stated, prices in the primary markets on new teas are not always firm.

Coffee—The market has had another small slump during the past week, but Rios are a shade lower. Mild coffees are also easing off a little in sympathy with the depression in Brazils. The news from Brazil during the past week has been weak. All that has been stated so far applies to coffees sold green and in a large way. The jobbing market for roasted coffee is quiet and without change in price, but with a rather easy undertone.

Canned Fruits—California fruits and Hawaiian pineapple are not big sellers. Most distributors are covering their wants, but do not stock up for the future even where a hardening in values is apparent or where higher prices are mentioned on new packs. Peaches are held firm on standards and choice are quiet. Pears are very scarce. Cherries are mostly a hand-to-mouth proposition. Pineapple is moving into consumption and the best selling lines are hardening. The only free offerings are some of the lines which are ordinarily not well taken. Apples are still dull.

Canned Vegetables—Tomatoes remain a slow seller. The call is mostly for No. 2s and even these are occasionally sacrificed in the country, although most holders are firm and No. 3s and No. 10s drag. Spot peas are still scarce as new packs have not been much of a factor so far. Nearly all of the important packing sections are late and canners are not inclined to accept any more business than they now have on their books. Corn is quiet, but steady in standards and firm in fancy. Minor vegetables are fair sellers for the season as stocks in second hands are uniformly light.

Canned Fish—Maine sardines are decidedly off on account of heavy competition to sell and with little interest on the part of the buyers. Prices are rather easy, although the easy prices do not always get the best brands of fish. Pack is proceeding in Maine as fast as packers can get fish, which is not very fast, and the pack-

ers are all claiming that present prices are below the cost of production. Alaska salmon is fairly strong, with higher prices predicted. No change has occurred during the week. Pink salmon is wanted to some extent and stocks are low. Red Alaska salmon is also scarce. Shrimp continues very scarce, as is white meat tuna. Cool weather has interfered with the demand for these varieties of canned fish.

Dried Fruits—Prunes are dull on large sizes and weaker on the smaller counts. California lines are getting to the point where they can be retailed on the basis of Oregon 40s, at which range the public has become familiar. California 20s and 30s are in only nominal demand. Forties and fifties have the best call. Oregon 40s are sagging, as efforts to boom the market have failed. No sustained buying of apricots occurred. Most operators are on a hand-to-mouth basis and prefer standards, slabs and choice because they are cheaper than extra choice and fancy. Fair business in raisins is reported; nothing big, but continuous jobbing attention is given to bulk and package lines. Peaches are naturally a fair seller at this season but are not in speculative demand. Spot current stocks are low, although new arrivals are near at hand.

Salt Fish—The demand for mackerel has been very fair during the past week. Stocks are light, which has a steadying effect. Prices remain unchanged for the week. Reports still indicate a heavy run of shore mackerel, but how much of this will be salted down is not known at this writing.

Syrup and Molasses—Molasses is dull. Although the cool weather has lasted considerably longer than usual, it is inevitable that warm weather is now but a short time ahead and buyers are therefore buying for immediate wants only. Prices are firm in spite of the dullness. Sugar syrups are wanted right along in a very satisfactory way. Prices steady. Compound syrup unchanged, very fair demand and at steady prices.

Beans and Peas—The demand for white beans is very dull, prices nominally unchanged, but decidedly in buyer's favor on most lines. Pea beans are easy, red kidneys are somewhat stronger and holders are getting firm in their ideas. White kidneys unchanged, California limas steady to firm. Green and Scotch peas unchanged and dull, market being in buyer's favor.

Rice—Assortments are very much depleted. Foreign rices are available more readily on the spot and there is less active buying interest, although prices are sustained.

Cheese—The demand for cheese is fair and prices are steady.

Provisions—Hams, bacon and dried beef are steady at unchanged prices.

Fourth of July Wares—If orders have not been placed covering retailers' requirements in the various articles which go to make the Fourth of July measure up to the small boy's conception of what the day should be, delays are inadvisable. Some items have already been eliminated from

wholesalers lists owing to early orders exhausting supplies.

Picnic Wares—America is living out of doors to-day more than at any time since pioneer days. The active picnic season is with us meaning an opportunity for the alert retailer to cash in on this increasing habit of all of us to spend more of our leisure hours in the great outdoors. There is a nice extra volume of business available for some merchant or merchants in every town who really go after this trade with the idea of making his or their stores headquarters for supplies of all kinds.

Review of the Produce Market.

Apples—Michigan Ben Davis, \$2 per bu.; Baldwins, \$2.50 per bu.

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

Bananas—6½c per lb.

Beets—New from Texas, \$2.25 per bu.

Butter—The supply of butter is lighter than usual at this season of the year on account of the extreme backward season. The demand is normal and the receipts seem to be kept cleaned up from day to day. Most buyers for storage purposes are holding off looking for lower prices, although by many it is considered that the price has already touched bottom. Local jobbers hold extra fresh at 39c in 60 lb. tubs; prints, 41c. They pay 20c for packing stock.

Cabbage—Mobile commands \$3 per crate.

Cantaloupes—California are now in market priced as follows:

45 Standards ----- \$4.50

Pongs ----- 6.75

Flats ----- 2.25

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

Cauliflower—California, \$3.75 per doz. heads.

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

Cucumbers—Hot house command \$1.25 for fancy and \$1 for choice; Southern outdoor grown, \$2.

Eggs—Just when the egg market seemed the weakest, the publication of the Government figures for the twenty-six markets on June 1, showing a shortage of over 950,000 cases, starting the market soaring again, driving shorts to cover and advancing country prices to a point where local dealers could not buy. The figures in themselves are no surprise, as the four markets have shown a shortage of over 700,000 cases for several days. However, the last monthly report of the entire holdings published about three weeks ago seemed to indicate that eggs were going into the smaller cities faster than in the four markets and it was feared by many that the same situation was still holding good. The figures for the twenty-six cities did away with this fear and played havoc with what seemed to be developing a good buyer's market. Country asking prices jumped to where they were above delivery prices. 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

Hothouse Leaf, per pound ----- 20c

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 the Carolinas, \$6 per bbl. for No. 1 and \$4 per bbl. for No. 2; Alabama Triumphs, \$3.50 per 100 lb. sack.

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

Heavy fowls ----- 20c

Broilers ----- 25@28c

Light fowls ----- 16c

Stags ----- 10c

Ducks ----- 17c

Radishes—20c 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 \$5.25@5.50 for 24 qt. crate.

Tomatoes—Southern grown \$1.25 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

Old Glory.

It proudly floats beneath the stars,
The Flag we love—the Red and White
and Blue—

The only Banner, old and ever new,
The sacred emblem that has carried far
With glory lighting every star and bar,
Brother, how much does this flag mean
to you?

You tell us you are true to it. How true?
Have you gone forth where its dead lovers
are?

They sleep in Mexico. They sleep in
France.

They lie at rest beneath the Seven Seas.
Old Glory riots where the sunbeams dance
To think that it was loved by such as
these!

It calls to men of high and low degree:
"He died for men—and men have died
for me!"

William F. Kirk.

In every marriage one party furnishes a majority of the love and an equal majority of the obedience.

France Rapidly Repairing the Effects of the Kaiser's War.

London, May 14—It is a seven hour run by rail from Cherbourg to Paris through a beautiful country, quite rolling, the road cutting through the hills with some four or five different tunnels. This is Springtime and the country could not be more beautiful. It is carefully cultivated. The grass is up four or five inches. The wheat has started, so that the whole country is a beautiful green. The trees—and there are lots of them—are all out and it is apple blossom time in Normandy. The lilacs, purple and white, are all out, the dogwood is in bloom and the banks on the side of the railroad have a great number of yellow flowers looking like gorse.

This section is one of the great wheat growing sections of France. We followed along the banks of the Seine into Paris. It is not much of a river for width, but is deep enough for canal boats, and they seem to be making much use of it, for we saw a number of them loaded with coal, limestone and sand. It is so crooked that on the map it looks like an angle worm.

Paris, in addition to its street railway, has a wonderful system of motor busses which go in all directions. At all public parks—and there are many—they have big maps of the streets and the routes of these busses in big numbers and letters. With a little study of them you can go anywhere. The taxis are plentiful and cheap. The coaches on the railroads are like the English compartment cars, seating four and six people. Some of them are corridor cars. The suburban trains are double deckers like a Fifth avenue bus.

The country from Cherbourg to Paris was out of the war zone, but in going down to Fountainebleau we were in territory that had been fought over by the Germans, who ruthlessly destroyed all the trees. We were pleased to see what a vast amount of reforesting they are doing. Many of the trees are good size already and every available spot not under cultivation is planted. What surprised me most coming up from Cherbourg was the great number of trees in looking off across the country. The hillsides are all wooded.

I was more interested in seeing the battlefields than in seeing Paris. The country Northeast at Rheims has not been built up quite as much as some of the other territory, but they are filling up the trenches and shell holes because so much of the under soil is limestone. To rehabilitate the farms they have to haul in good ground after filling in the trenches.

Rheims is being rebuilt, but shows in every direction the effects of bombardment. Only sixty houses are left standing out of 14,000. The cathedral, which was one of the show places of France, was completely gutted and in every town we visited in the war zone the churches and cathedrals seemed to have been the target for German guns.

Running North from Rheims to Berry-au-Bac we followed the Aisne River, along which there was so much fighting. We were in several underground shelters and runways not yet filled up. Along the twenty-six mile ridge, Chemin des Dames, South, through Fismes, recaptured from the Germans August 4, 1918, by the forty-second Rainbow Division and seventy-seventh New York, through Chamery, recaptured by our 77th Division July 29, 1918, through Belleau Woods and Chateau Thierry taken by our third Division June 25, 1918. All this is a country of beautiful valleys and hills. One place the road runs along a low ridge for some miles and there are two or three rows of two by six holes. They run along so regularly that some of our party asked if they were graves. The guide replied they were dug by our American troops for protection

before starting over the hill. The towns all show the effect of the bombardments, but are fast building up and in a few years the country farms will have their trenches and shell holes filled up, so that it will be hard to realize what the war was.

We stopped at Quentin Roosevelt's grave, which is out in an open field where he fell July 14, 1918. I was pleased and I know every American father and mother, wife and sister, will be glad that our American Government has taken over the cemeteries where our troops are buried and are doing a large amount of work putting walls around and erecting large and imposing entrances. In a few years more they will be beauty spots. They are in charge of the Quartermaster's Department of the War Department, the same department that has charge of the National cemeteries in America. There are eight of them with about 31,000 graves.

1,200 at Suresnes near Paris
1,700 at Bony on the Aisne
15,000 at Romagne on the Meuse
4,500 at Thiacyourt on the Marne
2,200 at Belleau Wood on the Aisne
350 at Waerghein in Belgium
500 at Brookwood Surrey, England

When one looks over the battlefield lines it is wonderful to see how France hung out until the American troops arrived. To give you some idea of the struggle and devastation, take the map of Michigan as a base. Use Grand Rapids for Paris, Frankfort for Bologne, Northport for Calais, Boyne City for Ypres, Bellaire for Lille, Kalkaska for Arras, Cadillac for Amiens, Edmore for Soissons, Alma for Rheims, Stanton for Chateau Thierry, Howard City for Belleau Wood, Lapeer for Verdun, Owosso for Berry-au-Bac, Saginaw for Mons, Vassar for Sedan.

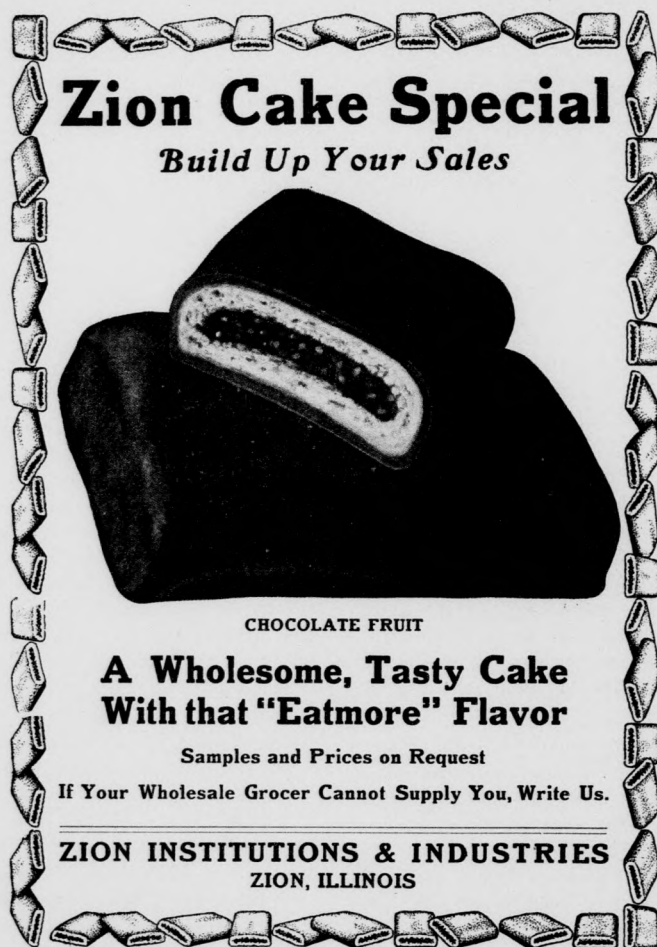
In 1914 in their first drive they were within twenty miles of Grand Rapids, their line running directly South from Boyne City East to Lapeer. In 1915 and 1916 they were driven back of Bellaire, Kalkaska, Howard City, Stanton. In 1917 they were driven back to Owosso and Lapeer. The Germans then retook all this territory in the 1918 advance to Kalkaska, Cadillac to Howard City, Edmore, Alma and Stanton. In 1918 the Americans entered the war and commenced driving the Germans back until the signing of the armistice. They were on a line North and South and back of Saginaw, Vassar and Lapeer. From this you will see some of this territory was fought over three and four times. We in Michigan should thank our lucky stars that Canada is not Germany.

C. C. Follmer.

Price Rules in Silk Shirts.

Price continues to be the dominating factor in men's silk shirt demand. While there has been a slight increase in the business done in these shirts over the last month or so, both retailers and manufacturers are keeping stocks low, and the former is only willing to show more than casual buying interest where merchandise can be secured at concessions. Solid colors appear to have the call for immediate delivery, although the trend to novelty patterns is declared unmistakable. Shirts of the latter design will probably be a strong factor in the Christmas holiday buying of consumers. Some of the patterns run to very "loud" colored stripe effects, but they are the ones to be receiving favorable comment in certain sections.

The only two disorders that make you wish to die and yet don't kill you are love and asthma.



Zion Cake Special

Build Up Your Sales

CHOCOLATE FRUIT

A Wholesome, Tasty Cake With that "Eatmore" Flavor

Samples and Prices on Request

If Your Wholesale Grocer Cannot Supply You, Write Us.

ZION INSTITUTIONS & INDUSTRIES
ZION, ILLINOIS

BEECH-NUT

Prepared Spaghetti



Ready to Serve!

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

BEECH-NUT PACKING COMPANY
"Foods and Confections of Finest Flavor"
CANAJOHARIE NEW YORK

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, June 4—On this day was held the first meeting of creditors in the matter of George Weurding Bankrupt No. 2498. There were none present or represented. No claims were proved and allowed. No trustee was appointed. 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 John Mulholland, Bankrupt No. 2496. The bankrupt was present and by attorney. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The case was then closed without date and returned to the district court as a no asset case.

On this day also was held the first meeting of creditors in the matter of William Carlson, Bankrupt No. 2500. The bankrupt was present in person and by attorney. Claims were proved and allowed. No creditors were present. Bernard E. Cook was elected trustee and the amount of his bond placed by the referee at \$500. The bankrupt was then sworn and examined without a reporter. The meeting was adjourned without date.

June 5. On this day was held the first meeting of creditors in the matter of Wolmott L. Moore, Bankrupt No. 2487. The bankrupt was present in person and by attorney. Creditors were represented by Sherman McDonald, of Royal Oak. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. Lloyd Gifford was appointed trustee, and the amount of his bond placed by the referee at \$1,000. Appraisers were appointed. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Mamie Clark, Bankrupt No. 2504. The bankrupt was present in person and by attorney. Claims were proved and allowed. The bankrupt was then sworn and examined without a reporter. Fay Horton was appointed trustee and the amount of his bond placed by the referee at \$1,500. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of C. Arthur Carlson, Bankrupt No. 2503. The bankrupt was present in person and by attorney. F. C. Wetmore and A. W. Penny were present for creditors. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. R. A. Wellman was appointed trustee and the amount of his bond placed by the referee at \$3,000. The meeting was then adjourned without date.

On this day also were received the schedules in the matter of Olive K. McGannon, Involuntary Bankrupt No. 2502. The bankrupt is a resident of the city of Ionia and is a merchant. The schedules filed list assets of \$6,230, of which \$2,000 is claimed as exempt, with liabilities of \$15,897.17. The first meeting has been called for June 20. A list of the creditors of the bankrupt is as follows:

Coe Auto Sales Co., Ionia	\$ 105.50
Dalton Adding Machine Co., Cincinnati	134.80
Geo. F. Keith Co., Campello, Mass.	275.00
Central Shoe Co., St. Louis	1,901.75
Smith Wallace Shoe Co., Chicago	313.54
Mishawaka Woolen Mfg. Co., Mishawaka	344.00
Julian Kokenge Co., Cincinnati	6.72
Lape & Adler Co., Columbus	1,123.40
Beacon Falls Rubber Co., Chicago	44.40
Hirth-Krause Co., Grand Rapids	36.96
Endicott Johnson Corp., Endicott, N. Y.	195.88
H. C. Godman Co., Columbus	100.00
S. B. Thing & Co., Boston	167.50
A. B. Nettleton Co., Syracuse	181.89
Nunn, Bush & Waldron, Milwaukee	197.95
Hood Rubber Products Co., Grand Rapids	1,728.87
F. Meyer Boot & Shoe Co., Milwaukee	200.00
Scholl Mfg. Co., Chicago	41.75
Rhorer & Co., Orwigsburg, Pa.	150.00
Sanwear Mfg. Co., Chicago	50.00
Lunn & Sweet Co., Auburn, Me.	82.40
Eboner Shoe Co., Milwaukee	50.00
T. W. Minor & Son, Batavia, N. Y.	18.74
E. G. Shawker, Toledo	32.61
Not a Seme Hosiery Co., Phila.	155.36
Herold-Bertsch Co., Grand Rapids	26.21
Ferris Shoe Co., Philadelphia	125.00
Wobst Shoe Co., Milwaukee	174.07
Goodyear Rubber Co., Milwaukee	46.20
Green Felt Shoe Co., Dolgeville, N. Y.	346.50
Lewis A. Crossett Co., North Abington, Mass.	103.40
Ralph Ainsworth, Detroit	97.38
Messenger Paper Co., Chicago	9.10
Hand Made Shoe Co., Chippewa Falls, Wis.	127.05
Thompson Ehlers Co., Chicago	278.97
Brandau Shoe Co., Detroit	42.64
Servus Rubber Co., Rock Island	230.17
Turned Shoe Co., Burlington, N. J.	69.60
U. S. Rubber Co., Detroit	81.60
Atkinson Co., Detroit	50.00
Continental Mfg. Co., Indianapolis	6.75
M. A. Smith Sons, Philadelphia	1.60
C. E. Erickson Co., Des Moines	36.00
Harrison Shoe Co., Everett, Mass.	50.00
Pyramid Film Co., Dayton	36.00
National Bank, Ionia	4,150.00
Sentinel-Standard, Ionia	482.82

Dr. Wm. K. Patton, Washington	250.00
Dr. C. C. Marberry, Washington	40.00
Dr. Ferris Smith, Grand Rapids	400.00
Racine Shoe Co., Racine	275.00
Lewis Gold & Co., Washington	50.00
F. M. Wirtz, Ionia	50.00
W. G. Long & Son, Ionia	21.00
Matthew Bradley, Ionia	75.00
Clarke Welker, Ionia	67.50
Geo. Coe, Ionia	105.50
Ionia County News, Ionia	18.25
T. A. Carten, Ionia	317.00
Quality Store, Ionia	92.00
Marsh & McCann, Ionia	89.20
Electric Light & Power Co., Ionia	30.96
Herald, Lyons	7.30
Textile Leather Co., Kalamazoo	2.52

June 5. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Robert Bennet, Bankrupt No. 2508. The matter has been referred to Charles B. Blair as referee in bankruptcy. The schedules filed list assets of \$1,043, of which \$243 is claimed as exempt to the bankrupt and with liabilities of \$1,413.53. Of the assets \$800 represents the face value of an insurance policy, which may not have any surrender value. The bankrupt is a resident of the city of Grand Rapids. The occupation of the bankrupt is not stated. The court has written for funds for the first meeting and upon the arrival of 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:

Cantwell Bros., Lakeview	\$ 41.73
Dr. De War, Grand Rapids	19.00
Dr. Furber, Lakeview	6.00
Merch & White, Lakeview	21.00
Peter Hansen, Lakeview	8.00
Nat. Spring & Wire Co., Grand Rapids	31.90
Perry Poole, Grand Rapids	27.00
Dr. E. L. Kelsey, Lakeview	8.00
Sell Right Store, Lakeview	6.00
Com. State Sav. Bank, Lakeview	187.00
Farmers & Merchants State Bank, Lakeview	300.00
Gustave Schulte, Grand Rapids	10.00
Dr. Swift, Lakeview	31.00
Dr. Pyle, Grand Rapids	25.00
E. L. Westgate, Grand Rapids	30.00
Frank Williamson, Lakeview	13.00
William T. Kenzie, Lakeview	5.00
Nat. Credit Clothing Co., Grand R.	9.90
E. A. Prange, Grand Rapids	26.00
Isreal Deem, Grand Rapids	8.00
Elias Johnson, Detroit	600.00

On this day also was held the first meeting of creditors in the matter of Mastenbrook-Grove-Carter Co., Bankrupt No. 2481. The bankrupt was present by its president and secretary and treasurer, and by Lombard, McIntyre & Post, attorneys for the bankrupt. Creditors were represented by Travis, Merrick, Warner & Johnson, attorneys for the petitioning creditors and by George S. Norcross, Benn M. Corwin, Clare J. Hall, Erwin Treusch and Clapperton & Owen. Claims were proved and allowed against the estate. The Grand Rapids Trust Co. was elected trustee, and the amount of its bond placed by the referee at \$5,000. The officers of the bankrupt were each sworn and examined without a reporter. The testimony was ordered written and filed. The meeting was then adjourned to June 23.

June 7. On this day were received the schedules, order of reference and adjudication in the matter of Lisetta Boozer, Bankrupt No. 2509. The bankrupt is a resident of the township of Muskegon, and is resident on a farm. The matter has been referred to Charles B. Blair as referee in bankruptcy. The schedules show assets of \$50, all of which is claimed as exempt to the bankrupt. The court has written for funds and upon receipt of the same a note of the date of first meeting will be made here. The liabilities of the bankrupt are listed at \$2,685. A list of the creditors is as follows:

Joseph Szost, Muskegon	\$ 900.00
Muskegon Sav. Bank, Muskegon	1,000.00
Garrett Van Bergen, Muskegon	50.00
Ravenna Private Bank, Ravenna	1,185.00
Ralph Spoelma, Muskegon	1,500.00

On this day also were received the schedules, order of reference and adjudication in the matter of Thomas Boozer, Bankrupt No. 2510. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Muskegon township, Muskegon county, and is a farmer. The schedules filed list assets of \$3,310, of which \$1,965 is claimed as exempt to said bankrupt, with liabilities in the sum of \$6,368.20. 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:

Garrett Van Bergen, Ravenna	\$ 50.00
Muskegon Sav. Bank, Muskegon	1,000.00
Joseph & Anna Szost, Muskegon	900.00
Barbara Boozer, Muskegon	350.00
Geo. K. Herman, Ravenna	86.00
Charles Bossett, Ravenna	47.00
Ravenna Private Bank, Ravenna	1,185.00
Lillie Boozer, Muskegon	85.50
Lottie Vanden Broek, Grand Rap.	175.00
Mrs. H. A. Shafer, Grand Rapids	150.00
V. D. Nash, Muskegon	40.00
Frank Gelderloos, Muskegon	8.50
Watkins Co., Muskegon	8.20
Helen Salvage, Muskegon	20.00
Kate Bottruk, Muskegon	20.00
Ralph Spoelman, Muskegon	1,500.00
William Vander Made, Muskegon	27.00

Which Would You Rather Sell?

? || ONE MATCH || ?
OR
? || TWO MATCHES || ?



Say to your customers: "Here are two boxes of the new, perfected Diamond Match for fifteen cents—the best match and the *safest match* to take into your home. They are better value than ordinary matches at six or seven cents per box."

Your *percentage* of profit on Diamond Matches is *larger* than on *ordinary* matches, and your total profit on Diamond Matches—two boxes for fifteen cents—is much larger than on one box of ordinary matches at six or seven cents.

And you will sell two boxes almost every time.

You may as well increase your match sales. And you may as well make this extra profit on your match sales.

THE DIAMOND MATCH CO.



WHITE
HOUSE
Coffee



THE MAN WHO KNOWS

buys "WHITE HOUSE" Coffee in Preference.

What We Are Telling
YOUR CUSTOMERS

Distributed at Wholesale by
LEE & CADY—Detroit

PROCESS OF READJUSTMENT.

During an in-between period like the present one it is customary to hear from captains of industry, and an occasional private, regarding prospects, tendencies, and the like. Theories are usually broached in connection with prophetic utterances, and then come analyses showing influences at work. When anything of the kind is issued for publication it is of an optimistic character, because it is realized that no one can be benefited by dwelling on deterring factors and, furthermore, that the general tendency in this country is toward improvement and progress rather than the reverse. A season, or a year or two, may show a reversal of form, but every one knows this is not the case when a decade or so is taken into account. So it is always safe to predict a bettering of conditions, provided no fixed date is set for such an occurrence. The manifest inability of even the wisest to forecast when a change for the better will take place detracts somewhat from the value to the ordinary business man of utterances such as have been mentioned, which have recently been quite frequent and pronounced. He wants to know, if possible, how business will shape itself for the next season in order that he may prepare accordingly. In many industrial lines there at present no marks to steer by, nor do any past experiences furnish much of a guide, because none of them were under exactly the same conditions as now prevail. It is a time for the making, not the following, of precedents.

About the only sure things apparent are that industrial affairs are still far from normal and that it is going to take considerable time to bring them there. Readjustment is in progress, but ratios of value are still far from being proportionate. Farmers express this by the number of bushels of wheat or corn it now takes to buy a pair of shoes or a suit of clothes as compared with what used to be the case. The comparison is not exactly fair because the old ratios were not really just, and a readjustment would have taken place in course of time even if no war had occurred with its violent displacements and disparities of values. Of the changes made, the greatest were in the increase of wages for both unskilled and skilled manual labor. Both kinds were in especial demand to provide for war exigencies at a time when many workers were drawn off for military duty. The combination of scarcity of workers and an excessive amount of work to be done forced wages up to the highest point they had ever attained in the history of the world. Most commodities also rose, although not to the same extent. Since the business slump four years ago the values of a number of commodities have dropped, and this tendency is continuing. Some which are factors in the cost of living remain unduly high, however, and supply a reason for still maintaining high wage scales. It is noteworthy, too, that what wage reductions have occurred and are taking place are not in the industries in which the highest rates prevail. The real serious problem is

not so much the scale of wages as the quality and quantity of service given in return. Upon this depends the unit labor cost of any article, and this is the thing that must be reduced in order to bring conditions toward normal. Frequently, the higher the wage scale the lower is the labor cost.

No especial change in business activity followed the Decoration day holiday. The primary markets remain somewhat listless, the habit continuing of piecemeal buying in small quantities. As against this mills and factories are curtailing operations in order to avoid an accumulation of stocks. Should there be any sudden spurt in demand, it is not unlikely that a scarcity of merchandise will occur which may lead to rising prices. It is, however, pretty well understood that if prices go up much there is apt to be a cessation of buying, and this it is that prevents many buyers from ordering beyond immediate needs. It is an unsatisfactory condition for producers, but there appears no way to change it. In a number of lines dealing with apparel the weather has continued to be a drawback, and this has now been so prolonged that lost ground cannot be made up before real summer sets in. Retailers have begun to offer clearances at concessions without securing the volume of sales hoped for. Still, a fair amount of business is passing, and its increase is merely dependent on a few days of high temperature. This has been occurring in parts of the country where seasonal weather has prevailed and will take place in due course in this vicinity. Upon the promise of this great hopes are based by merchants.

COTTON ESTIMATES.

From a trading standpoint, some significance attached to the first official estimate of the condition of this year's cotton crop, which was issued at the beginning of last week. It showed the very low condition of 65.6 per cent. No estimate was made of the acreage planted, but market guesses appeared which seemed to forecast a yield of less than 11,000,000 bales. The first effect of the announcements was to cause a quick rise in the cotton quotations. Quickly the market was over-bought and reaction followed. All the transactions were mere gambles, of no value to those who intend to buy and use real cotton. A point noted in connection with the official estimate of condition was that this was of the date of May 25, when field conditions were at their worst, and that whatever change the future is to bring is apt to be an improvement unless the boll weevil shows greater activity than now appears. With the possibility in view of a more or less complete slump in the production of American cotton at some future time, more attention is being directed toward the supplies from elsewhere. Official figures show an increase in area planted to cotton abroad of over 2,000,000 acres, without counting China and Australia. Production rose correspondingly. British Empire-grown cotton reached a total of over 178,000 bales. The goods market was quite firm during the

week, although toward the close second hands let out fabrics at some concessions. It is a question how much gray goods are in speculative hands. The mills are contracting output and are declared to be holding only small stocks. In small lots finished goods keep going into distributing channels, but there is no vim in the buying by dealers or the public. Knit goods remain about as they were, with the chances of active buying still in the future.

THE SITUATION IN WOOL.

More so than in the case of cotton, wool prices are dependent on the demand for the article by goods manufacturers. Recently such demand has been more marked on the part of buyers from Japan and Continental Europe than from those of Great Britain and the United States, although these last two are usually the largest consumers. There has been an easing in prices, abroad as well as here, without much buying. The next auction sale of Colonial wools in London is scheduled for July 1 and will afford some indication of how far the trend will go. In this country the curtailing of production by woolen manufacturers is checking the buying of wool, although some purchases are reported of clips in various portions of the country. Not as large a percentage of the shearing this year has been disposed of as is usually the case at this time. In men's wear the buying of fabrics for the next heavy weight season has been somewhat disappointing, and this is the case, though not to the same extent as regards women's wear goods. It seems pretty certain that there will be a postponement in the opening of men's Spring fabrics beyond the dates in July when it is customary to display them. Regarding women's wear cloths, sales of them will depend much on the outcome of the labor difficulties in the garment trades, although it seems fairly certain that the manufacturers will find some way to make up the goods they need. A very few weeks at the outside will make the matter more clear.

CANNED FOODS MARKET.

The demand for all lines of canned foods is so much confined to pick ups of moderate or small sized parcels on the spot or from nearby markets that the situation is uninteresting and reflects general dullness. Spot business is not much increased by a demand for futures for in that field also dealers generally are holding off until they can get a better line on the probable markets later in the season. The question of volume of the pack seems to be of secondary importance. Spot offerings are light in most lines, which is another handicap since brokers find it difficult to dig up what is wanted in the grades and sizes which are in demand. The greatest call is for standard quality packs at moderate prices which can be offered as specials at retail.

SALUTE TO THE FLAG.

I pledge allegiance to my Flag,
And to the Republic for which it stands
One Nation indivisible,
With liberty and justice for all.

THE RED, WHITE AND BLUE.

The Star Spangled Banner became the National flag of the United States of America on June 14, 1777, when the Continental Congress assembled in Philadelphia, adopted it as the Nation's official emblem.

The thirteen stars and thirteen stripes represented the thirteen original colonies. The stars on the first flag were arranged in a circle—the circle signified eternity, and the stars unity. The stars also denote the subordination of the states to the union—the broad red stripes representing union.

The first National flag was made by Betsy Ross.

The flag was first recognized by a foreign power when John Paul Jones, commander of the Ranger, carried it into foreign waters immediately after its adoption by congress.

The flag was first recognized on land when it was raised over Fort Stanwix, N. Y., August 6, 1777.

In 1818 Congress decreed that in the admission of each new state a star should be added to the flag, and the number of stripes, then twenty, reduced to thirteen.

New arrangement of the stars of the flag was made in 1912 and the new flag was officially recognized on July 4, 1912.

There are now forty-eight states represented on the flag.

The design of the American flag is said to have been suggested by George Washington's coat of arms—three stars and three stripes.

THREADS OF GOLD.

The Hungarian loan now being arranged in the United States, insignificant in itself, indicates a trend that may in the future have a decisive bearing upon America's relations with the rest of the world. As in the case of Austria, it demonstrates that American financial men have confidence in the integrity of some foreign nations. That fact alone is of significance. France, Sweden, Holland, Japan and several others have been drawn to New York as the world's banking center. Germany will join the minute the Dawes reparations program is put into effect, if it is ever put into effect. It may not be long before Russia, failing in London, will find in the American dollar her only means of salvation. All the world is being bound to the United States by threads of gold. America may hold aloof politically, but she is playing her inevitable role financially. History teaches that the two paths converge, and it is almost unthinkable that our future foreign relations will not be fundamentally affected by to-day's extension of our financial activities.

The death of Alfred V. Friedrich is a distinct loss to Traverse City from a civic standpoint. Retiring from business two years ago, after accumulating a comfortable competence from the pursuit of the shoe business, Mr. Friedrich determined to devote the remainder of his life to the work of civic service. It is to be regretted that his career as a servant of the public should be so soon terminated.

IN THE HOLY LAND.

Three Most Interesting Days in Palestine.

Haifa, April 28—Leaving Cairo at 2 p. m. on two special trains via Ismailia we arrived at Port Said at 5 p. m. The boat left at 7 p. m. The nearest port for Jerusalem is Jaffa, but it is an open port and hard to land in rough weather, so our boat ran North to Haifa, which has a bay and is a safer landing place in case the Mediterranean is rough.

Arriving there in the morning we had good luck. We landed by lighter without difficulty, because the embarking sea was smooth. The railroad runs along the shores of the Mediterranean for two hours and the farms running back from it are quite fertile. They are raising grain, some alfalfa and it looks much like the villages of Arizona. There are two or three new towns built by different organizations since the war and they are teaching the natives to farm with American plows, hay rakes and hauling with wagons.

Then for two hours we climb mountains much like going over the Rocky mountains, with gorges and sharp curves, reaching Jerusalem, 3,500 feet above sea level, at 3 p. m. Our travel through Palestine suggests two or three things.

First, it seems too bad that while the college professors and some of the high officials of the Episcopal and Presbyterian churches in America are attempting to limit the power of God in whom they are supposed to believe by discrediting the virgin birth, the Catholics have and are building churches on all the hallowed spots of Biblical history and in this connection some people who make light of the location of certain events of Biblical history by saying they don't know the locations should remember that in the fourth century Constantine and his mother, Helena, made Jerusalem a Christian city. Before that time it was captured by David. Solomon built it up. It was sacked by the king of Syria and destroyed by Nebuchadnezzar. After fifty years of desolation it was rebuilt by Nehemiah and soon became the object of Roman conquest. Under Herod the Great it was enlarged and beautified. This was the city in whose streets Christ walked and in those temples he worshipped and taught and from whose gates he was taken out and crucified. In 78 A. D. it was taken by Titus and Jerusalem was left only a heap of ruins and rubbish. No fewer than sixteen sieges have destroyed Jerusalem and the city of the present day is the eighth city built on the ruins of its seven predecessors. Some places you must dig down through 125 feet of the rubbish of centuries. Now with this in mind, you must keep another fact in mind, that when in the fourth century the Christian king, Constantine, commenced building churches they were located by the people in the different places and provinces where their fathers, grandfathers and great grandfathers were able to locate with a fair degree of certainty these historical spots. In one new Catholic church we were in they took us into the basement to see the floors, fifty feet down below the former church on same spot and then down some twenty-five feet further to the walls of Mary's home, so while some of the places may not be the exact spot, most of them are, for the old priests of the Roman and Greek churches had more knowledge than we of the present day when they were going to expend two or three hundred thousand dollars and more over a particular spot to preserve it for future generations to have it as accurate as possible.

Our next trip was to the Dead Sea. We took autos at the station for a twenty-five mile ride to the Dead Sea and Jordan River. This is a perfect

mountain road, built by the British during the war. We went out this road where the Bible says, "A certain man went down from Jerusalem to Jericho." This ride took us past Gethsemane and over Mount of Olives to Bethany, where you stop to see the home of Mary and Martha, Lazarus' Tomb and the house of Simon the leper, on down through the Jordan Valley with the mountains of Moab in the distance, passing the Apostles' Spring. There can be no doubt but that Jesus and his Disciples, in passing by, drank from this fountain; on to the Brook where Elijah was fed by ravens; on to the ancient city of Jericho, formerly known as Gilgal, the first camping place of the Israelites after they had crossed over the Jordan, driving on through Jordan to the ford where John the Baptist baptized Christ. At this point the Jordan is about 100 feet wide and we took a small boat over to Syria on the other shore and back. We took a drink of the water, then on down about two miles, where the Jordan enters the Dead Sea, which is forty-seven miles long and from three to nine miles wide and is 1,300 feet below the sea level and is salt water. We washed our hands in it, then went back to Jerusalem for the night. The new Grand is a very comfortable hotel.

On Sunday, the Greek Easter, we went to their Easter service in the house of the Patriarch, where some hundred fine looking elderly priests put on their yellow golden colored robes, renewed their vows and marched to the chapel. We were given candles and marched part of the way with them. Then with a guide we started out to see the historic spots.

Jerusalem is built on two prominent hills, Mount Lion and Mount Moriah. We visited the mosque of Omar. It stands where the Temple of Solomon stood and where afterwards the Temple of Herod was erected. The enclosure has an area of thirty-six acres. Here it was that Paul was rescued by Roman soldiers from a mob of the Jews. It also marks the sight of the altar of burnt offering. Traces of conduits which originally carried off the blood of the sacrifice can be distinctly seen. Then to the church of the Holy Sepulchre, enclosing and marking historic events, the stone on which Christ's body was laid for anointing, the chapel of the Parted Raiment, where his garments were gambled for, the spot where they crowned him with thorns, down a stairway of thirty steps, where the three crosses were found, the chapel with marble slab under which by tradition Christ was buried, the Via Dolorosa from St. Stephens gate to the church of the Holy Sepulchre—devout pilgrims regard this as the most sacred of all streets—past the house of Piloli, thence to the place where Jesus fell under the weight of the cross and so through all fourteen stations, the last five of which are within the walls of the church. Near the Damascus gate is a great cavern called Solomon's quarry. It extends 700 feet under the city. Its roof is supported by natural pillars. It is doubly interesting to masons, as many hold that masonry was here instituted by King Solomon himself. In several instances stone from this quarry has been shipped for masonic corner stones in the States.

Then by auto for a five mile trip to Bethlehem, passing the well from which the Holy family is alleged to have drunk on its flight into Egypt. With Bethlehem in Bible history is associated with romance of Ruth, the youthful home life of David, the birth place of Jacob and the birthplace of Christ.

The church of the Nativity is one of the oldest Christian churches of the world. Descending by way of the crypt into the chapel of the Nativity we come into the actual cave or grotto or stable, where it is believed Christ

was born. It is about forty feet long, twelve feet wide and ten feet high. The chapel of the Manger is just opposite the Manger, the chapel of the Holy Innocents to mark the site where several children were concealed, were found and slain by Herod.

Returning to Jerusalem at 2 o'clock we took motors for a 100 mile trip to Nazareth and Lake Galilee going North through Damascus gate to Samaria, with a view of Mount Hermon with its snow capped top all the year around, to the East Mount Tabor, the Mountain, of Beatitude, where Christ fed the 5,000, stopping at Jacob's well, where we all took a drink of the water. The first twenty-five miles is rather rough and grazing country, the next fifty miles is a fine fertile valley which looks like some of the farming district valleys in Pennsylvania. Reaching Nazareth, the Hotel Galilee is a fair hotel, the best and only one there. It is a hillside city, 1,100 feet above sea level. With a guide we visited the church of the Annunciation built over the cave or home of Mary, where the Lord appeared to tell her about the birth of Jesus. Joseph's carpenter shop was dug out twenty feet under the present chapel.

There are two places in Nazareth where we may be sure Christ must have spent many an hour in his childhood and youth. One is the fountain or spring on the edge of the village and the other is the ridge back of the town.

Then a ride of twenty miles to Lake Galilee, passing Canaan of Galilee, five miles out, is the site of the home of Nathaniel, where Jesus wrought his first miracle. Lake Galilee is twelve miles long by six wide. The Jordan flows into it on the North and out from the South, the Lake looks much like Lake George, New York, with its clear blue water and the hills surrounding it rising up from the Lake for 100 to 200 feet. On its Eastern shore is Tiberias, at present quite a modern looking town of 10,000. We took a boat for a trip to Capernum, on the North shore. Returning along the West shore are huts of mud and stone and Magdala, the town of Mary Magdalen. There is probably no other section in Palestine where so much of the life of Jesus was seen and where so many of His mighty works were done.

Returning to Haifa at 6 o'clock, after three days of fast traveling from 6 a. m. to 8 p. m. our eyes and head were crammed with location, history and names that for the most of us have from childhood been familiar. Like everything you read about, it becomes much more real when you see it.

Again, my homage goes out to the British. During and since the war they cleaned up these cities so that there is little or nothing disagreeable about them. One traveler here before the war said the streets were so filthy he always wore overshoes.

We leave at 8 to-night for a two day sail to Athens. Everybody, I think, is delighted with the three days in Palestine. We certainly have never before seen so many historical places in the same length of time and with so little discomfort. C. C. Folmer.

Why Worry?

Two men, evidently business partners, took their places in the line that was wending its way toward the ticket window for the evening performance. Suddenly one of the men seemed to remember something. He clapped one hand to his forehead, gasped, and in consternation said to his partner: "Abe, I forgot to lock the safe!"

"Huh!" said the other, "Why worry about the safe ain't locked? We're both here, ain't we?"

Criticism that brings no results is a criticism on the criticiser.

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Girls with bobbed hair will welcome this special size net. We fashioned it in response to an insistent demand for a net that will conform comfortably to the bobbed head, and give the hair that well-groomed, attractive appearance. Of course, it is the

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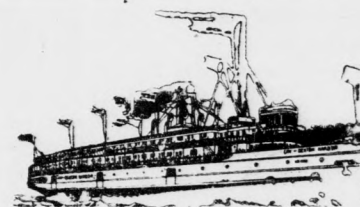
made from human hair, embodying the same long wearing, all around good qualities which have made Duro Belle the best hair net obtainable.



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Secret of Success of Cushion Soled Shoes.

Those of us in the manufacturing and retail fields, wearing and championing cushion soled shoes, enjoy the advantage of treading soft surfaces as did the aborigines; among those forebears of ours foot troubles never troubled. The bottom of the human foot is a surface of many curves. It was apparent long ago that nature never intended the soles of our feet to be flattened under the weight of the body, as often occurs by contact with the bottom of the ordinary shoe.

The soles of your feet and mine curve to follow the lines of a very delicate structure of bones and muscles. To preserve our feet in the best possible condition these curves must be retained. This can be accomplished only by opposite concave surfaces supporting the foot where the foot is convex and convex where our feet are concave.

That is the secret of the success of cushion soled shoes.

The carefully constructed layers in the soles of cushion shoes are made of felt, cork and lamb's wool, and are separated from the stockinged foot only by a covering of flexible leather. On this conforming "cushion" the sole of the wearer's foot makes natural impress which soon becomes permanently shaped as accurately as the surfaces of male and female dies in the machinery field. The resilient cushion conforms to every variation in the sole of the foot, yielding at the heel, the ball and the toes, which collectively support the weight of the body—and through this contact the arch structure receives an inconceivable measure of comfort and assistance.

If you, my reader, have "gotten the picture" as it actually exists in the foregoing description, you have realized that here is actual relief for "the footsore and weary;" an insurance for the normal foot against most, if not all, the ills to which the poor abused "dogs" are so widely subjected.

Cushion shoes give the feet soft pads to rest upon. Just as it is easier to walk on thick carpet than it is upon a hard wooden floor; just as it is easier to sleep on a downy mattress than it is upon bare boards; just as the soft sands of the seashore or the grasses of a meadow are less tiring to the feet than the hard pavements and sidewalks of the city, so properly made cushion sole shoes take up and absorb the jars and shocks of walking which ordinary hard-soled shoes pass on to the delicate parts of the body.

Cushion soled shoes cure some foot ailments and relieve others, because they have a soft, pliable cushion upon

which the foot can rest in comfort. The principal points of contact which bear the weight of the body—the heel, the ball of the foot and the toe joints sink down luxuriously into the cushion insole. Thus the weight of the body does not rest alone upon these suspension points, but is distributed uniformly over the entire sole of the foot.

As the heel and ball of the foot sink into the soft cushion of lamb's wool felt it is forced up gently in the middle forming a comfortable support for the arch. Strain is taken off the arch structure and it retains its natural position and flexibility with no danger of breaking down.

Corns and callouses are caused by friction. As the foot spreads against the upper, this pressure often produces acute pain. The only permanent cure for corns and callouses is to remove the causes which produce them; in doing this cushion sole shoes perform a genuine service to mankind. As the weight of the body sinks the foot into the soft cushion of lamb's wool felt, pressure against the side of the shoe is released. The foot sinking into the cushion forms a mould or pocket into which it fits exactly and prevents slipping, which so easily occurs on the hard inner surface of the ordinary shoe.

It is through the prevention of rubbing and slipping and through the release of pressure that these shoes make corns disappear gradually, but surely, and give almost immediate relief for those who suffer with them.

A bunion is the inflammation of the joint caused by imperfect circulation and undue pressure upon the joints. It is seldom possible to cure a condition of this kind through a shoe. But by taking pressure off the joints, bunions may usually be relieved and some cases, if the condition is not too serious, may be gradually cured. The soft, yielding cushion releases pressure from beneath and above the sore joint, and enables nature to do its healing work—helped instead of handicapped.

The arch of the foot needs to be gently upheld. Hard, unyielding support, such as is usually given with metal arch supports, often causes as much trouble as though no support were given them. In cushion sole shoes the soft pad is forced up easily into the arch as the heel and sole of the foot sink into the cushion. Thus a proper arch support is given automatically, and those whose foot comfort is endangered by weak arches find the condition relieved.

Many wearers of cushion soled shoes have been freed from the annoyance of sweating feet. To realize this we must

first understand the cause of such trouble.

In an ordinary shoe the binding of the uppers caused by the spreading of the foot, compresses the blood vessels and nerves, especially near the surface of the foot, and prevents a free circulation of blood. The feet are farthest from the heart and refuse matter in the blood must be carried back through the veins. This impairs the natural process of circulation and forces our bodies to throw off this refuse through the pores. In other words, tight fitting shoes prevent the operation of the natural organs of the body.

To cure this condition we must first of all relieve pressure, and the cushion sole accomplishes just this effect. As

the foot sinks into the cushion, the tension of the foot against the upper is released, permitting free circulation of the blood. Contrast this with the condition in ordinary shoes, where the hard inner sole spreads the foot against the upper, increases tension and shuts off circulation in the thousands of tiny blood vessels which lie close to the surface of the foot.

Perspiration is not only an annoying and often offensive condition, but it destroys and rots the fiber, both of hosiery and shoes.

The elimination of this condition is therefore an economical advantage as well as a healthful advantage, and often prolongs the life of shoes materially.

E. B. Steere.

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Always Keep Old Glory at the Front.

Grandville, June 10—June 14, 1777, is an important date in American history.

The history of the flag, first made by the nimble fingers of Betsy Ross, is a part of the history of the Republic. Betsy might be well designated as the mother of the Republic as Washington is the father.

The first American flag, the stars and stripes as we know it, was made by Betsy Ross at her house on Arch street, Philadelphia. The dwelling still stands and is carefully preserved as the birthplace of "Old Glory."

As we honor the birthplace of our great Americans, so should we honor the natal day of the stars and stripes. Fighting between the mother country and her American colonies had been going on over two years before a National flag was adopted, and accepted by Washington and Congress as the emblem of the new Nation.

To-day, after a lapse of 147 years, we come again to doff our hats in respect for the old flag which has been kept in the sky, through good and evil report, through wars and countless battles, down through the years.

That flag once waved before Quebec, and from that time on, down through the years, blazoning the way for our gallant soldiers and sailors through so many wars the people of all classes are now calling for the world to outlaw war and make universal peace the condition of our world.

Peace is an ideal condition, but that it can be universally secured would border on the miraculous.

The women of America have borne an important and honorable part in all our wars. In hospital and on the field of battle their efforts for the amelioration of suffering have ever been noteworthy. A woman made the flag; men defended it in desperate battle, and to-day there is no true American who does not honor and reverence the Stars and Stripes above any other flag on earth.

Throughout the Revolution it was the oriflamme of war. Down to the later war of 1812 it spread its beacon light of liberty over sea and land. The British tauntingly declared that his majesty's fleet would soon drive the bits of striped bunting from the ocean. What was the outcome?

Where floated but a single flag above an armed cruiser at the opening of the contest, half a dozen were added to the floating fortresses of the United States at the close of the war. England's haughty boast was riddled by Yankee bullets, and from that day to this John Bull has fought shy of coming again to battle with Brother Johnathan.

The Mexican trouble in the forties again sent the flag into battle, in which the old flag won undying honors. There were Indian wars, too, in which the flag gave notice to the savage enemy that the United States could not be flouted, even by the smallest foe.

Then followed the great civil strife which rent the land from Lakes to Gulf, in which many hundred thousand brave boys laid down their lives. It was not a useless sacrifice, that four year struggle to keep Old Glory floating over every foot of the American Union.

As a Nation indivisible under the flag, we are now a Nation so strong, should the trial ever come, we could withstand the world in arms. There is something in a flag. It reflects the feeling of patriots throughout this broad land, and no impious hand will dare tear down that flag while a single American lives to protect it.

Wrap the flag around me boys,
To die were far more sweet
With freedom's starry emblem boys
To be my winding sheet.

Such was the feeling of the soldiers who died in trench, on the open field and in prison pens during that horrid

long four years of civil strife, and it is the feeling to-day animating all the sterling American youth of our broad land.

Once, during that civil strife, the banners of disunion came near to flaunting their treason in the face of the North. At such a time old men gathered in meetings at the North and purposed offering their services to their country. This became unnecessary when the next winds from Dixie brought news that the invading hosts of Lee had been signally defeated in Pennsylvania and were moving in rapid retreat across the Potomac.

The flag is the symbol of liberty, equality and justice. For that symbol men are ready to lay down their lives on the blood red field of battle. On the sea, as well as on land, the flag of America floats, the proud emblem of a Nation of freemen. Britain learned to fear that flag as she feared no other under the canopy of heaven. She learned through the bitter experience of two wars to respect the men and women on this side of the Atlantic.

Later, when the German hordes threatened the complete overthrow of not only France and Italy, but of the British Isles themselves, the once proud and disdainful Briton gladly welcomed the fighting forces of the American Nation, and to speak in pride of that flag which Betsy Ross originated, and before which the red-coats of old England were made to dance a hornpipe to the tune of Yankee Doodle.

We do well to remember the 14th of June, to hang out the flag in honor of our National progress, pressing onward to keep the Stars and Stripes of our country ever at the front.

Old Timer.

Hides, Pelts and Furs.

Green, No. 1	05
Green, No. 2	04
Cured, No. 1	06
Cured, No. 2	05
Calfskin, Green, No. 1	13
Calfskin, Green, No. 2	11
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11½
Horse, No. 1	3 50
Horse, No. 2	2 50

Pelts.

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

Tallow.

Prime	06
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Cut in Income Taxes Will Not Start Buying.

Now that income taxes during the current year will be reduced 25 per cent. the question of how this will affect business is being asked. The taxpayer will have more money to spend or to save. If he had paid this money into the Federal Treasury, however, it would still have been spent. The Government would have used it to buy supplies or to pay salaries to people who would have spent it pretty much as the average taxpayer will spend it, or the Government might have used it in retiring some of its debt. In any case the funds would soon have gone back into the channels of trade.

The reduction of taxes, therefore, does not mean that total purchases will be appreciably increased, but it does mean a shifting of purchases from one group to another. The taxpayers will have more to spend, and the Government will have less. Under present conditions this is altogether desirable, but any immediate and substantial speeding up of merchandise turnover is improbable. The long-run effects will be the more important, but they will also be difficult to trace.

In considering the effect of the reduction of the income taxes on the total volume of trade one should bear in mind, first, the proportion of taxes saved to the total retail bill of the country; and, second, the fact that the money paid to the Government by its citizens is not buried in the ground. The Nation's total bill for retail purchases has been estimated by Dr. Paul H. Nystrom of the Retail Research Association at \$35,000,000,000. If the money to be saved the taxpayers this year as a result of the 25 per cent. reduction amounts to \$232,000,000, as Chairman Green of the Ways and Means Committee has estimated, it will be seen that this represents only a small fraction of the total of their expenditures. Yet, as in case of the bonus payments recently discussed in this column, the effect will be more pronounced in the case of expenditures for specialties and luxuries than for necessities. It is necessary to repeat,

however, that it is not the immediate but the long-run effects that will be important.

Business Men Accustomed To Rising Prices.

The present generation of manufacturers and traders is accustomed to carrying on business with prices moving upward. From 1896 to 1913 price levels rose 50 per cent., or an average of about 3 per cent. a year. Then came the war-time inflation, and in the ensuing seven years the net average advance was 18 per cent. per year. Then the year 1921 brought a net drop of 35 per cent., but in 1922 and the first half of 1923 the trend was again upward. The past twelve months have brought short swings in both directions, with the latest swing downward. A tabulation of the average price level for each of the past twenty-seven years shows that in nineteen years prices rose; in three years the general average showed no change from that of the preceding year, and in five years it showed a decline. This indicates that business men for three decades have been accustomed to rising prices about four years out of every five.

If the next decade is to be one of gradually receding price levels, as many business statisticians forecast, it is evident that the average business man will have to change some of his former methods of doing business. He has been accustomed for many years to think in terms of rising prices, and this has become almost a habit. It has been shown before in the Tradesman that the decade from 1880 to 1890, which was one of sharply receding prices, was also one of prosperity and development for the country as a whole. By 1880 prices had been moving steadily downward for a sufficient period to enable the business men of that day to adjust themselves to the prospect of lower rather than higher prices and to make all their calculations accordingly. It is possible that the business community is making such a readjustment to-day more rapidly than is generally supposed. The hand-to-mouth buying by retailers may be one illustration of the steps toward readjustment. More efficient methods of

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The most important document a man can draw is his Will. Once it is prepared, it should be revised from time to time to make it meet every possible condition.

Have your lawyer read your Will with you to-day!

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manufacture and general efforts to bring down costs are also in evidence. All this looks very much like an effort to maintain profits despite any trend toward lower prices.

Personal Responsibility Legislation.

Plans are already being made in a number of states for introduction of personal responsibility bills in the 1925 legislatures. The men who will serve in these legislatures are now being chosen by conventions and primaries and wherever an earnest effort is to be made to obtain a personal responsibility measure, the time to start working is here. The candidate is often more receptive to suggestions than the elected officer. There is particular need for education on the subject of a personal responsibility bill applying to those who cause fires by carelessness or neglect, for the reason that so many of our citizens are not familiar even with the idea of such a measure and a new idea, no matter what its merits may be, always has more difficulty in obtaining recognition than an idea which is familiar. That is another reason for starting to educate the prospective legislators now.

Unless there is a definite group of citizens vitally interested in passage of personal responsibility legislation, there will not be much chance for the passage of such legislation. If one appears before the legislative committee in favor of a personal responsibility bill except representatives of the state fire marshal's office, the legislators are not likely to be very much impressed with the idea that there is any real demand or necessity for such legislation. In some states, local fire prevention committees have been organized by state fire marshal departments and there are now several hundred chambers of commerce which have their fire prevention committees. With these as a nucleus, it should be possible to show legislators that there are many business men and citizens who recognize the importance of taking more effective steps to reduce the American fire waste.

Carrying Cotton To Carolina.

"Carrying coals to Newcastle" has long been a proverbial expression for a wholly useless activity. Carrying cotton to Carolina may seem an equally superfluous operation, but that has recently occurred, and the cotton has been carried from Massachusetts. The reason is not far to seek. Mills in the latter State had a supply of cotton in excess of their needs under their present curtailed schedule, and some mills in North Carolina were short of that grade of raw material, and the cotton went back down South. Cotton from Egypt held in bond in American ports has recently been re-exported to Great Britain for a similar reason.

These things show the extent to which the textile industry has got out of order. Three abnormally short cotton crops in succession are the real source of the trouble. Not since 1920 has there been a full crop. The output of the following year was curtailed by voluntary action on the part of the growers. In the next two years the weather and the crop pests were responsible. The crop for this year is

off to a bad start again, though the early handicaps may be offset to a considerable extent during the next three months by favorable weather. Not only cotton growers and traders, but the textile industry as well, will keep close watch on the weather maps in coming weeks. Temperature and rainfall in Georgia and Texas will have much to do with the future state of business in New England cotton mill towns.

Blindness Does Not Dim the Lamp of Learning.

Blindness hasn't stayed Mrs. R. G. Holtman of Oskaloosa, Iowa, from following the lamp of learning, the records of the extension division of the University of Iowa revealed recently. Mrs. Holtman, who is 50 years old, has already completed three of the division's home reading courses and has certificates attesting to that fact. She is contemplating further work.

Difficulties that would have dismayed less ambitious persons have been bowled over by Mrs. Holtman in her desire for further education. Part of the time she has been able to read assigned books herself by obtaining them printed in the New York point or revised braile, which allows blind persons to read by touch. At other times Mrs. Abbie Farnsworth, also of Oskaloosa, an invalid, friend and fellow-student, has read books to her. The courses which Mrs. Holtman has finished are thirty American heroes, thirty books of fiction, and great literary Bibles.

Home reading courses are arranged under the auspices of the Bureau of Education, United States Department of the Interior. After all summaries of a course have been submitted and approved, test questions are sent to the readers.

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The Difference.

The stranger addressed the farmer's boy across the fence:

"Young man, your corn looks kind o' yellow."

"Yes; that's the kind we planted."

"Don't look as if you would get more than half a crop."

"We don't expect to. The landlord gets the other half."

Then, after a pause, the man said: "Boy, there isn't much difference between you and a fool."

"No," replied the boy; "only the fence."



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Selling the Community a Bond Issue.

As a rule fire departments don't just grow as Topsy did. This is particularly true in the smaller towns and cities of the country. If there is an efficient fire department well equipped, one may be reasonably sure that a few loyal citizens, interested in fire safety, have banded themselves together and by hard work interested enough citizens in the community to win support for fire department improvements. There are as many as 3,000 towns and small cities in this country needing more efficient and better equipped fire departments in order to measure up to any reasonable standard of community fire protection. In hundreds of these towns and villages, there are small groups thoroughly sold on the idea of better fire protection. How is this small group to get the support of a majority of the citizens? To answer this question in the right way calls for determined leadership and real statesmanship as applied to the local community.

In the belief that the story of a successful campaign in a city of about 5,000 people, would be of value to others who are trying to get better equipment for their fire departments, we are publishing in this issue an article telling how a small group in Ludlow, Kentucky, sold its fellow citizens on the idea of better protection.

Rural Losses One-Half of Total.

Although fewer than one fourth of the total number of fires in Indiana last year occurred in rural districts, that is, outside of incorporated cities and towns, the loss sustained in such fires was almost one-half the total for the entire State.

The defective flue and chimney sparks are as disastrous in the country as in the city. Other principal causes of country fires are burning rubbish, gasoline and kerosene stove and lamp explosions, lightning, and spontaneous combustion.

Over half the rural fires were total losses. This is due, the State Fire Marshal explains, to the lack of adequate facilities and organized effort in combatting flames in the villages and on the farms. The cost of providing fire fighting apparatus is considered too heavy by the taxpayers of the average rural community and the farmer has, as a rule, neglected to provide even the simplest safeguards. Newman T. Miller, Fire Marshal, declares small communities can better afford to stretch a point to provide fire protection than to take the risks of total losses. "It would be better to economize on conveniences or improvements less essential to the safety of life and property," he stated.

County Protection.

Last year the State of California passed a law empowering any incor-

porated settlement or district to determine by popular vote whether or not it should be formed into a fire district, at the same time the voters must also authorize the necessary tax levy to purchase, house and maintain the fire apparatus. The tax rate for this purpose has, of course, varied widely, in some cases running as low as 10 cents per \$100, while in others the assessment has reached 50 cents per \$100. This rate is, of course, directly controlled by the taxpayers themselves and is an accurate measure of their keen interest in their fire protection problems.

The fire district, when organized, falls under the supervision of the county fire warden, who is also county forester. This official is directly responsible to his county board of supervisors.

Los Angeles county is the first section to effect an extensive fire department organization, although many localities have taken advantage of the law to improve their fire protection facilities by the addition of motor equipment.

Just Natural With Us.

Why, says Henry L. Dittmar, president of the Indianapolis Chamber of Commerce, will men stop on the way home from a formal social affair while attired in their best dress suit, and go to work to help the fire department extinguish a fire with completely ruinous results to said dress suit when their wives could not drive them into the attic while in a pair of overalls to do something to prevent a fire?

Probably this is accounted for by the same American attitude which was so aptly illustrated by Richard Lieber, Director of Conservation in Indiana, when he told that immediately the Americans took charge in Havana, the number of fires grew by leaps and bounds in spite of the thorough cleansing which General Wood gave to that city when taking it over from its Spanish holders.

It just seems to be part of our natural equipment.

The only saturation point in any business is when the people in that business get saturated with the idea that they cannot sell any more goods.

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Very Truly,

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True Function of the Federal Trade Commission.

Whatever may be its shortcomings in other particulars, the Federal Trade Commission has done some useful and necessary work in attacking the evil of misbranding which had attained all too wide dimensions in this country. Even in conducting this campaign, however, the Commission has sometimes manifested a degree of zeal that strikes the disinterested observer as at least ill judged. An instance in case was noted this week when a well known and highly respected textile concern with a long established reputation for business probity and for the high quality of its goods was cited in a complaint charging it with unfair methods of competition. It is alleged that some of its goods are labeled as silk which are not made entirely of that material, but contain some wool or artificial silk.

Commissioner Van Fleet issued a dissenting opinion against the issue of this complaint, expressing the view that while the case called for corrective action it should have been conducted by negotiation and adjustment rather than by complaint and trial. "I think the true function of the Commission," said Mr. Van Fleet, "is corrective and not punitive. . . . There is no claim as appears in the record that its goods are not of honest quality, but rather that the advertisement and brands used are not literally true. Where any other material than silk is used, such as wool, it is not used as an adulterant, but to make a distinctive fabric which could not be produced otherwise. To my mind there is no fraud intended."

It is worthy of note that in the case cited above the complaint which legitimate business has so frequently made against the policy and tactics of the Trade Commission has been voiced by a member of the Commission itself. Commissioner Van Fleet declares that his dissent does not apply to this case alone, but to every case of like nature where no fraud is intended or the business itself is not fraudulent and requiring the notoriety of a court citation in order to protect the public. In this particular case he alleges that the concern which has been cited will suffer great damage and that such action should not have been taken unless the respondent had refused to conform to the advice and ruling of the Commission.

Business men will be glad to note that at least one Trade Commissioner takes such a broad view. The case in

question sums up admirably the whole problem of the relations of the Commission with the business world. It was the intention of the framers of the Trade Commission Act to set up an advisory body charged with the duty of piloting business so that it might not run afoul of the anti-trust laws. Congress, however, did not take kindly to this idea and insisted on vesting the body with certain inquisitorial powers, and the Commission itself has been prone to lay emphasis mainly on this side of its duties.

Nothing Cheap in Paris.

Buyers returning from France lay great stress on the fact that American travelers abroad this Summer need expect to get nothing cheap in Paris. For that matter, it is said, very few things are to be found in any part of France at bargain rates. This is attributed both to the even balance that has apparently been struck between supply and demand there and to the active buying by Germans, both dealers and consumers, when the franc was at a low ebb. At that time the German dealers apparently operated on the "no lot too large, no lot too small" basis, and they are further said to have bought on the "no lot too old" basis as well. In more cases than one they are said to have taken goods that had been in stock for very long periods; so long, in fact, that the French sellers had despaired of ever selling them at any price.

Corporations Wound Up.

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

Peoples Creamery Co., Detroit.
Central Aluminum Corporation, Detroit.
Dawn Theater Co., Hillsdale.
Federal Tool Co., Detroit.
The H. B. Kendal Co., Detroit.
Nelson-Blanck Manufacturing Co., Detroit.
Vandalia State Bank, Vandalia.
Ann Arbor Private Hospital, Ann Arbor.
Ottawa Investment Corporation, Grand Rapids.
Fenton Improvement Co., Fenton.

Basis of Success.

Any careful study of the principles which surround promotion in business organizations will disclose the fact that men are advanced because their superiors believe in their ability to handle larger problems on the basis of proved capacity in mastering smaller ones. Both young and older men over-emphasize the importance of getting into what they call the right

occupation or profession. Is it not vital then that all should choose the work for which they are best fitted? Of course. But it is so easy to believe that the other fellow's profession is more attractive, more replete with opportunities, and more certain to lead

to an illustrious career than one's own.
Horace Lorimer.

Many a man is suffering from a dyspeptic mind because he does not sufficiently masticate his brain food.

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MIDDLEMAN WILL REMAIN

Because He Furnishes the Most Economical Service.

What good has come from all the recent agitation about distribution?—or marketing, if you like the word better. The interest in this subject has been growing for years. We have had investigations, speeches, articles and books without number. Everybody seems to find things that are wrong, but nobody has been able to point out a solution that cuts down the cost of getting goods from producer to consumer.

We are told that marketing ought to be made more direct by eliminating middlemen; that co-operation will solve our difficulties; that there are too many retailers; that what we need is a reduction in railroad rates; that there is too much duplication of effort in the pushing and advertising of goods of similar quality; that selling costs are too high, due to inefficiency.

One important thing that has come out of the agitation is a better knowledge of the reasons why middlemen exist. The wholesaler explains that he brings together the products made by hundreds of manufacturers, any of whom alone could not afford the sales organization to reach thousands of retailers all over the country.

Suppose every little manufacturer tried to send out salesmen enough to cover the country. The traveling and salary expense would be all out of proportion to the small sales that could be made. The difficulty of making collections would be too great.

Along comes the wholesaler, whose salesman takes orders for goods made by a hundred different manufacturers. By keeping in constant touch with his trade, he knows the financial standing of his customers, and loses little by giving credit. Although this states only part of the wholesaler's case, the need of his services becomes obvious.

We have also heard from the retailer. He says that his cost of doing business is necessarily high, because he has to carry a large and varied stock of goods, and give a costly service, due to the demands made on him by the consuming public. Wages of sales people amount to half or more of his total expenses. An increase in volume of business has very little effect on his expenses, and even causes an increase in his cost of doing business after a certain point is reached.

Chain stores doing a "cash and carry" business save a little, but the demand for full service keeps the chain store from developing as rapidly as one might expect. The chain store is gaining, however, and this development is the most important single thing that is happening in the marketing field to-day. This is not a result, however, of the recent agitation about marketing, because chain stores began to develop years ago as business propositions, and had become important in many cities between 1900 and 1910.

So the question remains: Are there any important changes taking place, as a result of the recent agitation? True, much more scientific study is being given to the problem. Wholesalers and retailers are gradually

adopting more efficient methods and increasing their rates of turnover. Better grading and packing of farm products is coming about. Co-operative marketing has wrought improvements in some directions. Better facilities are being provided for handling goods.

But no one has been able to discover any reduction in the spread between producer's price and retail price; and no very important changes have been noticeable in the organization of the marketing process. Brokers, wholesalers, retailers, all seem to be with us, and in as great a number as ever.

If people are correct in believing that goods ought to be marketed more directly from producer to consumer, one would naturally expect to see the number of middlemen cut down. As a matter of fact, there is a slight tendency in this direction, but it is only slight, and where it occurs, it has little or no effect on the cost of marketing.

Such tendency as there is toward direct marketing can hardly be called elimination of middlemen. Rather, it is the bringing together of the different marketing steps under one ownership. When a large manufacturer decides to sell direct to consumers through his own retail stores, he simply adds the retailer's functions to those that he has already been performing. He has to invest more capital; he has to hire more people; he has credit and delivery troubles, etc. He can't necessarily run retail stores any more economically than can independent retailers.

This process of combining the successive marketing steps under one ownership is coming to be called "integration" by students who are making a scientific study of the problem. This word was coined years ago by economists, in describing a form of consolidation in manufacturing industries.

There have been two kinds of consolidation in industry. One is horizontal combination, as where a group of competing paper mills or cotton-spinning mills combine under one ownership. The other is vertical, where the successive steps in industry come under one ownership. A classic example is the United States Steel Corporation, which owns iron mines, steamships for carrying ore, blast furnaces, steel furnaces, rolling mills, etc. Every step from mining the ore to the turning out of a finished steel bar or plate, is owned by one corporation.

This is integration, the term that is coming to be applied to the marketing process. Integration takes place in marketing when a manufacturer does his own jobbing, or, perchance, operates his own retail stores.

Integration in marketing is a much more exact term than "elimination of middlemen," because it recognizes that there are certain marketing functions that have to be performed, and that somebody has to perform them whether or not the performers are called middlemen.

The principal marketing functions, or services, that have to be performed in getting goods from producer to consumer are as follows: the assembling of goods from various sources; the storing of goods in warehouses and stores; the financing of goods; the as-

sumption of risks; the sorting and grading of commodities; the carrying of goods from one place to another; finally, the actual selling—sometimes helped out by advertising.

The point is that somebody has to perform these services and that it costs money to perform them. You can eliminate a middleman, but you cannot eliminate the work he does. A manufacturer decides to eliminate the jobber, but he does not and cannot eliminate the jobbing function. He finds that he has to build warehouses or hire warehouse space in different parts of the country; he finds that he has to tie up a lot of capital in his goods; he finds he has a much greater financial risk and much greater risk of price fluctuation; and he has to send scores of salesmen to cover the retail trade for every one that he formerly employed in selling to jobbers.

So this shows why the term integration is more exact. It recognizes the fact that the marketing services still have to be performed and that if a manufacturer decides to eliminate the jobber, he has to do the jobbing himself.

The commonest method of marketing is through specialized middlemen, such as brokers, commission houses, wholesalers, retailers, etc., and this system has grown up for the simple reason that it has been, and still is in most cases, the most economical method of getting goods from the producer to the consumer. It means that there is specialization in marketing, just as there is in manufacturing, and that the economics of specialization apply to marketing just as to manufacturing.

Integration does not do away with specialization. It merely means a single ownership of the successive specialized steps. On the whole, integration in marketing is not very common, but it is gradually growing and most of the cases are of partial integration; that is, it is extremely uncommon for one company to control all the marketing processes from producer to consumer, as in the case of the milk supply of our larger cities; rather, it is commoner for only two or possibly three steps to be integrated under one ownership.

The tendency toward integration has developed in different directions—sometimes from the producer reaching out toward the consumer, and sometimes from the consumer or retailer reaching back toward the producer. For example, there are local co-operative shipping associations among farmers and some of them have been developing their own co-operative wholesale organizations in the larger cities; and there are manufacturers who have undertaken the wholesaling functions, and some who have entered the retail field.

As an example of the movement in the opposite direction, we have chain stores which buy direct from manufacturers, but which, in doing so, have had to build warehouses and develop their own wholesale organizations.

There are some cases of integration which have begun in the middle of the marketing chain and have reached in either direction. For example, there are jobbers who have obtained ownership in retail chain-store systems; on

the other hand, there are jobbers who have reached backward into the manufacturing field.

The question naturally arises: When is integration possible and desirable? Too many manufacturers are likely to think that there must be a great saving in selling direct to retailers, without realizing the extra expense that they must incur in doing their own wholesaling. Some of the factors that make integration possible and desirable are as follows:

1. Sufficient volume of business. Volume is absolutely necessary. If a manufacturer is to do his own jobbing, he has to have enough volume of business to keep down the selling costs in his various jobbing outlets and for individual salesmen. This explains why local farmers' co-operative organizations have to federate into large organizations in order to get sufficient volume to operate wholesale terminal agencies.

2. Perishability. If goods are perishable, there is some advantage in having one company control the whole marketing process. This means that there are few handlings, and that there is more uninterrupted expert attention given to the product. The marketing of fresh milk is a good example. It is said that the National Biscuit Company decided to sell direct to retailers because in selling through jobbers their biscuits became stale before they got to consumers' hands. This is also one reason why the large meat packers sell direct to retailers.

3. Goods that are branded and advertised. If a manufacturer brands and advertises his goods, he often likes to sell to retail trade, if this is possible. He wants to be in as close touch as possible with consumer demand, so that he will know how to give the best service and how to make the best product. He also likes to avoid the danger of brand substitution on the part of the jobber. And in some cases he likes to be able to control the resale price.

4. A commodity that is a specialty. Most staples have to go through the regular marketing channels, but such specialties are adding machines, typewriters, etc., which require expert salesmanship, and which also require special service during and after the sale is made are often sold direct to the consumer through the manufacturers' own retail stores.

5. Where the number of retailers is small. A men's clothing manufacturer generally sells to only one store in a town and that store buys a large quantity of goods at a time. Groceries on the other hand, have to be sold through dozens or hundreds of stores in the same town and the sales have to be made frequently and in small quantities.

These factors that make integration possible, suggest the principal benefits that accrue to a manufacturer if he can control distribution to the retailer or even all the way to the consumer. In addition to the thought brought out above, the manufacturer, by doing his own distribution, can often control the flow of goods to consuming markets in better and more regular fashion. He also has a steadier market, and loss of one ac-

count is not as serious a matter as it would be if he were selling through jobbers.

On the other hand, the advantages of integration in marketing are not so great as many people might think. The advantages are more in the maintaining of good service and in the control of distribution than they are in actual saving of expense. This is a very significant fact.

In most cases, integration is simply out of the question because there is not sufficient volume to make it possible. The jobber's reason for existence lies largely in the fact that he combines the outputs of hundreds of small producers who could not possibly afford sales organizations to take goods direct to retailers.

It is true, however, that there is a distinct development of integration in marketing. As manufacturing enterprises become larger and have plants in different parts of the country, integration naturally results. Also the movement toward large individual retail stores and chains of small stores represents another step in this direction.

Some of the most interesting developments at present are in the marketing of farm products. The California Fruit Growers' Exchange integrates the marketing process only until its goods reach the wholesale produce dealer, and this is true of other big fruit exchanges. There is a movement on foot to associate co-operative creameries into a federation that will sell butter through its own wholesale organization, in large terminal markets.

In the marketing of live stock, there have recently developed co-operative commission firms in the principal live-stock markets. A similar movement is in prospect in connection with grain marketing. In Canada, co-operative terminal marketing has been a success for years, but the experience of the U. S. Grain Growers has so far not been a happy one.

Such tendency as there is toward direct marketing, or the integration of marketing, is not a new thing, and there is little evidence that it has received any decided impetus from the recent agitation. Certain shoe manufacturers have been operating retail stores for a great many years. The big oil companies have not adopted direct sale to consumer through their own filling stations as a result of any fiery speeches on marketing. The big packers have been selling direct to retailers through their own branch "jobbing houses" for forty years.

Wherever there has been any real economic reason for "going direct" it has been discovered long ago. There have also been many attempts that have failed.

Everything seems to point to the fact that the old middleman system is to be with us for many generations to come—and for one very vital reason, which is that this system furnishes the most economical method of performing the varied and costly services of getting goods from the farmer or manufacturer into the hands of the consuming public. L. D. H. Weld.

Imported Straw Hats—The Sugar Duty.

Cheap straw hats of foreign make, mostly from England and Italy, have been much in evidence in the small furnishing shops this spring, and now comes news from Washington that efforts have been made by the National Association of Men's Straw Hat Manufacturers to have the Tariff Commission investigate production costs here and in other countries with a view to applying the flexible clauses of the Tariff Act. The association will seek an increase of the duty. The present law imposes duties ranging from 35 to 60 per cent. on straw hats, according to the advancement of their state of manufacture. Under the law of 1913 the duty ranged from 25 to 40 per cent., but the increase under the Fordney-McCumber Act has not prevented heavy imports.

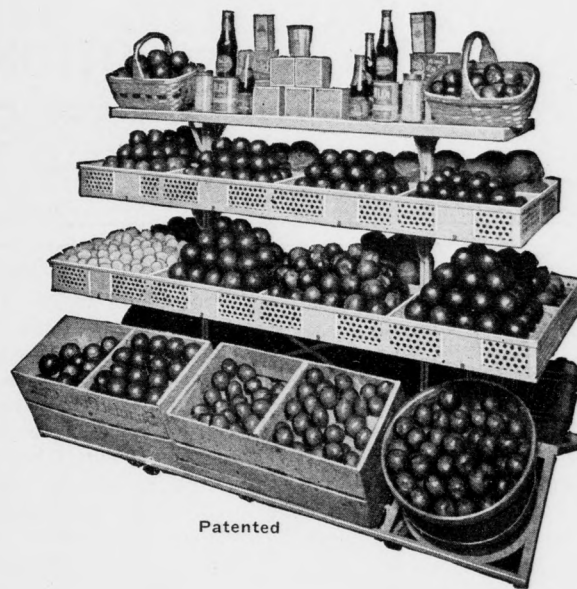
Of more general interest to the consumer is the progress of the Tariff Commission's investigation of the duty on raw sugar. This investigation has been conducted under many difficulties, one of which was not a little embarrassing, as it involved the right of one member to participate in the deliberations because a member of his family was interested in the domestic sugar industry. The controversy over this and other questions became bitter, but the commissioner whose status was questioned finally solved that much of the problem by withdrawing from the investigation. This matter came up on the floor of Congress and resulted in a provision being inserted in an appropriation bill withholding pay from members of the commission who participated in cases in which they might have a financial interest.

The hearings have closed and the commission is now drafting its report to the President, and there are intimations that two reports will be forthcoming, one recommending that the duties be reduced and the other that they be left intact. Evidently these conclusions are derived from an examination of the same figures of production costs, but the figures mean one thing to one group of commissioners and something else to another group.

Little Change in Men's Wear.

Men's wear selling agents find little change taking place in the goods situation. A little Fall business continues to trickle in, but there is continued lack of anything like snap to the demand. Prices on worsteds are a bit unstable, though leading lines are said to be still held at the opening levels despite the concessions reported in the general market. With the buying attitude of the manufacturing clothiers what it is, the position has been taken that "reasonable" concessions from the opening prices would have but little effect in stimulating business in worsteds. Beyond a certain price point the mills cannot go and still offer good quality fabrics. A cheap worsted is dear at any price, was the way one selling agent expressed himself yesterday. Whether there will be any "kick" to later business in heavyweight worsteds remains to be seen.

Service is the only thing in the world that counts.



More Sales Per Customer!

WHEN you can sell an additional item to a customer you have created entirely new business. You have made a *more profitable* customer. And the only way to make each customer buy more is to show merchandise, new things, specials, which may not be known you handle.

DAYTON DISPLAYS

The Dayton Display Fixture makes every customer see exactly what you want him to see. It puts new life into your store; boosts sales; saves time and energy. Model A4 gives you 46 square feet of display in 17 square feet of floor space. Pays for itself quickly. All metal construction, finished in light oak shade. Costs only a few cents a day by our liberal plan.

Write your name and address on the margin of this ad and send it to us. We'll give you surprising information about this Dayton method.

Dayton Display Fixture Co.

1834 West Third Street
DAYTON, OHIO

Desirable territory still open for good salesmen



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.

Hosiery Box Dimensions May Be Standardized.

Standard dimensions of boxes for men's, women's and children's hosiery are proposed in Technologic Paper 253, issued by the Bureau of Standards. Adoption of the proposed standards would reduce the present sizes by 76 to 83 per cent., the bureau believes. Hosiery boxes in use at the present time are represented by photographs and a series of graphs which show the waste, defects in packing, breakage and the like. A new method of packing men's hosiery is explained in the belief that it will provide for a more presentable package and result in an additional saving of space.

The results to be obtained from the standard hosiery boxes are discussed from the consideration of waste materials, storage, smaller shipping cases, cost of boxes, decrease of crushing and breakage of boxes.

Copies of the paper are obtainable from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 10 cents a copy.

Too Late For Wholesalers.

Although a few weeks of more or less sustained warm, dry weather may do a lot toward helping retailers of women's shoes out of their present difficulties, it is freely admitted by manufacturers of this footwear that the weather has wrecked the Spring season so far as they are concerned. By the time present retail stocks are reduced to a point where liberal replenishing will be necessary, it was said yesterday, it will be time to lay in Fall goods. Widely diversified styles are placed second to the weather as a trouble maker for the retailers, the impression being given yesterday that the various types of gore pumps have been the only articles to show any real movement. In any event, they appear to be the only things on which more than hand-to-mouth duplicating has been done, and they are expected to continue strong for Fall. Though delayed by the weather, a fair consumer season for white shoes is looked for.

Some Dresses Are Selling.

Although the dress business, on the whole, has been about as bad this season as it has been for many years, there are certain lines that are moving quite well at the moment. Among them are dresses regarded more or less

as specialties, such as wedding gowns and graduation frocks. Of the two, the latter have been the more active, although reports from some quarters indicate that movements in various parts of the country to simplify commencement apparel, especially in connection with public schools, have had their effect on business. In the higher priced general lines of dresses, the approach of the vacation season has brought about a growing demand for evening gowns. Most of them are made up in blues, greens, yellows and other "Summery" shades, but at the same time there is no denying the strong position occupied by evening dresses made of black chantilly lace.

The Question of Spring Prices.

When the question of probable price trend on men's wear fabrics for Spring is brought up in the goods trade it is very gingerly handled by selling agents. So far, none of the representative sellers desires to commit himself on the question. Nevertheless, belief persists that the levels on the new lines will be lower. The clothing manufacturers are counting on a reduction when the Spring quotations are named, which will probably be in August. The reduction, according to views expressed, may run around 5 to 7 per cent. Selling agents, however, somewhat deprecate the price question as a factor in the present dull situation. They question whether lower prices alone would be effective in the stimulated trade that the mills desire.

Not Much Demand For Underwear.

Some unimportant reorders for light weight knitted underwear have been received in this market lately, but beyond that there has been no change to speak of. Anticipation of future demands is also lacking, and production is reported seriously curtailed in some centers. Certain Pennsylvania mills, for instance, are reported to be using only 10 to 30 per cent. of their equipment, while others report from 40 to 60 per cent. of their machinery to be active. The average rate of production is placed at 52 per cent. The call for men's and children's goods, as limited as it is, is better than that for women's underwear. Prices continue more or less unchanged, but weak.

The dark horses are saying numerous things, but nothing that sounds like "Neigh."

You can't always tell. The smartest girls in school spend five seasons learn-to swim.

Many men holding big positions created them.

WEST MICHIGAN'S LARGEST WHOLESALE DRY GOODS ESTABLISHMENT

We take pride in referring to our firm as such. Only after years of honest merchandising, faithful service and utmost co-operation are we able to do so.

ALTHOUGH

This statement means a lot to us, it should be of greater importance to the many retailers in Western Michigan.

IT MEANS

- A place conveniently located to take care of your needs.
- Service that will command your attention.
- Co-operation that we furnish "gratis" with every order.
- Business dealings that are a pleasure to every one concerned.
- A hearty welcome awaits you at all times.

THESE SEEMING SMALL DETAILS ARE REALLY THE
BIGGEST FACTORS TOWARD BUILDING AND MAINTAINING THE REPUTATION WE ENJOY.

GRAND RAPIDS DRY GOODS CO.

EXCLUSIVELY WHOLESALE

WASH GOODS

We feel safe in predicting Warm Weather has come to stay.

Our Line of Warm Weather Goods are in splendid condition for your selection.

- 36 in. Voiles, Figured -----@17½c
- 40 in. Voiles, Plain Colors -----@32½c
- 36 and 40 in. Fancy Voiles --@27½c, 32½c, 75c & \$1.00

Tissue Gingham, Dress Gingham in large assortments.

White Goods of all kinds.

Plain Color Suitings 23½c up.

27 and 36 in. Poplins, White and Colors.

Beautiful Crepe Cloths in Plain and Fancy 37½c to 67½c.

Madras Shirtings in 32 and 36 in. Cloth. Desirable styles in both widths.

Ask our Roadmen or call if possible.

Mail orders receive prompt attention.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

Furnishings Bought Sparingly.

Fall buying of men's furnishings is proceeding slowly, the advance ordering by retailers so far being practically of the sampling variety. On the other hand, wholesalers are giving great attention to the credit standing of their customers, for the purpose of curbing orders where indications of overbuying appear. In addition, because of the price question, strong arguments are being put forth on the necessity of holding up quality standards in merchandise. Both retailers and manufacturers are held to be in a well liquidated position generally, the slowness in payments experienced being discounted as almost entirely due to the weather.

Vestees Top the Bill.

Vestees of all kinds are the top of the mode in Summer neckwear, and business in these models has been very large this season. This is true both of the more severely tailored models that are designed to be worn with suits and of the lace-trimmed vestees worn with flannel sports costumes and sweaters. Bandings of all kinds, pleated georgette and Valenciennes lace set together in bands ranging from two to six inches in width are also a big factor in the business being done in general neckwear lines. Another important factor in the large business done this season is the production of many novelties making play on colored embroidery.

Knitted Outerwear Spotty.

While reports indicate some improvement in the wholesaling of knitted outerwear, the general situation in this merchandise is still spotty. The weather is the prime factor now in the further turnover of knitted outerwear, and the disposition is to expect a considerable volume of late reorders. There is less heard in the market of the competition of goods at a price, but this is assumed to be due to the slowing up which has curtailed production practically all along the line. Much of these goods, however, is still believed to be a factor in the clogging of the distributing channels to the detriment of the better grade merchandise.

Brocades Are Taking Well.

Despite the slowness with which the Fall season in broad silks has been developing from the standpoint of ad-

vance orders, some substantial business has been placed in brocades. The lines of these being shown in the market are much diversified in pattern and color design, ranging from self tone to two and three color combinations. Floral effects retain their popularity and a good portion of the buying interest is confined to them. Stripes, plaids and checks are also said to be an important part of the business being placed. More attention of late has been shown in the so-called block patterns.

Sports Skirts Are Called For.

While the demand still lacks marked snap, the buying of silk and flannel sports skirts is gaining more headway, according to wholesalers here. Skirts of crepe de chine, flat crepe and spiral crepes lead in the silk merchandise that is wanted. The wrap-around styles are also selling in silk garments, but more particularly in those of flannel. White has become the favored shade in both silk and flannel skirts, with the high colors also figuring very prominently in the latter. Fall skirt lines, in all probability, will not be shown to the trade until after July 4. Novelties will again dominate in the new lines.

Trends in Men's Neckwear.

Men's neckwear of imported fabrics is being featured by a large number of stores. So much is this the case that the makers of domestic tie silks have taken cognizance of the situation and are urging that less of a play be made on these goods by the retailers. In a season in which advance ordering has been slight, the tie makers and the goods mills here say they feel the foreign competition the more keenly. Bright colors rule in the neckwear being featured. Bias striped mogadores are prominent. Figured French crepes stand out in the more expensive merchandise.

Up-to-Date.

"How did you like my sermon Sunday?" asks the modern clergyman.

"I couldn't get you," replies the radio churchgoer.

"Too much theology?" asks the minister.

"No," replies the radio lost sheep; "too much interference."

The man chained to his desk cannot have a broad vision.

MEN'S and BOYS'**BATHING SUITS**

Men's All Wool Navy; White Trim	\$24.00
Men's All Wool Maroon; Green, Cardinal	24.00
Boys' All Wool In Either Combination	18.00
Men's Cotton Ribbed, Navy; Cardinal Trim	\$8.75
Men's Cotton Ribbed, Maroon; White Trim	8.75
Boys' Cotton Ribbed, In Either Combination	8.25
Boys' Cotton, Plain Navy or Plain Maroon	\$6.00

Daniel T. Patton & Company

Grand Rapids, Michigan - 59-63 Market Ave. N.W.
The Men's Furnishing Goods House of Michigan

The Mill Mutuals

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Combined Assets of Group \$30,215,678.02**20% TO 40% SAVINGS MADE IN 1923****Fire Insurance — All Branches**

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For Business and
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Unlimited Health Insurance

Benefits for One Day or More of Sickness
\$25.00 Per Week for Confining Sickness for
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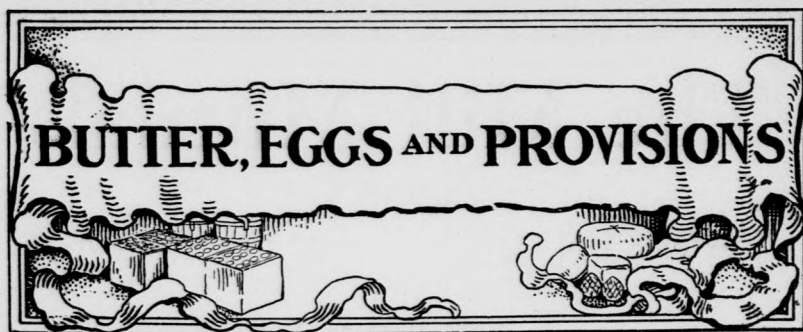
Unlimited Accident Insurance

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Annual Cost \$36.00*For Further Information address*

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P. O. Box 104 **Columbus, Ohio**

MENTION MICHIGAN TRADESMAN



What Water in the Air Does To Eggs.

Most of the younger men and women in the trade to-day are high school graduates and are qualified to understand something about the air we breathe and which we depend upon to keep eggs sweet and fresh. So called physics of the air is a new science, and a good deal of it has not yet gotten into text books but is found in the literature of the Weather Bureau and of institutions like the Smithsonian.

Just what is weather?

The dictionary says it is the condition of the atmosphere of a place at a given time, as regards its temperature, moisture, winds, clouds, etc. But clouds are only a visible form of water, and the winds are set in motion by expansion and contraction of the atmosphere, due to changes in position of the earth and sun and to the clouds which modify the action of the sun's rays, so we come finally to sunshine and rain, just what every small boy regards as weather.

The actual quantity of water in the air is considerable. If condensed to a liquid form, it would raise the level of the seas several inches. It supplies a large part of the water used by living things. Even the water in the ground near the surface of the earth is largely supplied by plant life and is taken from the air in minute quantities. What we see in the form of rain and clouds is a temporary excess which must occasionally be got rid of.

But, considering the wonderful influence exerted by water in the air, the total quantity is very small, compared with other constituents. Hydrogen gas is not found near the surface of the earth, but it is almost the only constituent of the atmosphere at altitudes above 50 miles. Oxygen and nitrogen gases, which comprise most of the lower atmosphere are so much heavier that they support the vast ocean of hydrogen above them. Water vapor also is lighter than either oxygen or nitrogen gases, but the temperature of the atmosphere is below the freezing point of water all the time, excepting close to the earth, where life is found. That is why water, although a minor element of the whole atmosphere, can exercise such a tremendous influence on life, which is, in fact, completely dependent on its presence. To illustrate what I mean by the influence of water in the lower atmosphere, let me read you this typical Weather Bureau forecast for the State of Iowa: "Generally fair tonight and Thursday; heavy frost to-night, if sky clears;" etc.

Not only does water vapor appear in larger quantities at altitudes below the freezing point, but the quantity of

water in the air depends directly upon the temperature, for one thing, and were it not for the changing position of the sun and the earth, the quantity of water in the air would, no doubt, be in direct relation to the altitude. As it is, the quantity of water in the air is constantly changing as it comes under the influence of winds set up by changes in temperature.

But, speaking practically, all the water in the air lies close to the surface of the earth and the closer to the earth, the greater the quantity of water vapor present.

So it happens that, since we live and do most of our work on the surface of the earth, we are at the point where water exercises the greatest influence.

What happens when you place a case of warm eggs into a pre-cooling room? Of course, the water in the air has a long time to adjust itself to a range of temperatures between winter and summer, but when you introduce winter to summer in a closed room there is a terrible shock to water vapor, which runs to cover on shivering wings.

We should get down to particulars, no doubt, when we come to apply physics of the air to our every-day problems in eggs, and it is well to say at the start that the new science does not help us directly to understand what occurs to the air in captivity because it has been developed for the most part by the weather bureau and by observers working in the open. We have to do a little independent thinking when it comes to a particular observation such as we can make any day in our work with eggs. But we can learn a great deal about the action of water in the air when in captivity by observing it in freedom and that is why I have been so careful to lay a foundation for you from the new science of physics of the air as it has been developed.

What we want to observe first of all is that, when we reduce the temperature in a closed place, there is a dangerous surplus of water created in the air which in the open would be carried off on winds to warmer regions or precipitated in the form of dew or rain. To show how much water there is in common Kraft wrapping paper, the 1923 annual report of the Freight Container Bureau of the American Railway Association includes on page 36 a drawing which shows the per cent. gain in weight of wrapping paper due to moisture content in humid weather to be as high as 13 percent. Strawboard fillers and egg cases are probably more permeable than Kraft wrapping paper. At any rate, we know that a 12 pound package, case,

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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

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

Red Star Flour

IT is idle to say that this is the best flour. We have not tested all of the flours in the world. We do know that it is a distinctive flour and a flour of exceptional selling and baking quality.



Judson Grocer Company

DISTRIBUTORS

GRAND RAPIDS, MICH.

fillers and pads, will vary as much as 3 pounds in weight, according to its state of dryness. This represents a moisture-carrying capacity of 1,200 pounds in a carload of 400 cases, or approximately 150 gallons of water, or enough to raise the relative humidity of a closed room to far beyond the capacity of the air to sustain it when forced out of the packages by the process of cooling. The eggs themselves do not offer as much surface for evaporation as does the package.

But we have to correct the above figures by the lower relative humidity found in air at summer temperatures, which is the humidity influencing the state of the package when placed in the cooling room. Summer air is relatively dry, which can be noticed by the greater tendency to shrink in summer. Practically speaking, a carload of eggs does not give off anywhere nearly 150 gallons of water under the most extreme conditions of cooling. It does, however, give off a considerable quantity, probably from 20 to 40 gallons, under some conditions met with in summer, and this is a sufficient quantity to form a dangerous surplus if kept within the case any considerable length of time. For it must be remembered that no moisture-laden articles like we are considering will cool freely unless they give off part of their moisture in the process. The alternative to free cooling is cooling that is restricted by heavy moisture in the air which can take up no more and is about the same air that would be found under a cover in a closed dish containing water warmer than the air of the room.

A good example of free cooling is a cup of steaming coffee, and an equally good example of restricted cooling is the same cup of coffee with a saucer over it.

These few examples are sufficient to show what takes place in a closed room or within the egg case while cooling is going on. They explain why summer-stored eggs are more subject to objectionable storage flavor, and often to mold, while the April egg held longer perhaps, is sweeter. They account for the fact that summer storing is a more delicate art than spring storing, although we can utilize natural laws to meet the difficulties, if we know what the laws are.

During late summer the difference between normal night and day temperatures is often as much as 30 degrees, providing a natural means for cooling, but also introducing a perplexing daily problem for the operator who only sees that eggs go down in quality rapidly and who does not know the reasons for loss of quality or the means to be used for protecting the quality.

It is not necessary to know the theory of vapor pressures in the atmosphere, in order to understand that there is a normal relation between the temperature and the right moisture for that temperature and if, through rapid cooling, the capacity of the air to sustain moisture is reduced while the product and the package are at the same time giving off moisture, some disposition has to be provided for the

surplus water, which follows a law of supply and demand just as the egg market does.

On the other hand, if the storage room is too dry, or if eggs are left in the open during the day when the temperature is rising rapidly with no compensating addition of moisture to the air, the relation of moisture to the air is reversed and the now thirsty air is seeking water and will force evaporation from the nearest body that can supply it.

A corollary of this law is one that says no evaporation can take place without cooling. Almost any temperature will suffice for cooling, even temperatures somewhat higher than the article to be cooled, if the air is dry enough. On the desert, water is cooled by placing it in a porous or unglazed earthenware vessel so as to afford a large surface for evaporation. Evaporation is necessary to cooling. The point is to do it only once, and when eggs are once cooled off keep them at a fixed temperature. It is the alternating changes in temperature that shrink your eggs.

Another corollary is the law of condensation by which over-moist air is relieved of surplus water. Any cold surface will do for taking water from the air, if the condensation is removed as it gathers, or periodically. Frost on the expansion coils, ice in car bunkers, a cold fountain in the conservatory, the cooling shower, all answer the law of nature for relieving the air of surplus water.

All rain is not cold rain. If it is forming at or near the surface of the earth, it may be about the same temperature as the surrounding atmosphere, which means a condition of fog where cooling is retarded by saturation humidity. The rain is forming just because of a saturation condition and appears as a mist or drizzle. How different this rain from the sharp downpour from higher and colder altitudes, which relieves our perspiring skins on a warm, humid day when we cannot evaporate freely until the cooling shower relieves the air of surplus water!

Since changes in temperature are constantly occurring out of doors, there is no getting away from the evaporating and condensing waters but by closing off the rooms to be regulated. The more effectively you can close them off from outside temperature changes, assuming that you have a means for regulating the temperature and humidity within, the more surely can you control the air of the storage room, the candling room and the pre-cooler. Within the egg case you have a different problem because you cannot introduce means for regulating the air within the case excepting by ventilation and by regulating the air of the room where the case is stored.

Paul Mandeville.



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California Imperial Valley Cantaloupes

American Beauty Brand

SOLD BY

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Sell HARD CANDY In Summer

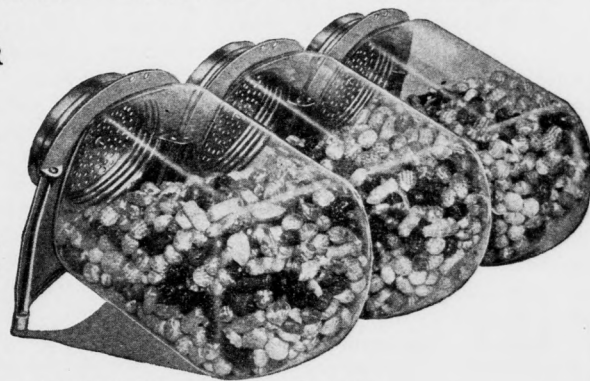
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Appeal to You.

Let us mail
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Attractive Offer.

IT WILL PAY
YOU.

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FOR THE
TOURISTS



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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.

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We are making a special offer on
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NEW PERFECTION

The best all purpose flour.

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The best bread flour.

Look for the Perfection label on
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Western Michigan's Largest Feed Distributors.

Moseley Brothers

GRAND RAPIDS, MICH.

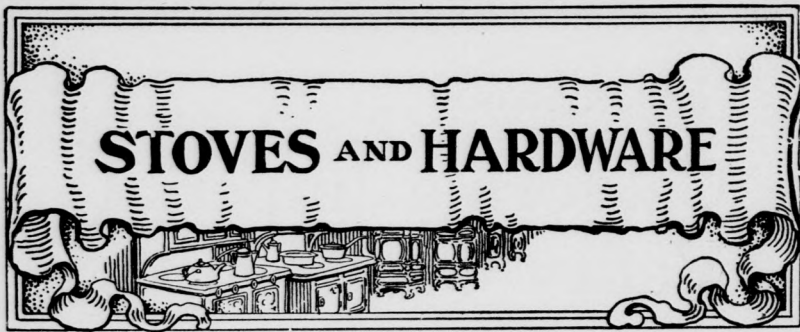
Jobbers of Farm Produce

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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.

Featuring June "Showers" For June Brides.

Written for the Tradesman.

The "shower" is an offshoot of the regular wedding gift trade. Wedding gifts themselves are often expensive; the donors are those who receive formal invitations to the happy event, and who share in the cake or, at least, have the opportunity to share.

The "shower" however represents a lesser expression of good will from more distant friends of the happy couple who, while not expecting invitations to the wedding, are nevertheless glad to testify their regard by doing something toward the equipment of the new home. Showers are also frequent where, as in many cases nowadays, there is no elaborate wedding, but the contracting parties merely call at the rectory, parsonage or manse as the case may be and leave immediately on their wedding trip.

As a rule, the "shower" is tendered by some intimate friends of the bride, the latter is the guest of honor, and each of the friends invited to the affair brings with him (or her) some useful article for the new household. The shower gives the friends an opportunity to get together and have a good time; so that the custom, which has grown very popular in recent years, isn't altogether unselfish.

As might be inferred, the gifts purchased for shower purposes are apt to be decidedly practical. Hence, the hardware dealer is directly interested in developing this business. Often linen showers are held; which of course do not interest the hardware merchant. But the popular kitchen showers—or granite ware or tin ware showers—are very much in the hardware dealer's line.

Right now would be a good time to put on a window display of kitchen utensils with a show-card reading something like this:

Why Not a Kitchen Shower for the June Bride?

But, outside the use of window space, there are other ways and means of developing this business. It is always worth while to get a line on forthcoming weddings—and this applies, not merely to June, but to all the rest of the year.

In this task the salespeople can be exceedingly helpful. Finding out the names of a prospective bride and groom it is an easy matter for a wide-awake clerk to approach some friend of the bride and make the suggestion: "Is anybody getting up a kitchen

shower for Mamie?" And follow this up with the invitation to come down to the store and look through the stock with a view to suggesting suitable articles.

In going out after this sort of business, the younger salespeople can do excellent work. They are well situated to handle this class of work, for the simple reason that they are in closer touch with the younger set, from whom the ranks of the newly-weds are constantly being recruited. They know the young people, they know who are their especial friends, and to what social organizations they belong—and this last information is important.

Thus, the bride's Sunday school class will get up a shower for her, the young people's organization in which she has been an active worker will do likewise, and if she is a member of a lodge or a woman's club still more showers, or, in the alternative, presentations of some sort are in order.

Information of this sort the merchant, belonging to the older generation, is not apt to pick up; but his salespeople need only a little encouragement to get it for him.

So, the hardware dealer should enlist the hearty co-operation of every member of his staff, and particularly of the younger members. The girl bookkeeper who usually talks too much will find her loquacity an asset in this instance, not merely to herself but to the store.

The kitchen shower has, in the past, been the hardware dealer's usual contribution to the June bride, apart from the direct wedding gift business. As a rule, the individual gifts sold for shower purposes are inexpensive, ranging from 10 cents up to a dollar; and it is only in the aggregate that they bulk large. Yet so varied is the hardware stock that, where one shower has been customer, there is ample material for three or four distinct showers, or even half a dozen.

Hostesses at such events will welcome variety, even if this variety involves the purchase of more expensive gifts. In fact, the need for variety—for new ideas—can be made a good opening for the suggestion of more expensive and substantial articles. This is to the hardware dealer's interest, as well as to the bride's.

The merchant should, therefore, use his best efforts to encourage specialized showers, instead of one general "kitchen shower."

For instance, one hostess might be encouraged to put on a "granite-ware shower" and another a "tin-ware shower" and another an "aluminum shower." An electrical shower is a novelty which may even be attempted

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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.

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GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173



Soot and dust on window sill

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

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where circumstances warrant. The merchant who produces three or four showers where normally there would have been but one is a real business-builder; as well as a benefactor of the new household.

Where the merchant makes a practice of sending out monthly circulars to supplement his newspaper advertising and window display, it is a good plan to secure a mailing list of the young ladies who are leaders in the various social activities of the community. Don't confine yourself in your selection, however, to the so-called "smart set;" it is in the middle class that you are apt to get the best results.

To this special mailing list circular letters can be sent suggesting inferentially if not directly the getting up of "showers" for prospective brides. Discuss the facilities your store offers for supplying the necessary gifts; and the assistance your salespeople can furnish in this direction. A circularizing campaign of this sort can be economically combined with the regular wedding gift campaign; the one circular may be devised to serve both purposes.

A kitchen shower display may be put on, as early in June as possible; perhaps two displays of this sort in the course of the month. It is worth remembering that this is all-the-year-round business; while June is the month of weddings, it is, for the hardware dealer, merely the peg on which to hang a good display which will go on producing results all the rest of the year. Because June is the month of brides, however, it is the psychological time to attract public attention to your facilities in this direction.

A combination display will often prove good business, including various lines and the suggestive questions on neat show cards: "Why not a tin-ware shower?" "Why not a granite-ware shower?" "Why not a woodenware shower?" Drive home this idea of putting on something new and different in the way of a shower.

Any such display is materially helped out by bridal accessories—a dummy bride with veil and orange blossoms will attract added attention to your display. One ingenious display showed the bride as the central figure with a parasol over her head, with a shower of kitchen utensils dangling from the ceiling and, to all appearances, falling all about her. Such accessories can, with little variations, be used year after year with good effect.

It is a good idea to put forth some special effort to help your customers in their selection of "shower" gifts. Particularly with a view to avoiding duplication of gifts. Of course almost any hardware dealer will find it good business to sell on the understanding that duplicate gifts may be exchanged afterward for other articles.

However, every purchaser likes to feel that he is using brains in his selection and that the article, however inexpensive, which he (or she) actually donates will become a permanent addition to the new home. So some shrewd hardware dealers have trained their salespeople to keep very careful track of the articles sold for certain

showers, and to make suggestions that will avoid duplication. To make suggestions, of course, the salesman must have a pretty good knowledge of the stock; it is a good idea, however, to have a typewritten or other list of suggestions for the purchaser to look over. Often the hostess of a shower will be glad to help, to the extent of conning the suggestion list and specifically suggesting certain articles to be purchased by individual guests. Whatever service the hardware store can render along these lines will be appreciated by customers. Victor Lauriston.

Late Manufacturing and Mercantile News.

Detroit—The Stewart Hardware Manufacturing Co., 5259 Western avenue, has increased its capital stock from \$20,000 to \$40,000.

Flint—The Genesee Baking Co., 1023 Bradley street, has been incorporated with an authorized capital stock of \$25,000, \$3,000 of which has been subscribed and \$2,500 paid in in cash.

Flint—Page's, 117-119 West Kearsdale in men's and boys' clothing and furnishings, with an authorized capital stock of \$125,000, all of which has been subscribed and paid in in cash.

Detroit—The Whipple Automatic Tractor & Appliance Corporation, 6128 Toledo street, has been incorporated with an authorized capital stock of \$200,000, of which amount \$104,300 has been subscribed, \$615 paid in in cash and \$102,000 in property.

Muskegon Heights—Andrews & Petrie, Inc., 1421 South Peck street, has been incorporated to deal in autos, trucks, accessories and supplies, with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed, \$3,000 paid in in cash and \$500 in property.

Detroit—The Chadwick LeClair Co. 5143 Trumbull street, tool and die manufacturer, has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and paid in, \$2,000 in cash and \$10,500 in property.

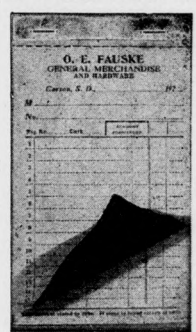
Detroit—The United Products Manufacturing Co., 250 Brush street, has deal in electrical apparatus and appliance, with an authorized capital stock of \$25,000, of which amount \$13,250 has been subscribed, \$50 paid in in cash and \$12,000 in property.

Cadillac—The Union Charcoal & Chemical Co., of Olean, New York, has merged its local branch business into a stock company under the style of the Union Charcoal Co. of Michigan with an authorized capital stock of \$12,000, all of which has been subscribed and paid in, \$4,000 in cash and \$8,000 in property.

Went To the Head of the Class.

When the class was asked to write an essay on "Kings," one boy turned in the following: "The most powerful king on earth is Wor-king; the laziest, Shir-king; one of the worst, Smo-king; the wittiest, Jo-king; the quietest, Thin-king; the thirstiest, Drin-king; the slyest, Win-king, and the noisiest, Tal-king."

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

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Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
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Warm in Winter
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Brick is Everlasting

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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

To the Creditors of Blue Brothers, Grant, Michigan:

The undersigned has been appointed Trustee by said debtors for the purpose of collecting insurance moneys due them and applying the same to the payment of certain debts owed by them.

All claims must be filed with me prior to July 1, 1924, to share in such settlement.

Creditors are hereby notified to file certified copies of their claims with me prior to said date.

Herman McKinley, Trustee,
Grant, Michigan.

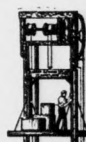
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No. 64 for Meat Markets
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Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind of machine and size of platform wanted, as well as height. We will quote a money saving price.
Sidney Elevator Mfg. Co., Sidney, Ohio

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



Wherein Many Hotels Fall Down on Cooking Fish.

Glen Lake, June 9—Henry Nelson, Manager of the Hotel Chippewa, Manistee, writes me a most interesting letter, in which he praises the Tradesman for its work in carrying hotel news to its many hotel patrons and also thanks me personally for what I have advocated along the lines of serving good coffee. The Chippewa does not have to be instructed in the art of coffee making, but I certainly relish the hearty backing given in any efforts along that line.

And right here I want to make another suggestion to the culinary department of the resort hotel—the proper cooking of fish. A large majority of the tourists who patronize resorts in the vicinity of lakes and streams naturally expect to get fried fish on the daily bill of fare. Sometimes they find them, but in many cases they are disappointed and sometimes when they do, find them poorly prepared and unpalatable.

I think I may truthfully say that, next to a genial personality, nothing has had more to do with the wonderful success of John H. Lewis, owner of Hotel Marquette, Marquette, than his famous broiled whitefish. For a third of a century this item has been prominent on his daily menu. Thirty years ago, when on the road, I used to hear travelers plan to stay over Sunday with John to partake of his whitefish. I was over the same territory several months back and heard the same story. Mr. Lewis is fortunate in being situated where he can secure the precious article, but his culinary department shines in the preparation of them.

Fresh fish—absolutely so—are the only ones fit to be served or eaten. They can always be selected on account of the fullness of their eyes and the pearl like appearance of their scales. The eye test applies to every variety. Fish should never stand in water. As soon as they are dressed, they should be rolled up in clean muslin and laid on ice until they are firm. Water should only be applied immediately before they are placed on the broiler.

Any variety of fish may be satisfactorily "planked." If you are not supplied with rock elm planks, use the next most available utensil, the "dripping" pan, thoroughly buttered. Place your fish, skin side down, in the pan, season properly, brush over with milk, and then add butter in small—but numerous—pieces. A hot oven will do the rest in ten minutes. Be sure they are well browned—not burned.

Baked fish, especially the larger varieties, are a good bet if you have the proper "stuffing," made up the same as for water fowl—with sage and onions.

Every one who has any taste for the funny diet, loves "pan fish." Only are they at their best when they are dipped in corn meal and fried in piping hot lard and butter. They should sizzle as soon as they strike the fat, and when they are attractively browned, removed instantly from the grease and placed on hot plates.

It is not essentially an expert occupation to prepare fish palatably, but

it requires constant care in every process of cooking.

Be sure that your fish are absolutely fresh and cooked to the brown stage, and John Lewis will have little on you. If you cannot do this, better allow your guests to wonder "why we don't get fish in a fish territory."

Some hotel men refuse to serve a guest's "catch" unless they have been previously prepared—a silly idea when you consider that they are supplying the landlord a valuable article of food gratuitously. Don't carry out such a policy, even if you have adopted it, or you will through your injustice lose patronage.

But try, if you are running a resort hotel, to serve fish regularly, even if you are compelled to procure them elsewhere at considerable expense. You will discover it to be a good investment.

Another thing you will discover and that is permanent boarders will soon sicken of fish unless served in a variety of ways.

I have had guests come to me, after they have had a particularly palatable fish serving, and say they will be happy if they can have fish every meal. I know better. I watch the progress of the game and if they pass up fish later than the third meal, it is a marvel. For that reason more than any other a placard in my dining room indicates that fish will be "served any time on request."

For this very reason I have suggested to the fish warden that the law be amended so that five bass shall constitute a legal day's catch. Many practical fishermen here bring in the limit every day—much more than they can dispose of legally; hence a tragic waste.

A. L. Creamer, formerly with the Inn, at Charlevoix, but who managed the Belvidere last season, has returned to his first love, and naturally it will bloom forth once more like a green bay tree.

This property is owned by the Pere Marquette Railroad, and will accommodate 350 guests. Under Mr. Creamer's management it was always popular, and now that he has been re-engaged as manager the company has decided on many improvements, among them an enlarged dining room, ball room and a new swimming pier.

The Inn is situated on Pine Lake and with a normal season is a source of profit to the company, although it was never built for that reason, the railroad people believing that an attractive resort would stimulate traffic, and it has done even much better than that. The Olympia Hotel, at Mt. Clemens, has passed to the sole ownership of Thomas E. Matthews, who has been managing partner in the institution for many years. The Olympia, with its baths, is one of the best known places in the country and is an extremely valuable property. Mr. Matthews will continue to be its active manager and his popularity will do the rest.

When Preston Norton, of Hotel Norton, Detroit, an active Greeter, outlined his benefit dance at the Statler, some time ago, I was somewhat inclined to be skeptical concerning the outcome, as several previous affairs had been poorly patronized. I want

The Center of Social and Business Activities THE PANTLIND HOTEL

Everything that a Modern Hotel should be.
Rooms \$2.00 and up. With Bath \$2.50 and up.

MORTON HOTEL

When in Grand Rapids you are cordially invited to Visit, Dine or Dance in this new and Beautiful Center of Hospitality.
400 Rooms—400 Baths At Rates from \$2.50 Menus in English
W. C. KEELEY, Managing Director.



WHEN IN KALAMAZOO Stop at the

Park-American Hotel

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

HOTEL BROWNING GRAND RAPIDS

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

150 Fireproof
Rooms

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



Hotel Whitcomb AND Mineral Baths

THE LEADING COMMERCIAL
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SOUTHWEST MICHIGAN
Open the Year Around
Natural Saline-Sulphur Waters. Best
for Rheumatism, Nervousness, Skin
Diseases and Run Down Condition.
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CODY HOTEL

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RATES \$1.50 up without bath
\$2.50 up with bath
CAFETERIA IN CONNECTION

When in Levering stop at the McKINLEY HOTEL

Open under new management
and sure to please.
JOHN W. SHERRITT
Manager

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Houghton Lake

Board and Lodging or Furnished
Cottages with Screened Porches,
Electric Lights, etc.

Best Fishing in the State.

Write for Folder.

R. N. Robinson
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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.

Columbia Hotel KALAMAZOO

Good Place To Tie To

to make an acknowledgement right here and say that when Preston Norton guides the ship all signals fail. In addition to giving one of the swell events of the season, the Greeters' exchequer was swelled to the extent of 700 and a good time was had by all. The Statler organization contributed the use of the ball room, which in itself was an item of \$200.

Henry Bohn, of the Hotel World, always to the point, says so many good things one can hardly refrain from copying many of them. Here is one that carries a message to every hotel in the country:

"There is reported to be some lull in business travel at present and some hotel operators are complaining a little. That is invariably so in presidential election years. But no business conventions are called off on account of it, and the automobile statistics show a large increase of auto tourists so far this year over last. That looks encouraging and shows that some people have money and want to spend some. There has been a bad slump in the automobile industry, but that was certainly expected by conservative business men in other fields. Automobile production at the terrific rate it was proceeding was bound to reach the saturation point. Babies are not yet being born as fast as automobiles are produced. While we complain that our export trade is not what it should be we must remember that we have a home market such as we never had before. The raise in wages has done it. Never in the history of this country have we seen a time when 'working men' received such wages as now, and so they are building bungalows, buying furnishings, marrying and raising babies! If only we can regulate supply and demand in such production better than it has been done by the motor makers, there will be no general slump. High wages have come to stay and that means large expenditures and, incidentally, extensive travel. Our hotel operators have been so generally prosperous and the percentage of occupancy so high that even a presidential year fluctuation makes them wince, but they need not be afraid, the hotel business has a splendid outlook for the distant days to come if not right now. They should remember there are lots of new travelers in these days and the hotel should be kept in the limelight. What a man hasn't heard about he doesn't know. So keep your hotel fires burning."

Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 10—Ned Carpenter (Dwight Bros. Paper Co.) has returned home after spending three months in France, Switzerland, Spain, Belgium and England. Mrs. Carpenter accompanied him on the trip. Ned says he found Italy recovering from the effects of the kaiser's war more rapidly than any other country he visited except Switzerland, which is a beehive of industry. The new ruler of Italy insists on everyone working. Even on May 1, when the socialists of every other nation "knocked off," Italian workmen were forbidden to be idle under heavy penalties. Italy is swarming with 120,000 German exploiters who made themselves independently rich by profiteering during the war and by the debasement of the German mark since the war. They monopolize the best rooms at the best hotels and their conduct is utterly devoid of decency, morality or courtesy. They have bought everything they could lay their hands on in Italy—dams, water powers, public utilities, mills, factories, stores, banks and trust companies. They are conducting these enterprises with no regard to the rights of others and treat every one who is forced to deal with them with great contumacy. They boast openly that Germany will never pay another penny of reparations; that she will husband

the money she is expected to pay France and Belgium and use it to invade and destroy France from three to five years hence. They sneer at the idea of there being any starving children in Germany, asserting that that sort of talk is propaganda intended solely for American consumption. Mr. Carpenter says he has never met such utterly vile men as the German profiteers, who have no regard for their word and whose personal habits and table manners are detestable.

L. Winternitz sailed from New York June 7 on the Westphalia for Hamburg. He will proceed from there to Prague, Bohemia, where he will spend the summer with relatives and friends. While in midocean he sent wireless greetings to a Grand Rapids lady friend who is celebrating to-day her 94th birthday.

The thirty-first session of the Grand Council of Michigan, United Commercial Travelers, will officially open at Battle Creek Friday morning, June 13, at 9 o'clock. Thursday afternoon the executive committee of the Grand Council will be in session, as well as the other standing committees—legislative, railroad and hotel. At a meeting held Saturday, June 7, of Grand Rapids Council it was the consensus of opinion not to extend an invitation to the Grand Council to meet in Grand Rapids until the convention of 1927, for at that meeting L. V. Pilkinton, of Grand Rapids Council, will have to pass through the chairs of Conductor and Junior Counsellor and will preside in the Grand Counsellor's chair. It is expected that this meeting will be very largely attended from all the different councils in Michigan and there will be a large representation from Grand Rapids. At the present time there is some talk of Lansing extending an invitation for next year. Also other councils in other points in the State. Most probable of these is Saginaw.

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 10—Some good work on the roads was accomplished last week by two of our energetic business men, Fred Case and R. G. Ferguson, who had a conference with Governor Groesbeck. The result was that the gap on trunk line M 48, near Trout Lake, will be completed in the near future, work being started immediately. On the completion of this gap we will have all good roads leading into and out of the Soo.

J. J. Pardamo, formerly a resident of the Soo, but now living in San Juan, Porto Rico, where he is serving in the immigration department of the United States, sends to the Soo for his coffee. While he is living in the home of the coffee industry, he is unable to procure as desirable a quality as is sold here. It is nice for us to cultivate such tastes in our home town.

William J. Sams, who forty years ago was a resident of the Soo, but for the greater part since has lived in Spokane, Washington, walked into the county clerk's office here last week and asked for his first naturalization papers. The call of Michigan brought him back again. When asked by the deputy why he wanted naturalization papers now he said he was afraid he might be deported to Canada. When the deputy asked, "Have you any visible marks of distinction on your face, hands or body?" Mr. Sams replied: "No, I'm not married."

E. H. Sheldon & Co. have commenced the construction of their logging railroad at Eckerman to their hardwood timber, eight miles North of the village from the D. S. S. & A. Railway. They are also building a mill at Eckerman, in which all of their logs will be rough cut before forwarding to the factory at Muskegon. Sheldon & Co. have a large wood-working plant at that point, where they manufacture school furniture ex-

clusively. The Eckerman mill will have a daily capacity of 25,000 feet of hardwood lumber. Henry Sheldon, manager of the operations, is building a residence at Eckerman.

C. V. Conway and wife returned last week from an extended Eastern trip and report having had a pleasant trip, but glad to get back to business again.

It looks now as if the Soo-Snows Railway may be a go. The information given out states that the contract for the building has been let to W. C. Ross, of Chicago, and Gerald Collingham of London, England. These parties have an underwriters agreement to take all of the bonds and stock of the company under the provision of the Public Utilities Commission. It was stated that work on the road would start within two weeks and be completed by Nov. 1.

Almost time again to dodge campaign cigars. William G. Tapert.

Wheat and Flour Very Much Higher.

The unexpected has happened. The Government crop report just out indicates we will harvest in the United States a total spring and winter wheat crop of only 693,000,000 bushels. This shows a loss over the May report and estimate of 44,000,000 bushels; compared with the crop actually harvested last year, of 786,000,000 bushels, a loss of 93,000,000 bushels and compared with the five year average of 881,000,000 bushels, a loss of 188,000,000 bushels.

Canada, it is generally conceded, cannot possibly duplicate its yield last year of 470,000,000 bushels and Broomhall, the most dependable foreign authority, has gone on record as predicting smaller crops of wheat for India, Germany, France, Italy and other foreign countries.

A new field of consumption for wheat and wheat products has also been opened up in China, quite a large quantity of the 1923 crop having been shipped to that territory. Heretofore China has been about a 100 per cent. rice eating nation.

The recent advance in wheat places flour in a particularly strong position in view of the fact that mill feeds have declined very materially. They are averaging about \$1 per cwt., or \$20 per ton, jobbing basis, f. o. b. Michigan points, in bulk, approximately \$5 per ton lower than a year ago at this time.

Stocks of old crop wheat have been pretty well cleaned up and good stiff prices may be expected on the remainder of old crop wheat flour. Of course, it would be very unusual if we do not get a slump during the heavy movement of new wheat, during the latter part of July and August, but every indication at this time points to a higher range of prices on wheat for this crop than a year ago.

Lloyd E. Smith.

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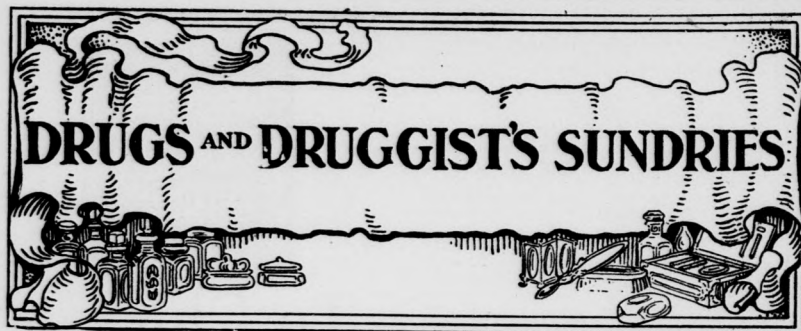
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Flint Meeting Largely Attended.

The annual convention of the Michigan State Pharmaceutical Association, which was held at Flint last week, was well attended. The officers found that by serving luncheon to the members at noon they could hold the members fast during the remainder of the afternoon.

The following papers were read at the convention:

Greetings from the National Association of Retail Druggists—J. H. Webster, President N. A. R. D.

The Care and Preservation of Pharmaceutical Preparations—Frank O. Taylor, Chief Chemist Park, Davis & Co.

The Community Paper—Louis V. Middleton.

Advance in Pharmaceutical Education and Legislation—Dean Edmund H. Krause, University of Michigan.

Discussion by H. H. Hoffman, Director of Drugs and Drug Stores; J. H. Webster and Prof. E. L. Newcomb, University of Minnesota.

The American Pharmaceutical Headquarters Building Fund—Prof. E. L. Newcomb.

The History of the Chocolate Industry—Curtis R. Gray, Walker Candy Corporation.

A Talk on the Turnover Question—Harry B. Mason, Parke, Davis & Co.

The Boston Convention—John G. Steketee.

Trades Interest Committee Survey—John Weisell Monroe.

The following resolutions were adopted:

A resolution opposing the Copeland bill or any other bill establishing a Government censorship over literature concerning biological preparations.

A resolution opposing the Cramton bill or any other bill depriving ethical users of alcohol from the right of appeal to the Commissioner of Internal Revenue concerning the rulings of the Federal Prohibition Commissioner.

A resolution declaring for a college graduation as a pre-requisite to examination for registered pharmacist.

A resolution in favor of an enactment requiring the owner of every drug store to be a registered pharmacist.

A resolution in favor of a fair trade law.

A resolution endorsing the American Pharmaceutical Association building fund campaign.

The following officers were elected:

President—John Weisel, Monroe.

First Vice-President—E. J. Fletcher, Grand Rapids.

Second Vice-President—John Vincent, Lapeer.

Treasurer—George H. Moore, Caro.
Secretary—Louis V. Middleton, Grand Rapids.

Members of the Executive Committee—D. N. Hauser, Detroit; John Baumer, Flint; D. G. Look, Lowell.

Member of the Prescott Memorial Scholarship Association—Leonard Seltzer, Detroit.

Teaching Boys a Trade.

Massillon, Ohio, June 10—Are not trade unions to blame for the fact that so few boys are taught a trade in this country? Is not this the cause of so much juvenile delinquency?

In Europe boys are expected to learn a trade, and in Germany no boy is permitted to grow up without learning a trade; even the princes, the ex-kaiser was taught to be a shoemaker. What percentage of American youth are taught a trade? The great horde of boys who are kept in school until 16 years of age, whether they can learn or not (and the federation of labor is now raising it to 18), and then turned out on the public to live by their wits, easily drift into dishonesty and finally to robbery and banditry. If they had some trade by which they could readily earn something it would be a great safeguard; for money they want and need and must have, by hook or by crook.

Every boy should be taught some constructive work that would give him self-respect and a compensation in cash. This could begin at 14 or earlier in cities that have night schools where they could pursue their studies.

How can this be brought about, through Congress, or by State Legislatures? Mechanics' institutes or trades schools would cost the Nation far less than the juvenile offenders do now.

Dr. S. M. Siewers.

Odessa Chemical Co. Goes To Allegan

Charles F. Howard has sold a half interest in his Odessa Chemical Co. to Leo Hare, of Allegan, and the business will be removed to that place. Mr. Howard will handle the manufacturing and selling ends and Mr. Hare will attend to the shipping, billing and collecting. The firm manufactures Carb-o-lene, which is one of the most efficient remedies for stock and poultry lice ever put on the market.

Mr. Hare is now sheriff of Allegan county, but his present term expires Dec. 31, after which he proposes to devote his entire time to the business.

That's Why.

Little Girl (to grandfather)—Grandpa, why don't you grow hair on your head?

Grandpa—Well, why doesn't grass grow on a busy street?

Little Girl—Oh, I see; it can't get up through the concrete.

The enjoyable part of Who's Who is the discovery of so many important people you never heard of before.

Recalling the Example of Bunker Hill.

Grandville, June 10—The month of June has in it several days which hark back to the early history of our country. It was in this month that the flag was first used by the colonists in their struggle for freedom against the power of the mother country.

It was on the 17th of this month that the battle known as Bunker Hill was fought, although the conflict really took place on an adjacent elevation known as Breed's Hill. Nevertheless the record has gone down in history as the battle of Bunker Hill and the monument commemorating that first important conflict bears that name.

This was a year before the Declaration of Independence and enlisted the attention of the whole country because of the fact that it was the first real battle between British regulars on one side and American farmers on the other.

Three times the embattled farmer militia drove back the redcoats with great slaughter and then abandoned their earthworks because they had exhausted their ammunition, fighting the last round with their clubbed muskets. When Washington was on his way to Boston news of the battle met him. "Did the militia fight?" he questioned. When assured of the manner of their acquittal on that day in June, he said, "Then the liberties of the country are safe."

This was a year before the Declaration of Independence and two years before the adoption of the Stars and Stripes as our National flag.

That conflict, even though the British won, served to encourage the colonists, and from that hour the liberties of America were assured. There never would have been a United States of America without bloodshed, and the question arises was the object gained worth the sacrifice? A useless question to ask an American who has had the privileges of citizenship in a republic all the years of his life.

Every advance in civilization has been made at a cost of human life. Knowing this, how dare we say that war has been an unmixed evil? One of the leaders in the North at the time of the secession of South Carolina stated with considerable feeling that "The Union will not be worth a rush without a little bloodletting." That was, perhaps, a harsh expression to use at a time when all hearts were strained with fear and despair over the situation.

Nevertheless there was a shedding of the best blood of the Nation before the Union and liberty were placed on the firm foundation they occupy to-day, and it was an assault on the lives and property of our people by the German kaiser which brought out American manhood in another supreme effort to show the world that America could not be trodden on by arrogant and utterly unscrupulous foreign tyrants.

There is not a month in the year that has not been reddened by the blood of American patriots, nor is it likely the time will ever come when it will be said of us that we refused absolutely to fight when our rights were assailed.

Bunker Hill was the beginning of resistance to tyranny and the United States has kept up its record down through the years as a Nation which prizes its freedom above rubies and refuses to bow the knee or bend the neck to any foreign dictation whatsoever.

What an unfortunate and untruthful declaration was that which went forth some years ago that "Americans are too proud to fight." It did not come from the field, the shop, the factory, but rather from a dilettante who had utterly mistaken the temper of his countrymen.

Who does not love to read of those olden heroes who defied the might of

the most powerful nation on earth in defense of the inalienable rights of man?

It is those rights which cannot be assailed by foreign powers with the expectation that the American people are too proud to fight. The kaiser's war proved the contrary of that assertion, and although there are a lot of thin-skinned, too-nice-for-anything people who to-day advocate peace at any price, the fact remains that the robust population of America is still on the job, ready to defend the liberties of the country by whomsoever assailed.

The descendants of the heroes of Bunker Hill are made of sterner stuff. All down the lines of our history gleam the watchfires of military camps, kindled in the interest of the best that is in man, and we shall never forget our Revolutionary sires, nor those later men of iron who struggled on sea and land that the United States might stand as a Nation among the governments of earth.

The history of the world would hardly have been worth the reading had there been no wars. In fact, the human race, without ever having striven through blood and flame for the uplift of mankind, would still be under the cloud of the dark ages, with none of the comforts and discoveries of modern civilization to its credit.

If we believe in immortality we must know that the heroes of all our wars who fell on field and wave are not dead, but have been called up higher to partake of that life of progression which has been laid out by the Almighty for all mankind to follow. Bunker Hill set an example which we shall not refuse to follow whenever necessity calls for the sacrifice.

Old Timer.

Now She May Get Nothing.

A sample of some of the things that department store executives have to contend with in handling claims of unreasonable customers is cited by an official of a well-known local store on Monroe avenue. The claimant was a woman who had bought about \$50 worth of certain material to make up into a dress. After the dress had been made and worn once or twice she became dissatisfied with the material, which she contended was not satisfactory. Thereupon she took the dress back to the store where, acting on the theory that the customer is always right, a refund of the cost of the goods was offered her, although the store would not admit that the fabric was defective in any way. She had asked for her money back on the goods, but as soon as it was offered to her she countered with a demand for the expense of the making, the trimmings, etc., which she said brought the total cost of the dress to more than \$100. The store executive refused to allow the revised claim, and there the matter stands.

He Knew.

"The time will come," thundered the speaker on women's rights, "when women will get man's wages."

"Yes," said a meek little man in the back row, "next Saturday night."

Women really are superior. No man could chatter cheerfully while kicking his wife's shins under the table.

This would be a finer world if the people who are too proud to vote were too proud to whine later on.

Anyone can solve problems by spending money. The trick is to solve them by spending brains.

Not So Bad.

"So you've been fighting again—and lost another tooth," said his mother to Johnny.

"No, mother, I didn't lose it this time. I've got it in my pocket" replied Johnny.

Those signs would seem more truthful if they should read: "Free camp here for detourists."

If it inspires a sentiment you delight in privately and scorn publicly, it is called "hokum."

-that sign on Main Street

In front of the best grocery store in most of the small towns throughout the country there is a sign reading

Selling Agency for
Chase & Sanborn's
Famous Teas & Coffees

Many of these stores have the exclusive agency for our line. It has been profitable for them. Probably would be for you.

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

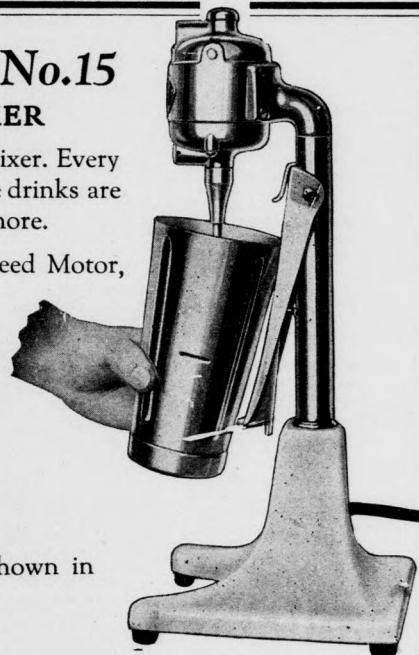
Triple Nickel Finish High Speed Motor, White Porcelain Base. Has the most powerful, self-starting universal motor that operates on 100-125 volts. A C or D C, 25 to 60 cycles.

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

Acids			Lavender Flow			Cinchona			
Boric (Powd.)	15 @	25	Lavender Gar'n	85 @	120	Colchicum		@ 1 80	
Boric (Xtal)	15 @	25	Lemon	1 50 @	1 75	Cubebs		@ 3 00	
Carbolic	44 @	51	Linseed bld, less	@	1 02	Digitalis		@ 1 80	
Citric	59 @	70	Linseed bld, less 1	09 @	1 22	Gentian		@ 1 35	
Muriatic	3 1/2 @	8	Linseed, raw, bbl.	@	1 00	Ginger, D. S.		@ 1 80	
Nitric	9 @	15	Linseed, ra. less 1	07 @	1 20	Gualac		@ 2 20	
Oxalic	20 1/4 @	30	Mustard, artifil. oz.	@	65	Gualac, Ammon.		@ 2 00	
Sulphuric	3 1/2 @	8	Neatsfoot	1 35 @	1 50	Iodine		@ 95	
Tartaric	40 @	50	Olive, pure	3 75 @	4 50	Iodine, Colorless		@ 1 50	
Ammonia			Olive, Malaga,			Iron, Clo.			
Water, 26 deg.	10 @	18	yellow	2 75 @	3 00	Kino		@ 1 40	
Water, 18 deg.	8 1/2 @	13	Olive, Malaga,			Myrrh		@ 2 50	
Water, 14 deg.	6 1/2 @	12	green	2 75 @	3 00	Nux Vomica		@ 1 55	
Carbonate	20 @	25	Orange, Sweet	4 50 @	4 75	Opium		@ 3 50	
Chloride (Gran.)	10 1/2 @	20	Origanum, pure	@	2 50	Opium, Camp.		@ 3 50	
Balsams			Origanum, com'l			Opium, Deodorz'd			
Copaiba	60 @	1 00	Pennyroyal	3 00 @	3 25	Rhubarb		@ 1 70	
Fir (Canada)	2 55 @	2 80	Peppermint	7 00 @	7 25				
Fir (Oregon)	65 @	1 00	Rose, pure	10 50 @	10 90				
Peru	3 00 @	3 25	Rosemary Flows	1 25 @	1 50				
Tolu	3 00 @	3 25	Sandalwood, E.						
Barks			I.			Paints.			
Cassia (ordinary)	25 @	30	Sassafras, true	2 75 @	3 00	Lead, red dry	15 @	15 1/2	
Cassia (Saigon)	50 @	60	Sassafras, arti'l	80 @	1 20	Lead, white dry	15 @	15 1/2	
Sassafras (pw. 50c)	@	55	Sperm	4 00 @	4 25	Lead, white oil	15 @	15 1/2	
Soap Cut (powd.)			Tansy	6 00 @	6 25	Ochre, yellow bbl.	@	2	
30c	18 @	25	Tar, USP	50 @	65	Ochre, yellow less 2 1/2	@	6	
Berries			Turpentine, bbl.			Red Venet'n Am.			
Cubeb	@	1 25	Turpentine, less 1	04 @	1 17	Red Venet'n Eng.	4 @	8	
Fish	25 @	30	Wintergreen,			Putty	5 @	8	
Juniper	7 @	15	leaf	6 00 @	6 25	Whiting, bbl.		@ 4 1/2	
Prickly Ash	@	30	Wintergreen, sweet			Whiting	5 1/2 @	10	
Extracts			birch			L. H. P. Prep.			
Licorice	60 @	65	Wintergreen, art.	80 @	1 20	Rogers Prep.	2 80 @	3 00	
Licorice powd.	70 @	80	Wormseed	9 00 @	9 25				
Flowers			Wormwood			Miscellaneous			
Arnica	25 @	30		9 00 @	9 25	Acetanalid	42 1/2 @	50	
Chamomile (Ger.)	25 @	30				Alum	08 @	12	
Chamomile Rom.	1 @	75				Alum. powd. and			
Gums			Bicarbonate			ground	09 @	15	
Acacia, 1st	50 @	55		35 @	40	Bismuth, Subni-			
Acacia, 2nd	45 @	50		15 @	25	trate	3 92 @	4 12	
Acacia, Sorts	22 @	30		50 @	65	Borax xtal or			
Acacia, Powdered	35 @	40		54 @	71	powdered	07 @	13	
Aloes (Barb Pow)	25 @	35		23 @	30	Cantharades, po.	2 00 @	3 00	
Aloes (Cape Pow)	25 @	35		or Xtal		Calomel	1 74 @	1 94	
Aloes (Soc. Pow.)	65 @	70		Cyanide	30 @	Capsicum, pow'd	48 @	55	
Asafoetida	65 @	75		Iodide	4 46 @	Carmine	6 00 @	6 60	
Pow.	1 00 @	1 25		Permanganate	30 @	Cassia Buds	25 @	30	
Camphor	1 20 @	1 30		Prussiate, yellow	65 @	Cloves	50 @	55	
Gualac	@	60		Prussiate, red	@	1 00	Chalk Prepared	14 @	16
Gualac, pow'd	@	75		Sulphate	35 @	40	Chloroform	57 @	67
Kino	@	85					Chloral Hydrate	1 35 @	1 85
Kino, powdered	@	90					Cocaine	10 60 @	11 25
Myrrh	@	0					Cocoa Butter	55 @	75
Myrrh, powdered	@	75					Corks, list, less	40 @	50
Opium, powd.	15 @	15 42					Copperas	2 1/2 @	10
Opium, gran.	15 @	15 42					Copperas, Powd.	4 @	10
Shellac	90 @	1 00					Corrosive Sublm	1 43 @	1 64
Shellac Bleached	1 00 @	1 10					Cream Tartar	30 @	35
Tragacanth, pow.	@	1 75					Cuttle bone	40 @	50
Tragacanth	1 75 @	2 25					Dextrine	5 @	15
Turpentine	@	25					Dover's Powder	3 50 @	4 00
Insecticides							Emery, All Nos.	10 @	15
Arsenic	20 @	30					Emery, Powdered	8 @	10
Blue Vitriol, bbl.	@	07					Epsom Salts, bbls.	@	3
Blue Vitriol, less 8 1/2	@	15					Epsom Salts, less 3 1/2	@	10
Bordeaux Mix Dry	14 @	29					Ergot, powdered	15 @	20
Hellebore, White							Flake, White	15 @	20
powdered	20 @	30					Formaldehyde, lb.	15 @	30
Insect Powder	80 @	90					Gelatine	1 25 @	1 50
Lead Arsenate Po.	26 @	35					Glassware, less 55%.		
Lime and Sulphur							Glassware, full case	60%.	
Dry	8 1/2 @	24					Glauber Salts, bbl.	@	03 1/2
Paris Green	32 @	43					Glauber Salts less 04	@	10
Leaves							Glue, Brown	21 @	30
Buchu	1 35 @	1 50					Glue, Brown Grd	15 @	20
Buchu, powdered	@	1 50					Glue, white	27 1/2 @	35
Sage, Bulk	25 @	30					Glue, white grd.	25 @	35
Sage, 1/4 loose	@	40					Glycerine	23 1/2 @	45
Sage, powdered	@	35					Hops	65 @	75
Senna, Alex.	75 @	80					Iodine	6 15 @	65 55
Senna, Tinn.	30 @	35					Iodoform	8 00 @	8 30
Senna, Tinn. pow.	25 @	35					Lead Acetate	18 @	25
Uva Ursi	20 @	25					Lycopodium	50 @	60
Oils							Mace	@	80
Almonds, Bitter,							Mace, powdered	95 @	1 00
true	7 50 @	7 75					Menthol	18 00 @	19 00
Almonds, Bitter,							Morphine	10 58 @	11 33
artificial	4 00 @	4 25					Nux Vomica		@ 30
Almonds, Sweet,							Nux Vomica, pow.	17 @	25
true	80 @	1 20					Pepper black pow.	32 @	35
Almonds, Sweet,							Pepper, White	40 @	45
imitation	60 @	1 00					Pitch, Burgundy	10 @	15
Amber, erude	1 50 @	1 75					Quassia	12 @	15
Amber, rectified	2 00 @	2 25					Quinine	72 @	1 33
Anise	1 00 @	1 25					Rochelle Salts	28 @	35
Bergamont	5 75 @	6 00					Saccharine		@ 30
Cajeput	1 50 @	1 75					Salt Peter	11 @	22
Cassia	4 00 @	4 25					Selditz Mixture	30 @	40
Castor	1 80 @	2 05					Soap, green	15 @	30
Cedar Leaf	1 75 @	2 00					Soap mott cast.	22 1/2 @	25
Citronella	1 50 @	1 75					Soap, white castile		
Cloves	3 00 @	3 25					case	@	10 80
Cococnut	25 @	35					Soap, white castile		
Cod Liver	1 35 @	1 45					less, per bar	@	1 30
Croton	2 00 @	2 25					Soda Ash	3 1/2 @	10
Cotton Seed	1 40 @	1 60					Soda Bicarbonate	3 1/2 @	10
Cubebs	8 50 @	8 75					Soda, Sal	03 @	08
Eigerson	3 00 @	3 25					Spirits Camphor		@ 1 35
Eucalyptus	1 25 @	1 50					Sulphur, roll	3 1/2 @	10
Hemlock, pure	2 00 @	2 25					Sulphur, Subl.	04 @	10
Juniper Berries	2 25 @	2 50					Tamarinds	20 @	25
Juniper Wood	1 50 @	1 75					Tartar Emetic	70 @	75
Lard, extra	1 35 @	1 45					Turpentine, Ven.	50 @	75
Lard, No. 1	1 25 @	1 35					Vanilla Ex. pure	1 75 @	2 25
Potassium							Witch Hazel	1 46 @	2 05
Bicarbonate	35 @	40					Zinc Sulphate	06 @	10
Bichromate	15 @	25							
Bromide	50 @	65							
Bromide	54 @	71							
Chlorate, gran'd	23 @	30							
Chlorate, powd.									
or Xtal									
Cyanide	30 @	50							
Iodide	4 46 @	4 62							
Permanganate	30 @	40							
Prussiate, yellow	65 @	75							
Prussiate, red	@	1 00							
Sulphate	35 @	40							
Roots									
Alkanet	25 @	30							
Blood, powdered	35 @	40							
Calamus	35 @	60							
Elecampane, pwd	25 @	30							
Gentian, powd.	20 @	30							
Ginger, African,									
powdered	30 @	35							
Ginger, Jamaica	60 @	65							
Ginger, Jamaica,									
powdered	55 @	60							
Goldenseal, pow.	5 50 @	6 00							
Ipecac, powd.	@	3 75							
Licorice	35 @	40							
Licorice, powd.	20 @	30							
Orris, powdered	30 @	40							
Poke, powdered	35 @	40							
Rhubarb, powd.	85 @	1 00							
Rosinwood, powd.	@	40							
Sarsaparilla, Hond.									
ground	@	1 00							
Sarsaparilla Mexican,									
ground	@	60							
Squills	35 @	40							
Squills, powdered	60 @	70							
Tumeric, powd.	17 @	25							
Valerian, powd.	40 @	50							
Seeds									
Anise	@	35							
Anise, powdered	35 @	40							
Bird, Is	13 @	17							
Canary	10 @	15							
Caraway, Po.	50 @	55							
Cardamon	@	2 75							
Celery, powd.	45 @	50							
Coriander pow.	35 @	40							
Dill	12 1/2 @	20							
Fennell	25 @	40							
Flax	07 1/2 @	12							
Flax, ground	07 1/2 @	12							
Foenugreek pow.	15 @	25							
Hemp	8 @	15							
Lobelia, powd.	@	1 25							
Mustard, yellow	15 @	25							
Mustard, black	15 @	20							
Poppy	22 @	25							
Quince	1 75 @	2 00							
Rape	15 @	20							
Sabadilla	23 @	30							
Sunflower	11 1/2 @	15							
Worm, American	30 @	40							
Worm, Levant	6 50								
Tinctures									
Aconite	@	1 80							
Aloes	@	1 45							
Arnica	@	1 10							
Asafoetida	@	2 40							
Belladonna	@	1 35							
Benzoin	@	2 10							
Benzoin Comp'd	@	2 65							
Buchu	@	2 55							
Cantharadics	@	2 85							
Capsicum	@	2 20							
Catechu	@	1 75							

GROCERY PRICE CURRENT

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

ADVANCED

Pork
Some Cheese
Evap. Apples
Rolled Oats
Fruit Jars

DECLINED

Mutton
Some Cheese

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

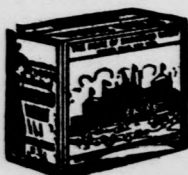
Crown Capped

4 doz., 10c dz. 85

3 dz. 15c, dz. 1 25

BREAKFAST FOODS

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



Shred. Wheat Biscuit 3 85
Vita Wheat, 12s ----- 1 80
Post's Brands.
Grape-Nuts, 24s ----- 3 80
Grape-Nuts, 100s ----- 2 75
Postum Cereal, 12s ----- 2 25
Post Toasties, 36s ----- 2 85
Post Toasties, 24s ----- 2 85
Post's Bran, 24s ----- 2 70

BROOMS

Parlor Pride, doz. ----- 6 00
Standard Parlor, 23 lb. 7 00
Fancy Parlor, 23 lb. 8 00
Ex. Fancy Parlor 25 lb. 9 25
Ex. Fcy. Parlor 26 lb. 10 00
Toy ----- 2 25
Whisk, No. 3 ----- 2 75

BRUSHES

Scrub
Solid Back, 8 in. ----- 1 50
Solid Back, 1 in. ----- 1 75
Pointed Ends ----- 1 25
Stove
Shaker ----- 1 80
No. 50 ----- 2 00
Peerless ----- 2 60

SHOE

No. 4-0 ----- 2 25
No. 20 ----- 3 00

BUTTER COLOR

Dandelion, ----- 2 85
Nedrow, 3 oz., doz. 2 50

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. ----- 12 8
Paraffine, 6s ----- 14 1/2
Paraffine, 12s ----- 14 1/2
Wicking ----- 40
Tudor, 6s, per box ----- 30

CANNED FRUIT.

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

CANNED FISH.

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

CANNED MEAT.

Bacon, Med. Beechnut 1 80
Bacon, Lge. Beechnut 3 15
Beef, No. 1, Corned ----- 2 75
Beef, No. 1, Roast ----- 2 75
Beef, No. 2 1/2, Eagle sli 1 25
Beef, No. 1/2, Qua. sli. 1 75
Beef, 5 oz., Qua. sli. 2 50
Beef, No. 1, B'nut, sli. 5 10

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

Baked Beans

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

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 4 50@4 75
No. 2 1/2, Lge. Green 4 50
W. Bean, cut ----- 2 25
W. Beans, 10 ----- 8 50@12 00
Green Beans, 2s 2 00@3 75
Gr. Beans, 10s 7 50@13 00
L. Beans, 2 gr. 1 35@2 65
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20@1 35
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 45
Corn, No. 2, Fan. 1 60@2 25
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels ----- 45
Mushrooms, Choice ----- 55
Mushrooms, Sur Extra 70
Peas, No. 2, E. J. 1 65@1 80
Peas, No. 2, Sift. -----
June ----- 1 90@2 10
Peas, No. 2, Ex. Sift. -----
E. J. ----- 2 60
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35@1 50
Pumpkin, No. 10 4 50@5 60
Pimientos, 1/4, each 12@14
Pimientos, 1/2, each ----- 27
Saurt Potatoes, No. 2 1/2 1 60
Sauerkraut, No. 3 1 40@1 50
Succotash, No. 2 1 65@2 50
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 10
Spinach, No. 2 ----- 1 35@1 75
Spinach, No. 3 ----- 2 00@2 40
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 1 30@1 60
Tomatoes, No. 3 1 90@2 25
Tomatoes, No. 2 glass 2 50
Tomatoes, No. 10 6 50@7 00

CATSUP.

B-nut, Small ----- 2 25
Lilly Valley, 14 oz. ----- 2 50
Libby, 14 oz. ----- 2 35
Libby, 8 oz. ----- 1 75
Lilly Valley, 1/2 pint 1 75
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 85
Sniders, 16 oz. ----- 2 85
Royal Red, 10 oz. ----- 1 40

CHILI SAUCE

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

OYSTER COCKTAIL.

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

CHEESE

Roquefort ----- 59
Kraft Small tins ----- 1 40
Kraft American ----- 1 40
Chili, small tins ----- 1 40
Pimento, small tins ----- 1 40
Roquefort, small tins 2 50
Camembert, small tins 2 50
Wisconsin Old ----- 28
Wisconsin new ----- 22
Longhorn ----- 23
Michigan Full Cream 22 1/2
New York Full Cream 29
Sap Sago ----- 30

CHEWING GUM.

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

CHOCOLATE.

Baker, Caracas, 1/4s ----- 37
Baker, Caracas, 1/2s ----- 35
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/2s 36
Runkle, Premium, 1/2s ----- 29
Runkle, Premium, 1/4s ----- 32
Vienna Sweet, 24s ----- 2 10

COCOA.

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

COCOANUT.

1/4s, 5 lb. case Dunham 42
1/4s, 5 lb. case ----- 40
1/4s & 1/2s 15 lb. case ----- 41
Bulk, barrels shredded 21
48 2 oz. pkgs., per case 4 15
48 4 oz. pkgs., per case 7 00

CLOTHES LINE.

Hemp, 50 ft. ----- 2 25
Twisted Cotton, 50 ft. 1 75
Braided, 50 ft. ----- 2 75
Sash Cord ----- 4 25



COFFEE ROASTED

Bulk

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

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

Coffee Extracts

M. Y., per 100 ----- 12
Frank's 50 pkgs. ----- 4 25
Hummel's 50 1 lb. ----- 10 1/2

CONDENSED MILK

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

MILK COMPOUND

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

EVAPORATED MILK



Quaker, Tall, 4 doz. ----- 4 60
Quaker, Baby, 8 doz. 4 50
Quaker, Gallon, 1/2 doz. 4 45
Blue Grass, Tall, 48 4 50
Blue Grass, Baby, 72 4 40
Blue Grass, No. 10 ----- 4 45
Carnation, Tall, 4 doz. 4 90
Carnation, Baby, 8 dz. 4 80
Every Day, Tall ----- 4 90
Every Day, Baby ----- 4 80
Goshen, Tall ----- 4 50
Pet, Tall ----- 4 90
Pet, Baby, 8 oz. ----- 4 80

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

CIGARS

Lowellyn & Co. Brands
Dixeco
100s, 5c ----- 35 00
Wolverine, 50s ----- 130 00
Supreme, 50s ----- 110 00
Bostonians, 50s ----- 95 00
Perfectos, 50s ----- 95 00
Blunts, 50s ----- 75 00
Conchas, 50s ----- 75 00
Cabinets, 50s ----- 73 00

Tilford Cigars

Tuxedo, 50s ----- 75 00

Worden Grocer Co. Brands

Henry George ----- 37 50
Harvester Kiddies ----- 37 50
Harvester Record B. ----- 75 00
Harvester Delmonico ----- 95 00
Harvester Perfecto ----- 95 00
Webster's ----- 37 50
Webster's Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 00
Starlight P-Club ----- 150 00
La Azora Agreement 53 00
La Azora Washington 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 00
Valentine DeLux ----- 95 00
Valentine Imperial ----- 95 00
Tiona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars,
1-20, per M ----- 75 00
Worden's Havana
Specials, 1-20, per M 75 00
Quality First Stogie 18 50

CONFECTIONERY

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

Fancy Chocolates

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

Gum Drops Pails

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

Lozenges.

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

Hard Goods. Pails

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

Cough Drops Bxs.

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

Package Goods

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

Specialties.

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

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes ----- 32

DRIED FRUITS

Apples

Evap. Choice, bulk ----- 15

Apricots

Evaporated, Choice ----- 18
Evaporated, Fancy ----- 26
Evaporated Slabs ----- 15

Citron

10 lb. box ----- 48

Currants

Package, 14 oz. ----- 17
Boxes, Bulk, per lb. ----- 17
Greek, Bulk, lb. ----- 15 1/2

Peaches

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

Peel

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

Raisins

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

California Prunes

30-100, 25 lb. boxes ----- 7 1/2
80-90, 25 lb. boxes ----- 08 1/2
70-80, 25 lb. boxes ----- 09 1/2
60-70, 25 lb. boxes ----- 10 1/2
50-60, 25 lb. boxes ----- 12
40-50, 25 lb. boxes ----- 14 1/2
30-40, 25 lb. boxes ----- 17 1/2
20-30, 25 lb. boxes ----- 22

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 05 1/2
Cal. Limas ----- 15
Brown, Swedish ----- 08 1/2
Red Kidney ----- 08

Farina

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

Hominy

Pearl, 100 lb. sack ----- 2 50

Macaroni

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

Pearl Barley

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
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OLEOMARGARINE

Kent Storage Brands.

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

Swift Brands.

Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands

Carload Distributor



Nucoa, 1 lb.	24 1/2
Nucoa, 2 and 5 lb.	24

MATCHES

Crescent, 144	5 75
Diamond, 144 box	8 00
Searchlight, 144 box	8 00
Red Stick, 720 1c bxs	5 00
Red Diamond, 144 bx	6 50

Safety Matches

Quaker, 5 gro. case	4 75
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MINCE MEAT

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

MOLASSES.



Gold Brer Rabbit

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

Green Brer Rabbit

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

Aunt Dinah Brand.

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

New Orleans

Fancy Open Kettle	68
Choice	52
Fair	32

Half barrels 5c extra

Molasses in Cans.

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. L	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, rstd	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	30
Walnuts	60

OLIVES.

Bulk, 2 gal. keg	3 20
Bulk, 3 gal. keg	4 65
Bulk, 5 gal. keg	7 50
Quar. Jars, 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	
12 2 lb. pails	
5 lb. pails 6 in crate	
14 lb. pails	
25 lb. pails	
50 lb. tins	

PETROLEUM PRODUCTS

Iron Barrels

Perfection Kerosine	13.1
Red Crown Gasoline	
Tank Wagon	18.7
Gas Machine Gasoline	37.2
V. M. & P. Naphtha	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
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PIPES

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

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

POTASH

Babbitt's 2 doz.	2 75
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FRESH MEATS

Beef.

Top Steers & Heif.	17@18
Good Steers & Heif.	16@17
Med. Steers & Heif.	14@15
Com. Steers & H.F.	12 1/2@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	14
Medium	12 1/2
Poor	08

Pork.

Heavy hogs	09
Medium hogs	10 1/2
Light hogs	10
Loins	18
Butts	15 1/2
Shoulders	11 1/2
Hams	17
Spareribs	10
Neck bones	05

PROVISIONS

Barreled Pork

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

Dry Salt Meats

S P Bellies	16 00@13 00
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Lard

Pure in tierces	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 1
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@24

Ham, dried beef

sets	38 @39
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California Hams

Picnic Boiled	12@13
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Hams

Boiled Hams	30 @32
Mixed Hams	34 @37
Bacon	18 @30

Beef

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

Mince Meat.

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

Pig's Feet

1/2 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
3/4 bbls., 80 lbs.	3 00

Hogs, per lb.

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

RICE

Fancy 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

Quaker, 12s Family N	2 75
Mothers, 12s, Ill'um	3 25
Silver Flake, 18 Reg.	1 45
Sacks, 90 lb. Jute	3 00
Sacks, 90 lb. Cotton	3 10

RUSKS.

Holland Rusk Co.	
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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
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SAL SODA

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

COD FISH

Middles	15 1/2
Tablets, 1 lb. Pure	19 1/2
Tablets, 1/2 lb. Pure, doz.	1 40
Wood boxes, Pure	28
Whole Cod	11

Holland Herring

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

Herring

K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	95
Boned, 10 lb. boxes	27

Lake Herring

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

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

White Fish

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

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

STOVE POLISH.

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

SALT.

Colonial, 24, 2 lb.	95
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Crushed Rock for ice cream, 100 lb., each	75
Blocks, 50 lb.	47
Butter Salt, 280 lb. bbl.	4 50

Baker Salt, 280 lb. bbl.

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.

Pine case lots	2 40
Iodized, 24, 2 lbs.	3 00

Worcester



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

Bbls. 280 lb.

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, May 31.—In the matter of Cora Speyer, bankrupt, of Kalamazoo, the trustee filed his final report and account, showing total receipts of \$3,059.25 and disbursements of \$952.81, leaving a balance on hand of \$2,106.44, with request that a final meeting of creditors be called for the purpose of paying administration expenses, the declaration and payment of a final dividend and closing the estate.

John Phillips, a carpenter of Kalamazoo, filed a voluntary petition, and was adjudicated bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt show no assets over and above his statutory exemptions, and the following are listed as creditors: Kalamazoo Lumber Co., Kalamazoo—\$399.65
South Side Lumber & Fuel Co., Kalamazoo—97.16
Union Trim & Lumber Co., Kalamazoo—53.78
Quality Coal Co., Kalamazoo—27.00

June 2. Based upon the petition of the Western Hosiery Co., of Chicago, Symons Brothers & Co., of Saginaw, Sam Adelman & Co., of Chicago, and Edward De-groot, of Grand Rapids, Samuel Gutt-macher, engaged in the retail dry goods business at Dowagiac and Decatur, was adjudicated a bankrupt, and the matter referred to Referee Banyon who was appointed receiver. The referee appointed attorney James J. Murphy, of Dowagiac, custodian, and entered an order for the bankrupt to prepare and file his sched- ules.

June 3. Guy E. Hazen, a traffic man- ager of Kalamazoo, and husband of Mrs. Ferne Hazen, doing business as the Molly Pitcher tea room, who was adjudicated bankrupt some six weeks ago, filed a voluntary petition individually, or as a partner of Ferne F. Hazen as the Molly Pitcher tea room, and was adjudicated a bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt disclose no assets above his statutory exemptions and the following are listed as creditors:

X. Cigar Co., Grand Rapids	\$ 11.25
West. Normal Herald, Kalamazoo	15.30
B. A. Trathen, Kalamazoo	39.38
National Advertising Co., Chicago	4.20
A. W. Walsh Co., Kalamazoo	9.00
Pipers Ice Cream Co., Kalamazoo	62.65
L. VerWest, Kalamazoo	110.20
Ruth Gilmore, Kalamazoo	350.00
E. B. Russell, Kalamazoo	2.74
Consumers Power Co., Kalamazoo	91.79
Lee & Cady, Kalamazoo	240.00
Benj. Cleenewerck & Sons, Kala- mazoo	11.24
Chamber of Commerce, Kalamazoo	8.00
James Brown, Delton	32.00
George S. Dougherty Co., Pittsburg	13.00
Goodrich Candy Co., Kalamazoo	45.80
Johnson Paper & Supply Co., Kalamazoo	8.38
J. B. Keyes, Kalamazoo	26.40
Kalamazoo Gazette, Kalamazoo	15.05
Loose-Wiles Biscuit Co., Kalamazoo	7.83
Pain Co., Kalamazoo	2.50
Music Shop, Kalamazoo	9.75
Michigan Bell Telephone Co., Kalamazoo	4.75
Schuring Bros., Portage	459.28
Farmers State Bank, Richland	650.00
Galesburg State Bank, Galesburg	150.00
First National Bank, Kalamazoo	315.00
Ira Woodman, Kalamazoo	300.00

Secured or Prior Creditors.
Title Bond & Mortgage Co.,
Kalamazoo—\$996.17
Collector Internal Revenue, Grand
Rapids—15.00
City of Kalamazoo, taxes—30.71

June 4. Charles E. Gleason, an engi- neer of Kalamazoo, filed a voluntary peti- tion and was adjudicated a bankrupt and the matter referred to Referee Ban- yon. The schedules of the bankrupt dis- close no assets above his statutory ex- emptions. The following are listed as creditors:
Newbauer Sanitary Milk Co.,
Dayton—\$ 27.12
Himes Bros., Dayton—20.28
Dr. Stanley M. Cook, Dayton—15.50
G. W. Shroyer & Co., Dayton—85.84
Dr. Curtis Ginn, Dayton—15.00
Dr. H. B. Thomas, Dayton—7.50
Dr. A. F. Kuhl, Dayton—7.50
Elgar Weaver, Brookville, Ohio—107.50
The Consumers Co., Evanston, Ill.—30.80
Mandel Bros., Chicago—97.50
Lord's Inc., Evanston, Ill.—95.70
Chas. Joseph Swan, Evanston, Ill.—170.00
Bowman Dairy Co., Evanston, Ill.—22.00
Dr. F. N. Cloyd, Danville, Ill.—9.00
Dr. Wm. G. Alexander, Evanston—10.00
J. O. Moehring, Evanston, Ill.—192.19
Dr. Leonard F. Wendt, Detroit—18.50
Dr. Ben F. Huggins, Evanston—12.00
Dr. T. J. Williams, Evanston, Ill.—75.00
Dr. John F. Mitchell, Evanston, Ill.—16.00
J. L. Hudson Co., Detroit—275.00
Mrs. M. L. Price, Monticello, Ind.—600.00
Morris Plan Bank, Chicago—500.00
Maxwell Motor Corp., Dayton—400.00
Wm. J. Burns, Chicago—40.00
Dr. Effie L. Lobdell, Chicago—185.00
Dr. Halsted, Chicago—500.00

Total—\$3,434.93

In the matter of Cora Speyer, bankrupt, an order was entered calling a final meet- ing of creditors at the Referee's office on June 14, for the purpose of passing upon the trustee's final report and ac- count, the declaration and payment of a final dividend and the payment of ad- ministration expenses. Creditors were directed to show cause why the final re- port and account of the trustee should not be allowed, why a certificate should not be made favorable to the bankrupt's discharge, and why the trustee should not interpose objections to the bankrupt's discharge.

June 5. In the matter of John Phil- lips, bankrupt, an order was entered calling the first meeting of creditors at Kalamazoo on June 16 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

June 6. In the matter of Samuel Gutt- macher, bankrupt, of Dowagiac, the bankrupt filed his schedules, showing the following creditors:

The Allen Co., Kenosha	\$ 696.74
Albert Given Mfg. Co., E. Chicago	365.64
American Tailors Co., Chicago	68.66
Sam Adelman & Co., Chicago	521.25
Abe Bloch & Co., Cincinnati	458.60
Altman & Co., Chicago	126.25
Beacon Falls Rubber Shoe Co., Chicago	1,381.70
Cooper, Wells & Co., St. Joseph	576.33
Central Shoe Co., St. Louis	126.09
Detroit Trunk Co., Detroit	21.15
Endicott-Johnson Corp., Endicott, N. Y.	1,287.27
M. Gimbel & Son, Chicago	201.25
Goodyear Rubber Co., Milwaukee	69.49
Heller Mfg. Co., Brooklyn	66.60
Ehrmann Mfg. Co., Terre Haute	200.00
Jersild Knitting Co., Neenah, Wis.	103.25
Lipke Herman Corp., New York	77.00
Mishawaka Woolen Mfg. Co., Mishawaka	840.30
Morris, Sloan, Morris Co., Chicago	1,397.32
Nipson System, New York City	45.90
Rugby Knitting Mills, Buffalo	358.45
Wilson Bros, Chicago	21.03
Phoenix Shirt Co., Chicago	528.70
Rice & Hutchins Co., Chicago	38.52
Roberts-Johnson & Rand, St. Louis	1,339.10
Textile Headwear Co., Chicago	409.25
H. S. Rotchild Co., New York City	102.00
Worcester Felt Goods Co., Wor- cester, Mass.	158.76
Corliss Coon & Co., Troy, N. Y.	37.50
Washington Woolen Mills, Fred- ericksburg, Va.	301.86
Symons Bros. & Co., Saginaw	938.44
Western Hosiery Co., Chicago	118.52
G. & I. Evans Co., New York City	49.00
Marquette State Industries, Mar- quette	162.00
Rollins Hosiery Co., Des Moines	63.21
W. M. Finck & Co., Detroit	57.47
Rice-Stix D. Gds. Co., St. Louis	160.01
Novelty Hosiery Co., Chicago	20.25
Chas. Bodach Sons Co., Chicago	60.00
Shapiro & Bettler, New York City	115.00
Pilgrim Knitting Mills, Boston	68.50
Simons Bros., Chicago	153.63
Berne Overall Co., Berne, Ind.	117.68
Kling Bros., Chicago	10.79
Agra Shirt Co., New York City	128.75
M. Moblart & Co., Detroit	77.25
King Brand Mfg. Co., St. Louis	276.33
D. Maiman & Co., Chicago	132.00
Samuel Shoe Co., St. Louis	3.95
Int'l Hdkf. Mfg. Co., New York	52.00
Wobst Shoe Co., Milwaukee	184.75
Goshen Shirt Co., Chicago	108.40
Bashwitz Bros Co., New York City	60.00
Heyman & Alexander Co., Chicago	18.44
Rotchild Bros., Fort Wayne	44.75
S. Phillipson & Co., Chicago	24.00
Milwaukee Paper Box Co., Mil- waukee	29.50
N. Y. Holly Box Co., New York	7.00
Daily News, Dowagiac	111.00
Lt. & Power Co., Dowagiac	75.00
Niagara Shirt Co., New York City	50.16
A. Morris Kantor, New York City	6.75
Slidewell Neckwear Co., New Y.	9.25
Standard Sheplined Coat Co., Haverstraw, N. Y.	146.00
Campbell Paper Box Co., South Bend	7.50
Garrison-Wagner Co., St. Louis	5.50
Cassopolis Vigilant, Cassopolis	19.25
Brooks Oli Co., Cleveland	6.00
Sprink Lake Fuel Co., Dowagiac	45.00
Butler Bros Co., Chicago	34.19
H. S. Rochelle Co., New York City	102.00
Tribune, Chicago	9.90
Dr. Jones, Dowagiac	60.00
Premier Warm Air Heater Co., Dowagiac	42.78
Freeman-Shelby Co., St. Louis	30.85

Total	\$15,928.71
Prior or Secured Creditors.	
Dowagiac National Bank	\$2,800.00
Assets.	
Stock in trade at Decatur and Dowagiac	\$6,500.00
Liberty bonds and other personal property	2,100.00
Machinery tools, etc.	700.00
Money in bank	100.00
Debts due on open account	250.00
Household goods, automobile, etc.	300.00
Cash on hand	50.00
Other personal property	210.00
Total	\$10,210.00

The bankrupt filed a written offer of composition of cash 25 per cent., 5 per cent. in notes executed by bankrupt, and J. Guttman, of Battle Creek, falling due Oct. 25, 1924, and 5 per cent. in notes

Armour's

Veribest

TRADE MARK



CANNED FOODS

Veribest Canned Meats are of the highest possible quality and wholesomeness, and familiar to your trade.

By displaying them prominently you will increase your turnover.

Push Canned Meats Now and watch your sales and profits grow.

ARMOUR AND COMPANY

CHICAGO



ROYAL
advertising
is increasing
women's interest
in home baking.

Let your customers know that you sell

ROYAL

BAKING POWDER

Absolutely Pure

Tie up with this advertising and turn this interest into large orders and good profits for yourself.

Contains No Alum—Leaves No Bitter Taste

executed by the bankrupt and Guttman, falling due Dec. 28, 1924.

The Referee entered an order calling the first meeting of creditors at Dowagiac, June 17, at the library building, for the purpose of proving claims, the examination of the bankrupt, the election of a trustee, if necessary, and also directed creditors to take notice of the written offer of compensation, with direction if they desired to accept the offer to file written acceptances of such offer with the referee on or before the meeting.

June 7. In the matter of the Smith Tire & Supply Co., a corporation, bankrupt, the trustee filed his final report and account, showing total receipts of \$2,844.96 and disbursements of \$1,102.14 and balance on hand of \$1,742.82, with request that the final meeting of creditors be called for the purpose of declaring a final dividend, the payment of administration expenses and closing the estate. The final meeting will be called within the next few days.

Questions a Grocer's Apprentice Must Answer.

Before a man can even begin to study the grocery business over in England, through the English Institute, he must pass a preparatory examination, which is intended to show that he has some knowledge of fundamental arithmetic and of business customs, and also some little knowledge of the grocery business.

Here are the questions asked in the last preparatory examination:

English.

1. Write either a short essay on "The Grocery and Provision Trade—Its Dignity and Importance," or write a letter to an employer, asking him to take you as an apprentice, and stating your reasons for wishing to enter the trade.

Arithmetic.

(Three questions may be attempted.)

2. Goods cost 72/4d. per cwt.; 154 s. per cwt; 231/- per cwt. What is that per lb. in each case? 69/- per gross; 89/3d. per doz.; 25/- per long-hundred (120). What is that per single article in each case?

3. Express the following sums in £ and the decimal of a £, correct to three places: 10½d.; £7/17/6d.; £5/5/6d.

4. Find the cost of 1 cwt. 2 qr. 14 lbs. bacon at 82/- per cwt.

5. An inch is 2.54 centimetres; how many metres in two yards? An ounce is 28.35 grammes; how many kilograms in three pounds?

Geography.

(Two questions may be attempted.)

6. Name the five important grocery commodities which are imported from India. State in which parts of India they are grown.

7. What type of climate is necessary for the successful growing of tea? Name the countries in which tea growing has become an important industry.

8. Name the world's principal exporting centers for Sultanas, pepper, coffee, rice. Where, and in which countries, are these centers situated?

9. Name six important dairying countries from which we receive butter or cheese. Write a note on the general climate of these countries.

10. What commodities would be affected by: (a) Spring frosts in Santos; (b) Winter drought in Queensland; (c) heavy August rains in Spain?

Elementary Business.

(Two questions may be attempted, of which the first must be one.)

11. Make out and receipt the bill for the following order (buyer, Mrs.

S. Smith, "Haslemere," Fartown; sellers, Brown & Co., Ltd., Market-place, Fartown; to-day's date):

½ lbs. tea at 2/10d. per lb.

¾ lb. coffee at 2/4d. per lb.

2 lbs. granulated sugar at 7½d. per lb.

2 lb. jar marmalade, 1/1½d.

1 lb. Osborne biscuits, 1/4d. per lb.

2 lbs. 10 ozs. bacon at 1/4d. per lb.

¾ lb. butter at 1/9d. per lb.

12. What is the postage in the United Kingdom for letters, post cards, invoices, receipts, a parcel over four and less than five pounds? How would you send 15/11d. through the post?

13. What is an invoice, and what is a statement? Explain how they differ and the purpose of each.

14. What do you understand by the terms: Gross weight, one gross, net weight, tare, credit, ready money, credit note, receipt stamp, C. O. D., carriage forward?

Pershing's Retirement.

Detroit, June 10—It seems to me that the United States Government ought to be impressed with the fact that there is a strong feeling in the country concerning the approaching retirement of General Pershing.

The retirement of an able officer is in any circumstances a pity. In the case of General Pershing it would be wrong. It was felt that Admiral Dewey was needed, so Congress voted that he be kept on the active list. Surely America needs Pershing, who did so much toward organizing the American army in France and helping to win the war and who is, beyond doubt, one of the very greatest Generals of the age. From what he is now doing and planning toward army defense it is obvious that he is very important to the welfare of the Nation at the present time when we are face to face with war with Japan and know positively that Germany is planning another war of extermination against France.

DIVIDEND NOTICE

American Public Utilities Company

The directors have declared the following quarterly dividend payable July 1st to stockholders of record at close of business June 20th; \$1.75 per share on Prior Preferred Stock, \$1.50 per share on 6% Preferred, \$1.25 per share on Participating Preferred Stock. Transfer books will reopen 9 A. M. June 21st.

BLAINE GAVETT, Secretary.

BUSINESS WANTS DEPARTMENT

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

FOR SALE OR RENT—Finest general store building in the Thumb of Michigan, fully equipped with fixtures. Good business assured. Fred W. Kinde, Receiver, Port Austin, Michigan. 619

FOR SALE—BRICK BUILDING in live Michigan city, also county seat, on busy transfer corner. Large, modern, containing three stores on ground floor and two newly decorated flats on second. All rented. Hot water heat. YEARLY INCOME \$3,400, and possibly more. A real money maker. Reason for selling, other business. For terms and particulars, write No. 620, c/o Michigan Tradesman. 620

BUSINESS OPPORTUNITIES—Stock of confectionery, fruits, groceries and tobacco, including fixtures, lease and business in Muskegon. Can be purchased on inventory. Owner doing good business. Good reason for selling. A great opportunity.

Brick and tile building 50x114, two stories and full basement. Lights, water, steam heat, sewer, paved street, elevator. Ideal for large garage, storage, paint shop or factory. Well located in thriving city of Muskegon Heights. A bargain. \$15,000. Reasonable terms. PORTER & WYMAN, 112 W. Western Ave., Muskegon, Mich. 621

For Sale—Seven Round Oak moist air furnace at 25% discount below factory car load price. F. O. B. destination. Address Kelm & Burbach, 367 Third street, Milwaukee, Wisconsin. 622

FOR SALE—Store building and fixtures, including ice cream outfit, in town of about 500 in Montcalm county. If interested, address No. 623, c/o Michigan Tradesman. 623

CASH for your business, no matter where located; buyers waiting for good investments; quick sale; no publicity. Chicago Business Exchange, 329 So. LaSalle St., Chicago. 624

Wanted—Shoe and men's clothing salesman. One who can show results, and take charge of department if necessary. Address No. 625, c/o Michigan Tradesman. 625

FOR SALE—Small restaurant doing good business. Address H. A. Jackson, 46 E. McKinney Ave., Muskegon Heights, Mich. 626

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

GENERAL STORE—I own one of the 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 Caswell Block, Milwaukee, Wisconsin. 610

Pay spot cash for clothing and furnishing 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, furnishings, bazaar novelties, furniture, ect. LOUIS LEVINSON, Saginaw, Mich.

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

Brooks Valeur

BITTER SWEETS



Walker
MUSKEGON
MICHIGAN

Makes
Good
Chocolates

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. Easley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN

Fiegler's
Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

THERE IS MONEY
FOR YOU IN

Straul

5c. and 10c. Bars.

TRY
HI-NEE ----- 10c
OH BIL' ----- 5c
CHOC LOGS ----- 5c

STRAUB CANDY COMPANY
Traverse City, Mich.
407 North Hamilton St., Saginaw, W.S.

Is the House More Brainy Than the Senate?

Maple City, June 9—The spell-binder who in times past has "pointed with pride and viewed with alarm" has not much to go on this fall.

He may possibly view with alarm his future political prospects if perchance he happens to be one of those officials who has been dissipating the public's time and energy during this last session of Congress, but of his record he will have license to say little.

In uncontested districts there will, probably, be few changes, but I look to a general upheaval of political forces and it will be no surprise if many of the old-time political wheel-horses fall outside the breastworks.

All in all members of the lower house will find it much easier sailing than will Senatorial aspirants, for during the present sessions the House, as a rule, has handled public affairs more expeditiously and more sanely than the Senate. The House passed the appropriation bill with a promptness almost unprecedented. The task of handling the budget was accomplished in harmonious co-operation and in a period of time most creditably short.

While its accomplishments in general legislation were meager, it got away with some measures while the higher body was still indulging in promiscuous oratory on the various investigations which certain senatorial committees were conducting.

It really looks as though in the matter of efficiency the Senate is going down and the House is coming up. However, there is no constitutional or historical reason why the House should be the inferior of the Senate and it certainly gives evidence of a preponderance of brain forces. There is still very little for the members of the lower house to get chesty over, and perhaps, after all, it is just as well that its accomplishments were small. We have had too much legislation of a kind and nothing at all which carries any substantial benefits to the public.

Therefore when your political representative goes before the footlights to make his appeal for a return to Washington it will have to be on the old program of promises—not accomplishments. Some of them will get back because they are good fellows, good correspondents and have secured unusual favors, such as pensions, in each small community, but the next Congress will contain many new faces, and it ought to, for some of the present incumbents are impossible.

The National constitution guarantees to every citizen who has supposedly violated some law the right to a trial by a jury of his peers.

The Federal judges particularly have always claimed a God given right to comment on the weight of evidence and on the reliability of witnesses. They have gone so far as to constitute themselves judges of the facts as well as the law, which is already a violation of the defendant's rights.

Quite a number of the states have passed laws depriving their judges of their fancied right of commenting on the evidence offered and admitted in criminal trials or to express any opinion as to the credibility of witnesses. Perhaps this breeds occasional miscarriages of justice, but the spirit of the constitution has been to a larger degree preserved.

Many a judge has prejudiced the rights of an interested contestant by expressing himself before a jury in such a manner as would seemingly carry with it the weight of authority with such jury, when it alone was the final arbiter in the case.

The real trouble seems to be that many judges, once they have been elevated to the bench, not because of their great legal knowledge, but for reasons of some political ground—

swell, "feel their oats," as it were, and want to "show off." Taking cases from juries and deciding them off hand is a dangerous proceeding. A jury is a jury; its members are constitutionally empowered to try all questions of fact, and while their verdicts may be set aside by higher authorities, they still are entitled to try all cases where there are questions outside of the law points, and the sacredness of their authority should not be minimized by some judicial incumbent who has a personal prejudice and does not hesitate to air it.

Congress, during its closing hours, passed the resolution submitting to the State legislatures an anti-child-labor amendment. It was a foregone conclusion that this would finally happen, not that it would ever prove effective, but would prove a "sop" to labor unions, and the fellow who wants to get back to Congress does not possess a great amount of courage when it comes to an analysis of what is right and equitable. If he had a grain of sand in his craw and an ounce of sense, he would realize that labor unions do not vote as a unit.

They think they do, but unionism does not appeal to its devotees after business hours, and they vote individually when they enter the election booth. It is a reasonable assertion that they have all they want of union tyranny in the open, and welcome an opportunity—at least a great many of them do—to throw off the yoke and assert their independence.

The amendment as it is offered gives Congress authority "to limit, regulate and prohibit the labor of persons under 18 years of age." Under such an amendment it would be possible for Congress to make all sorts of absurd regulations and create more loafers than are now in evidence, which seems impossible. What about the robust boy or girl on the farm, capable of consuming the rations of a hired man, but "excused" from making any recompense for it, because labor unions want to prevent the competition which perfectly capable, physically and mentally perfect boys and girls might offer in the labor market.

This amendment will presumably, after due course, be adopted, and after the necessary "grand stand" juggling by Congress, go the way of the 18th amendment with its Volsteadism.

There are no doubt many cases where child-labor should be regulated, but this is a simple police power, dedicated to the individual states, and its adoption would be a simple surrender of another of the fast depleting list of states rights.

It is not easy to believe that Congress will never go to preposterous lengths in framing laws under the proposed amendment and that its regulations will be reasonable, but a too recent experience with the "critter" has taught us all to believe that Congress will at almost any time perform almost any fool trick just to amuse themselves with the notion that somebody—principally their constituents—will rise up and call them "blessed," but I'll be blest if I don't think they will unknowingly dig their own pitfall.

There will be plenty of time to consider what may be the possible results of such legislation, but if the various states will amend the amendment by inserting a clause defining the hours of labor for the "old man" who is jumping the hurdles to keep his offspring from performing a little honest labor, there would be where sentiment would evidence itself.

The horrible crime unearthed in Chicago last week was just a result of such methods as are possible to introduce under this amendment. Scions of rich families, "cloyed" with inertia, made a comprehensive study and laid out a program, most horrible in detail,

but accepted as a relief to their monotonous existence.

If these young men had not been pampered and humored, but instead been compelled to perform some of the tasks imposed on their fathers at their age, there would have been no cold-blooded murder on their conscience and their inclination toward dissipation would have ended at meal time.

The youth of to-day is certainly having his "fling" and usually with the approval of the fathers, who want their offspring to "have an easier childhood than they," but one shudders at the thought of what the morrow will bring forth and the limitation of child labor under regulations promulgated by a body who are responsible for recent legislative enactments, which has made a majority of us criminals and the remainder "informers."

Frank S. Verbeck.

Wage Slump Brings Boys Back To the Farm.

Onaway, June 9—"Back to the Farm" is the slogan now. The alluring factory wages have slumped; in fact a reaction has taken place and matters are due for a re-adjustment.

The home on the old farm is beginning to look pretty good to the boys who left and had become dissatisfied because things were moving too slowly. If the old folks have been staying at home—"standing by," so to speak—and holding things together during the boy's absence, so much the better and the reception may be that much warmer, especially if the boy has brought home the bacon; if not, the incentive to dig in may be stronger than before, because farming is not a dead or lost science by any means. We can't eat automobiles, neither can we all devote our time to manufacturing them. There must be some honest-to-goodness work done on the farm with which to feed the world and after performing the task of raising a living and selling the surplus at a fair margin perhaps we may be able to afford a car and pay for it. How many of the cars now in use are paid for? The farms in the vicinity of Onaway have suffered by being neglected in proportion to the more extensive agricultural districts throughout the State, but it cannot so remain; this is too good a country and to show our faith and confidence in the development and to encourage a speedy comeback the business men are giving their support to the Onaway-Cheboygan Fair Association by erecting new buildings at the Onaway fair grounds and preparing for a real fair with extraordinary attractions. In addition to this our county fair has secured additional appropriations from the board of supervisors which will enable them to increase the premium list and offer more attractive prizes. All of these activities act as an encouragement for the agriculturists to increase and improve their products. Potato buyers are already offering to contract for the season at prices that ensure the grower a living profit and offering to advance a certain amount of money for insecticides and harvesting. It looks good. While the farm has off years, as a whole there is an accumulation of the fixtures, machinery and stock, as well as a general up-building of the property, so that when inventory is taken the farm has done pretty well after all. The farm affords the best of everything to eat, which is seldom taken into consideration. Compare all this with the city man and especially the factory hand, the farm never "shuts down." There's a job all the time, not quick money, perhaps, but steady work makes improvements constitute valuable assets.

Squire Signal.

We can't help wondering whether students of civilization class knickers as an improvement.

\$7,500,000 CONTINENTAL MOTORS CORPORATION

First Mortgage 6½%
15-Year Bonds
Price 95½
to Yield 7%

Surplus account this Company stood at \$8,335,000 on April 30, 1924, as against \$7,553,000 November 1, 1923.

Company reports a heavy and growing demand for its new line of bus motors. This is in addition to its established business in truck and pleasure car motors.

Company has resumed quarterly dividends on its common stock.

Fixed assets \$19,000,000.

Net quick assets \$9,000,000.

We recommend these bonds for investment.

HOWE, SNOW & BERTLES INC.

Investment Securities
GRAND RAPIDS
New York Chicago Detroit

BIDS WANTED

For \$20,000 of the City of Owosso,

Michigan, Waterworks Construction Refunding Bonds

The undersigned will receive bids at his office in the City of Owosso, Michigan, up to 7:30 p. m., Eastern Standard time, on the sixteenth day of June, 1924, for the sale of Twenty Thousand (\$20,000.00) Dollars of waterworks refunding construction bonds, payment of both principal and interest guaranteed by the general obligation of City of Owosso, for the purpose of refunding an issue of like amount, dated July 1, 1894.

Said bonds will mature as follows:

\$4,000.00—July 1, 1942
\$4,000.00—July 1, 1943
\$4,000.00—July 1, 1944
\$4,000.00—July 1, 1945
\$4,000.00—July 1, 1946

Said bonds are of the denomination of One Thousand (\$1,000.00) Dollars, and bids will be received on both Four and Three-quarters (4¾%) per cent and Five (5%) per cent basis. Interest payable semi-annually.

A certified check in the amount of Three (3%) per cent of the face value of the bonds payable to the order of the City Clerk of the City of Owosso, will be required with each bid.

The purchaser is to furnish printed bonds and legal opinion.

The City reserves the right to reject any or all bids.

BATES K. LUCAS,
City Clerk.