

MICHIGAN TRADESMAN

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Forty-first Year

GRAND RAPIDS, WEDNESDAY, JULY 2, 1924

Number 2128

Apostrophe to the Flag

GLORIOUS and beautiful flag of our fathers, the Star-Spangled Banner, beautiful in thine own waving folds, glorious in the memory of the brave deeds of those who chose thee for their standard.

More beautiful, more glorious is the great nation which has inherited their land and their flag, if we who claim, who boast our lineage from those heroes gone, if we inherit not alone their name, their blood, their banner, but in-



herit their nobler part, the spirit that actuated them; their love of liberty, their devotion to justice, their inflexible pursuance of righteousness and truth.

Most beautiful and most glorious shalt thou be as the messenger of such a nation, bearing to the ends of the earth the glad tidings of the joy and the glory and the happiness of a people where freedom is linked with justice, where liberty is restrained by law, and where "peace on earth, good will to men" is the living creed.

Maria Sanford.

Public Reference Library,
Library St

Now is the time to order *Parowax*

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

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

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

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



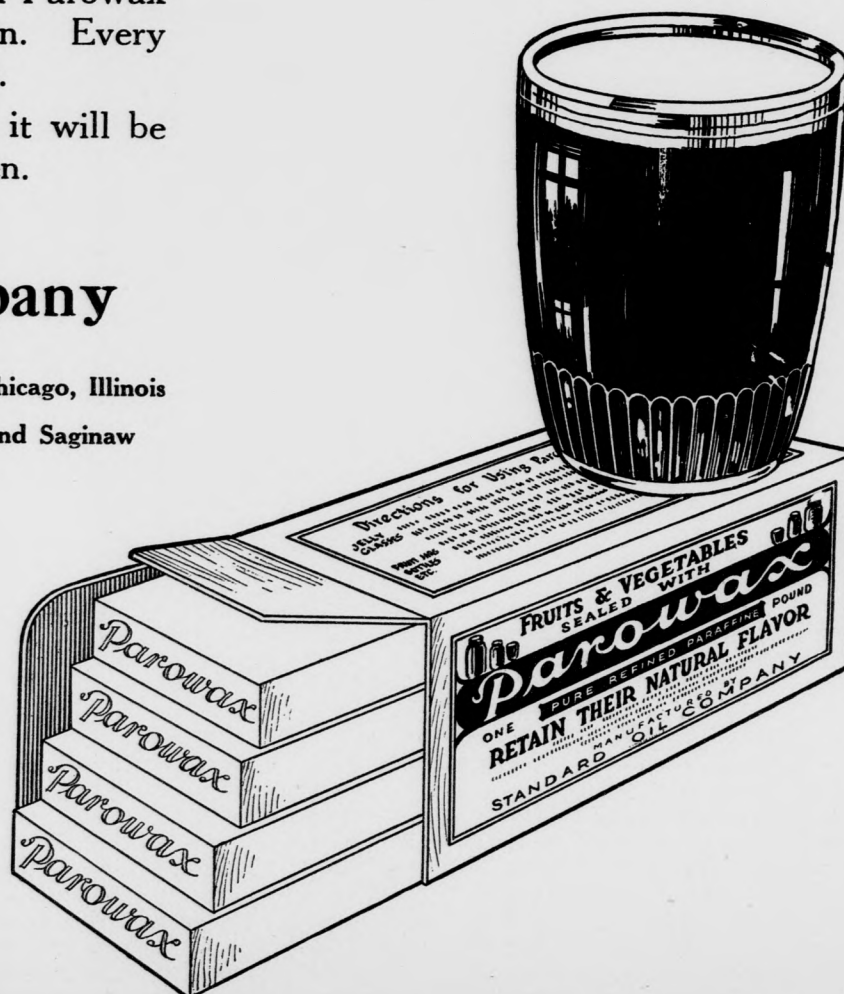
One of these two color counter display cartons is packed in each case of Parowax.

Standard Oil Company (INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw





MICHIGAN TRADESMAN

Forty-first Year

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MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.
Each Issue Complete in Itself.

NOT VOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By
TRADESMAN COMPANY
Grand Rapids

E. A. STOWE, Editor.

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GERMAN STANDARDIZATION.

Across the sea the other day came a story from Germany of a concerted effort to furnish the Teutons with clothing at cheaper prices. This, of course, refers to men's wear exclusively and is not possible in women's garments for reasons that are obvious when the plan is considered. What the Germans are, apparently, after is to have standardized garb that shall no longer be altogether dependent on the fleeting whims of fashion. Clothing of this kind will be rather monotonous, but it will have the advantage of being wearable until it is worn out. After all, it is claimed, the possible changes in the fashions of men's clothing are few and not very marked, except in the case of sports wear, in which anything and everything is permitted. So the Germans, with their characteristic kind of thoroughness, purpose to have one of their vertical trusts take the matter in hand. This organization will make the yarns, the fabrics, thread and everything used in making the clothing as well as the garments themselves. A standard will be set for the fabrics, but the varieties will be limited in range. Mass production will be aimed at throughout in order to cut expenses, and few style changes will be made, with the same object in view. It is claimed that, in this way, the average German will be able to get clothing of good material at much lower prices than now obtainable. And, if it is merely a matter of having clothing for covering and for general utility, there are certain advantages in the scheme outlined, more especially for persons of limited means, of whom there are now in Germany more than the usual number.

So far as having a few standard fabrics is concerned, the plan proposed does not differ so much from what prevails in this country. There is, however, this important difference. In Germany it is proposed to limit the range of fabrics at the source, thus

giving users few to choose from. In this country a wide range is offered, but consumer selection soon fixes on a few which dominate for the season. With mass production, whether of fabrics or of clothing, there is nothing of novelty in this country. Rather has it been the rule here for very many years. The great bulk of the clothing business is done in ready-to-wear goods. These are made mainly of fabrics produced in large quantities and at a lower cost, therefore, than would be the case if a smaller output of a number of special patterns were called for. It is a curious circumstance, however, that the disposition latterly has been a turning away from the regular stock numbers and a call for special novelty weaves. This accounts in a measure for the imports of British fabrics, because these can always be had in small quantities to suit. To obtain such goods costs more, but there are many in this country who are willing to pay the price in order to obtain something distinctive. This refers mainly to the cloth and not so much to the style of the garments. As a matter of fact, many of the better dressers are found objecting to the changes which tailors try to make from season to season. A few years ago E. Berry Wall, now in London but who two score years ago was the "king of the duds" in this country, expressed annoyance at recent changes in men's styles. For himself, he said, he was sticking to those he had found best in former years.

The old guard of the Russian communist party includes some of the cleverest mob psychologists of the day. They have at their disposal propaganda power and propaganda censorship that only an airtight dictatorship can give. Recently they resurrected or manufactured a mysterious "last will" of Lenin; while careful not to publish it, they refer to the sacred document as authority for anything they want to do. But with all their cleverness they have been unable to keep Trotsky on the shelf. Trotsky stands almost alone among Russian leaders for reform within the communist party, for discussion of issues rather than mere acceptance. In vain they have intimated that Trotsky has ambition; in vain they have disciplined him; in vain they have accused him of lacking communistic ideals. At the fifth congress of the Communist Internationale, now meeting in Moscow, the very name of Trotsky sweeps the delegates and the packed audience off their feet. The Russian people want a man for a leader, not a system. Trotsky undoubtedly is the most popular living man in Russia to-day. He could be dictator, if he would. But his health is gone; he ignores his opportunity.

For fifteen years the National Association for the Advancement of Colored People has been prosecuting its work of removing the handicaps which prejudice and ignorance have laid in the path of negroes in their struggle to fit themselves to fill their true part as citizens of the United States. The annual convention, which was held in Philadelphia last week, marked a milestone of progress and a starting point for new endeavors. The membership of the Association is not confined to the negro race by any means, but it is managed and directed by colored people themselves, who work on the principle that "God helps those who help themselves," and that while there are many unjust discriminations and a great deal of prejudice to overcome, the most certain method of removing these obstacles to equal opportunity is through education and the example of efficiency and enlightenment on the part of the colored people themselves. They need all the help and sympathy which their white fellow citizens can give, but they must work out their own salvation by making themselves worthy.

In spite of Von Tirpitz and the rest of the junker element in the German Reichstag, the Berlin government is managing to clear the way for a settlement with the allies. In the matter of military control, there seems to have been some hesitation; but the joint Anglo-French note pointing out the danger of playing with fire seems to have settled this. Undoubtedly there have been violations in Germany of the treaty prohibition against military training, and a real attempt at concealment and avoidance of an investigation was made. But the real rulers of Germany, the financiers and industrialists, who want nothing better than the execution of the Dawes reparations program and a stabilization of finance and commerce, have brought pressure to bear where pressure would do the most good. Besides, Herriot has done much to save the face of the Berlin government by granting a general amnesty to the Germans exiled from the Rhur. So far, the groundwork is being satisfactorily laid for a settlement; only the jingoes and the junkers are trying to wreck the machinery.

With regard to the effect of the Dawes program on the contest for leadership between the American dollar and the British pound, Walter Leeaf, of the Westminster Bank, succinctly summarizes the situation. "The possibilities of combination between the dollar and the gold mark," he says, "between the credit resources of the United States, on the one hand, and German enterprise in world commerce on the other, form a prospect which

cannot be regarded without anxiety so long as the pound is depreciated in the exchange markets of the world. To put it plainly, the depreciated pound would be squeezed out of world finances between the two great gold currencies, the dollar and the mark. In self-defense, we should be forced on to a gold basis for the pound, whether we wish it or not. Is it not time we should face the situation and take steps for restoring our parity of exchange in our own time?" The Dawes plan has done more than make possible German reparations payments. It is forcing world finance back to normality.

Germany's new currency, which will be adopted when the Dawes program goes into effect, will be anchored to the American dollar. There has really never been any intelligent doubt on this point, but certain British economists of the advanced paper money school had put forward a claim for the pound sterling. Dr. Hjalmar Schacht, who will organize the German bank, expressed surprise that the question was even raised. The Dawes report calls for the gold mark; the dollar represents gold, the pound sterling does not. That is all there is to it. Of course, if the pound were restored to its pre-war value in gold it could be used as an anchor for the German mark. In fact, it must be restored or admit it has been defeated, not only by the dollar, but by the German mark and the Swedish crown. Slowly but surely the British proponents of the "credit managed" currency are being brought down to solid earth—or, rather, to solid gold. All balloon rides must come to an end.

The picture of Europe on her knees begging for American money is not exactly a veracious one—certainly not in the case of the Hungarian loan through which the League of Nations' financial regime is to be put into effect. About \$50,000,000 is needed, and it has been taken for granted that American banks would be asked to contribute a share. Strange as it may appear, however, European banks had arranged to take over the whole amount, and would have done so had not American interests put in a claim for a part of it, supposedly about \$10,000,000. Here is a sign of increasing financial confidence in Europe, due unquestionably to the success of the League experiment in Austria. America is still the world's greatest money lender, but when gilt-edged securities are offered European bankers can do their bit—even though they themselves have to borrow in New York to do it.

No bathing suit is really naughty if it contains something that looks absurd.

COMMUNITY GATHERING.

An Example Worthy of a Generous Following.

Written for the Tradesman.

On Wednesday afternoon, June 25, an unusual gathering of neighborhood people occurred at the Garfield-Fletcher park, which called itself the reunion of Seymour school.

The small organization was formed last year and the enthusiasm concerning it was so contagious that the people in attendance thought it was worth while to form a permanent organization and perpetuate the memories connected with School District No. 1, Paris township.

An account of this gathering would hardly be considered appropriate material for the Tradesman if the prominence of the District itself and the people who have grown out of it did not give rather broad significance to a meeting of this kind. A modest country school district that could furnish a clergyman so prominent as the Rev. James Ballard in the early religious history of Grand Rapids; and could send to the Civil War men of such recognized ability and service as George Chesebrough, Edwin and Birney Hoyt, Oakland Merrifield and others who gave their lives for the preservation of the integrity of our country; and when we recall that this school neighborhood has furnished three prominent judges in the personalities of Arthur C. Denison, John S. McDonald and Birney Hoyt; a neighborhood which brought out educators like the first principal of the schools of Grand Rapids, Edward Chesebrough and his brother George, Prof. A. A. Crozier, who occupied a permanent position in the State Agricultural College and was for a time Secretary of the greatest fruit growers organization in the world, the American Pomological Society; a school which gave primary education to Ossian C. Simonds, recognized as a leading authority in landscape gardening in America; a school which had for many years collegians as its teachers, is deserving of some public recognition in any function that shall preserve its heritage and keep alive its civic importance. Prominent pioneers had to do with the early history of this school district—the Burtons, Guilds, Laraways and Galushas were for a time about the only residents in the district and it was they who formed the original organization. This locality situated in the Northwest corner of the township of Paris, was the place for the first swarming from the trading post which was the beginning of Grand Rapids, into the adjoining country. The next generation were men and women of strong characters and rendered valuable public service; among them I recall the Seymours, the Simonds, the Croziers, the Parsons and the Algers. These people were prominent in social, religious and political affairs and were recognized by the growing city of Grand Rapids as country people of unusual merit and public spirit.

This little gathering on June 25 contained about seventy people, all of whom were teachers or old pupils of this school. They selected as Presi-

dent of the rather loosely formed association Mr. Wm. F. Powers, of the Raniville Company, and Mrs. M. D. Hoogesteger as Secretary and Treasurer, both former pupils and teachers in the school district. The reunion was held very appropriately in the park which was a part of the original Burton Farm, taken up by the Burtons from the United States Government.

Letters were read from Jackson D. Dillenback, a former journalist of Grand Rapids; Ossian C. Simonds, landscape gardener, of Chicago, Emma Simonds Ellison, a member of a pioneer family and who now resides in Kentucky. A telegram was read from Jennie Chesebrough Evarts, living at Santa Monica, Calif., a niece of Principal Chesebrough, formerly of the Grand Rapids high school. Another niece, Elizabeth Chesebrough of Detroit, sent in a beautiful letter recalling the incidents of the early times when she walked two miles and a half as a little girl, to the Seymour school, which was then presided over by her aunt, Mrs. Edward Chesebrough. A letter was also received from Mrs. Florence Alger Dart, of Indianapolis, a granddaughter of one of the pioneers. The suggestions of these letters brought out from a number of the attendants stories of the early days which punctuated appropriately the reminiscences of the letters. Among those in attendance was Fred N. Jennings of Howard City, whose wife was a Baxter and who has furnished the editor of the Tradesman with interesting facts concerning the author of Baxter's History of Grand Rapids. There were a number of residents of the early Holland families in the district, the Molestas, Vanhovens and Vandenbergs.

An interesting fact connected with this school in its growth was the establishment of the first school of manual training in any country district in Michigan. From the outset it was a valuable accompaniment of the school curriculum and was fostered and encouraged in the development of the school along modern lines.

The school building itself was located at the corner of Eastern avenue and Burton street and was surrounded by beautiful old oak trees that were in the highway and which had to be sacrificed in the advancement of the modern notion of road building. The loss of these trees was a distinct shock to the entire community, but fortunately a proper spirit of tree planting was developed in the neighborhood and roadside trees were substituted, and these plantings now give character to the School District and the neighborhood.

Later when the city of Grand Rapids took in two sections of land, it was found necessary to move the school building a half mile South on Eastern avenue and it was enlarged and became a civic center.

A movement is now on in the school district for the building of a large school of eight rooms, upon a large piece of land that shall give room for embellishment and recreation and to be developed as a civic center.

The district first came into public recognition when the Mayhew Teach-

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

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

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

Buy the Best



ZION FIG BARS

Tasty—Wholesome—Delicious

A Fig Bar different from the ordinary because of the qualities of its flavor.

Carefully selected ingredients make Zion Fig Bars incomparable where quality and food value are considered. Imported Figs—fresh pasteurized milk—whole eggs—and many other wholesome ingredients give Zion Fig Bars their appetizing flavor.

If your wholesale grocer cannot supply you, write us.

ZION INSTITUTIONS & INDUSTRIES
ZION, ILLINOIS

ers' Association, an early society of Kent county framed a picnic gathering in 1859 at Grandville, at which there were a large number of districts in the county represented, and the spelling contest was the distinct feature of the meeting; Paris Number One carried off the honors and from that time on became known as a progressive and successful school district.

Among those who gave talks at this reunion was Paul Gezon, a successful grocer of Wyoming Prk and who is President of the Grand Rapids Retail Grocers Association. In introducing him, the Chairman said, "Mr. Gezon was one of the successful teachers of our school and gave the best that he had in him in the interests of the children and neighborhood; but he took out of the neighborhood what to him was of greater importance than anything he gave to it, for he found his future wife among the school girls and his marriage has proved such a success and his wife such an inspiration to him in all of his public service that he himself will admit that the taking was more than the giving in his relationship to the school." Mr. Gezon gave a very pleasant talk and paid a tribute to the people of the neighborhood as public spirited citizens who stood by the progressive measures in the development of the school.

Altogether the gathering was a very successful one and everybody desired to perpetuate and to bring into its archives as complete and connected a history of the school district organization as can be compiled. An executive committee was authorized to be appointed by the President, who will in future handle the business side of the enterprise and arrange for future gatherings.

This is certainly a delightful example of what may be done in almost any school district in the county by those who like to preserve historic incidents in the records of our locality.

Charles W. Garfield.

Items From the Cloverland of Michigan.

Sault Ste. Marie, July 1—While there is not so much new building going on this year, many of the business places are making many improvements. Cameron Bros. & Co., the meat merchants, have installed a new up-to-date front at their market on Portage avenue, also the building next to the market, which adds to the beauty of that side of the street.

Daun's Cafe has installed a modern new kitchen, also a modern refrigeration system. Cleanliness is the paramount consideration in the cafe. Mr. Daun is an old timer at the business and has built up an excellent reputation. He always does a good business especially with the tourists during the summer months.

The Civic and Commercial Association will have a representative stationed at St. Ignace this summer to pass out literature and give tourists all possible encouragement to come to our city while touring the Upper Peninsula. Our camp site is one of the best in the State and many new arrivals are reported daily.

Frank Chehan has opened a confectionery store in the stand formerly occupied by Sam Paulos, next to the Park Hotel on Portage avenue.

Somebody asked Andrew Carnegie which was the more important capital or labor and he replied by enquiring

which leg of a three-legged stool was the most important.

Jacob Schoop, of DeTour, is building a new meat market opposite the DeTour Supply Co. store, on Main street. He has been buying new fixtures and expects to be ready for business within the next month. Mr. Schoop was for a number of years manager of the DeTour Supply Co. and is well acquainted with the trade. He will put in a full line of meats and should make a success of his new venture.

The Shallows, one of our popular summer resorts, is now open under the management of Burke & Peterson, who will also conduct the store, where they will have a good assortment of groceries, fresh fruits and ice cream. A dance hall, bath house and boat livery will be among the attractions.

Harmony Beach will be closed for the season unless other arrangements are made later. The former occupants engaging in other business made it impossible to continue.

Men are like tires—a blowout leaves 'em flat.

Alcott Beach, near Brimley, opened for the season last week. J. Sharon, the proprietor, has made a number of improvements and expects that this popular resort will be well patronized, as it is near the new State park, which is being put in condition for the opening in the near future.

It seems as if the right side for a politician to be on is the inside.

William G. Tapert.

Has Held Many Positions of Trust and Responsibility.

Centreville, June 21—One of St. Joseph county's most progressive citizens is Frank S. Cummings, son of Charles Cummings, prominent pioneer. Mr. Cummings was born on a farm between Centreville and Three Rivers. At the age of 17, he became associated with his father in the furniture and funeral directing work, since which time he has been associated with many business enterprises. He is secretary and treasurer of the Dr. Denton Sleeping Garment Mills, the products of which are sent to many foreign countries. He has been prominent in promoting religious, fraternal and educational work in his community. He has sponsored many public enterprises, and is a prominent member of the St. Joseph County Historical Society, of which he has been secretary ten years. In addition, he has served as president of the St. Joseph County Agricultural Society.

Although he has been extremely busy, Mr. Cummings has not refused to give time to public service. He has been a member of the board of education and the common council. He also acted as Republican county chairman many years. In 1908, Mr. Cummings represented the Fourth congressional district in the National Republican convention. During the kaiser's war he was a member of the district selective service draft board. He also served as county Red Cross chairman. For two years Mr. Cummings was a member of the State advisory board in the matter of pardons.

In 1890 Mr. Cummings was united in marriage with Miss Eloise S. Peek, and they established here a home in which governors, senators, congressmen and other notables are often entertained. Mrs. Cummings passed on Oct. 16, 1922. He has four daughters: Margaret, a teacher associated with Kalamazoo Western Normal School; Josephine S., a student in the same institution; Mrs. Harris Collingwood, Washington; Mrs. Deborah P. Knott, Cornell University. He has five grandchildren.

When the Republicans of St. Joseph county looked about to find someone to represent the district in the State Senate they unanimously asked Mr. Cummings to seek the nomination.

What is Your "Good Will" Worth?

A merchant's greatest asset is the good will of his customers. Very often it is worth more in cold cash than all the merchandise in his store.

The foremost "Good Will" line of grocery staples is our celebrated QUAKER brands—They bring you a solidly enduring business, winning and enabling you to retain the same customers year after year by the excellence of their quality and the reasonableness of their price.

We want dealer connections with merchants who desire to ensure the profitable continuance of their business by handling lines which bring with them the greatest asset of "good will" and who will co-operate with us in extending the kind of service which has for over fifty years kept our brands pre-eminently in the minds of thousands of consumers who want dependable merchandise.

WORDEN GROCER COMPANY

Grand Rapids

Kalamazoo—Lansing—Battle Creek

The Prompt Shippers



Movement of Merchants.

Farwell—C. A. Graham succeeds the Farwell Lumber Co. in business.

Detroit—Jim Pardo, grocer at 3602 Preston street, has sold out to Antonio Paolino.

Detroit—Louise Schwegler succeeds Emma Kressbach, milliner at 10809 Mack avenue.

Ecorse—The Ecorse State Bank has increased its capital stock from \$50,000 to \$100,000.

Detroit—John Boguszewski has sold his grocery at 17701 Omira avenue to Joseph Woitzak.

Detroit—A. A. Abbott, grocer at 4836 Dix avenue, has sold his business at this address.

Detroit—Catherine Engst has sold her grocery stock at 4546 Vinewood avenue to Norman Cunningham.

Highland Park—Isaiah J. Near succeeds J. A. Martin-Cooke in the meat market at 16935 Hamilton avenue.

Milford—The Detroit Panel & Plywood Co. has sold its stock and plant to the Michigan Store Fixture Co.

Detroit—Phillip Abdoo has sold his grocery store to Jack Youssephany. It is located at 645 West Willis avenue.

Detroit—Thomas W. Hillier succeeds Hugh and Edbert Ridout in the drug business at 3705 East Fort street.

Benton Harbor—B. M. Nowlen & Co. succeeds Daniel Y. Bash in the lumber and building materials business.

Detroit—Joseph Kaniewski has assigned his grocery and meat stock, 7702 Foster avenue, to Jozef Sroka and wife.

Detroit—Wilson W. Tucker has transferred a half interest in his cigar store in the Dime Bank building to Ida Tucker.

Detroit—Julius Lewandowski and Frank Orzechowski succeed John Walukiewicz, meat dealer at 9036 Van Dyke avenue.

Detroit—Isidore Miller has purchased the stock and fixtures of the confectionery at 6248 Michigan avenue at a sheriff's sale.

Detroit—Edna M. Donovan has sold a half interest in the Garden Sweet Shop, 3933 Woodward avenue, to Theodore J. Mahan.

Byron Center—Walter DeLeeuw has sold his stock of general merchandise at Star Corners, to Sid Nyenhuis, who has taken possession.

Detroit—The meat market at 4401 Montclair avenue has been sold to Julius DeMaecht and wife. Gaston M. Cools was the owner.

Lansing—The Michigan Fish & Oyster Co., 205 East Shiawassee street, has opened a retail store in connection with its wholesale business.

Detroit—The confectionery at 14237 East Jefferson avenue, formerly conducted by Leota Campbell, is now being run by John Fuschard.

Detroit—Armand Sell has withdrawn from the confectionery at 101 East-lawn avenue, and Nasif Ahee, to whom he sold the business, will conduct it.

Lansing—The Michelex Elevator & Warehouse Co., 221 North Cedar street, has increased its capital stock from \$75,000 to \$75,000 and 1,000 shares no par value.

Traverse City—The Unger Grocery Co. succeeds A. H. Baughman in the grocery business. Mr. Unger was formerly engaged in the grocery business at Belding.

Detroit—The Rose Pharmacy, 8755 Grand River avenue, is now being conducted by Jas. W. Orr, to whom the business was sold by the estate of the late Wm. A. Rose.

Ontonagon—Luttrell & Reidy, who conduct the Electric Shop, have dissolved partnership and the business will be continued by Mr. Luttrell under the same style.

Detroit—An involuntary petition in bankruptcy has been filed against Ben Horowitz, women's wear dealer at 2605 Hastings street. The claims of three creditors total \$919.68.

Detroit—The Western Sugar Mills, Inc., 5600 Avery avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Jonesville—Homer Werner has purchased the interest of his partner, Mr. Paul, in the Paul & Werner grocery and meat market and will continue the business under his own name.

Detroit—Joseph L. Wineman, women's clothier at 622 Gratiot avenue, is the object of an involuntary petition in bankruptcy, filed by three creditors recently. The claims aggregate \$586.50.

Pontiac—The Williams Dry Goods Co., 42 North Saginaw street, has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Farwell—H. H. Dawcett, formerly engaged in general trade at Watersmeet, has engaged in the grocery business at this place. The stock was furnished by the Cadillac branch of the National Grocer Co.

Utica—The Utica Milling Co. has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$5,000 in cash and \$45,000 in property.

Pewamo—The Pewamo Elevator Co. has merged its business into a stock company under the same style,

with an authorized capital stock of \$60,000, all of which has been subscribed and paid in, \$8,758.25 in cash and \$51,241.75 in property.

Detroit—The Western Decorating Co., 8427 12th street, wholesale and retail dealer in paints, varnish, wall paper, etc., has merged its business into a stock company under the same style, with an authorized capital stock of \$5,000, \$3,000 of which has been subscribed and paid in in property.

Port Huron—The Webb-Higgins Coal Co., 310 Griswold street, has merged its business into a stock company under the same style with an authorized capital stock of \$15,000 common and \$10,000 preferred, of which amount \$20,000 has been subscribed and paid in in property.

Benton Harbor—The Dachel-Carter Boat Co., 500 Canal street, has merged its business into a stock company under the style of the Dachel-Carter Boat Co., Inc., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$1,000 in cash and \$49,000 in property.

Alma—The Northern Wheel Corporation, East Superior street, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000 preferred and 50,000 shares at \$1 per share, of which amount \$5,000 and 5,000 shares has been subscribed and \$10,000 paid in in cash.

Manufacturing Matters.

Bay City—The Fulton Co., manufacturer of Go-Carts, has decreased its capital stock from \$250,000 to \$50,000.

Ionia—The Michigan Porcelain Tile Works has increased its capital stock from \$115,000 and 350 shares no par value to \$250,000 and 350 shares no par value.

Detroit—The Even Heat Electric Co., 3435 Piquette avenue, has increased its capital stock from \$10,000 to \$100,000 and changed its name to the Detroit Electric Stove Co.

Alma—The Republic Motor Truck Co., Inc., 903 Michigan avenue, has increased its capital stock from \$50,000 common to \$1,150,000 preferred and 100,000 shares no par value.

Detroit—The Detroit Auto Anti-Theft Device Corporation, 2038 Michigan street, has been incorporated with an authorized capital stock of \$100,000, \$60,000 of which has been subscribed and paid in, \$1,000 in cash and \$59,000 in property.

Detroit—The Wonder Manufacturing Co., 760 Pingree avenue, has been incorporated to manufacture and sell fire extinguishers and powder to use with them, with an authorized capital stock of \$1,000, \$800 of which has been subscribed and paid in in property.

Detroit—P. J. Whaling, manufacturer of uniforms, etc., has merged his business into a stock company under the style of Whaling's, 617 Woodward avenue, with an authorized capital stock of \$40,000, all of which has been subscribed and paid in, \$11,540 in cash and \$28,460 in property.

Detroit—The National Grinding Co. has merged its business into a stock company under the style of the Na-

tional Grinding Co., Inc., 148 East Woodbridge street, to reclaim and re-finish tools, machinery, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$362.31 in cash and \$9,637.69 in property.

Saginaw — Merchants in several Michigan cities, including Saginaw, have been victimized by a bad check worker going under the name of Harry Wilson, according to a warning issued by Arthur B. Buckeridge, manager of the Retail Merchants' Credit Bureau. Only one Saginaw merchant so far has reported a visit from the man, Mr. Buckeridge said, but merchants in other cities have reported a number of losses. The Saginaw firm took a bad check for \$12.

Practically a Double Holiday.

July 4, coming as it does on Friday, will be a double holiday in nearly if not quite every wholesale house.

Inasmuch as Saturday is but a half day in these concerns, many wholesale houses will close Thursday night not to re-open until the following Monday morning.

Obviously this means that retailers will need to anticipate their requirements somewhat or else run the risk of being out of merchandise pending its arrival the middle of the following week.

Orders mailed on Thursday will not go through the house until the following Monday. This means Tuesday, Wednesday or later when the merchandise reaches the merchant. To forestall these delays orders for goods which the retailer will want for sale on July 5 or July 7 should be mailed early enough to permit of the goods being handled by the wholesaler and delivered to the transportation companies not later than July 3.

Fig Prices Are Lower.

Formal announcement of opening prices on dried figs for 1924 crop has been made by the California Peach & Fig Growers, says a Fresno advise. The list as given is subject to withdrawal or to advance without notice and is generally lower than the opening prices of last year on a majority of items. The difference in price ranges from 1/4@3/4c per pound. It was announced at association offices that the opening prices are in line with the policy of stimulating the markets to early buying and advancing prices as demand justifies. Lowered prices were named despite a possible short crop through poor condition of trees and drouth, and the association officials express the opinion that an advance can be looked for at an early date. The prices named by the association are uniformly higher than those named by the independent packers.

Iodized Salt—A large consumer demand for iodized salt is reported, being due to the findings of physicians that lack of iodine is responsible for a large percentage of goiters. Ordinary salt is so refined that the iodine is practically if not entirely eliminated. Iodized salt carries the iodine necessary to provide the thyroid glands with the needed supply.

Essential Features of the Grocery Staples.

Sugar—The market is unchanged. Local jobbers still hold granulated at 7.55c.

Tea—The market is in a satisfactory condition, although the demand continues rather light. The undertone, however, is steady to firm, which always makes for good market conditions. The trend of tea prices is undeniably upward, particularly in Ceylons and Indias, in spite of the fact that the crops of these teas promised to be large. Tea at present prices ought to be good property.

Coffee—The market for future Rio and Santos coffee has wavered considerably during the week, showing a netting somewhat of a decline. Spot Rio and Santos, green and in a large way, shows no particular change for the week, prices being about the same, although the Rio grades are offered by some holders at a shade less. Santos grades are unchanged. Mild coffees advanced a substantial fraction. The jobbing market on roasted coffee is fairly active at about unchanged prices.

Canned Fruits—The response to offerings on the part of various independents of California canned fruits has not been especially impressive to date, although a fair volume of business in peaches appears to have been confirmed. Prices for apricots are regarded as generally attractive but jobbers have not been buying freely. Confirmation of s. a. p. contracts appears to have been coming along but slowly, the disposition in most quarters being to steer clear of extensive future commitments for a while. The California Pear Growers' Association has devoted considerable attention to the question as to which proportion of its crop shall be shipped fresh to the East and which part shall be sold to canners, the present disposition being to ship as many fresh to the Eastern markets as they can absorb, as better profits were secured a year ago from the pears which were sold fresh than from those which were sold to the canners. Dealers have not taken hold of cherries in a big way as yet. Hawaiian pineapple has been enjoying more or less hot weather demand and the trade has been able to size up the market as all of the prices are known. Opening prices generally have been acceptable to the trade on pineapples. The California Packing Corporation announced its opening prices last week and the trade's reaction to it so far has been favorable.

Canned Vegetables—Eastern pea crops are out of danger and quality has proved satisfactory. The better qualities of Wisconsin peas are always in good demand and canning operations in these are expected to get under way this week. The corn crop has not recovered from the setback experienced by the cold, rainy spring weather this year and is still more or less of a problem and as nearly as can be gleaned from present indications the output can hardly equal the consumption of the last ten months, which was placed by one authority somewhere in the vicinity of 16,000,000 cases. The unsettled at-

mosphere prevailing in most lines has made it necessary for jobbers to protect at least a portion of their future requirements through forward buying and signs were not wanting last week that the market was shaping around into the position where better response both in the shape of spot and forward delivery business would develop. The volume of business in minor vegetables was nothing to boast of, although asparagus, succotash and beets as well as string beans are beginning to meet some buying. Wisconsin is well sold up on 1924 peas. Indiana and Ohio are well sold up on 1924 tomatoes, Iowa, Illinois and Indiana are well sold up on 1924 canned corn and Ohio is selling up fast on future corn. All canners have had to pay a higher price for tin cans than last year and in the states mentioned they have had to pay the growers as much and in some places more than they did in 1923 for raw products. There is no reason why they should not stand firmly by their prices. The season in the states mentioned has been unfavorable and production is going to be curtailed by unfavorable growing conditions. Some articles in canned foods have been priced for 1924 at slightly lower prices than for 1923, but in each instance it is because conditions have furnished them with raw products at lower prices, which is not the case with peas, corn and tomatoes.

Canned Fish—Warm weather has stimulated a number of salad making lines and has brought more buying of shell fish. Salmon has been moving into consumption in a broader way, with a better feeling evident in pinks. A fair volume of new business has come into the market on Maine sardines, which are being generally maintained in the trade at \$4 for the quarter oil keyless owing to small packs. According to advices via Seattle the total remaining stocks of pink salmon is not over 250,000 to 300,000 cases, while spot chum salmon is practically cleaned up. Coming production will largely determine the course of the market during the next few weeks. The run at the end of the Alaskan peninsula as well as in Bristol Bay is believed to have started already. Some chums are already being canned in the Icy Straits section of southeast Alaska, although there is no real run as yet. Tuna fish, the mystery of the Pacific Coast, has met fair sized jobbing demand with rumors of the withdrawal of offerings in some instances.

Salt Fish—The demand for mackerel is entirely of a routine nature, owing to the season. Prices show no change and are fairly well maintained.

Dried Fruits—Of feature interest in the dried fruit line during the past week was the naming of 1924 opening prices on apricots by the California Prune & Apricot Association. Most of the independent packers have fallen into line and have also put out prices on apricots, one of these guaranteeing its prices to be 1/4c a pound below those named by the association. Opening prices for figs have been named by the California Peach & Fig Growers' Association. Initial prices are regarded as low in view of present growing conditions, although it is believed

that buying will thereby be stimulated, although an early advance seems likely. At any rate, the latter association has reserved the right to advance its prices without notice. Some independents have already named opening prices for prunes, but nothing of a definite nature is as yet available as to what prices will ultimately be as there is a disposition to await action by the association. The movement of raisins into consumption appears to have continued in good volume, with steady buying from the confectionery and baking trades a feature. It is thought that some concession may be named next month by Sun-Maid on early fall business. There appears to be a generally improved condition in spot dried fruits resulting from the clearance of so many lines which should pave the way for a real genuine response to the various products which are now being offered. Judging by the manner in which figs are being cleared in Smyrna, several cargo sales having been reported, considerable belated buying will have to be done in Smyrna in bags. It also looks as if Port Tapnet figs, especially Portuguese, will be absolutely cleared this season, although definite reports as to the condition of Sicilian, Italian or Spanish have not yet become available.

Syrup and Molasses—There has been no change in the price of molasses during the week, and very little demand. Stocks are light and in spite of the light demand the market is steady to firm. The market for sugar syrup is dull, with unchanged prices. Compound syrup seems to be selling rather surprisingly well, considering the heat. Prices firm.

Beans and Peas—The market for dried white beans continues very lifeless. The demand is light and prices are only fairly steady. This applies to all varieties of dried white beans. Green and Scotch peas unchanged and quiet.

Cheese—Cheese is firm, with receipts being only fair for the reason. Prices are maintained at a high standard on account of purchasers requiring full grass flavor.

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

Review of the Produce Market.

Asparagus—\$1.75 per doz. bunches for home grown.

Butter—The receipts are showing some further increase this week and prices are ruling high for this season. Considerable quantity of fancy grades are being stored, a great many purchasers requiring June dates on their butter. This, together with a fair consumptive demand, continues to keep prices up. Local jobbers hold extra fresh at 38c in 60 lb. tubs; prints, 40c. They pay 20c for packing stock. Bananas—6 1/2c per lb.

Beets—New from Texas, \$2.25 per bu.

Cabbage—Mobile commands \$3 per crate; Ten., \$1.75 per crate.

Cantaloupes—California are now selling as follows:

Jumbos	\$3.50
Standards	\$3.25
Ponys	2.75
Flats	1.65

Carrots—\$1.75 per bu. for new from Texas; home grown, 40c per doz. bunches.

Cauliflower—California, \$3.50 per doz. heads.

Celery—Home grown is now in market, commanding 50@60c per bunch.

Cherries—Sour, \$1.75 per 1/2 bu. basket. The Michigan crop has every appearance of being large.

Cucumbers—Hot house command \$1.75 for fancy and \$1.50 for choice; Southern outdoor grown, \$3 per ham-

Eggs—Prices remain unchanged and the consumptive demand is about normal. Local dealers pay 23c 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 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

Outdoor grown leaf, per bu. ---- 75c

Lemons—The market has declined

50c per box. Quotations are now as follows:

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

Onions—California Bermudas command \$3.25 for White and \$2.75 for Yellow per crate; Spanish, \$2.50 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—50c per doz. bunches.

Parsnips—\$2 per bu.

Peppers—75c per basket containing 16 to 18.

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

Heavy fowls	18c
Broilers	18@25c

Light fowls	15c
Stags	10c
Ducks	17c

Potatoes—Home grown have declined to 65c. New from Virginia and the Carolinas \$5 per bbl. for No. 1 and \$3.50 per bbl. for No. 2.

Radishes—20c per doz. bunches for hot house.

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

Spinach—\$1 per bu. for home grown.

Strawberries—Home grown is at the flush of the season, commanding \$1.25 @1.75 per 16 qt. crate. The quality of the crop is fine and the size is large.

Tomatoes—Home grown hot house \$1.25 per 7 lb. basket.

Turnips—\$1 per bu.

TRADE PRACTICES BANNED.

Recent Findings By the Federal Trade Commission.

Putting red centers in chocolate candy to win prizes for customers suggests lottery to the Federal Trade Commission, and it has issued a complaint against a Cleveland manufacturer selling to wholesalers throughout the United States.

According to the citation the concern makes a candy which it named and advertised as "Lucky Reds." The candies which retail at one cent each are made with cream or white and red centers, says the commission, and are covered with chocolate so that the filling is not distinguishable without breaking open the candies. The candies containing red centers when sold entitle the purchaser to a prize bar of candy valued by the manufacturer at five cents, so the commission says. The complaint alleges that the prizes are given by chance or lottery, and induces the general public to buy the manufacturer's chocolate creams in preference to similar candy of his competitors.

The printing of alleged fictitious and exaggerated prices on sheet music offered for sale to the public is the basis of an unfair competition complaint issued by the Commission against a Chicago company, which sells sheet music to wholesalers and retailers in various parts of the United States. The complaint charges that the company sells its sheet music with purported retail prices conspicuously printed on the sheets, and that the prices so printed are not the real or actual prices at which the sheet music is intended to be sold. It is alleged that such fictitious and exaggerated prices are substantially in excess of the prevailing retail prices for sheet music of the company and its competitors.

The complaint states that formerly in the sheet music trade the practice of marking sheet music with fictitious prices prevailed, but that by common consent in the industry this practice has been abandoned by more than nine-tenths of the publishers of and dealers in sheet music. Music teachers and professional musicians were aware of the practice of marking prices on sheet music higher than those actually to be paid for it, the Commission says but it believes that there are many persons among the general public not conversant with the practice and they are misled and deceived by the company's fictitiously priced sheet music, according to the complaint.

The word "pongee" signifies to a substantial part of the trade and purchasing public a fabric composed entirely of silk, and it should not be applied to cotton fabrics, contends the Commission in a case against a manufacturer of cotton fabrics in Pawtucket, Rhode Island, and its selling agent in Boston. A prohibitory order has been directed to the parties cited in the complaint. The order requires that they discontinue using as a brand, stamp or label, or otherwise using or applying the word "pongee" on or in connection with any fabric manufac-

tured by the manufacturing company, sold or to be sold in interstate commerce, unless the fabric is a product of the cocoon of the silk worm.

The Commission's investigation disclosed, it says, that the Boston company received from the manufacturer cotton fabric undyed, and that the fabric is then dyed at the expense of the manufacturer. With the knowledge and consent of the manufacturing company, the findings assert, the Boston company causes the fabric to be branded or labeled with the legend "De Luxe Pongee," a label designed by the manufacturer. The fabric so labeled, the Commission asserts, is shipped to jobbers and manufacturers in every state by the Boston company acting as the agent for the manufacturer.

Unfair methods of competition in the enforcement of a resale price system is charged against a St. Louis company engaged in the manufacture of medicinal preparations, soaps, perfumes and allied products. The complaint charges that the company obtains the support and co-operation of distributors of its products in enforcing the maintenance of its price plan. Various methods alleged to have been used in carrying out the alleged price system are presented in the citation, including allegations that the company enters into agreements and arrangements with distributors for the maintenance by them of its resale prices as a condition of opening accounts or of continuing their supply of the company's products; solicits and obtains from distributors reports of the failure of other dealers to maintain its prices; requires from the distributors pledges of co-operation in the maintenance of its prices and in preventing distributors who fail to maintain such prices from obtaining the company's products.

Fixing and maintaining prices is also charged against a Seattle manufacturer of food and grocery products, sold to wholesale and retail dealers throughout the United States. Among the methods questioned by the Commission are:

Requiring salesmen and agents to obtain information as to the failure of wholesale and retail dealers to maintain resale prices; obtaining from wholesale and retail dealers handling its products reports of the failure of other dealers to observe and maintain its resale prices; refusing further to supply dealers who do not abide by its prices unless they give satisfactory assurance that the company's prices will be maintained in the future.

The complaint alleges that the effect and result of the company's alleged acts is to suppress competition between wholesale and retail dealers in the distribution and sale of its products, and to prevent them from selling the company's products at prices they may desire.

Discriminations in prices between "preferred" jobbers and retailers and "ordinary" jobbers and retailers, contrary to provisions of the Federal Trade Commission and Clayton Acts, are charged against three manufacturers of animal feed products in separate

complaints directed to the home offices of the companies in Chicago, Cleveland and St. Louis. The alleged discriminations, it is explained, are not made on account of differences in grade, quality or quantity of the products sold by the manufacturers, and are not made in good faith to meet competition, according to the citations.

The manufacturers in the conduct of their business, the Commission says, selected certain jobbers and retailers designated as "preferred" to whom they sold their products at regular list prices. They required all other jobbers and retailers, referred to as ordinary jobbers and retailers, the complaints aver, to pay certain arbitrary sums of money in excess of the regular list prices. Arbitrary sums of that kind are known to the trade as "overages" and, the complaint alleges, the manufacturers paid the "overages" without the knowledge and consent of the "ordinary" retailers and jobbers, to some of the "preferred" retailers and jobbers. Similar charges are included in a complaint issued against an Omaha manufacturer of animal feeds.

The term "English broadcloth" should be used only in connection with broadcloth manufactured in and imported from England, the Commission believes, and it again emphasizes its belief in a complaint against a New York manufacturer of men's shirts. The complain alleges that the manufacturer labeled shirts manufactured and sold by it as "English broadcloth" when in fact the material from which the shirts were made was manufactured in the United States. The complaint states that the term "English broadcloth" is understood by the trade and the public to be material manufactured in England, and that the manufacturer's use of the term applied to its product misleads and deceives purchasers into the erroneous belief that the shirts so designated are manufactured of English broadcloth imported from England.

Misbranding and misrepresenting hosiery is condemned by the Commission in a prohibitory order directed to a Newark corporation engaged in purchasing hosiery from its manufacturers and selling it direct to the ultimate users. Based on the Commission's investigation, the order requires that the corporation discontinue:

1. Advertising, describing, or representing in any manner or form that the corporation is the manufacturer of the products which it sells or offers for sale, unless and until it is in truth the manufacturer of the products.

2. Advertising, labeling, or representing the hosiery which the corporation sells or offers for sale as "fashioned" or "full fashioned" in combination with any other word or words, unless the hosiery is actually made by joining the opposite sides of a fabric which has been knitted or woven flat and open in a form so that it makes a shaped hose when closed, or in which the fabric, so knit or woven, has been cut so that when closed it makes a shaped hose.

3. Advertising, labeling, or repre-

senting the hosiery which the corporation sells or offers for sale, as "silk," "chiffon silk," or "pure thread silk" unless such hosiery is actually made entirely of silk from the cocoon of the silk worm.

Misbranding of its toilet preparations is charged against a chemical company of Philadelphia. According to the complaint the company is a manufacturer of toilet preparations, and offers for sale to the general public certain of its products bearing labels on which appear the word "Lemon" in conjunction with other words. The names of the products, the Commission says, are "Lemon Cold Cream," "Lemon Cleansing Cream," "Lemon Massage Cream," and "Lemon Soap." In each instance, says the complaint, words are added descriptive of the purported qualities of the product. These descriptions particularly have reference to the bleaching effect that lemon juice and citric acid are understood to have on the human skin. None of the products named in the complaint, the Commission contends, contain lemon juice or citric acid or properties tending to produce whitening.

Among the trade practices said to have been disclosed by the Commission's investigation of its complaint against a Baltimore manufacturer of underwear is the keeping of a card list of dealers selling one of its brands, and placing after the names of those who do not maintain its prices the words or initial letters of "do not sell," "do not solicit," the phrases indicating, the Commission says, that the dealer so designated was not in the future to be solicited, and in fact to be refused further supply of the underwear by reason of failure to maintain the company's prices. The Commission's findings and the order it has issued relate only to the underwear part of the company's business.

The methods which the Commission says were used by the manufacturer in effecting its standard price plan included: Making known to jobbers and wholesalers that if they fail to sell the underwear at the manufacturer's suggested resale prices, the manufacturer will refuse to sell further underwear products to them; guaranteeing jobbers and wholesalers who maintain its resale prices against any decline in the prices of the underwear and notifying them that any deviation from the "suggested" prices would work a forfeiture of this privilege.

The Commission found that the effect of the company's price plan was to obtain for it in the sale of its underwear product the elimination of competition in prices among jobbers and wholesalers thus preventing dealers from selling the underwear at prices which they might regard adequate and justified by their cost and selling efficiency.

The order in the case requires that the manufacturer discontinue directly or indirectly carrying into effect by co-operative methods a system of resale prices in which the manufacturer, its customers and agents undertake to prevent others from obtaining the un-

derwear products of the manufacturer at less than the prices designated by it by the practice of: Reporting the names of jobbers and wholesalers who do not observe such resale prices; causing jobbers and wholesalers to be enrolled upon lists of undesirable purchasers who are not to be supplied with the underwear products of the manufacturer unless and until they have given satisfactory assurance of their purpose to maintain such designated prices in the future; by employing its salesmen or agents to assist in any plan of reporting jobbers and wholesalers who do not observe such resale prices for the manufacturer's products; by utilizing any other equivalent co-operative means of accomplishing the maintenance of prices fixed by the manufacturer for its underwear products.

In a prohibitory order a blanket company of Philadelphia and New York is required to discontinue using the name of another company except in connection with the words "former lines of" or words of equivalent meaning. The company sells blankets, steamer rugs and automobile robes to wholesale and retail dealers in competition with other concerns. Commissioner Van Fleet dissented to the issuance of the order because he believed there was no public interest in the case, and that it was purely a private controversy.

The Commission's findings recite in detail the history of the blanket company's organization and represent in particular that a man connected with the blanket company bought from the sole proprietor of another company all the stock of merchandise as well as unfilled orders on the books of the company at the time of the sale. The selling company's rights in the trade marks "Hercules" and "Blue Stone" were also included in the contract. The Commission found, however, that the contract under which the sale was made did not include the good-will or the use in the trade of the selling company's name. The blanket company, the Commission says, after the purchase of the selling company's stock, occupied the premises both in Philadelphia and in New York formerly used by the selling company, and carried on its sign, in addition to its own name, the name of the selling company.

The findings assert that the blanket company's use of the name of the selling company on letterheads, order blanks and other stationery without being accompanied by the words of "former lines of" was with the purpose and intent of deceiving and misleading the trade and public into the belief that the selling company was actually doing business at the blanket company's address.

The Road That Leadeth To Destruction.

The trouble with the National Retail Grocers' Association, which held its annual meeting in Los Angeles last week, is that it sold its birthright for a mess of pottage some years ago, and has been in bondage ever since.

For the year ending May 31, 1924, the total expenditures of the association were about \$105,000, and of this

only \$5,000 was collected from the members of the association. A hundred thousand dollars was paid by other sources to support the retail grocers' organization!

Note these receipts: \$67,000 was collected from the exhibitors at food shows; \$12,000 was collected from the official organ; \$6,000 was the income from the official program.

These items were contributed largely by the manufacturers and wholesalers with whom the retailers do business. Secretary H. C. Balsinger insists that it was not "graft advertising." He says in his annual report: I challenge you to write to any firm represented in those pages and ask them whether any attempt at coercion was made at any time to secure their participation."

Possibly it was not necessary to use a blackjack on them. Sometimes a word to the wise is sufficient. For example, in the same annual report wherein the above "challenge" was hurled, there appears this paragraph:

"If you retail grocers, when you do your buying would keep before you the trade paper published by your association, and support only those firms whose advertisements were in them regularly, it would not take long for some of our short-sighted and indifferent friends to recognize the fact that it does, after all, pay to advertise to the retail grocer in the publications which he is interested in."

And in another column of the same annual report:

"My suggestion is to check up on the people who are not represented in these pages and draw your own conclusions."

The wholesalers and manufacturers would have to be a stupid lot indeed to miss the significance of words as plain as those.

With such an example, set by the head officers of the National Retail Grocers' Association, is it surprising that local associations of grocers have sprung up in many cities and states, all of them with their "official organs," "food shows," "picnics," "official programs" and similar institutions, all of them clamoring for money filched from manufacturers and jobbers?

Is it much wonder that the National Association of Retail Grocers is losing members and prestige every year?

Who could muster up much enthusiasm for such an organization—who except the officers who get the bulk of the money collected?

What the National Association of Retail Grocers needs is a general housecleaning and reorganization upon a legitimate foundation.—Merchants Journal.

Utilization of small watermelons by converting the rind into preserves is being considered by a growers' association in Georgia. A prize contest has been announced by a local club of business men to arouse the interest of mothers, wives and daughters in making watermelon preserves in conjunction with cane sirup. It is felt a good commercial product can be prepared that will save many of the watermelons now going to waste, and also supply a good market for the cane sirup.

Larger Pieces May Come in.

Signs in the jewelry trade are said to point to the return to vogue of the larger pieces that have been out of fashion for some time. The larger sautoirs that are now being worn, as well as the increasing width of the ever-popular flexible bracelets, point in this direction. Brooches, in particular, are expected to benefit from the change, and indications that this belief is well based are seen in the recent sales of such pieces here in the higher-priced lines after a period of more or less neglect by the public. The return of large pieces is looked on with favor in the gem trade, as it will afford an outlet for several sizes and kinds of stones that have been out of the running for some time.

Rubies Show Signs of Reviving.

Although the demand for genuine rubies is necessarily limited by their cost, it shows unmistakable signs of

reviving in this market. Both they and emeralds are moving well in the so-called bracelet sizes, and calls have been heard in the trade lately for both rubies and emeralds in sizes ranging from 4 to 10 carats. Sapphires for bracelet purposes are also selling well, and of late there has been some demand for star sapphires. Of interest also is the revival of demand for odd stones, including catseyes, alexandrites etc. In the semi-precious stones the real leader is aquamarines and, while the demand for other gems, both precious and semi-precious, may be limited or declining, the call for the aquamarines shows little indication of abatement.

Strife is costly. People can quarrel while driving along, but they stop the engine when they make up.

Most of us are not so badly off as we think we are.

The Mill Mutuals

Agency

LANSING - MICHIGAN

STRENGTH
ECONOMY



REPRESENTING THE

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.
AND ASSOCIATED COMPANIES

Combined Assets of Group \$30,215,678.02

20% TO 40% SAVINGS MADE IN 1923

Fire Insurance—All Branches

TORNADO - AUTOMOBILE - PLATE GLASS



As good as it is new and the biggest value in paper a customer ever received.

Container-wrapper holds shape and keeps paper clean to the last sheet.

Parchment Bond
The Universal Writing Paper
for the Home-School-Office

Meets a very definite need among business and professional writers.

Two sizes—5 and 2½ pound packs—blotter in each.

Stationery stores find this package a ready seller. Write Dept. B.

Kalamazoo
Vegetable Parchment Co.
Kalamazoo, Mich.

NATIONAL HARDWOOD STEAL.

When Charles McPherson was admitted to the bar, about twenty years ago, he rapidly acquired a reputation of getting at the bottom of things about as quickly and accurately as any member of the Grand Rapids bar. The report he now makes on the National Hardwood Co., which is published in full elsewhere in this week's paper, clearly discloses that the reputation he enjoys of digging deeply into any subject he undertakes to solve is richly deserved. Few men could take over so complicated a mess as the National Hardwood Co. fiasco and turn the light of investigation thereon with such satisfactory results as he has accomplished.

The disclosure is almost unbelievable as showing the depths to which men will descend when they start out on a swindling career, and the ready assistance rendered crooks of the Hoffman type by the Michigan Securities Commission and unscrupulous brokers.

Briefly stated, Hoffman obtained certain properties for less than \$100,000 and issued a prospectus representing them to be worth \$2,205,000. He and Day subsequently purchased timber rights at a cost of \$50,000 and turned them into the National Hardwood Co. at \$945,000.

In other words, properties which cost less than \$150,000 were appraised by the owners at \$3,150,000 and—apparently without any reasonable investigation—the Michigan Securities Commission authorized the sale of bonds to the amount of \$1,250,000 and 100,000 shares of no-par common stock. To present the matter plainly, the Commission authorized the sale of bonds ten times in excess of the value of the property!

Hoffman, Day and their accomplices were not experienced in the timber business, but they were high priests in the art of graft and swindling and they succeeded in feathering their own nests to an extent that is little less than appalling. They have richly earned the disgust and contempt of every honest man and should be indicted and made to pay the penalty of their misdeeds by long prison terms. So far as possible they should be forced to make restitution to their victims, who are numbered by the hundreds. Because many of the sales were made by small caliber brokers, the holders of these securities naturally include many people of small means who can ill afford to face the losses which now confronts them as the result of placing confidence in sharks and crooks who waxed fat on their illy gotten gains.

All the brokers who handled the National Hardwood securities stand convicted of being either knaves or fools. If they knew the worthless character of the stuff they were selling they were knaves and cheats. If they did not know the worthlessness of the bogus stuff they were dealing out to their customers, they were fools who should be forever barred from selling any securities of any kind again. This applies to every brokerage house which handled their securities, either first or second hand. They are all equally guilty of either criminal knowledge or criminal neglect and

should be regarded with suspicion and disgust unless they make proper restitution, which, of course, they will not do.

The tremendous losses inflicted on innocent purchasers of the National Hardwood securities ought to serve as a warning to investors to beware of dealing with any brokerage house which handles stuff of this character in any capacity. During the past year thousands of dollars have been paid for stocks which had no value whatever when they were sold and which now exist only as bitter memories. Such stocks as the Roamer Motor Car Co., the Gillett Motor Products Co. and others never had any valid claim for recognition and the brokers who foisted such worthless trash on the market should be prosecuted to the fullest extent for victimizing the public by false and misleading statements.

Under existing conditions the bondholders can expect to recover only a small percentage of the amount they paid for their bonds. The stockholders will receive nothing. The same is true of the creditors, whose claims approximate \$200,000. Unless practically all of the bondholders deposit their securities with the Michigan Trust Company during the next two weeks, the committee which is undertaking to assist in the work of reimbursement or re-organization will voluntarily disband and the \$502,000 bonds now in the hands of the Trust Company will be returned to the owners.

THE COTTON SITUATION.

With only about a month remaining of the cotton year, interest is now wholly centered in the growing crop, which is the subject of careful scrutiny and many and somewhat diverse reports and surmises. There is agreement, however on one point, and that is that the next official report on condition, to be issued on Wednesday, will show much improvement over the one of the month before. Opinions differ as to the amount of the improvement, but all are agreed in putting condition above 70 per cent., as against 65.8 previously stated. The first official estimate of acreage planted will be incorporated in Tuesday's report. From all accounts, it will make a new record. Guesses, given for what they are worth, place the probable yield at from 11,500,000 to 12,000,000 bales. They are based on the supposed acreage of this year and the overage production per acre of the last crop. But the work of the elements is yet to be taken into account. Just now the weather is favorable for a large crop, though the plants are from a week to ten days behind. Up to date, also, the devastation of the boll weevil has not been marked. If the pest is kept under control and the weather is benign the size of the crop may yet astonish even the wise ones.

Cotton mills keep on curtailing production. The Census Bureau reports of operations for May showed a reduction in active spindle hours of over eight and one-half millions. Operation was 67.5 per cent. of capacity in the month, as against 79.9 the month before and 107.7 in May, 1923. June is expected to show further reduction

in activity. There is little movement of goods in distributing channels and transactions in gray goods are restricted even at lower price levels. At the opening of the week a prominent mill agency sent out its road men with fancy yarn-dyed novelties and fine and fancy gingham. The purpose is to make a market for the goods which are placed "at value." Any extensive movement in cotton goods of any description, woven or knit, is not expected until some time after the Fourth.

WOOL AND WOOLEN GOODS.

Buying of wool is rather sporadic and without any special vim, and a fair amount of exporting still continues. The mill situation is not one to encourage firmness of price. Although the loom activity in May was somewhat larger than in April, it was very much below that in May, 1923. The spinning spindles in operation, however, were very much reduced from the figures of April, 1924, and of May, 1923. No date has yet been fixed for the fabric openings for next spring. The chances are that these will not occur until late in July, if then. There is no incentive, from the course of business in the clothing or garment trades, for an early opening. Better sales of seasonable garments have marked the coming of summer weather, but there is still much to be desired. The danger of strikes in either the men's or women's wear trades is believed to be virtually over, now that both sides have got to discussing the subject.

The "thicker-than-water" brethren in Latin America continue to look with longing hearts toward Spain for leadership and support. Thus La Prensa, one of the two leading Argentine newspapers, draws a distinction between the coming Latin Press Congress at Seville, Spain, and the Pan-American Press Congress at Washington, and accords its first choice to the meeting in Spain. There, comments this newspaper, "we shall come into touch with journalists from countries that have sent us men who are working shoulder to shoulder with ourselves for the progress and prosperity of Spanish America." This attitude is no doubt both proper and praiseworthy. Sentimental ties between the New World and the Old are hard to break. But it is becoming apparent that the New World is also a different world and must gang its ain gait if it is to achieve its own separate destiny. Trying to anchor Spanish America to Spain is a losing game.

Speed and height, says General Patrick, are the objectives of the air service in the days immediately ahead. In the next war, he declares, altitude will be the leading factor. Even if there are no more "navies grappling in the central blue," all that is learned by air men in military and naval service is to the advantage of aviators in commercial employment. The maneuvers performed during the war by the flying men under the sharp spur of peril advanced the science of aviation more rapidly than a much longer period of peaceful evolution.

THE POLITICAL BUGABOO.

This period of the year is not usually one of any marked activity in the primary markets, and Fourth of July week generally touches the very lowest ebb. The fact is so well known that, ordinarily, no explanation of the situation is considered necessary. But this happens to be a Presidential year and the prevailing dullness is one that has lasted for some time. Curiously, too, shortly after the time the National conventions are adjourned is the date when business ordinarily picks up because of the need of having supplies ready for Fall and Winter sales at retail and of others for next Spring's wholesale requirements. So it is safe to predict, as a number of more or less solemn oracles are now doing, that more activity will be shown in a few weeks. But it is not the case, as too many propagandists are asserting, that the holding of the conventions or any other form of political activity has anything whatever to do with the business or industrial situation. This is contingent on consumer buying which, for several reasons, has been light. One of the causes was the backwardness of the season and another was the high prices, the effect of the latter being emphasized by an increase in unemployment. That any one was deterred by political happenings from buying a straw hat, a pair of shoes or a dress is an absurdity that is only too evident. Even in the case of the production markets, the political bugaboo is without merit. Though a change of political administration were to be voted for next November, it would be nearly two years before any economic change affecting business in any of its aspects could be put in operation. It is very nearly time that the venerable political ghost were laid to rest.

Unyielding but kindly is the American note in reply to the Japanese protest against exclusion. Japan had admitted the right of any sovereign Power to deal with its domestic questions. It is also admitted that immigration is a domestic concern. Congress has the right in America to regulate and control immigration. It saw fit to exercise that right and exclusion is now the law of the land. Washington points out that in the past this control has been handled by arrangement between the two nations. It is now controlled by American law. It is a change of method rather than of principle. Secretary Hughes has put the best possible face upon the matter.

Washington has been duly notified that the British government has decided to send to the United States an Irish Free State Minister Plenipotentiary. This envoy who is, of course, an appointee of the king, is to conduct affairs concerning exclusively the United States and the Free State. Just what limitations will be placed upon his powers will have to be worked out in practice, but it is fairly obvious that his activity will not cover a very wide field. Even in so small a matter as a fisheries convention between the United States and Canada the Senate accorded ratification only with the reservation that it bound the whole of the British empire.

How Independence Day Was Celebrated Sixty Years Ago.

Grandville, July 1—"Where are you going the Fourth?"

This was the midsummer hail with the early settlers, since the one who failed to make an outing of this holiday was not of much consequence.

Chubbs, Casnovia, the Half Way house, mayhap Newaygo, for a celebration and a dance, but somewhere the denizen of the pine woods was sure to go, health permitting, and that seldom interfered save in early spring and fall when the ague got hold of some of the inhabitants.

Back in the sixties, when war and prohibition held sway, there were few resorts which did not sell booze to whoever cared to indulge, and the non-drinkers were exception. At Chubb's tavern, however, never a drop of red liquor was sold. That was probably the only strictly temperance hotel on the forty mile stretch from Newaygo to Grand Rapids, and nearly all the youngsters who had a really best girl drove to Chubb's early on the morning of the Fourth.

Other taverns along the road had no qualms about dealing out liquor in any quantity desired, consequently the great American holiday was usually made an excuse for a drunken debauch.

Pole-raising, celebrations, with horribles and military parades took place, and patriotic speeches were made. In time of the Civil War it was not safe to breathe too much of rebel sympathy at these gatherings. Even the Indians were on the alert to detect any disloyal sentiments.

One soldier, home on a furlough, had to fight three copperheads at one dance, and he licked the three to a finish, much to the gratification of the onlookers.

This is the day we celebrate as the birth date of the United States. Harsh feelings were in evidence against Britain at most of these gatherings, since the mother country sympathized with our enemies and furnished crews to man rebel privateers which preyed upon American commerce. This was so openly done as to lead to a settlement after the war in which Britain settled our bill for damages following the war by making an abject apology and handing over several millions of dollars.

Since that time there has been a mellowing of the old time hatred, so that to-day Britain and America are on brotherly terms of good will. Britain understands to-day, if never before, that if she is to exist as an entity among the nations of the world she needs America as a friend. The need of a friend and not having one might lead to disastrous results, as at the time of the kaiser's war, when, without the aid of the United States, Britain might have become a dependency of the German empire.

Men in the woods were as sincerely patriotic as anywhere under the shining sun. At one celebration a pole was raised and Old Glory elevated to the peak, while numerous anvils belched forth their roar of approval. Word was bruited about that some rebel sympathisers meditated a raid on that pole. Not because of the flag, but from the fact that Jeff Davis had been suspended in effigy beneath its folds. To cut this down was the avowed object under discussion.

The raid was not made, however.

In the village store a dozen indignant citizens discussed the situation and resolved to see that both pole and effigy remained intact. They marched to the place of celebration half a mile away, led by a redoubtable French-American who was noted for his fistic prowess and who was an intense patriot.

Arrived at the celebration ground the citizens stood about waiting for whatever might happen. However, the rascals who had thought of de-

stroying the pole got wind of what was in store for them, more especially since they saw the stalwart Frenchman leaning against a post cutting an enormous chew of plug tobacco with a large pocket knife.

"Jack is here; it's all off," whispered the leader of the raiders to his lieutenant, and the malcontents vanished into the nearby woods.

Men were known, not once but frequently, to walk twenty miles to Muskegon, hire a livery rig, drive back up the river and take their best girls to Chubb's, another twenty miles away, to a dance. Those balls lasted until daylight. The "outing" was usually three days from work, yet it was enjoyed by both girls and boys and the expense was usually around \$40.

This being Presidential year may mean more for the Fourth than usual, and no doubt, it will go off with considerable noise and fireworks, since Government officials have decided in favor hereafter of a safe and sane Fourth of July, allowing the dealers to get rid of any surplus on hand.

The small boy begins celebrating at least a week before the auspicious day. After this year the holiday will be more after the fashion of a country picnic, and there will be less accidental deaths and lockjaw to record in the papers the next morning.

We have Flag day, Washington's birthday and other holidays, but above any and all comes this one great day of the whole year, the birthday of a great Nation which has carried the beacon light of progress throughout the passing of a hundred and more years.

This is a time for congratulation over the fact that never in its history has the United States stood so solidly on the foundation of political and religious liberty as it does in this year nineteen hundred and twenty-four.

Old Timer.

A Lesson From Tea Balls.

The intelligent retailer wants to sell his customers food in its most economical form, therefore he will be interested in some figures that came in here last week concerning the sale of tea balls. Owing to their convenience, tea balls are being pushed and their sale is beginning to attract attention. Perhaps few grocers realize that the consumer who buys tea in ball form is paying double the regular price.

Upon an average there are 125 tea balls to the pound. Twenty-five bags are packed to the tin, and the retailer pays 35 cents for it and resells it for 50 cents. Figured out in ounces, the consumer pays \$1.75 a pound for the same tea he can buy for 83 cents in the regular way.

"What business is that of mine?" some grocer may say. It is very greatly your business. Grocers are the natural ambassadors of an economical cost of living, for they are the only people who know much about foods. The more money you teach the consumer to save, the more completely two very good things will happen: First, the consumer will come to have a personal confidence in you which no chain store can match or kill; and second, the more money you help your customer to save the more money he will have to spend. E. J. Buckley.

If you do not profit by subscribing to a trade journal, it is because of one of two reasons. You already know it all, or you do not read the journal.

Sometimes it is more helpful to be candid than candied.

Our New Shredded Wheat Cracker

After a year of experimentation and the installation of expensive, specially designed electric ovens we have produced a new improved

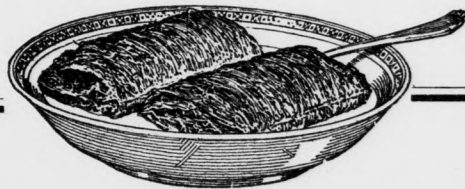
TRISCUIT

pronounced by everyone who has eaten it as the tastiest, most wholesome, most nourishing whole wheat cracker ever produced. Being packed in a very attractive new carton, it gives you an opportunity to display it with good advantage. We will soon be able to supply the demand for this new Triscuit. Toasted in the oven and served with butter or soft cheese it makes a delicious "snack" for any meal.

We ask you to keep Triscuit in a clean, dry, sanitary place.

The Shredded Wheat Company

Niagara Falls, N. Y.



THE RIGHT SUGAR HELPS MAKE THE BERRIES RIGHT

for berries and other fruits, cereals and cold drinks, suggest to your customers—

FRANKLIN POWDERED SUGAR

in 1 lb. cartons and

FRANKLIN EXTRA FINE GRANULATED

in 2 and 5 lb. cartons and 2, 5, 10 and 25 lb. cotton sacks.

The Franklin Sugar Refining Company

PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Brown, Confectioners', Golden Syrup, Sugar-Honey



The Story of Three Brothers.

Three brothers left the farm home and went to the city and entered the employ of the same concern at the same salary. A few years later one was earning \$100 a month, the second \$200, and the third \$500.

The father of the boys, knowing of their relative progress could not understand it and went to the city and called upon their employer to find out why they were paid on such an unfair basis as it seemed to him. The employer readily agreed to show the father why. He first called the \$100 a month boy to his office and said, "The steamer Oceanic is in and I want you to find out what she has for cargo." Three minutes later the boy was back and said that he had called up the first officer and he told him she had 2,000 sealskins in her cargo. The employer thanked him and then called the second boy into the office and told him to do the same errand. An hour later the boy came back and said that the Oceanic had 2,000 sealskins, 500 beaver skins and 1,000 mink pelts.

The employer pressed the button the third time and the \$500 a month boy entered the office. The employer gave him the same errand in exactly the same words. In three and a half hours this boy came back and reported: "The Oceanic carries 2,000 sealskins they offer at \$5 each and I took a two days option on them and wired our connection in St. Louis offering them at \$7 each and expect to get a favorable answer to-morrow. The 500 beaver I have already sold at a profit of \$700. The mink are of poor quality so I passed them up."

The employer then told the father, "You see for yourself that the first boy did as he was told. But the third boy did not do as he was told. The second did things without being told."

No greater problem confronts our employer than to get his shoes sold right. In every store in the country as a rule the same situation exists. In a group of retail salesmen we find a rare specimen of a profitable salesman who sells shoes right and at a profit, pleasing the customer and at the same time balancing his sales in such a way that he is doing more than his share of the cleaning up.

Then we find salesmen who, perhaps run a good book, but who sell shoes unprofitably because they are always going for the new things and religiously keep away from the old, thus doing more than their share of cluttering up the stock with odds and ends and tying up the buying power.

Then we have a third class that never seem to be able to get a sale over. They flounder in the stock and

they flounder in trying to find out what the customer wants.

So we have a condition where the efficient are carrying the inefficient even though the best are paid somewhat more than the poorer salesmen. This story in Forbes was to illustrate the why of the turnover of help in business. It also illustrates why every shoe store proprietor is always trying to get a 100 per cent. selling force by weeding out the inefficient and hiring and trying out new salesmen. It also illustrates the reason why so many salesmen have become known as floaters. They drift from one job to another, until their real capabilities are laid bare by actual performance in competition with others.

There are some salesmen who in a hundred ways do not do as they are told or who do not do as they know they should do. There are others who do as they are told and no more. The exceptional few who are the profitable men and always sure of their job and progress because they do more than they are told to do.

It is from this group that buyers and managers are picked. It would be hard to cite a case of a highly salaried buyer, or a shoe store owner or manager who did not start on the fitting stool. Because they learned their business and were exceptionally good at it they were picked when an opportunity arose for advancement.

Some Things For Shoe Salesmen To Remember.

The shoe salesman is a specialist. He must not only know his merchandise and how to sell, but he must also understand how to fit feet.

No matter how attractive a pair of shoes may be when the customer buys them, they will not give satisfaction or service unless they fit.

Therefore, make fit your first thought with every pair of shoes you sell.

Don't depend on the old pair of shoes for information as to size, width, etc. Use your measuring stick.

While measuring the foot study it for peculiarities. Do not call attention to them, but make a mental note of them, and choose shoes for a try-on accordingly.

A shoe must fit at the ball, the twist, the instep, and the heel.

Make your measurements at these points. When you try on a shoe iron it out with your hands, and make certain that it fits at these points. A shoe is much easier fitted by a slight softening of the counter also.

Don't refer to the size of the shoes you are trying on unless the customer asks for this information.

During the try-on call attention to

trying to sell. Explain why your customer may depend on complete satisfaction in these shoes.

Measure the foot flat. If the stocking is tight, pull it out to permit the foot to assume its natural shape.

If toes are cramped, bent back, or doubled under, sell your customer a shoe which is long enough to permit these deformed toes to resume their normal position.

If your customer shows signs of flat feet or falling arches, try on a corrective shoe.

These shoes are now provided in smart lasts which almost any customer will approve. If there is a question as to the particular model you recommend tactfully explain to your customer why she or he should have this shoe. When a customer comes in, meet him or her with a smile. Be alert and attentive. Don't permit a customer to wander hesitantly across the room with no direction. Take him or her in charge, indicate a seat, ascertain what is wanted.

Then promptly draw up a stool;

the fine points of the shoes you are seat yourself in front of the customer and remove the shoe from the foot.

Place the old shoe under your stool. The shoe may be worn and dilapidated and customers do not like to have such footwear lying about for other people to see.

G. O. K.

Norman H. Johnson, speaking before the American Cotton Manufacturers' association at Atlantic City, contributed to the humor of the convention by telling the story of a young wife, operating on a budget, who entered in the account book the following notations: Ham, \$5.40; Dress, \$41.50; G. O. K., \$1.80; G. O. K., \$10.21; G. O. K., \$7.30.

"What is this G. O. K.?" enquired friend husband.

"Oh, that means 'God only knows'—I spent the money."

Even the car that has difficulty in running has no difficulty in running its owner into debt.

The Old Reliable

Over 25,000 Patients
in West Michigan

New System Dentists

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

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

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PROMPT ADJUSTMENTS

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L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549

Herold-Bertsch Shoes



No. 901

\$3.40

New Style High Grade Oxford

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

HEROLD-BERTSCH
SHOE CO.
Grand Rapids, Mich.

Recounting the Days Which Are No More.

Grandville, July 1—"What a change from old Indian days, eh, Saul?"

Two old men sat in front of the village store and confabbed on the times that are no more. One of them had been a log driver, the other one of the first settlers in the new country of the tall whispering pines.

The two seemed to delight in reminiscing.

"You were clerking for Moss & Agate when I first struck the Muskegon, Tim," avowed the second old timer. "I remember the little log store and the mess of boxes and barrels on one side, the shelves and pine counter on the other. There was bright sticks of striped candy in big jars on the shelf behind the home made show case, long twists of licorice under the glass window frame which covered the case, and a heap of twisted papers holding candy nuggets. Them was the times when we enjoyed ourselves, Tim, eh?"

"I reckon maybe we did, Saul," sighed the elder man. "I had a soft job in the store, you fellows who worked in the mill thought, but it was a blamed sight worse than yours sometimes."

"As when, Tim?"

"As when the mill crew down below got on a tear and came howling up town like a pack of wild Indians. We had only one constable in the town and he was seldom around when wanted, you know that."

"Yes I do."

"Them cusses was full of rotgut and fight and two of the bullies had it out right on the front platform before the store. Both of 'em got licked to a finish though when big Indian Bill came along and took a hand in the fracas. That Indian was a fuss in a row, let me tell you."

"Oh, yes, I remember old Bill. He liked his scootawaboo as white men liked water and, unlike most redskins, would fight at the drop of the hat. Wasn't many white men cared much to tackle him, eh, Tim?"

"That's a fact. I liked Bill though. He was one honest Indian among ten thousand. I trusted him many a time and he never went back on his word."

"Weren't many honest Indians though."

"I agree with you there. Moss & Agate instructed me to give no credit where a redskin was concerned except Indian Bill, and he was free to get anything he asked for."

Just here an electric light flashed above their heads. The store was turning on the juice early to-night. Tim raised his eyes to the white light and laughed.

"Good land, Saul, look at that light? Why, we had whale oil lamps and sperm candles in the store, and mostly tallow candles at the houses in those days. I remember when the first kerosene lamp was brought to the settlement and so many of the good housewives regarded it askance for fear the pesky contraption would explode. Lots of women wouldn't have a kerosene light in the house for quite a spell, and now the oil lamp has gone out, electricity taking its place."

The two old men sighed with a faint sorrow over the days that are no more. Quite as much fun and comfort way back there as the world is having now with its electricity, its automobiles, flying machines, radio and the like.

"There was more neighborly feeling them times, Tim," said Saul. "Everybody was a chum to his neighbor, and the log rollings, shanty-raising, berryings, marsh-cuttings, bussing bees and dances were as enjoyable as all the jazz stuff they have nowadays. Weren't no Leopolds and Loeb's then. Seldom anyone was snuffed out in a treacherous way. I tell you I've come to the conclusion that the invention of automobiles has been a curse to the country. Look at the killings

every day, almost as bad as the battles of the Civil War. Folks moved slow then, of course, but what's the use of going about like a streak of lightning anyhow? Nothing gained by it as I see, and a heap of accidents all the time."

"I don't know but you are right, old man; but you know these things coming into existence all the time are called progress, and what would the world amount to without progress?" "Progress satanward it seems to me."

"You're a back number, Saul, one of the hasbeens. We are no use in the world anymore. Anyhow, I think there's been real progress along some lines anyhow since tallow dips and pitch lights went out."

"Do you really?"

"In the store business at least. When I was in Moss & Agate's store in that Muskegon river settlement we didn't have the conveniences they have

to-day. Nothing was put up in boxes, cans and cartons; it was all in bulk, barrels and sacks. No ready ground coffee; it was sold in the green berry, customers having to brown and grind it themselves. There has been improvement anyhow. No paper sacks either; everything had to be wrapped in paper by the clerk and securely tied. Even tobacco, fish and flour were scooped up and sold in hand wrapped packages."

Just here the electric light went out. The store man came out and locked his door. Quitting time at six. The two old timers got to their feet.

"Shutting at six every night with a day off midweek," growled Tim. "In my time it was nine or ten every night of every day in the week."

Old Timer.

The man who thinks there is nothing worse than a Scotch dialect joke hasn't tasted the Scotch smuggled in.



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Household
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C. C. PARSONS'
it is NOT
HOUSEHOLD AMMONIA

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the price asked
do we hope to ob-
tain your interest
and merit your con-
tinued patronage*



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



Report of Committee on National Hardwood Co.

Since the last meeting of our Committee I have been at Detroit to examine documents filed with the Guaranty Trust Company of Detroit, the trustee under the mortgage which secures the bonds of National Hardwood Co., and I have had an extended interview at Kansas City with J. W. Hoffman, President of National Hardwood Co., and his counsel, Arthur Miller. I have also obtained from the files of the Michigan Securities Commission copies of the information supplied that Commission at the time it authorized the sale in Michigan of the No-par Value stock of National Hardwood Co.

The following report is based upon the information obtained by me from the sources above described:

History of the Organization.

During a period of two or three years prior to April 21, 1921, John W. Hoffman had acquired at a cost to himself of something less than \$100,000, approximately 10,000 acres of land, and the right for ten years to remove the timber from approximately 57,500 acres of land. The title to most of this property was taken in the name of E. H. Braley, but the title to some of it was in John W. Hoffman. I am informed that E. H. Braley was employed by Hoffman and that Hoffman furnished the funds to acquire the titles which were taken in the name of Braley. After acquiring this property, Hoffman entered into negotiations with Joseph J. Jacobson, of Detroit, who was then doing business as an investment banker, to obtain the funds necessary to realize upon the investment by converting the timber into lumber and ties. The result of these negotiations was the organization of National Hardwood Co. and the sale of its securities by Joseph J. Jacobson.

On April 14, 1921, the articles of association of National Hardwood Co. were executed at Detroit by J. W. Hoffman, E. R. Jones and Arthur Day, who subscribed to ten shares of the no-par-value stock of the company. The name of Joseph J. Jacobson appears on the articles of association as one of the witnesses of the execution of the articles by Hoffman, Jones and Day. The National Hardwood Co. is organized as a Delaware corporation. The articles of association authorize the issuance of 100,000 shares of no-par-value stock for such consideration as may be fixed from time to time by the board of directors of the company. I assume, although I have not seen the record of the meeting, that after the company was organized its board

of directors authorized the issuance and delivery to Hoffman and his associates of the 100,000 shares of no-par-value stock and \$385,000 of the first mortgage bonds of the company in full payment for the lands and timber rights which Hoffman held. It is stated in one of the sworn applications of the company to the Michigan Securities Commission for authority to sell its securities, that \$385,000 of bonds and the entire issue of 100,000 shares of no-par-value stock were given in exchange for approximately 70,000 acres of timber.

There is in the files of the Guaranty Trust Company at Detroit, a copy of a written contract between the National Hardwood Co., first party, Joseph J. Jacobson, second party, and J. W. Hoffman and Arthur Day, third parties, under the provisions of which Jacobson undertakes to purchase \$865,000 of first mortgage 8 per cent. bonds of the company at 85 per cent. of their principal amount. It is provided in this contract that there shall be delivered to Jacobson in installments as the bonds are taken up by him, 19,895 shares of the no-par-value stock of the company without other consideration than the performance of his agreement to purchase the bonds of the company. This contract is dated May 3, 1921, and provides, in substance, for the execution by the company of a mortgage containing the conditions which are actually embodied in the mortgage which was executed on the following day.

On May 4, 1921, the National Hardwood Co. executed its first mortgage to the Guaranty Trust Company of Detroit, trustee, to secure the payment of its first mortgage 8 per cent. bonds of the principal amount of \$1,250,000. In this mortgage there is a detailed description of 57,585.7 acres of land, the timber on which is mortgaged as security for the bonds, and 10,037.65 acres of land, the fee of which is mortgaged. The following is a summary of the acres of land on which the timber is mortgaged and the acres of land to which the fee is mortgaged:

	Timber	Lands
Delaware county	48,370.7	5,785.91
Cherokee county	6,225	4,251.74
Mayes county	2,970	
	57,585.7	10,037.65

On May 10, 1921, the company filed with the Michigan Securities Commission an application for authority to sell in Michigan its first mortgage bonds issued under its mortgage to the Guaranty Trust Company, dated May 4, 1921. In this application the assets and liabilities of the company as of May 5, 1921, are stated as follows:

PROCRASTINATION

in the making of a will has often resulted in death before making adequate provision for inheritance taxes and for relatives.

The same early attention should be given to this matter as to Life Insurance.

THE MICHIGAN TRUST COMPANY

Organized in 1889

CORNER PEARL AND OTTAWA

GRAND RAPIDS

The Two Reasons



WHEN a man dies without making a Will his failure to draw the important paper is generally found to be due to one of two reasons.

In most cases the man either delayed this important duty or else he guessed that his estate would be distributed in the manner he hoped it would be.

He failed to appreciate that his wishes would not be considered and that the law would determine absolutely how his property would be divided.

Every man and woman should make a Will with the aid of an attorney and name a Trust Company as executor and trustee.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN



PRIVATE
WIRES
to all
MARKETS

LOCAL AND UNLISTED Bonds and Stocks

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

CORRIGAN COMPANY

Investment Bankers and Brokers

Citizens
4480

Ground Floor Michigan Trust Bldg.
Grand Rapids, Michigan

Bell Main
4900

Assets.	
Real estate	\$2,205,000
Bond subscription unpaid	735,250
Contract for 30,000 acres additional hardwood timber	945,000
Total	\$3,885,250
Liabilities.	
Bonds outstanding	\$1,250,000
Surplus paid in on the no-par common stock	2,585,250
Timber purchase contract	50,000
Total	\$3,885,250

The statements made in this application are verified by the affidavits of J. W. Hoffman, the President, and E. R. Jones, the Secretary of the Company, who depose and say that they have read the application and know its contents and that the statements therein contained and attached are true. (It is worthy of note in passing that in their sworn application the property which had been acquired by Hoffman for less than \$100,000 is represented to be worth \$2,205,000 and the contract to purchase from Hoffman and Day an additional 30,000 acres of timber at a cost of \$50,000 is represented to be an asset having a value of \$945,000).

On May 12, 1921, the Michigan Securities Commission authorized Joseph J. Jacobson & Co. to sell in Michigan, \$1,250,000 of the first mortgage 8 per cent. bonds of National Hardwood Co., on condition that all advertising to be used by the brokers should be submitted to the Commission, and on July 22, 1921, the Michigan Securities Commission authorized the company to dispose of in Michigan, 19,895 shares of its no-par-value stock. Twelve thousand five hundred shares of this stock were authorized to be distributed as a bonus with the bonds of the company in the proportion of one share of no par value stock with each \$100 in principal amount of bonds. The remaining 7,395 shares were to be delivered to Jacobson as part compensation for his services as broker of the bonds.

History of Operations.

I have before me the following statements and documents, all prepared by the company or its representatives, from which it is possible to get a definite understanding of the results of the company's operations since it was organized, as such results appear on the books of the company.

1. A statement of the company's assets and liabilities on May 5, 1921, after giving effect to the sale of all of the first mortgage bonds of the company. This statement was printed and circulated by Joseph J. Jacobson & Co. as a part of the advertising used in selling the bonds.

2. Financial statements showing the assets and liabilities of the company as shown by its books on July 31, 1922, December 31, 1922, July 31, 1923, and December 31, 1923. These are copies of statements filed with the Guaranty Trust Company by the National Hardwood Co.

3. Statements showing the expenses and revenues of the company from July 22, 1922, to December 31, 1922, and for the calendar year of 1923. These are also copies of statements filed with the Guaranty Trust Company by the National Hardwood Co.

4. A statement showing in detail the assets and liabilities of the National Hardwood Co. on December 31, 1923, and the results of its operations for the calendar year 1923. This statement was furnished to the committee by Mr. Dinsmore, who obtained it from the company.

The company did not commence actual operations until July, 1923. From the time when the company was financed in May, 1922, until July, 1923, the company's sawmill and the railroad to furnish access to the company's timber and an outlet for its manufactured product were being constructed. There is among the papers filed with the Guaranty Trust Company at Detroit a copy of a contract between the National Hardwood Co. and John W. Hoffman and Arthur Day, under which Hoffman and Day

undertook to acquire for the company 30,000 acres of additional timber at a net cost to the company of \$50,000, and to build the company's railroad and sawmill for a consideration of \$450,000. The \$50,000 to be used for the purchase of additional timber and the \$450,000 to be expended in constructing the railroad and sawmill was a part of the proceeds of the bonds which were sold and was deposited with the Guaranty Trust Company, trustee, in accordance with the provisions of the mortgage. The records of the Guaranty Trust Company show that the funds were all withdrawn and expended for the purpose for which they were provided.

The sale of \$865,000 of bonds to Joseph J. Jacobson at 85 per cent. of their par value would realize for the company the \$500,000 deposited with the trustee, and \$235,000 in cash. The financial statement which was published by Jacobson and circulated as a part of the advertisement of the bonds at the time they were offered for sale, showed \$235,250 in cash in the assets of the company on May 5, 1921, after giving effect to the sale of the bonds. The balance sheet of the company showing the assets and liabilities on July 31, 1922, shows that \$119,949.96 was expended and charged to "Organization and preliminary expenditures." This included \$43,924.71 interest on bonds to July 10, 1923, and the balance was made up principally of officers' salaries, officers' expenses, legal expenses and taxes and license fees.

The results of the operations of the company, as those results are shown on the books of the company, from the commencement of its operations in July, 1922, to and of 1923, were as follows:

Revenue	
Sales of lumber, ties, etc.	\$489,618.48
Sales of acquired stock	190,971.48
Other income	6,113.04
Total	\$686,703.00
Expense	
Cost of sales	\$513,539.90
Administrative expense	81,233.54
Interest	13,438.76
Miscellaneous expense	3,827.58
Depletion and amortization	22,760.51
Bond interest	134,574.01
Total	\$769,374.30
Net deficit	\$ 82,761.30

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Lavant Z. Caukin, Vice-President;
J. Clinton Bishop, Cashier;
Alva T. Edison, Ass't Cashier;
Harry C. Lundberg, Ass't Cashier.

DIRECTORS

Wm. H. Anderson Lavant Z. Caukin
Christian Bertsch Sidney F. Stevens
David H. Brown Robert D. Graham
Marshall M. Uhl Samuel G. Braudy
J. Clinton Bishop Samuel D. Young
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Very Truly,

W. L. HAMMOND, Vice-President,
The First National Bank of Ludington, Mich.

You will note from the above statement that during the first eighteen months of its operations, the revenues of the company were \$82,671.30 less than the amount necessary to meet the operating expenses and bond interest. You will note, also, that in this statement there is included in the revenues of the company \$190,971.48 derived from the sale of acquired stock. I will discuss the matter of sales of acquired stock more in detail later in this report. It is sufficient here to call your attention to the fact that this \$190,971.48 was not a part of the revenue from the lumber and ties manufacturing business of the company, and that with this item eliminated the revenue of the company resulting from its first eighteen months of operation amounted to \$273,642.78 less than the amount required to meet the operating expenses and to pay the interest on the bonds which accrued during that period. (It is interesting to note in this connection that in the advertising which was used by Jacobson to sell the bonds there was included an estimate of the profits of the company to result from the first year of operations. This estimate was signed by Hoffman and showed an operating profit of \$662,000 for the year, before paying bond interest and sinking fund requirements.)

Sale of the No-Par-Value Stock.

Upon the organization of the company, there was issued to the incorporators 100,000 shares of no-par-value stock of the company in part payment for the lands and timber which were conveyed to the company at the time of its organization. Practically all of this stock was issued to Mr. Hoffman and Mr. Day and their close relatives. Subsequently, the Michigan Securities Commission authorized the disposition of 19,895 shares of stock, of which 12,500 shares were to be distributed as a bonus with the bonds, and 7,395 shares were to be received by Jacobson in part payment for his services in selling the bonds.

On October 19, 1922, the Michigan Securities Commission authorized the sale in Michigan of the entire issue of 100,000 shares of no-par-value stock. The order authorizing the sale directs that the stock shall be sold at \$20 per share and a commission of not more than 15 per cent., including all expenses, shall be allowed. The provisions of the order of the Michigan Securities Commission authorizing the sale of the stock in Michigan indicate that the Commission thought it was authorizing the sale of treasury stock of the company, although the company at that time had no treasury stock.

In the spring of 1923 a large number of shares of no-par-value stock were sold in Michigan by Jacobson and his agents. I am told that it was represented at the time this stock was offered for sale that it was treasury stock that was being sold and that the proceeds were to be used by the company to extend the company's railroad and to acquire additional timber. I have no definite information as to the number of shares of stock that were sold in the spring of 1923, but I have been told that it was represented at the time the stock was being sold that 20,000 shares were being offered for sale. At \$17 per share net to the company, the sale of 20,000 shares would have realized \$340,000. The statements of receipts and disbursements which have been furnished by the of-

ficers of the company to the Guaranty Trust Company show that the company did not receive any money from the sale of stock prior to July 31, 1923.

Sometime between July 31, 1923, and December 31, 1923, the promoters returned part of their stock to the company to be sold as treasury stock. The company's operating statement for the year 1923 shows as revenue, \$190,971.48 received from the sales of acquired stock, and the statement of assets on hand December 31, 1923, shows treasury bonds and stocks on hand valued at \$114,554. I have not at hand the details of the manner in which this stock was returned to the company and sold for the purpose of reimbursing the company a part of its operating losses. I have been informed by Mr. Hoffman that he, with Mr. Day and Mr. Jacobson, returned a part of the stock held by them to the company with the hope that through the sale of this stock the financial condition of the company might be relieved. Permission was obtained from the Michigan Securities Commission to sell this stock in Michigan at \$20 per share, with a commission of not more than 15 per cent. to the brokers. This would make the stock net the company \$17 per share. A cash dividend of 25 cents per share was declared upon the stock. This was obviously done to make it possible to sell the stock. At the time this dividend was declared, the company was operating at a heavy loss and had no earned surplus. This treasury stock was offered for sale in Michigan and the fact that the net receipts to the company in 1923 were more than \$190,000 shows that more than 11,000 shares were sold. Representatives of the company succeeded in inducing a considerable number of the holders of bonds of the company to surrender the bonds in exchange for no-par-value stock. Persons who were induced to make this exchange have reported to me representations made to them by representatives of the company which were so grossly untruthful that I have no doubt that those who represented the company can be punished criminally for obtaining property by fraudulent representations. The bondholders who did not exchange their bonds for stock were helped rather than hurt by the stock sales. Except for those sales, the company would have been unable to pay its bond interest, which became due December 4, 1923.

The Guaranty Trust Company of Detroit is the transfer agent of the stock of the company. It appears from its records as transfer agent that 48,764 shares of the original issue was issued to John W. Hoffman. Of this number of shares, 19,895 shares were transferred to Jacobson in compliance with the contract made with him for the sale of the bonds. Of the 19,895 shares, Jacobson is supposed to have delivered 12,500 shares to the purchasers of bonds as bonus, and to have retained 7,395 shares as compensation for his services. This left 28,869 shares in Hoffman's name and 7,395 shares in Jacobson's name, or an aggregate holding for the two of 36,264 shares. Since then there has been transferred to Hoffman 10,000 shares which was originally issued to the Kenefick trust estate. At the present time, 12,996 shares stand in Hoffman's name and 228 shares in Jacobson's name, showing that since the organization of the company, 33,040 shares which were originally issued in the

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name of J. W. Hoffman and which were not used as a bonus to the purchasers of bonds, have been disposed of by Hoffman and Jacobson.

Charles McPherson,
Chairman of Committee.

Better Business Now in Sight.

Written for the Tradesman.

Continued fair weather, hot days and overwhelming evidence that summer is near at hand, unquestionably are helping matters for the dry goods dealer. While not adding greatly to the volume of business done, these more propitious weather conditions have had the effect of imparting a more cheerful tone to the dry goods merchant's outlook.

Though the month of May is ordinarily a cheerful month, our May last passed has not run true to form. Instead of inaugurating a period of brisk business all down the line from mills to retail dealers it occasioned the spread of dissatisfaction because of the preponderance of cool, cloudy weather and rainy days. Reports from various sections of the country indicate that this has been a general condition.

But the new month, which at this writing is more than half gone, opened with favorable shopping conditions and is apparently featured with a return of optimism. No sensational buying wave is looked for, but better distribution of seasonable fabrics is evident. Prices, particularly in cotton goods, appear quite firm, and this condition is one that makes for stability generally and is hailed with delight by the people of New England and the South.

The advent of our delayed hot weather may be depended on to stimulate activities in the wash goods department and in the sales of modish fabrics, both in dress goods and household materials. In many localities—particularly in the South—voiles, both plain and fancy, appear to be holding their leadership in dresses, though a good yardage of swisses, organdies and tissue ginghams has been favored by the trade.

White goods and draperies have been comparatively active lately, and the indications are that these commodities will move yet more actively a little later on. Summerweight bed coverings, such as silk and cotton spreads and throws, are in steady call, with orders draining a limited supply. This in itself is heartening, but the most encouraging feature of the situation is that trade promises to be brisk throughout the hot weather period which has just arrived.

From communities here and there the report has come in that business has been slowed down to some extent by industrial depressions of a purely local character, but the latest word many of these communities is that relief is in sight, that the unemployment situation is rapidly clearing, and the outlook is encouraging. Dependable reports from many centers of trade throughout the country prove conclusively that fundamental business conditions are sound. By and large, the outlook is encouraging and nobody but the incurable pessimist is going around scattering gloom.

Frank Fenwick.

Will Be Penniless in Five Years.

Increased cost of living has had a surprising effect on the incomes of widows and orphans. It appears that their need of money is the very thing that sooner or later reduces them to less money or even to poverty.

We'll suppose that a widow was left with gilt-edged, long-time securities that net her an income of \$3,000 a year. For an economical person, this might have been enough to keep a little family together in a comfortable home a few years ago. But with the increase in rents, groceries, clothing and everything else, a person who once lived well enough on \$3,000 has had to face a serious situation.

A woman who feels that she must have more than her \$3,000 income and has no earning power, sees but one chance—to reinvest her funds in securities that will give her a larger yield. Once she starts this, her name is enrolled on a score of sucker lists and she is soon well on the way to losing her entire legacy.

Just the other day a young widow with whose husband I once played hooky from school was telling me about her urgent need for reinvesting her small capital. She said that her property is almost entirely in bonds yielding an average of about 5¾ per cent., but to live at the modest scale to which she has been accustomed, she must have at least 8 per cent. She paid me the compliment of asking my advice about what she should do.

I explained that I have never been in business and knew practically nothing about business—except the little nuggets of business wisdom I sell to magazines—but I was nevertheless certain that she, with two small children to raise, needed safety of her principal far more than greater income and that she would be foolish to monkey with any bonds paying much more than 6 per cent.

"But," she retorted, "I've got to have more."

Whereupon I also retorted: "But suppose more isn't to be had?"

"Oh, I'm going to see a man to-night who has some securities—some very good ones, too, he says—that will pay 8½."

I tried to tell her about the great number of seemingly lovely characters, with plausible conversation, who make a fine living annexing the funds of widows and orphans, and she promised me to try to get along on what she has. But I haven't the slightest doubt that by now she has lost at least part of her money, and unless I'm mistaken, within five years she will be penniless.

Fred Kelly.

Life Insurance and Endowment.

A correspondent gently disagrees with a piece of advice I recently gave a young man respecting the advantages of the endowment form of life insurance. My friend regards the life forms (continuous or twenty payment), the difference in annual premiums considered, the more serviceable. "He could," observes my correspondent, referring to my enquirer, "almost buy \$1,000 ordinary and \$1,000 twenty-year life for price of \$1,000 endowment."

True; but the young man's chances

of outliving the twenty-year period are so many times greater than those of dying within it, and the cash fund at the end is so much greater under \$1,000 of endowment than the combined values of \$1,000 ordinary and \$1,000 twenty-payment life, that I lean to the endowment. Of course, if protection against death is of paramount importance to a young man, the life plans should be used. Each individual's circumstances must govern in these matters. As observed here on several occasions, all the regular forms of life insurance are endowments at some age.

My correspondent errs in believing that companies and agents stimulate the sale of endowments for selfish purposes. In fact, there are many leading companies which either discourage the writing of endowments by their representatives, or fail to encourage them in securing applications on that form.

E. A. Stowe.

Local Merchants Rout Itinerants.

Merchants of Mankato, Minnesota, have met prices of itinerant merchants with offers to sell merchandise of similar character "of a better quality

at less money despite the fact that the canvasser will tell you that he can sell his goods at a much lower price because he sells direct from the factory. He neglects to tell, however, that he receives a large commission on every sale; that his branch and district managers also receive a commission, and so on down the line."

The offer of the local merchants was made through a page advertisement in the local paper. The challenge of the local merchants nullified the representations of the itinerant merchants.

The chamber at Mankato uses a column each Saturday in the local paper to present its publicity, and reports: "We find this method quite satisfactory, as it places our organization in contact with potential as well as actual members."

Milk-Fed.

He was one of those fresh young fellows given to the use of slang. At the breakfast-table, desiring the milk, he exclaimed: "Chase the cow this way, please."

"Here, Jane," said the landlady, "take the cow down to where the calf is bawling."

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THE LIFE OF TRADE.

Competition No Bugaboo to the Progressive Merchant.

Written for the Tradesman.

A Canadian merchant, this time in trouble, writes to me about a condition that seems to him to be pretty trying; and, like a former complainer along similar lines, he seems a bit nervous, for he spells his trouble "competition," even as the other did. His letter is thus—and I regret again that it has had to be delayed by press of others:

"I enclose you an advertising card. Would like to know how best to overcome such competition, especially as I am only a small dealer, handling very little outside of groceries. You will notice the price paid for eggs and butter are higher than Toronto wholesale buyers are offering the trade at even date. The price for eggs is 3 to 5 cents more than towns outside his influence are paying, and stores inside his circle are taking a loss every week on all the eggs they handle. Giving the devil his due, he grades his eggs close. Some take them straight run. I take them straight, but have quit following his price, paying and selling now on a basis where my loss is one cent."

Having got somewhat over his nervousness, my friend now writes competition full spelled out and continues:

"Of, course, in the main this is another case of using the grocery trade to advertise and soak the farmer on dry goods and clothing. You know the class of dates and raisins which can be sold at his price of three for 25c. But can you tell us how to do a legitimate business and combat it?"

The first question I want to dispose of is that "legitimate" stuff. Just what does my friend mean by legitimate? Is there anything illegitimate about what his "competitor" is doing? Is there any law he is contravening? If there is, that is the way to get after him—send the police to check him. But if not, then drop any such idea that because he does not operate on a basis convenient to you he is not a legitimate merchant.

It is one of the blessings of our business that it is comparatively free. There is ample room for the play of initiative. If a man has a new idea, there is nothing to prevent him from putting it to the test of practice. If it works out, he has his reward. If it proves faulty, he loses his money, his efforts and his dream. It is from such experiments that progress results. If your neighbor prefers to spend his money, at the rate of a cent or two per dozen premium on eggs, as advertising, why is that not just as good business as to put it into any other form of advertising?

These things are not new—none of our present day problems. They are altered in form in some instances, but I can take you back forty years in my own personal experience and find one man complaining that another "does business for nothing." One young man of those days said very uncomplimentary things of an old grocer who was building a fine business. Then

the young man changed front and said:

"If that old Skate"—although his expression was not so polite as I report it!—"can do business on 10 per cent., I can." Two results followed: The young grocer prospered from that day on. He devoted himself to selling to such people as liked his ways and methods. And the old grocer, when he heard what the young man had said, commented:

"I am rejoiced to know that I am to have such intelligent competition, for now Harry and I will keep just so much more trade coming to our town instead of going elsewhere!"

Again, do not be too sure that your neighbor can succeed in "soaking" the farmers or anyone else on dry goods. Believe me, there is grief in dry goods, too. Do you know that one who merchandises women's ready-to-wear must take into account a mark-down allowance of between 10 and 20 per cent? Do you realize that the extreme of such allowance equals the entire average margin in the grocery business? Can you not see how a trifle of miscalculation in this department may



Paul Findlay.

cost an entire season's earnings?

Have you thought at what point you would like to see a man's opportunities limited? Would you say that he should be permitted to have two stores, or three or thirty, but not more than any of these? Would you say that he may open a grocery store, but shall not be allowed to add any other departments? And if so, how would you define a grocery store?

I am sure you have not thought thus, but if you do think, you can see how utterly impracticable it would be to limit a man thus or in any other way. The sky is the present limit for upward growth and the breadth of a man's activities may encircle the earth without any one having the right to question him. It will be a sorry day for you and me and every other man interested in business if ever we see such rights and privileges limited.

But I suppose that you are ready to ask your question over again: "What shall I do?"

Well, for one thing, I would inventory my business. I do not mean my stock, but my business. I would ana-

lyze it to see of just what it consists. You will find that you have a stock of merchandise and fixtures, probably a line of accounts, and a clientele. The two last are the items that really count, because anybody who has money can acquire the others almost over night, but a clientele must be built. That last is what you have been at work on ever since you started, whether you know it or not.

Now, if you examine your accounts and recall to mind all your regular customers, individually, you will awaken to some interesting facts. Among these you will find that each customer comes for something which, whether true or not, she thinks she can get just as she wants it only from your store; or you are convenient to her; or your wife and she attend the same sewing circle; or your mutual children go to the same school; or some similar reasons or a combination of many or a few of them.

You will find, in short, that the price of your merchandise is only one of the factors in any trade you have. Price is important, of course, but so long as it is not out of line for what you deliver—besides merchandise—it is not the vital thing you think it is. Your first job is to retain all of those customers; and to do that, you will have to think back over the things, the points of service and goods, which have got you those clients. Next job is to add as many to that number as possible, and my impression is that you will do that by continuing the character of service that has enabled you to build the trade you now have.

Always remember that one swallow does not make a drink. Nothing depends on one factor. Your service, taken as a whole, including all its features, is what has enabled you to flourish up to now. Therefore, see that you consider all these things and give due value to each factor.

Credit is a service which some people require. It costs money to render that service. It is worth its legitimate cost to such people and they willingly pay it; or at least they pay it anyway when they realize that not to pay it will result in their not getting it—and they need it as a convenience.

Delivery is another service that costs and is worth what it costs to those who want it.

But be careful not to think for a minute that you can deliver a certain service and charge only the price charged by one who does not render similar service. Also be careful that your charge to cover services rendered is not made higher than the services are worth.

To illustrate: A few nights ago at a grocers meeting, certain men were anxious to know how they could continue to get 12½¢ per can for milk in the face of a 10 cent price at the cash stores. Well, first, there was a fact and not a theory to face. The milk was being sold for 10 cents. Second, the difference between the two prices shows an advance of 25 per cent. Get that? The difference was 25 per cent. Consider now that milk is a staple and you will see the ridiculousness of trying to get such an advance.

My suggestion was twofold: That analysis would show milk to be profitable at much less than the average margin needed for the grocery business as a whole; and that merchants set 11 cents at their price. It is perfectly proper to get 11 where credit and delivery are given in face of 10 cents without those service; but also eleven provides all the difference needed.

Without detailed knowledge of all the factors, I can prescribe no closer than that. If my friend will send more details, I will go further. But my impression is that he can get along all right if he will regard the truth that nobody can serve everybody.

Paul Findlay.

Goose Liver Pies Make French Town Famous.

A little French town of Strasbourg has been made world famous through its manufacture of goose liver pies, or "pate de foie gras." This delicacy is said to have been invented in the latter part of the eighteenth century by a famous chef, Clause, employed by the Marechal de Contades, one time Governor of Alsace.

There are about twenty-five manufacturers in Strasbourg, about ten of whom are of commercial importance. The manufacturers do not concern themselves with the raising of geese, these being supplied by the farmers. Prior to the war some young geese were imported into the district from Russia but no supply is now received from this source.

Some of the families in this section of France have been engaged in raising geese for generations and the numerous flocks of geese in the roadways are oftentimes a hindrance to pedestrians. It is necessary that the liver of a goose reach its maximum size before being used for pies and in the autumn the farmers select the larger birds, place them in individual boxes and feed them on paste of corn, cooked and salted. They are given no exercise unless a case of overfeeding is noted, then they are released and allowed to run about for a day or two.

When the geese are fat enough and their livers are estimated to have reached their maximum size they are killed. An ordinary liver weighs about 1½ pounds and the farmer receives approximately \$1.25 per pound.

The nerves and veins are extracted from the liver and it is spiced, placed in cans or jars with truffles, a form of mushrooms, and baked. The can is then sealed and sterilized.

The United States is one of the important foreign purchasers of the pate de foie gras but is surpassed by Holland and Switzerland. By far the greatest market is found within France itself. Germany in normal times was the best foreign market but with the fall of the mark the market there disappeared and has only recently revived through the partial use of the new "rentenmark" for local buying. During 1923 the United States took 91,269 pounds of pate de foie gras, valued at \$189,815.

Success isn't accomplishing the thing you wish to accomplish, but the thing you ought to accomplish.

Look Ahead From the Mid-Year Point

Retail trade has failed to expand as expected, industry has shown further recessions, and crops—retarded by low temperatures and extremes of excessive moisture or a lack of same—are behind normal. The weather has seemed to come in for most blame, but the widening circle of unemployment in factories and mines has involved increased tension.

Political maneuvers, the failure of some expected legislation and the passage of other measures, has had credit for some of the indisposition to buy freely. Finally, hand-to-mouth buying, which has been complained of for nine months in some lines such as cotton goods but for less than that number of weeks in others such as steel, lumber and other heavy staples, has tended to transfer the burden of carrying goods from the wide circle of the country's secondary markets and retail dealers to the comparatively small body of manufacturers and wholesalers.

May and early June trade shows a reduction from close to peak points of a year ago, retail trade probably showing little or no decrease as a whole, whereas, wholesale trade and manufacture have dropped sharply, but as earlier months were better than recent ones, the year's measures of movement to date in numerous cases show that 1924 so far has set up new high records exceeding the concededly excellent first few months of 1923.

Demonstration of the mobility of American industry under pressure of circumstances is seen in some of the sharpest readjustments of production to the approximate demand that the country has ever witnessed.

About the most drastic cuts in output have occurred in the soft coal and in the iron and steel industries, which went from approximately full capacity to half time between March and May.

The automobile industry has also seen a very sharp reduction and even building, which apparently still has a record year's program before it, has slowed down as regards new business, with resulting reductions of lumber buying and prices.

Weather conditions have been partially operative in the building trades. Even in agricultural affairs there is a sharp contrast visible between the good condition of the fall-sown crops such as winter wheat as compared with the spring-planted grains, corn and oats and the South's great staple cotton.

It is perhaps well to note that while the month of May showed most lines receding, automobiles, iron and steel, coal, lumber, cotton, woolen, silk and shoe manufacturing and car loading especially registering reductions, retail trade expanded in some lines while declining in others and New York clearings also gained while the rest of the country outside of the South showed losses from a year ago.

For five months the list of reductions is smaller, iron and steel, coal and cotton goods showing the sharpest declines while retail trade, clearings and automobile output and lumber cuts show increases over last year. In retail trade, chain stores led in proportion of gain, department stores came next and mail-order lines brought up

the rear with a small gain almost a direct reverse of conditions a year ago by the way. It is doubtful if small retailers, incapable of advertising heavily as well as of making such readjustments, did as well as did the department stores, the chains or the mail order concerns.

With the above conditions ruling and with the crop outlook not very clearly defined the trend has been toward an even more drab trade map than was presented last month. The area in white has tended to decrease, that in black has gained and although there are reports of improvement over a year ago in some Rocky Mountain states the general trend has been toward a condition which is somewhat between fair and slow.

In summarizing the causes assigned for the slowing down visible in many lines and sections of the country, the weather, the approach of the political campaign, the failure of some, not all the expected tax legislation and last but not least, hand-to-mouth buying have all been pilloried.

The weather, of course, has been hurtful but this was beyond help anyway. The failure of some legislation and the imposition of other measures have really not bulked so large in business perhaps, as that they have exasperated many people. Presidential years usually do not see much new legislation enacted.

Caution in buying has perhaps been the greatest bar to active trade and the well known tendency of Americans to move in a mass toward or away from any particular thing has received new illustration this year. Mob psychology is one term that might be used to describe it although our able Secretary of Commerce probably does just as well when he intimates that we move by fits and starts and are now having a "fit."

All of this hand-to-mouth buying talk and practice is after all more of an effect than a cause. Back of the general disinclination to buy heavily is the thrifty idea that no one wishes to be landed with the goods, when, if or as, costs of everything are high as they admittedly are in almost every line at present.

The history of the years after great wars is construed to show that high prices tend to recede slowly, this despite artificial measures, such for instance as legislation or union wage scales, to keep them up. Much was heard last year of the stabilization of commodity prices when the fact is that there never is actual stabilization except possibly in war time, prices responding like the tides to ebb and flow movements, the gradual seepage of strength in many lines in the past six months being a case in point.

Over the year the farmer's position has, generally speaking, been slightly improved, other producers having felt the strain more, and where artificial restraints have been interposed to check the downward movement the result has been, as in coal mining for instance, that the wage scale stood but the work ceased. High wages are one element in cost which will have to be examined when inevitable revisions are being made, taxes are another, extravagance in public expenditure is

another element—as is, of course, corresponding extravagance in private life.

As far as the outlook for the nearer future is concerned there do not seem many evidences of a marked change. The American is going to have his usual political sail this year and there are enough uncertainties even in this direction, and aside from possible resulting excitement, to cause people at least, to slow down a little.

The crops are late and the prospects for the corn and cotton crops are too indefinite for measurement yet. The decline of employment is a cause for caution among consumers and that a dull summer impends seems to be the thought of a great many.

On the other side of the case, if the stock market—which moves in a listless fashion, like a boat at the end of an anchor chain, now up, now downstream—is a reliable guide for the near future, there does not seem to be any remarkable change portending. Railroad stocks are strong while some, not all, industrials are easy. Foreign trade channels have changed, less food but more manufactured goods going abroad while imports have fallen off.

There is almost unparalleled ease of money which helps bonds but has failed to stimulate stocks which represent partnership rather than creditor interests. After a long spell of unfavorable weather, there are signs of a favorable change as the spring wanes. This can help retail and jobbing trade and crops although some spring business is probably lost. Stocks of goods are claimed to be not excessive.

There are apparently no great events to be expected for a few weeks or months to come, a sort of inertia as it were, impending in trade. This may be hard for business men to bear but the political "blasts and counter blasts" will afford some mental exercise and meanwhile the needs of 112,000,000 people will have to continue to be met through the service rendered by business, as in the past.

Frank Greene.

No More Formidable Than a Ragged Red Scarecrow.

The recent socialistic convention at St. Paul demonstrated very clearly that there are not enough communists in the country to trouble any good two-fisted ward boss.

All of them who could get to St. Paul are there. Yet the total delegates including those accredited by the Galesburg Musical Club, the Tenants' League, the People's Voice Culture Club, the Housewives' Protective League, the Women's Shelley Club of North Dakota and the Gomperites from several sections total less than 400. Of these, 142 are from Minnesota and 90 from the two Dakotas. One of James Eads How's hobo parliaments would make a better showing.

The communists seized control of the sessions. When they got it they got nothing worth having. The political machinery they hold has no connection with any group of voters and does not hook up with any organization anywhere. The delegates present are little-known labor agitators and farmers unknown outside their home townships. Voters are needed

to make any kind of a showing in a campaign, and the delegates at St. Paul just about control their own personal ballots.

The first communist-run "national convention" of the United States is a political joke. Like a Central American army, it is all generals and no privates. There are plenty of leaders, with nobody to lead. Its "farmers" are pulling one way and its "laborers" are going another.

Its sessions are doing more to lay the red specter in America than all the A. Mitchell Palmer raids and all the round-ups among the Michigan sand unes could ever do. This little handful of blatherskites, huddled in the front of a convention hall, surrounded by empty seats and flanked by empty galleries, are proving there is not enough communism in the United States to form a red guard of honor.

We do have an over-production of demagogues and we may be overrun by the political cretin, moron and mat-toid but the red plague has not infected us. There are not enough communists in the United States to stand alone and hold a convention. However, they are doing one real service to the country that shelters them, which they are pledged to overthrow. They are proving that their kind of a revolution is far, far away and that American communism is no more than a ragged red scarecrow flapping in the windy breath of the soap-boxers.

Converted to Gold Standard.

Professor Gustav Cassel, the Swedish economist who has served as financial adviser to several European Governments, and who attracted some attention in Great Britain and the United States in 1921 by his criticisms of the Federal Reserve Board's hard money policy and his advocacy of the revaluation of the pound sterling at about \$3.65, has now become convinced that the most practicable solution of the currency problem in Europe is a return to the gold standard. He thinks that Great Britain should take the lead by bringing the pound to its gold parity and that this will pave the way for other countries to follow. His own country, by the way, has already returned to a gold basis. According to cable dispatches from Europe, Professor Cassel has not become a great enthusiast for the standard, but he thinks that its restoration is more practicable at present than any of the substitutes that have been offered. He has become convinced that the world wants its money to be based on gold, and that the time is not ripe for anything else. So the sooner gold payments are resumed the better. Meanwhile, Messrs. Edison and Ford are still to be heard from on this subject.

Internal Financing.

A dollar saved is a dollar earned, says an old adage. And if one dollar is made to do the work of two, a dollar has been saved—for other purposes. It is particularly profitable for the merchant whose business must often be carried along on a small working capital to see that every dollar of that capital works all the time.

Fill your job or your boss may fill it.



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.

American Owned Household Linens Below Belfast Market.

American importers recently returned from linen production centers abroad, declare that values in household linens offered on this side of the water, are better than can be obtained at the source of supply. They consider that present conditions offer the retail and jobbing buyer an opportunity that cannot improve as the normal period for fall commitments approaches. "While we are in a receptive mood and prices are so exceptional it seems a sensible time for buying," one importer is quoted as saying. When orders begin to arrive through the sheer necessity of retailers to own stocks for fall housefurnishing purposes the wholesale markets are likely to avail themselves of the opportunity to obtain a more equitable price for their damask, towels, etc.

A factor stated that in some instances lines are priced up to 25 per cent. below the Belfast level. Only the absence of a sufficient demand to eliminate local stocks curtails the incentive to boost values, but the likelihood of a change is expected to come, possibly in July, and some think surely in August, when new goods are bought or sweetening of retail stocks begins on an extensive scale.

Garments For August Sales.

Some retailers have been recently seeking for coats, suits and stout-wear garments for August sales. It appears that, despite the unsatisfactory results that were had last year in the staging sales of such merchandise as fur-trimmed cloth coats in August, quite a few stores will try it again. Leading wholesalers, however, view the sales with no great favor, and some here yesterday were outspoken in their condemnation of this feature of retail activity. They say the holding of the coats sales during the month takes the edge off consumer buying at the wrong time, and also creates a false impression in their minds by starting the season off at sales prices. The same reasoning applies to the featuring of fur coats in August, which the association of garment retailers tried to eliminate this year, but could not, because plans for carrying on the sales had advanced too far.

Flat Bags Again For Fall.

Between-season dullness is rather marked in the handbag trade. Some

merchandise is in demand at a price for sales, but general buying conditions are such as to prompt wholesalers to defer showings of Fall merchandise until later. The opinion was expressed yesterday that tailored and flat bags of the under-arm type would lead in the Fall, following their recent popularity. Market comment indicates that there are sizeable quantities of cheap beaded bags available, although the better qualities are seemingly still retaining favor. There is some division of opinion about vanities, but these are being called for from some sections. Hand-painted bags as accessories for sports costumes are in demand. Recently there has been some call for white bags in keeping with the trend to a white season.

Position of Retail Jewelers.

Although there is no denying that there is little snap to the jewelry business at the moment, the opinion was expressed here yesterday that too much stress is being laid on unemployment and other factors unfavorable to the sale of this merchandise. Attention was called to the fact that things are usually dull in the trade around this time of the year, and that the special order and memorandum business which is being done from day to day shows that the consumer demand is not so dead as some members of the industry seem to fear it is. After the ending of the present uncertainty over the Democratic Presidential candidate, business is expected to start picking up, and the depleted condition of retailers' stocks, due to their recent buying inactivity, presages a good Fall season.

White Hose Top the List.

The hot weather has brought with it an unprecedented demand for white hose from consumers, with the result that this shade is topping the sales list at retail as well as wholesale. Manufacturers, both those selling to jobbers and those of the direct-to-retailer group, are reported to be hard put to meet the demands made on them for rush shipments. This was predicted some time ago, when, in spite of the indications that this would be one of the best white seasons in many years, retailers continued to hold aloof. Now that they are actually forced to buy, many of them are not finding things to their liking. The general price tone of the market is firmer, although this is evident more from the recent lack of declines in first hands than from making advances.

English Styles in Boys' Clothing.

Manufacturers of boys' clothing have not overlooked the marked swing toward English styles in men's and

youths' garments, and are featuring a considerable percentage of their merchandise in the wide and loose-fitting cut. Retailers are said to be taking these mannish garments well, something like 30 to 35 per cent. of their orders calling for wide-cut suits, with the vogue growing stronger. Suits with two pairs of trousers are almost entirely demanded by retailers, an order reading otherwise being regarded as a curiosity. Some houses have met with some success in four-piece sport suits, the extra pair of trousers being of fancy plaid fabric.

Scarfs Still Lead in Neckwear.

Scarfs continue to be the outstanding item in women's neckwear. Sellers here say the warmer weather will see further expansion of the demand and that this merchandise will meet with favor through a good portion of the Summer. Wider scarfs in pastel shades for evening wear are receiving greater attention at the moment. Panel collars are in demand from certain sections of the country. Vestees of the V-neck pattern are said to be moving. Considerable business is reported in yard lace rufflings. Apart from the demand for scarfs, however, the general trading is of the mid-season variety.

A Turn For the Better.

Opinion in the knitted outerwear trade is that the market has at last taken a turn for the better. One well-known manufacturer reports his sales as much better than a month ago, with a special demand for men's golf coats. Another, according to the National

Knitted Outerwear Bulletin, says his sales are slightly better, the call for sleeveless garments being particularly notable. The demand for bathing suits has also picked up in the local market and the prospects indicate rush orders over the next few weeks. Retail stocks of practically all classes of knitted outerwear are said to be getting low.

Are Featuring Woolen Linings.

Woolen linings are coming in for a greater degree of attention in the Fall coat and suit lines of the leading style houses, according to a fashion bulletin issued by the Botany Worsted Mills. Among the plain cloths, kasha, napped weaves and broadcloths are the ones favored for the linings. Serge and kasha in plaid novelty effects are also being used and are said to have received a good response. One result of this trend, it is said, is the adoption by silk manufacturers of plaid patterns which cannot be distinguished from woollens save by the touch.

Practical Skirts in Request.

Reorders now coming in for separate skirts indicate a demand for practical garments, according to the United Skirt League of America. The earlier demand showed an interest in skirts as style garments, it is pointed out, whereas the warmer weather has stimulated an interest in skirts for actual wear on the golf course and tennis court. In flannel skirts the call is for those of at least a yard and a half in width at the bottom. In silk garments the pleated models retain their popularity.

As a Special Clearance, we offer these values in Tissue Gingham and other Wash Goods. All popular styles, and latest patterns—

32 in. Verlan Tissue Gingham	@31½c
32 in. Gaze Marvel Tissue Gingham	@37½c
32 in. Silver Spray Tissue Gingham	@37½c
32 in. Junior Tissue Gingham	@29c
36 in. Princess Tissue Gingham	@27½c
36 in. Flake Dot Voiles	@37½c
36 in. No. 1203 Fine Dress Crepe (all colors)	@35c
40 in. Printswiss—Fast Colors	@30c
40 in. Plain Voiles—Fast Colors	@30c

This Store will be closed both days—July 4th and 5th.

PAUL STEKETEE & SONS
 Wholesale Dry Goods Grand Rapids, Michigan

Seasonable Clean-Ups and Job Lots

During the month of July we must sell the balance of our **Spring Merchandise**, which represents the largest and most complete line that we have ever carried.

All small lots of odds and ends must be sold to make room for the Fall goods which are now coming in.

If you are looking for material for a **Sale** we invite you to visit our house or get in touch with our salesman.

Every seasonable item in our large stock has been marked to cost or less to assure a quick sale.

ACT WHILE OUR ASSORTMENT IS COMPLETE.

GRAND RAPIDS DRY GOODS CO.
 EXCLUSIVELY WHOLESALE

Marvel That Is the Eye of Man.

The origin of the faculty of vision is hidden in the depths of geological antiquity. The creature which first developed a sense organ for receiving the rapid ether-waves of light cannot now be traced. Its last remains have been destroyed in the vast churning and boiling of the earth's crust which preceded the Cambrian epoch. The Cambrian rocks themselves are full of fossils, mostly of that cross between a king crab and a wood louse which we call a trilobite. And the trilobites were endowed with eyes of great complexity consisting of thousands of lenses, which must have taken millions of years to develop from more rudimentary organs.

We know that green plants are sensitive to light, but their "vision" cannot in any case exceed the general impression of luminosity which we have in a thick fog.

The animal world acquired vision in order the better to seek its prey or to escape from its enemies. It was no doubt the latter purpose which was served by that lost "third eye," the pineal eye in the top of the head, the remains of which are conspicuous in the chameleon and are faintly discernible even in man.

The eye of man is a composite organ of a fourfold complexity. It has some 1000,000,000 separate receivers, some of which are adapted to vision in semi-darkness, while the rest are specialized to perceive the three primary colors in a good light. The former are the "rods" of the retina, minute cylinders of piles of discs clothed in a purple pigment which becomes yellow and finally white under the action of light and has to be renewed before vision can continue. The color-sensitive elements or "cones" are chiefly concentrated in the "yellow spot" of the retina, which we instinctively use for clearest vision.

It is only recently that the peculiarities of "rod-vision" have been fully elucidated. Astronomers have been practicing "averted vision" for some time and have found that a faint star is more clearly discerned when it is not gazed at directly, for in the later case its image is received on the cones covering the yellow spot, and these are often insufficiently sensitive. Ghosts, will-o'-the-wisps, fleeting visions in darkened rooms and the so-called "N-rays" are now all classed as phenomena of rod-vision. Had the sun lost most of its light, or had man become an exclusively night-hunting animal since his appearance on earth, his optical equipment would no doubt by this time show nothing but rods on his retina.

Instead, man has evolved into a being with a quick and keen perception of color and a fine distinction of detail at a comparatively short range. His constant occupation with close-range work tends to make him near-sighted, a modification which is an adaptation rather than a defect.

The human eye is not a perfect instrument. As a telescope, a microscope or a camera obscura, it has defects such as a good instrument-maker would not tolerate, but as a combination of all three it is unsurpassed. In

the course of its age-long evolution it has adapted itself to sunlight to an extent which we have only in recent years been able to appreciate. It is most sensitive to the greenish-yellow rays of sunlight—which, qualitatively, is the same as daylight—and its rod-vision is well adapted to starlight and moonlight, though the latter is equivalent to the light of only a single candle ten feet away.

Yet this wonderful human sense-organ is in many respects inferior to similar organs possessed by animals. We acknowledge this every time we talk of a man possessing the "vision of a hawk." It is the brain behind the eye, and more particularly the visual area of the cerebral cortex at the back of the head, which confers upon man his superiority. It is when visions

Flash upon that inward eye
Which is the bliss of solitude
that the sense of sight becomes of paramount importance. The human eye, aided by the human brain, sees countless details of beauty and utility where a less endowed organ perceives only a barren waste of meaningless light and shade. It has been said with some truth that "the human brain is the work of the human hand" in the sense that man's freely moving hand maps out space-relations and brings about the co-ordination between sight and touch which builds up a microcosmic replica of the external world in which the brain may exercise its functions.

The brain, thus educated, is enabled to widen the scope and range of its faithful organs of sense. From paleolithic times onward pictorial art has created symbolic representations of fleeting events destined to render the sight of them permanent and unforgettable. The microscope has enabled the observer to convert himself, whenever he chooses, into a homunculus several thousand times smaller than

himself and to live for a time in an appalling world of strange and swarming life. The telescope in its most advanced form collects as much of the light of a star into a single eye as falls upon the pupils of the whole population of Manchester. It brings the moon within the distance which separates Ireland from Wales, and enlarges it to an extent more than sufficient to make it fill the whole sky.

These are the commonplaces of human achievement. More recent days have added greater and more wonderful resources. The cinematograph has done for time what the telescope did for space. Its latest development acts, indeed, like a time-microscope, which enables us to draw out rapid movements so as to examine them at leisure. And, quite apart from these visible things, we have begun to attack things invisible and bring them within our range of vision. Roentgen rays, aided by fluorescent screens, reveal the secrets normally hidden behind human flesh and skin. The selenium cell and the optophone render visual effects accessible even to those who are deprived of the sense of sight. The bolometer, the thermopile and the photographic plate open up entire realms of radiation whose very existence was unsuspected a couple of generations ago.

Where will it all end? Whither are we tending? Are there any worlds left to conquer? The last question will probably raise a smile on the faces of the next generation.

Nature is wise. In arranging mortal's hinges she knew he would have little occasion to pat himself on the back.

The old-time painter, wiping his hands on his blouse, little knew that he was creating a futurist masterpiece.

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on funds left three months or longer. Your money available at a moment's notice. It will be **EXTRA SAFE** because we make no unsecured loans.

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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.

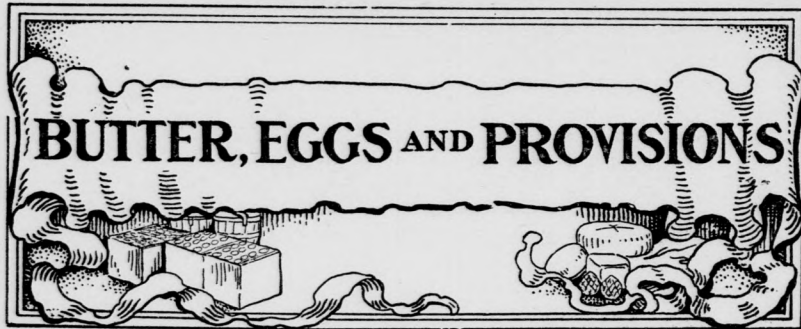
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HOUSEHOLD INSECTICIDES

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



Salt Fish Are Disappearing From the American Market.

"It seems that so far as the domestic requirements of salt are concerned, to a great extent the experience in New York is the history of the industry throughout this country," says E. B. Born, president of the Seaboard Trading Co. "The day of the dried codfish hanging in every corner grocery or crossroads store and the salt mackerel feast of the week-end are a thing of the past. This normal and regular item on the dietary of not alone every Yankee but every American household in that sense has disappeared.

"The home to-day is more a compartment. A kitchenette will permit a reasonable change in the temperature of easily and quickly cooked eggs, chops and steaks or the warming of a can of Government guaranteed and pure processed foods, but the soaking out and careful picking of a salt codfish or the changing of the waters of a hard salted mackerel does not appeal to the present day queen of the home.

"The salt fish consumption in the average American home has been steadily declining for the last forty years.

"One may say that it is a wonder that there is anything remaining of the industry at all, but the population of the country has almost doubled in that time and a very substantial percentage of the newcomers from Europe, like the two or three million Jews from Poland and Russia, as well as the Finns and Scandinavians are great herring eaters, while naturally the Italians, Greeks and other Catholics, in the main from Southeastern Europe, adhere to the accustomed diet of codfish, but the preparation has changed largely from the whole dry fish to the pickled boneless and now the finned ready-to-fry product.

"The situation to-day therefore is that the herring business, especially for the finest grades, has greatly increased, the ground fish business covering not only codfish, but its cousins and substitutes. The haddock, pollock and hake have more or less held their own, but the salt mackerel which was used typically by native Americans and the Irish has gone back in production as well as consumption.

"Due to the practically complete shut-down of immigration and continued emigration of our best dry fish eaters, the Italians and Greeks, if nothing is done, the demand for that article as well as herring for the Jews will decrease faster as these nationalities assimilate and restrict their favorite old country style of living, which

is particularly noticeable in the second generation.

"There has been a tremendous increase, growth and development in the use of canned salmon, smoked salmon and sardines and the once despised albacore or horse mackerel has become the highly prized and eagerly sought tuna fish. At any rate, this commodity and practically every other that comes on the market in a finished and prepared state ready for use goes into consumption readily and the demand keeps growing for those articles, and more so now with the conquest of the grocery business by the chain store and its methods and their decision to handle nothing except food that can easily be kept on the shelves and is for all practical purposes imperishable.

"You therefore have practically a new and powerful agitator and propagandist against salt mackerel in tubs or pails and codfish that is not in a tin in every chain and other grocery that refuses to handle so-called bulk as against package or tinned goods.

"The moving picture, the auto and the radio that are bringing the American people so close together upon the American continent, surely our United States part of it, with exceptions for a few waste and thinly populated spaces, make our country virtually one single large and stereotyped city. The man in Portland, Me., or Portland, Ore., reads the same news, wears the same clothes and eats the same food, prepared in the same way.

"The mistake of your shellback is that he wants to make people do things and you cannot do it. If this silly, spoiled Nell Brinkley girl-wife wants to cook with a can opener let us find a way to give her some more cans of fish to open; and don't tell her that she is no good and that she is lazy and wasteful because she is probably better posted than Mr. Hardshell imagines.

"Give the people what they want and do it now, and we shall have meetings of rejoicing and celebration instead of this endless crepe-hanging. Let us not only look the situation in the fact, but look ahead instead of looking back into the graveyard and antique shop to restore the spinning-wheel and the horse and buggy."

One of Most Valuable Foods

Boston, June 23—The lowly spinach, served as a side dish and scorned by many as "grass," is now found to be one of the most valuable foods known to science. Prof. W.M. Bunker, of Massachusetts Institute of Technology, has proven its value. Fed to white rats, its effect was conclusive. One rat made a startling growth immediately after being put on a spinach diet, while another, denied it, was stunted.

Old Monk Olive Oil

VIRGIN PURE EXTRA SUPERFINE

OLD MONK is the highest type of VIRGIN OLIVE OIL. It is the first pressing of selected olives of the choicest variety grown in the famous olive groves in the district of Nice, France. The fruit is allowed to ripen on the trees, and is carefully hand picked, one olive at a time, and placed in baskets in order to prevent bruising, then sorted to eliminate over-ripe, green, and defective fruit, so that only perfect olives are sent to the mill. Here they are washed and carried by conveyors to the crushing vats. From the crushers the pulp falls into tile tanks, in which it is carried to the hydraulic press. A light pressure is given the pulp mass, and the oil resulting contains the highest nutritive and tonic elements of the olive. OLD MONK OLIVE OIL is at once delicious and nutritious. It is a decided improvement over any and all other brands. ITS PURITY IS ABSOLUTE, ITS FLAVOR IS DELIGHTFUL, AND ITS BRILLIANCY IS UN-APPROACHABLE.

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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

KENT STORAGE COMPANY
GRAND RAPIDS ~ LANSING ~ BATTLE CREEK
Wholesale Grocers
General Warehousing and Distributing

Iowa Egg Drive.

The Iowa State Department of Agriculture people are ready for their so-called "Egg Drive." That is to say, for their drive for the discovery and prosecution of egg law violators. It is planned to take about ten days for this, finishing up the work on Saturday, June 28. Instructions from the department to the instructors read, in part: "Don't forget that you are to spend most of your time in produce plants, where we believe you can get a larger number of eggs and where you will be brought in contact with more dealers than you can reach in any other way. We hope that you can arrange to spend practically all of your time during this drive on eggs."

Reports from the department's office are to the effect that of late their inspectors have been finding considerable quantities of eggs coming into the concentrated points from country merchants and not bearing certificates in the cases. The idea, we believe, is to prosecute people who are shipping eggs without candling certificates, provided they have been previously warned.

The inspectors for the Iowa Department of Agriculture are making a careful check of eggs in their territories. Some inspectors are watching for shipments coming into their territory from other Iowa points, particularly to see whether they contain candling certificates. They find that they do not always contain them and in some cases have assessed fines. It is said that the Iowa law provides that egg candling licenses cannot be revoked until after a successful prosecution has been had against a merchant and he has been found guilty of violating the law. A number of \$10 fines have been assessed, and it is the plan of the department, as soon as the weather gets warm enough, to put on an intensive campaign with respect to the candling of eggs, we are told.

Man Wants But Little?

You probably have heard this story: A man was ship-wrecked in mid-ocean. As he struggled to keep afloat he vowed that he would be content if only he could find a piece of wood to keep him afloat. He found a piece of wood, but still had to exert himself to some extent to keep from sinking. If he could only find a life belt he would be supremely happy. He found the life belt. But then he wanted to get his body out of the water; that would be heaven. He found a raft. It kept him out of the water; but he wanted so much to lie down, and if he could only find a boat, there was nothing else in the world he would ask for. He found the boat. But then he wanted dry clothing; then he wanted food; then he wanted warmth; then he wanted a comfortable bed. A steamer came along and he got all these; but he had had so much of the sea that he could not think of being happy until he reached land. Even then he wasn't content.

A good many of us are like that, aren't we? Perhaps, however, it is well that this is so. There are two brands of discontent; the brand that merely fosters greed and snarling and back-biting, and the brand that inspires

greater and greater effort to reach the desired goal.

Which is your brand?

May Have Contest.

With a view to stimulating a higher egg production, which at present is quite low in South Dakota, an egg-laying contest may be conducted next winter by the state college poultry husbandry department, provided sufficient interest is displayed by owners of South Dakota flocks. A five-months' record of egg production would be kept of the birds in the laying pens entered in the contest, the pens to be sent to the college for the duration of the contest. A very nominal entry fee would be charged. The winning pens would be given suitable recognition. Until the present time, the college poultry department has not had facilities for conducting a contest of this sort, despite the occasional demands for a contest.

Proposed Raise Cancelled.

A bulletin from the traffic department of the National Poultry, Butter and Egg Association, Chicago, reads: "In our circular of May 27th we advised you that the Western Trunk Line Committee had docketed, under its Subject 3901, a proposal to increase the second, third and fourth-class rates from all points in Iowa, and from Missouri river cities to Mississippi river crossings and Chicago. You were further advised that, if the class rates were increased, it would result in higher transportation charges on carlot and less-than-carlot shipments of butter, eggs and poultry. You are now advised that this docket has been withdrawn, and for the present the proposed increase in rates will not be made effective."

The world owes you a living—only, most of us have to hustle to collect.

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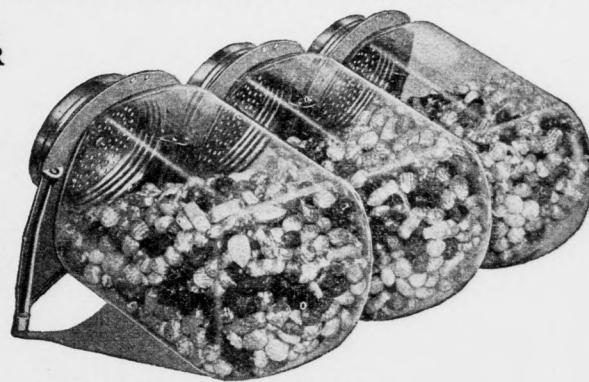
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Jobbers of Farm Produce



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

Getting After the Trade in Leather Belting.

Written for the Tradesman.

The fact that many hardware dealers slacken their efforts during July and August gives all the more opportunity to the energetic dealers who during the hot weather put on extra steam in the effort to secure more business.

This is the time of the proverbial midsummer dullness, when the business which has been literally swooping down upon the hardware store since spring began drops off quite noticeably, and gives the hardware dealer an opportunity for outside work which he has not experienced during the heavy weeks in which the business of the rush season has kept him pretty well tied down to the store.

What the energetic dealer wants is primarily some definite idea to work upon; for, of course, good as is the determination to "go out and hustle for business," it will help a great deal to have some particular objective in view when carrying on a personal canvass.

For a large and very important constituency, leather belting offers an excellent opportunity for the dealer to secure immediate orders and introduce himself to a nice, prospective trade.

The most obvious prospects for this class of business are the manufacturers and there is scarcely a town or village of any size which does not boast of some fairly substantial industries. The machinery in such plants would be valueless were it not for the leather belting which transfers to it the motion of the pulleys and shafting. Belting is an absolute essential in the factory.

Where do these local manufacturers now purchase their belting? Hardware dealers who have paid no attention to this line of business will probably ask that question at the very outset. Enquiry will in most instances show that the manufacturers are accustomed to being canvassed for this business. The manufacturer is as a rule a busy man, averse to expending much effort in seeking out sources of supply. Nor does he have to do so; for the sources of supply are in the habit of going out after the manufacturer.

Thus it happens that, in towns where the hardware dealers have not got after this class of business, the manufacturer simply places his order with the traveler for some mill supply house who calls on him regularly; or

in case of emergency, he mails his order to the house with which he is accustomed to deal. He does not think of the possibility of getting the same goods at the same price from the local hardware dealer who is on the ground; for the simple reason that as a rule the hardware dealer has made no effort to cater to his trade.

While the business is in some respects peculiar, and different from the ordinary run of hardware trade, there is in every factory town an undoubted field for the sale of leather belting. If mill supply houses in large cities find it profitable to send out high-salaried traveling salesmen to get this trade, why should not the local hardware dealer find it doubly to his advantage to make regular calls upon the local manufacturers in the effort to secure a share of this business?

In order to embark in the leather belting business, it is not necessary to put in a large or extensive stock. The first great essential is to get acquainted with the needs of industries in your locality. Find out in advance what sizes of belting are chiefly used in the factories of your town or district; and then lay in a small stock of each of these sizes.

As a matter of fact, a good deal of business can be done without carrying any stock at all. But the dealer who carries a modest stock but one sufficient to enable him to meet practically every emergency call that will arise, ought to be able in time to corner all the leather belting trade of his community. For it is worth a good deal to the manufacturer when a belt goes out of commission to be able to replace it at once by telephoning the local hardware dealer; instead of having to wait until it is shipped from some more or less distant city.

So that some stock, intelligently selected with a view to the prospective demand, is desirable. The hardware dealer's success in this line of trade will depend very largely on his ability to give his manufacturing clientele prompt, efficient and intelligent service. To lose the services of an expensive machine and its operators for two or three days is sometimes a costly proposition for the manufacturer. It is worth something to him to be able to secure the required belting without losing any time. So from his angle it is or ought to be desirable to have a dealer on the ground prepared and equipped to supply his needs at any moment.

Aside from a small stock of standard sizes, the most essential thing in going after belting trade is the energy which will ensure a regular canvass of



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the factories in the effort to secure orders. Everything being equal, the manufacturer is as a rule pretty sure to give his preference to the local firm; for apart from selfish considerations, he is just as anxious as the hardware dealer to build up the community. In most cases, he is a fellow member of the local board of trade, and it is much easier for the hardware dealer to approach him than for the traveling salesman to get an audience.

Most manufacturers keep a certain amount of belting on hand at all times; so that, with the exception of emergency orders, they do not require immediate delivery of their specifications. This is the reason that the hardware dealer who aims to supply their belting requirements will not need to keep a large stock. It will be his business to see that the manufacturer does not run short; and most of the orders he receives may be simply passed on to the manufacturer, and, quite often shipped by the latter direct to the local customer. Thus, it will cost the hardware dealer very little to carry the requisite stock.

ware dealer's canvass for leather belting will be the possibility of developing a good deal of business in sundry supplies. Factories consume large quantities of hardware in making the repairs and expansions which are characteristic of every well-regulated plant. These orders will follow the line of least resistance. The hardware dealer who keeps in touch with the manufacturer in going after belting orders will get these orders for incidental supplies, and they will contribute materially to his annual turnover.

The local factory, however, is not the sole market for leather belting. Even in the modern farming community there is a large and increasing demand for this line.

Farmers now use gasoline engines to a surprising extent. They use these engines for pumping water, sawing wood, operating fanning mills, and for dozens of other purposes around the farm.

All these purposes involve the purchase of leather belting. The near approach of the threshing season should, furthermore, give a decided impetus to the belting trade. Threshers commence looking over their outfits and getting them in shape for the season's campaign. In many cases, now belts must be ordered; as well as numerous other supplies. These might just as well be furnished by the hardware store.

The belting trade is, of course, not restricted to any particular season. Just now, however, when the regular store trade usually slackens, is an excellent time to go after the business and to study its possibilities for development.

Like any other special line where the dealer goes out after the business, the development of the leather belting trade will help the other departments of the store. The dealer in his canvass should be alert for opportunities to pick up business. Thus, a factory may need a lot of glass. The hardware store might just as well sell this glass, and even put it in. There should be openings for the sale of a

lot of paint, of various kinds. Then, too, many factories represent good prospects for the tinsmithing department to develop business.

The great thing is for the dealer, or the salesmen who represent him, to be wideawake and alert to detect and take advantage of these added business opportunities.

Victor Lauriston.

Odd and Intimate Comment on Leaders in Industry.

Ancestors of the Studebaker family first arrived in America at the Port of Philadelphia in September, 1736. They came on the ship Harle from Rotterdam, Holland. This fact is revealed in a history of the Studebaker Corporation, just published by Albert Russel Erskine, president. The father of the Studebaker brothers, Henry and Clem, was John Studebaker, who for a time lived in Adams county, near Gettysburg, Pa. John, who was a blacksmith and wagon builder, emigrated to Ashland, Ohio.

In 1852, with a capital of \$68 and two forges, Henry and Clem established the firm of H. and C. Studebaker, blacksmiths and wagon builders, at South Bend, Ind. There was another brother, J. M., who was possessed of the venturesome spirit of the pioneer and who determined to seek his fortune in the gold fields of California. At the end of five years the blacksmithing and wagon building brothers were in need of capital to finance their business. They appealed to the venturesome brother, who came back from California with \$8,000 in gold nuggets, invested his money in the business and took an active part in the manufacturing end. His money rehabilitated the firm and for forty-five years J. M. Studebaker personally supervised the building of nearly all vehicles that left the factory.

At the close of 1923 the company, now building automobiles, that was started by the sons of immigrants seventy-one years ago, aided by the gold taken from the California lands, after bitter struggles and hardships, reported sales for the year of \$166,153,683 and had a surplus, after the distribution of liberal dividends to shareholders, of \$24,533,734. Its capital stock consists of \$75,000,000 common and \$8,600,000 preferred.

A town becomes a city when it establishes safety zones.



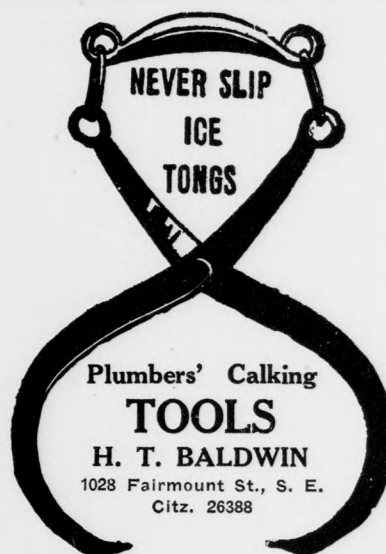
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Makes Structures Beautiful
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Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind of machine and size of platform wanted, as well as height. We will quote a money saving price.
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8TH ANNIVERSARY JULY 1ST

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The foundation of our business is a sterling integrity and an absolutely square deal.

A large stock of new and used store and office furniture always on hand.

Grand Rapids Store Fixture Co.

JOBBER FOR WESTERN MICHIGAN



How To Ensure Serving Good Coffee.

Glen Lake, July 1—Thursday of this week the officers and various committees of the Michigan State Hotel Association will meet here at the home of the writer, Cedar Springs Lodge, for an executive meeting and a return visit for the many which he has enjoyed during the past winter. Here is the program as arranged:

- 1 p. m. Luncheon.
- 2 p. m. Executive meeting.
- 3 p. m. Golf tournament and reception of hotel men at Glen Lake Country Club.
- 6 p. m. Launch ride around Glen Lake.
- 7 p. m. Dinner and dance.

About sixty have signified their intention of being present.

At 9 a. m. Friday the entire party will embark in motor cars for a trip to Petoskey, headed by W. L. McManus Jr., proprietor of Cushman House, at that place, where a special program has been arranged as follows:

- 12:30 p. m. Luncheon at Cushman House.
- 2 p. m. Business meeting.
- (Special entertainment for the ladies)
- 7 p. m. Dinner dance, Cushman House.

8 a. m. Saturday, business meeting.

10:30 a. m. Excursion on steamer America for Wequetonsing, where luncheon will be served at the hotel by that name, and as the guests of Manager L. G. Davis and Mrs. Davis.

2 p. m. Trip on steamer America to Harbor Springs.

2:30 p. m. Embark on steamer Manitou, of the Michigan Transit line, for Mackinac Island, where the entire party will be guests of Eugene La Chance, Manager of the Grand Hotel.

7 p. m. Dinner dance.

On Sunday at 8 a. m. party will return to Petoskey on steamer Manitou. All of this entertainment and the excursion on steamer Manitou will be complimentary to all hotel men and their families, whether members of the Michigan State Hotel Association or not.

This particular meeting is to be held for the purpose of interesting hotel people in this portion of the State and is one of a series formulated by President Klare for the purpose of bringing the meetings to the doors of the members so far as possible.

Many prominent hotel operators, however, from all portions of the State will be present.

Two weeks ago I offered a criticism on the species of coffee which is offered regularly at many of the smaller hotels in the State and especially in the small town restaurants. It seems to have hit the bull's eye for I have been deluged with correspondence on the subject from the very people I have been criticising.

One correspondent says: "I buy so-and-so's coffee, have an urn, and try to serve a good cup of coffee, but am free to confess I do not care for what we are serving, and my guests are much peeved over it. What shall I do?"

I think, almost without exception, that in every case I have investigated the blend of coffee purchased was excellent, hence the beverage was spoiled in the making.

In one case an antiquated tin coffee

pot, rusted on the inside was used. This in itself would be absolute assurance of a poor product.

In another the cook informed me that she warmed over any coffee left from the previous meal. A sufficient reason for execution at sunrise without the benefit of clergy.

But the coffee urn was responsible in many cases. A very good utensil in capable hands, but a nuisance unless handled by one who knows how to use it, and how to take care of it when not in use.

The very best equipment for the country hotel is a white enameled pot, or, better still, two of them.

The regulation formula for coffee of medium strength is one pound of ground coffee to make forty cups of the amber fluid. This will be amply strong for most users. In fact, strong enough to bear reduction by adding hot water.

Have several sacks made out of drilling—drilling is a firmly woven cotton cloth—and place in same enough coffee to make according to regulations a sufficient quantity of the brewed article to meet your requirements. One cup of ground coffee to ten cups of water is just about the right proportion.

It matters little whether you use hot or cold water. Hot water hastens the process, but many use cold and bring it to a boiling point slowly.

Before serving try it out yourself. If you cannot recognize coffee, try it on someone else—except the cook. When you test it, leave out the trimmings" so that your judgment will not be biased.

Watch your cook; watch your coffee pot, and be sure to have the sack removed from the latter just as soon as the coffee has arrived. You can then keep your product hot, without deterioration.

If you operate an urn, be sure that it is thoroughly cleansed after each meal is served—tubes, faucets, etc.

Rinse coffee sacks in cold water and be sure they are thoroughly dry before re-using.

Now that you have your cup of coffee, don't convert it into a soup by using evaporated milk.

Evaporated milk has its many uses, but if Robinson Crusoe was reduced to its use in completing a cup of coffee—he would take it straight black. If you cannot serve pure cream with your coffee, better not attempt to serve at all. Some cheap "fodder shops" resort to substitutes. That's the reason they are cheap and will also so remain.

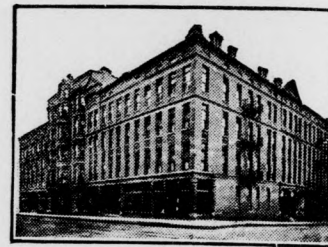
There you have it in a nutshell. A good article of ground coffee, a clean utensil to make it in—and cream. Then you have a satisfied customer who will get through the day without a grouch. But the other kind. Indescribably awful.

Now is the time to get right down to the simple meal in your hotel or resort.

Some of you won't be inclined to take much stock in this suggestion and probably will not give it a trial—or thought.

Will you keep on serving a great variety every day in the week and have your guests remark that they know just what is going to be served at the approaching meal or will you

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

RATES { \$1.50 up without bath
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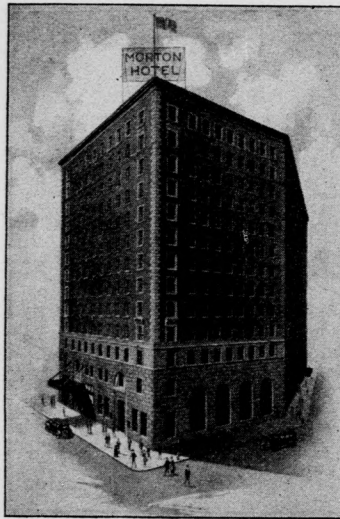
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550 rooms—Rates \$2.50 and up with bath.



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Bath, Tub or Shower
Club Breakfast 20c
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Luncheon 50c.
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Fire Proof

have a lesser variety and a change every day?

When you go to your friend's home to partake of a meal, you know you are going to relish it, and you are pretty sure you will have a simple one, centered around one meat or poultry. Make your own guests feel the same way about it.

One meat. If it is to be beef, procure a large roast of good tender quality, and see that it is prepared so that you can give your guests rare, medium or well done cuts. Much better to have one large roast of good quality than to essay a large variety of small roasts, which are too small to cook nicely.

Of course, you will come back and tell me that you must have a large variety to meet all tastes, but you only think so. Let the guest have something to say about it. If he happens not to relish beef—a remarkable situation—you have eggs, cold meat or something he will eat.

One of the largest feeding establishments in Chicago, for luncheon, serves not to exceed two meats, with daily changes. But they feed thousands daily and they are mostly repeaters.

But they certainly do give you excellent coffee—and real cream.

Frank S. Verbeck.

Summer Activities in Evidence at Onaway.

Onaway, July 1—The Perry Sales Co. opened its fine new service station at the corner of State and South Pine streets to-day. The motoring public of this community was cordially invited to visit and inspect the company's new quarters. A handsome souvenir boosting Onaway was presented to every visitor. The station gives the house a home it can take real pride in showing to the citizens of this community. It is a beautiful business structure. In design and arrangement it is calculated to provide the maximum of service to the motoring public in as speedy and complete a manner as efficient equipment and modern methods will permit.

Louis Harmon, a long time resident of Onaway, has resigned his position with the National Grocer Co. and leaves about July 15 to take a position as purchasing agent with the Manhattan Mercantile Corporation, of Everglade, Florida. Mr. Harmon's long experience in this capacity will enable him to produce the best of results for his employer. The family will remain here until later in the season and manage the resort property at Black Lake.

Four places of business were burglarized here last week. It is hard to believe that this is home talent work. Onaway has always been quite free from that element and it has never been necessary to keep absolutely everything under lock and key. Garages, warehouses and barns have not been disturbed. Cars have been parked on all streets without the contents being molested. Too bad that we have to lose confidence in people to the extent of being continually on our guard. Our tourists—and there are many of them here now—have never entered a complaint about being molested in any way and we strive to protect them and make it as pleasant as possible.

Good roads, good crops, fine weather, best of prospects for everything—such are the conditions in Northern Michigan, and Onaway is contributing her share. While the State park, at Black Lake, is the main attraction, it really pays to take in some of the surrounding territory and visit the places that are unusual or, rather, the places which are just a little harder to reach. Rivers with waterfalls, rock formations, sunken or underground streams, high hills where one may look for miles out over the lake and see the big lake steamers and the Shoepac lakes, where the big sink-holes astonish the visitors and make them wonder how it happened.

T. Gronseth, the druggist, is remodeling his store building and installing a soda fountain and an ice cream counter. His increasing business demands this. One would hardly recognize the place, it has been made so attractive.

C. R. Willings, the Millesburg banker, has a crew of men removing the logs which have been sunk in Ocqueoc river and lake for a good many years. He has erected a sawmill on the bank of Ocqueoc lake and has a supply of logs which will keep the mill running for the greater part of the summer. The lumber cut from these logs is of the best quality and is mostly white and Norway pine, with some hemlock and hardwood. Ocqueoc lake is not far distant from Onaway and is becoming quite popular as a resort. Recently the grounds were crowded with cars and the fishing is wonderful. Large pike, perch and bass are being taken.

Squire Signal.

Gabby Gleanings From Grand Rapids.

Grand Rapids, July 1—Brummels & Mouw have engaged in the hardware business at 1897 Grandville avenue. The Michigan Hardware Co. furnished the stock.

W. L. Keating, Michigan representative for the Hand Knit Hosiery Co., Sheboygan, Wis., was in the city Monday, accompanied by his daughter, Florence, enroute to Evanston, Ill. where Miss Keating teaches school.

J. Max Cook has engaged in the hardware business on East Wealthy street, East Grand Rapids. The Michigan Hardware Co. furnished the stock.

The midsummer furniture market in point of arrival of buyers for the first week, fell some below 1923; but the arrivals of Monday and Tuesday of this week swelled the market to about on a par with 1923. It is conceded by everyone that the last week will be the big half of the market, both in point of attendance as well as the volume of orders placed. Contrary to the general rule, where the first week is always called the week of the Eastern buyers, they seem to come in from all states in the Union, as well as some buyers from Canada and even as far away as Honolulu. There are a great many of the exhibitors and salesmen who would like to see the market open, as it formerly did, after the 4th of July, because it always seems to make a break to have the season open before the 4th and then continue for a couple of weeks after.

Mr. and Mrs. James P. Boland, and family, Glendale, Calif., who moved there from Grand Rapids nearly two years ago, are back visiting friends. Our good friend Jim is associated with another former Grand Rapids traveling man, Will Sawyer, and some of the stories that Jim tells of the real estate business, in which he and Sam are interested together, sure listens good.

Mr. and Mrs. Allan F. Rockwell have invited a large party of friends to be their guests on the 4th at their cottage at Gull Lake.

Veal—Local dealers pay as follows:
Fancy White Meated ----- 12½c
Good ----- 10c
60-70 fair ----- 08c
Poor ----- 06c

His Annual Bath.

Once a year the newsboys of London are given an outing some place on the Thames River, where they can swim to their hearts' content. As one little boy was getting into the water, his little friend said:

"Johnnie, you're pretty dirty!"

"Yes," replied Johnny, "I missed the train last year."

May the radio prosper! It encourages home-staying.



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

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

GOODRICH STEAMSHIP LINES

To Chicago

8:05 P. M. Daily
Grand Rapids Time

From Chicago

7:45 P. M. Daily. Chicago Time

FARE \$4.20

Boat Train Leaves Grand Haven
Electric Station 8:05 P. M.
1 Block East of Hotel Pantlind
Route Your Freight Shipments

THE GOODRICH WAY
"Operating Steamships Every Day in
the Year," and

Grand Haven, Muskegon Electric Ry.

OVER NIGHT SERVICE

City Ticket Office
Corner Pearl and Ottawa
With Consolidated Railroad Ticket
Offices
Citz. Phone 64509, Bell Phone M. 554
W. S. NIXON,
General Agent Freight and Passenger
Department
Electric Railway Station
One Block East of Campau Square
Phones Citz. 65671, Bell Main 671
L. A. GOODRICH,
Traffic Mgr.

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

ELM LODGE

ON

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
Houghton Lake, Mich.

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.



Hotel Whitcomb AND Mineral Baths

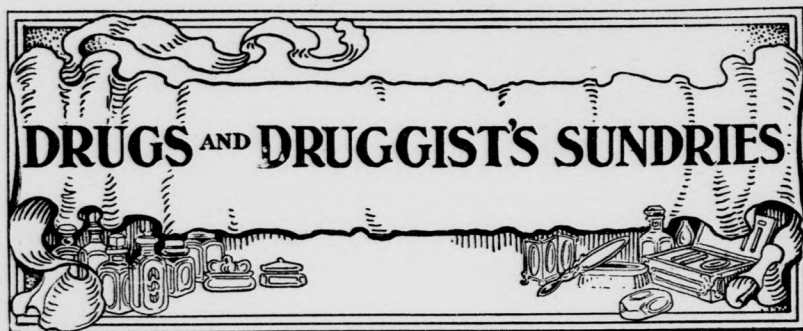
THE LEADING COMMERCIAL
AND RESORT HOTEL OF
SOUTHWEST MICHIGAN
Open the Year Around
Natural Saline-Sulphur Waters. Best
for Rheumatism, Nervousness, Skin
Diseases and Run Down Condition.

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

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED
Rates \$1.50 and up

EDWARD R. SWETT, Mgr.
Muskegon Michigan



Combating Unfair Drug Tactics by Price Maintenance.

It was about thirty-five years ago—about the year of the Big Wind—that certain department stores in the East conceived the idea of illustrating a principle (or lack of it) by singling out patent medicines to be advertised at cut prices.

These department stores, which were at that time commencing to install drug departments, noted that patent medicines were price marked in plain figures, \$1, 50c, 25c, as the retail selling prices for these preparations. By quoting these patent medicines at 69c, 39c, 19c or lower, they hoped to convey a psychological thought to the public whose trade they sought that this same low price principle prevailed throughout their entire lines of merchandise. At the same time it would carry the inferential idea as to how much cheaper they could supply merchandise to their customers through their larger purchasing power and lower cost of doing business. Incidentally this program placed the retail druggist, who had been previously obtaining full prices, in the light of a highwayman or profiteer.

Not to be outdone by department stores, it was then that certain prominent stores proceeded to meet the prices offered by these drug departments, or even go them one better. Thus the "cut-rate wars" were on.

All this occurred many years before the agitation for Truth in Advertising.

The alarmed pill rollers over the country got together locally. They stormed, fumed, resolute, and got nowhere. Finally, after numerous powwows, they made their first real step by organizing into a National Association of Retail Druggists.

The infant N. A. R. D., wobbly in its first movements, fell into the natural error of trying to enlist the sympathy and help of two other economically opposed interests—the jobbers and the patent medicine manufacturers. Several plans were advocated by contending factions as a solution of the dilemma.

The patent medicine interests, which had been enjoying a real taste of increased volume through the novel experience of having their products featured in the newspapers of the country at no cost to themselves, liked the game so well that while they listened respectfully to the wail of their retail druggist distributors, when it came to a showdown, they were non-committal and had their fingers crossed.

The drug jobbers, having noted their increased profits from this new source, blinked their jobber optics—

demurred—agreed that it was "terrible," but politely passed the buck to the patent medicine owners with a gentle reminder to the retailers that it was really "not their fight."

Competition among the jobbers for this department store business led them to go further. They split the commissions or offered larger discounts to secure the quantity business of these department stores. This was done in an underhanded, secret manner, and clearly showed that the welfare of the retail druggist was not their chief concern.

In due course of time, some of the various plans of the N. A. R. D. referred to were tested out in the higher courts and declared unconstitutional. The N. A. R. D. which had been organized for this specific purpose was therefore "stalled"—out of gas—out of thunder.

Upon the ashes of the N. A. R. D. effort to obtain a workable plan of price maintenance, arose the American Druggists' Syndicate and certain other co-operative associations made up of retail druggists stockholders and members. These co-operative organizations financed the manufacture of complete lines of household remedies, surgical dressings, plasters, pharmaceutical products, cigars and even furnished co-operative drug store insurance at money-saving rates to their co-operating members.

Consternation occurred in camps of the patent medicine manufacturers and jobbers as these co-operative plans finally became matured and successful. It caused the patent medicine manufacturers to hedge. For appearance's sake, they found it necessary to line up a little closer with their retail druggist distributors. Others who had begun to market their products direct to these department stores (therefore cutting out the jobber) and noting the sure-footed advance made by these young organizations, raised the cry of "Substitution" in their advertising and started in on a slanderous campaign of vilification of those retail druggists who refused to market their products at a loss to themselves.

Some of the more far-sighted patent medicine owners began to experiment with plans to protect the retailers' profit. They were the ones who had spent large sums of money in National Advertising of legitimate products who had built up a consumer "good will." They sensed the growing disfavor in the drug trade toward the lines which had been slaughtered by cutrates.

The keen-nosed advertising agencies over the country were quick to observe the cloud on the horizon. They called the attention of their clients to the fact

that as there was "no substitute for distribution" it was time to give heed to the warning signals and couple National advertising with price maintenance for the retailer whereby he would no longer be subjected to the unfair tactics of the price-wrecker.

The price maintenance bills now before Congress are the culmination of this long fight for living profits. Every advertising agency in the country worth the name is for these bills. The last day of bunk cutrates, penny sales and other misleading and disrupting trade conditions is devoutly looked forward to by every clean-cut, square-minded druggist in the country.

S. C. Yeomans.

Disgusted With Anti-Preparedness Propaganda.

St. Joseph, July 1—I read with great interest in last week's Michigan Tradesman, by Old Timer, the article entitled "Have we a militaristic form of government?"

The "Old Timer's" articles in the Michigan Tradesman, to me, are like the articles William E. Curtis wrote for the Chicago Record, and they are always interesting, instructive and, above all, patriotic and reflect the spirit of those who faced rebel bullets from '61 to '65 for the preservation of this country. I certainly desire to endorse every word he writes, and hope he will write more articles in your valuable paper along the same line, until this silly and foolish tirade against American preparedness is stopped and shunned like a viper.

It is most refreshing to learn that National Commander John R. Quinn, of the American Legion, speaking at Spokane, Washington, on June 18, announced that the next big fight for the Legion would be for Universal Service Law. The commander spoke in plain terms and he knows whereof he speaks.

Bishop Manning, of New York, in an Memorial day address, gave utterance to some fundamental principles which should be grounded in the present generation and especially those pacifists who are going up and down the country, preaching treason and disloyalty. Among other things, the distinguished Bishop said, "Let us give no countenance to the shallow and destructive preaching of those who seek to weaken and undermine the spirit of patriotism in our land. There is a type of man who declares that under no circumstances will he ever take part in another war. Such a position is unsound, both morally and mentally. So long as wrong and evil exist we must be prepared to use force, if need be, to uphold right and justice and to protect the weak from wrong and outrage."

Among the many organizations preaching pacifism is the so-called Women's International League for Peace and Freedom, consisting mostly of women from foreign countries, whose names a true-blooded American can hardly pronounce, and who a short time ago held a peace school on the campus of the University of Illinois, at Chicago, and who by the Chicago papers, were spoken of in head-lines reading "Pacifists turn to socialists for their guides," and who later wound up their program in this country with a "pax" special, touring several of the larger cities of the country, and among the cities being our own fair city of Detroit, and one paper gave their names which I asked somebody to pronounce for the readers of the Michigan Tradesman. Their names were given by the Detroit paper as follows:

Austria—Lotta Heller and Yella Hertzka.
Bulgaria—Catherine Karaveloff.
Canada—Lucy Woodsworth,

Czecho-Slovakia—Milena Illova.
Great Britain—Lady Claire Annesley and Dr. Ethel Williams.
France—Marcelle Capy.
Germany—Dr. Anita Augsburg, Lida Gustava Augsburg.
Holland—Madame Rambondt Hirschman.

Hungary—Eugenie Meller.
Ireland—Marie Johnson.
Poland—Madame Budzinski Tylicka.

Sweden—Esther Beskow, Dr. J. Sahlbom and Hannah Wingbladt.
Switzerland—Gertrude Woker.
Turkey—Epiash Yousuff.
Ukraine—Khrapko Dragamanova and Dr. Madja Surowzowa.

United States—Amy Woods and Martha Trimble.

To cap the climax of this pacifistic propaganda, now comes the Chicago Church Federation and asks President Coolidge to revoke the order for mobilization day, on September 12, as a day of observance in the nature of preparedness, and to order it observed, instead as a day of National demonstration in favor of peace, for the reason that to do otherwise would be regarded as unfriendly by other nations.

The request is most laughable in the extreme were it not for the fact that it is advocated in good faith by the Chicago Church Federation, an organization of some power and influence. It is high time that every lover of liberty took notice, for, as stated in an editorial last Saturday in the Chicago Journal of Commerce, "As long as armaments exist and international jealousies continue, as long as an eruption of popular feeling can induce the Congress of the United States to insist on a brusque method of excluding Japanese laborers, instead of permitting the State Department to negotiate an effective treaty for mutual exclusion; as long as Japan is liable to eruptions of hatred of Americans, so long is the world an unsafe place for an unarmed nation."

The example of Miss Inex Traxler, who alone out of a class of 125 at the Garrett Biblical Institute, at Evanston, Illinois, refused to stand when the students were asked to pledge themselves to a slacker's oath, and who denounced the 124 who did stand as disloyal to their country, should be a beacon-light to the patriotic, liberty-loving, and God-fearing mothers, wives, sisters and daughters of the world war veterans and other patriots of Michigan, to guide them in their efforts and inspirations to make this our country, not only a peace-loving country, but at the same time a country of American preparedness, sufficient at all times to uphold its honor, dignity and power, and to preserve its integrity from attacks from within and from without, of those who if the country was as defenceless and unprepared as China and other like nations would seek to make the country subject to some foreign power.

Willard J. Banyon.

A number of arbitration commissions are now in successful operation for the use of persons engaged in certain lines of industry that they may avoid the tedious delays of courts. Business disputes are disposed of quickly, economically and with every effort to enforce justice. Yet a few disputants always prefer the courts to arbitration boards. Observers say that those who thus prefer the courts are usually the very ones whose claims are least sound. They think they can dilly-dally and take advantage of legal hocus-pocus and delays to force a compromise settlement that will defeat simple justice. Thus courts may become the haven of the unscrupulous.

"We lawyers should admit," a successful attorney said recently, "that most business contracts don't amount to much except as a memorandum to let each party know the aim of their transaction. If the contract is mutually satisfactory, nobody will try to break it, and hence there is really no need of having it drawn. No documents are necessary to make two people go ahead with something they both want to do. But suppose, on the other hand, the contract isn't mutually satisfactory and one party will wish to

break it. In that event, the contract had better not be drawn or agreed to it in the first place. If it is drawn, the chances are that the dissatisfied party will find some way to break it, or he will make the enforcing of it so expensive there will be little use to do it."

If you are going to give away advertising novelties, use them as a means of bringing people into your store so you can get a chance there to sell them something.

Brooks Valeur

BITTER SWEETS

THERE IS MONEY
FOR YOU IN

Straub

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.

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

The New Arnold No. 15 AUTOMATIC MIXER

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

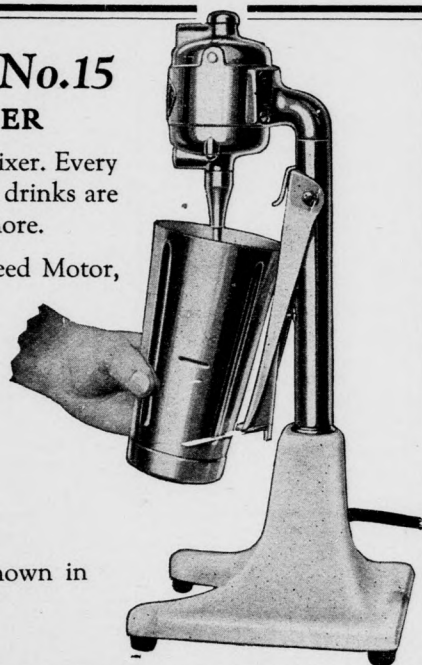
Triple Nickel Finish High Speed Motor, White Porcelain Base. Has the most powerful, self-starting universal motor that operates on 100-125 volts A C or D C, 25 to 60 cycles.

Better Send Your Order In
Today at

Only \$23.50 Each

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

Send Today



State	Please send me by		
How	Express, Parcel Post, Next Order		
To	1 Only Arnold Mixer No. 15 at \$23.50 Each.		
Send	Name	Address	City
			State

HAZELTINE & PERKINS DRUG CO.
Manistee MICHIGAN Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Acids			Lavender Flow			Cinchona		
Boric (Powd.)	15	@ 25	Lavender Gar'n	85	@ 1 20	Colchicum		@ 1 80
Boric (Xtal)	15	@ 25	Lemon	1 50	@ 1 75	Cubeb		@ 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 1/2	@ 30	Mustard, artifil. oz.		@ 60	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, yellow			Iron, Clo.		
Water, 26 deg.	10	@ 18	Olive, Malaga, green			Kino		
Water, 18 deg.	8 1/2	@ 13	Orange, Sweet			Myrrh		
Water, 14 deg.	6 1/2	@ 12	Origanum, pure			Nux Vomica		
Carbonate	20	@ 25	Origanum, com'l			Opium		
Chloride (Gran.)	10 1/2	@ 20	Pennyroyal			Opium, Camp.		
Balsams			Peppermint			Opium, Deodorz'd		
Copaiba	60	@ 1 00	Rose, pure			Rhubarb		
Fir (Canada)	2 55	@ 2 80	Rosemary Flows					
Fir (Oregon)	65	@ 1 00	Sandalwood, E.					
Peru	3 00	@ 3 25	I.					
Tolu	3 00	@ 3 25	Sassafras, true					
Barks			Sassafras, arti'l					
Cassia (ordinary)	25	@ 30	Sassafras, arti'l					
Cassia (Saigon)	50	@ 60	Sassafras, arti'l					
Sassafras (pw. 50c)	@	55	Sassafras, arti'l					
Soap Cut (powd.)			Sassafras, arti'l					
30c	18	@ 25	Sassafras, arti'l					
Berries			Sassafras, arti'l					
Cubeb	@	1 25	Sassafras, arti'l					
Fish	25	@ 30	Sassafras, arti'l					
Juniper	7	@ 15	Sassafras, arti'l					
Prickly Ash	@	30	Sassafras, arti'l					
Extracts			Sassafras, arti'l					
Licorice	60	@ 65	Sassafras, arti'l					
Licorice powd.		@ 1 00	Sassafras, arti'l					
Flowers			Sassafras, arti'l					
Arnica	25	@ 30	Sassafras, arti'l					
Chamomile (Ger.)	25	@ 30	Sassafras, arti'l					
Chamomile Rom.	1	@ 75	Sassafras, arti'l					
Gums			Sassafras, arti'l					
Acacia, 1st	50	@ 55	Sassafras, arti'l					
Acacia, 2nd	45	@ 50	Sassafras, arti'l					
Acacia, Sorts	22	@ 30	Sassafras, arti'l					
Acacia, Powdered	35	@ 40	Sassafras, arti'l					
Aloes (Barb Pow)	25	@ 35	Sassafras, arti'l					
Aloes (Cape Pow)	25	@ 35	Sassafras, arti'l					
Aloes (Soc. Pow.)	65	@ 70	Sassafras, arti'l					
Asafoetida	65	@ 75	Sassafras, arti'l					
Pow.	1 00	@ 1 25	Sassafras, arti'l					
Camphor	1 20	@ 1 30	Sassafras, arti'l					
Gualac	@	60	Sassafras, arti'l					
Gualac, pow'd	@	75	Sassafras, arti'l					
Kino	@	85	Sassafras, arti'l					
Kino, powdered	@	90	Sassafras, arti'l					
Myrrh	@	70	Sassafras, arti'l					
Myrrh, powdered	@	75	Sassafras, arti'l					
Opium, powd.	15	@ 15 42	Sassafras, arti'l					
Opium, gran.	15	@ 15 42	Sassafras, arti'l					
Shellac	90	@ 1 00	Sassafras, arti'l					
Shellac Bleached	1 00	@ 1 10	Sassafras, arti'l					
Tragacanth, pow.	@	1 75	Sassafras, arti'l					
Tragacanth	1 75	@ 2 25	Sassafras, arti'l					
Turpentine	@	25	Sassafras, arti'l					
Insecticides			Sassafras, arti'l					
Arsenic	20	@ 30	Sassafras, arti'l					
Blue Vitriol, bbl.	@	07	Sassafras, arti'l					
Blue Vitriol, less	8 1/2	@ 15	Sassafras, arti'l					
Bordeaux Mix Dry	14	@ 29	Sassafras, arti'l					
Hellebore, White			Sassafras, arti'l					
powdered	20	@ 30	Sassafras, arti'l					
Insect Powder	80	@ 90	Sassafras, arti'l					
Lead Arsenate Po.	26	@ 35	Sassafras, arti'l					
Lime and Sulphur			Sassafras, arti'l					
Dry	8 1/2	@ 24	Sassafras, arti'l					
Paris Green	32	@ 48	Sassafras, arti'l					
Leaves			Sassafras, arti'l					
Buchu	1 35	@ 1 50	Sassafras, arti'l					
Buchu, powdered	@	1 50	Sassafras, arti'l					
Sage, Bulk	25	@ 30	Sassafras, arti'l					
Sage, 1/4 loose	@	40	Sassafras, arti'l					
Sage, powdered	@	35	Sassafras, arti'l					
Senna, Alex.	75	@ 80	Sassafras, arti'l					
Senna, Tinn.	30	@ 35	Sassafras, arti'l					
Senna, Tinn. pow.	25	@ 35	Sassafras, arti'l					
Uva Ursi	20	@ 25	Sassafras, arti'l					
Oils			Sassafras, arti'l					
Almonds, Bitter, true	7 50	@ 7 75	Sassafras, arti'l					
Almonds, Bitter, artificial	4 00	@ 4 25	Sassafras, arti'l					
Almonds, Sweet, true	80	@ 1 20	Sassafras, arti'l					
Almonds, Sweet, imitation	60	@ 1 00	Sassafras, arti'l					
Amber, crude	1 50	@ 1 75	Sassafras, arti'l					
Amber, rectified	2 00	@ 2 25	Sassafras, arti'l					
Anise	1 00	@ 1 25	Sassafras, arti'l					
Bergamont	5 75	@ 6 00	Sassafras, arti'l					
Cajeput	1 50	@ 1 75	Sassafras, arti'l					
Cassia	4 00	@ 4 25	Sassafras, arti'l					
Castor	1 80	@ 2 05	Sassafras, arti'l					
Cedar Leaf	1 75	@ 2 00	Sassafras, arti'l					
Citronella	1 50	@ 1 75	Sassafras, arti'l					
Cloves	3 00	@ 3 25	Sassafras, arti'l					
Cocanut	25	@ 35	Sassafras, arti'l					
Cod Liver	1 55	@ 1 75	Sassafras, arti'l					
Croton	2 00	@ 2 25	Sassafras, arti'l					
Cotton Seed	1 30	@ 1 50	Sassafras, arti'l					
Cubeb	8 50	@ 8 75	Sassafras, arti'l					
Eigeron	3 00	@ 3 25	Sassafras, arti'l					
Eucalyptus	1 25	@ 1 50	Sassafras, arti'l					
Hemlock, pure	2 00	@ 2 25	Sassafras, arti'l					
Juniper Berries	2 25	@ 2 50	Sassafras, arti'l					
Juniper Wood	1 50	@ 1 75	Sassafras, arti'l					
Lard, extra	1 25	@ 1 35	Sassafras, arti'l					
Lard, No. 1	1 15	@ 1 25	Sassafras, arti'l					
Potassium			Sassafras, arti'l					
Bicarbonate	35	@ 40	Sassafras, arti'l					
Bichromate	15	@ 25	Sassafras, arti'l					
Bromide	56	@ 82	Sassafras, arti'l					
Bromide	54	@ 71	Sassafras, arti'l					
Chlorate, gran'd	23	@ 30	Sassafras, arti'l					
Chlorate, powd.	16	@ 25	Sassafras, arti'l					
or Xtal	30	@ 50	Sassafras, arti'l					
Cyanide	46	@ 62	Sassafras, arti'l					
Iodide	20	@ 30	Sassafras, arti'l					
Permanganate	65	@ 75	Sassafras, arti'l					
Prussiate, yellow	@	1 00	Sassafras, arti'l					
Prussiate, red	35	@ 40	Sassafras, arti'l					
Sulphate	25	@ 30	Sassafras, arti'l					
Roots			Sassafras, arti'l					
Alkanet	25	@ 30	Sassafras, arti'l					
Blood, powdered	35	@ 40	Sassafras, arti'l					
Calamus	35	@ 60	Sassafras, arti'l					
Elecampane, pwd	25	@ 30	Sassafras, arti'l					
Gentian, powd.	20	@ 30	Sassafras, arti'l					
Ginger, African, powdered	30	@ 35	Sassafras, arti'l					
Ginger, Jamaica	60	@ 65	Sassafras, arti'l					
Ginger, Jamaica, powdered	55	@ 60	Sassafras, arti'l					
Goldenseal, pow.	50	@ 60	Sassafras, arti'l					
Ipecac, powd.	@	3 75	Sassafras, arti'l					
Licorice	35	@ 40	Sassafras, arti'l					
Licorice, powd.	20	@ 30	Sassafras, arti'l					
Orris, powdered	30	@ 40	Sassafras, arti'l					
Poke, powdered	35	@ 40	Sassafras, arti'l					
Rhubarb, powd.	1 00	@ 1 10	Sassafras, arti'l					
Rosinwood, powd.	@	40	Sassafras, arti'l					
Sarsaparilla, Hond.	@	1 00	Sassafras, arti'l					
ground	@	1 00	Sassafras, arti'l					
Sarsaparilla Mexican, ground	@	60	Sassafras, arti'l					
Squills	35	@ 40	Sassafras, arti'l					
Squills, powdered	60	@ 70	Sassafras, arti'l					
Tumeric, powd.	17	@ 25	Sassafras, arti'l					
Valerian, powd.	40	@ 50	Sassafras, arti'l					
Seeds			Sassafras, arti'l					
Anise	@	35	Sassafras, arti'l					
Anise, powdered	35	@ 40	Sassafras, arti'l					
Bird, 1s	13	@ 17	Sassafras, arti'l					
Canary	10	@ 15	Sassafras, arti'l					
Caraway, Po.	35	@ 40	Sassafras, arti'l					
Cardamon	@	2 75	Sassafras, arti'l					
Celery, powd.	45	@ 50	Sassafras, arti'l					
Coriander pow.	35	@ 27	Sassafras, arti'l					
Dill	12 1/2	@ 20	Sassafras, arti'l					
Fennel	25	@ 40	Sassafras, arti'l					
Flax	07 1/2	@ 12	Sassafras, arti'l					
Flax, ground	07 1/2	@ 12	Sassafras, arti'l					
Foenugreek pow.	15	@ 25	Sassafras, arti'l					
Hemp	8	@ 15	Sassafras, arti'l					
Lobelia, powd.	@	1 25	Sassafras, arti'l					
Mustard, yellow	15	@ 25	Sassafras, arti'l					
Mustard, black	15	@ 20	Sassafras, arti'l					
Poppy	22	@ 25	Sassafras, arti'l					
Quince	1 75	@ 2 00	Sassafras, arti'l					
Rape	15	@ 20	Sassafras, arti'l					
Sabadilla	23	@ 30	Sassafras, arti'l					
Sunflower	11 1/2	@ 15	Sassafras, arti'l					
Worm, American	30	@ 40	Sassafras, arti'l					
Worm, Levant		6 50	Sassafras, arti'l					
Tinctures			Sassafras, arti'l					
Aconite	@	1 80	Sassafras, arti'l					
Aloes	@	1 45	Sassafras, arti'l					
Arnica	@	1 10	Sassafras, arti'l					
Asafoetida	@	2 40	Sassafras, arti'l					
Belladonna	@	1 35	Sassafras, arti'l					
Benzoin	@	2 10	Sassafras, arti'l					
Benzoin Comp'd	@	2 65	Sassafras, arti'l					
Buchu	@	2 55	Sassafras, arti'l					
Cantharadies	@	2 85	Sassafras, arti'l					
Capsicum	@	2 20	Sassafras, arti'l					
Catechu	@	1 75	Sassafras, arti'l					
Cinchona	@	2 10	Sassafras, arti'l					
Colchicum	@	1 80	Sassafras, arti'l					
Cubeb	@	3 00	Sassafras, arti'l					
Digitalis	@	1 80	Sassafras, arti'l					
Gentian	@	1 35	Sassafras, arti'l					
Ginger, D. S.	@	1 80	Sassafras, arti'l					
Gualac	@	2 20	Sassafras, arti'l					
Gualac, Ammon.	@	2 00	Sassafras, arti'l					
Iodine	@	95	Sassafras, arti'l					
Iodine, Colorless	@	1 50	Sassafras, arti'l					
Iron, Clo.	@	1 35	Sassafras, arti'l					
Kino	@	1 40	Sassafras, arti'l					
Myrrh	@	2 50	Sassafras, arti'l					
Nux Vomica	@	1 55	Sassafras, arti'l					
Opium	@	3 50	Sassafras, arti'l					
Opium, Camp.	@	35	Sassafras, arti'l					
Opium, Deodorz'd	@	3 50	Sassafras, arti'l					
Rhubarb	@	1 70	Sassafras, arti'l					
Paints.			Sassafras, arti'l					
Lead, red dry	14 1/2	@ 15	Sassafras, arti'l					
Lead, white dry	14 1/2	@ 15	Sassafras, arti'l					
Lead, white oil	14 1/2	@ 15	Sassafras, arti'l					
Ochre, yellow bbl.	@	2	Sassafras, arti'l					
Ochre, yellow less	2 1/2	@ 6	Sassafras, arti'l					
Red Venet'n Am.	3 1/2	@ 7	Sassafras, arti'l					
Red Venet'n Eng.	4	@ 8	Sassafras, arti'l					
Putty	5	@ 8	Sassafras, arti'l					
Whiting, bbl.	@	4 1/2	Sassafras, arti'l					
Whiting	5 1/2	@ 10	Sassafras, arti'l					
L. H. P. Prep.	2 80	@ 3 00	Sassafras, arti'l					
Rogers Prep.	2 80	@ 3 00	Sassafras, arti'l					
Miscellaneous			Sassafras, arti'l					
Acetanalid	42 1/2	@ 50	Sassafras, arti'l					
Alum	08	@ 12	Sassafras, arti'l					
Alum, powd. and ground	09	@ 15	Sassafras, arti'l					
Bismuth, Subnitrate	3 92	@ 4 12	Sassafras, arti'l					
Borax xtal or powdered	07	@ 13	Sassafras, arti'l					
Cantharades, po.	2 00	@ 2 25	Sassafras, arti'l					
Calomel	1 74	@ 1 94	Sassafras, arti'l					
Capsicum, pow'd	48	@ 55	Sassafras, arti'l					
Carmine	6 00	@ 6 60	Sassafras, arti'l					
Cassia Buds	25	@ 30	Sassafras, arti'l					
Cloves	50	@ 55	Sassafras, arti'l					
Chalk Prepared	14	@ 16	Sassafras, arti'l					
Choloroform	57	@ 67	Sassafras, arti'l					
Chloral Hydrate	1 35	@ 1 85	Sassafras, arti'l					
Cocaine	10 60	@ 11 25	Sassafras, arti'l					
Cocoa Butter	55	@ 75	Sassafras, arti'l					
Corks, list, less	40	@ 50	Sassafras, arti'l					
Copperas	23	@ 10	Sassafras, arti'l					
Copperas, Powd.	4	@ 10	Sassafras, arti'l					
Corrosive Sublim	1 43	@ 1 64	Sassafras, arti'l					
Cream Tartar	30	@ 35	Sassafras, arti'l					
Cuttle bone	40	@ 50	Sassafras, arti'l					
Dextrine	5	@ 15	Sassafras, arti'l					
Dover's Powder	3 50	@ 4 00	Sassafras, arti'l					
Emery, All Nos.	10	@ 15	Sassafras, arti'l					
Emery, Powdered	8	@ 10	Sassafras, arti'l					
Epsom Salts, bbls.	@	3	Sassafras, arti'l					
Epsom Salts, less	3 1/2	@ 10	Sassafras, arti'l					
Ergot, powdered	@	75	Sassafras, arti'l					
Flake, White	15	@ 20	Sassafras, arti'l					
Formaldehyde, lb.	14 1/2	@ 30	Sassafras, arti'l					

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

Canned Tomatoes
Powdered Starch
Karo Syrup

DECLINED

Prunes
Evaporated Milk

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



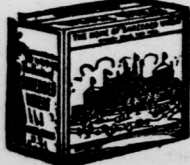
Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Sliced bacon, large ----- 3 60
Sliced bacon, medium ----- 3 25
Sliced beef, large ----- 5 10
Sliced beef, medium ----- 2 80
Grape Jelly, large ----- 4 50
Grape Jelly, medium ----- 2 70
Peanut butter, 16 oz. 4 70
Peanut butter, 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 ----- 5 60
Quaker Puffed Rice ----- 5 60
Quaker Puffed Wheat ----- 4 30
Quaker Brfst Biscuit ----- 1 90
Ralston Purina ----- 3 60
Ralston Branzen ----- 2 70
Ralston Food, large ----- 3 60
Saxon Wheat Food ----- 3 85



Shred. Wheat Biscuit

Vita Wheat, 12s ----- 1 80

Post's Brands.

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

BROOMS

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

BRUSHES

Solid Back, 8 in. ----- 1 50
Solid Back, 1 in. ----- 1 75
Pointed Ends ----- 1 25

Stove

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, sl. 1 80@2 00
Pineapple, 2 sl. 2 80@3 00
Pineapple, 2 br. sl. 2 75@2 85
Pineapple, 2, cru. 3 80@4 25
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, Minc'd, 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 2 80
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 sil 1 25
Beef, No. 1/2, Qua. sil. 1 75
Beef, 5 oz., Qua. sil. 2 50
Beef, No. 1, B'nut, sil. 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 -----
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
Pimentos, 1/4, each 12@14
Pimentos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1 60
Saurkraut, No. 3 1 40@1 50
Succotash, No. 2 1 65@2 50
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 10
Spinach, No. 2 ----- 1 35@1 75
Spinach, No. 3 ----- 2 00@2 40
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 1 40@1 60
Tomatoes, No. 3 1 90@2 25
Tomatoes, No. 2 glass 2 60
Tomatoes, No. 10 6 50@7 00

CATSUP.

B-nut, Small ----- 2 25
Lilly Valley, 14 oz. ----- 2 50
Libby, 14 oz. ----- 2 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 ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/2s ----- 32
Runkles, 1/4s ----- 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 20
Quaker, Baby, 8 doz. 4 10
Quaker, Gallon, 1/2 doz. 4 05
Blue Grass, Tall, 48 ----- 4 20
Blue Grass, Baby, 96 ----- 4 10
Blue Grass, No. 10 ----- 4 15
Carnation, Tall, 4 doz. 4 45
Carnation, Baby, 8 doz. 4 35
Every Day, Tall ----- 4 45
Every Day, Baby ----- 4 35
Pet, Tall ----- 4 45
Pet, Baby, 8 oz. ----- 4 35

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

CIGARS

Lewellyn & 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 06
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 75 00
Harvester Perfecto ----- 95 00
Webster's ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 00
Starlight P-Club ----- 150 00
La Azora Agreement 58 00
La Azora Washington 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 00
Valentine DeLux ----- 95 00
Valentine Imperial ----- 95 00
Tiona ----- 30 00
Clint Ford ----- 35 00

Nordac Triangulars,
1-20, per M ----- 75 00
Worden's Havana
Specials, 1-20, per M 75 00
Quality First Stogie 18 50

CONFECTIONERY

Stick Candy Pails
Standard ----- 18
Jumbo Wrapped ----- 20
Pure Sugar Stick 600s 4 25
Big Stick, 20 lb. case 21

Mixed Candy
Kindergarten ----- 19
Leader ----- 18
X. L. O. ----- 15
French Creams ----- 20
Cameo ----- 22
Grocers ----- 13

Fancy Chocolates

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

Gum Drops 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.

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

Cough Drops

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

Package Goods

Creamery Marshmallows
4 oz. pkg., 12s, cart. 1 05
4 oz. pkg., 45s, 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
Gladiator, 24, 10c ----- 1 60
Mich. Sugar Ca., 24, 5c 85
Pal O Mine, 24, 5c ----- 85
Scaramouche, 24-10c ----- 1 60

COUPON BOOKS

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

CREAM OF TARTAR

6 lb. boxes ----- 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. ----- 10
Seedless, 15 oz. pkg. 12
Seedless, Thompson ----- 10 1/2
Seeded, 15 oz. pkg. ----- 12

California Prunes

70@80, 25 lb. boxes ----- 07 1/2
60@70, 25 lb. boxes ----- 09
50-60, 25 lb. boxes ----- 11
40-50, 25 lb. boxes ----- 16
30-40, 25 lb. boxes ----- 16 1/2
20-30, 25 lb. boxes ----- 20

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 05 1/2
Cal. Limas ----- 15
Brown, Swedish ----- 08 1/2
Red Kidney ----- 09

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

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

GELATINE

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

HORSE RADISH

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

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

JELLY GLASSES

1 oz., per doz.	35
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OLEOMARGARINE

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

Swift Brands.

Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands
Carload Distributor



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

MATCHES

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

Safety Matches

Quaker, 5 gro. case	4 75
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MINCE MEAT

None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby, Kegs, wet, lb.	22

MOLASSES.



Gold Brer Rabbit	
No. 10, 6 cans to case	5 55
No. 5, 12 cans to case	5 80
No. 2 1/2, 24 cans to cs.	6 05
No. 1 1/2, 36 cans to cs.	5 00
Green Brer Rabbit	
No. 10, 6 cans to case	4 20
No. 5, 12 cans to case	4 45
No. 2 1/2, 24 cans to cs.	4 70
No. 1 1/2, 36 cans to cs.	4 00
Aunt Dinah Brand.	
No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 25
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00

Fancy Open Kettle	63
Choice	52
Fair	32

Half barrels 5c extra
Molasses in Cans.

Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L	4 45
Palmetto, 24, 2 1/2 lb.	4 65

NUTS.

Whole

Almonds, Terregona	20
Brazil, New	15
Peanut, mixed	20
Peanuts, 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
Peanuts, 125 lb. bags	16
Peanuts, 32	32
Pecans	90
Walnuts	60

OLIVES.

Bulk, 2 gal. keg	3 20
Bulk, 3 gal. keg	4 65
Bulk, 5 gal. keg	7 50
Quar, Jtars, dozen	5 00

Pint, Jars, dozen	2 90
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

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
Pinol, 4 oz. cans, doz.	1.40
Pinol, 8 oz. cans, doz.	1.90
Parowax, 100, lb.	7.1
Parowax, 40, 1 lb.	8.9
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

Battle Axe, per doz.	2 40
Blue Ribbon	4 00
Bicycle	4 50

POTASH

Babbitt's 2 doz.	2 75
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FRESH MEATS

Beef.

Top Steers & Heif.	15 1/2 @ 16
Good Steers & H'f.	14 @ 15 1/2
Med. Steers & H'f.	12 1/2 @ 14
Com. Steers & H'f.	10 @ 12 1/2

Cows.

Top	12 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	13
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/8
10 lb. pails	advance 1/2
5 lb. pails	advance 1
3 lb. pails	advance 1 1/2
Compound	13 1/2

Sausages

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

Smoked Meats

Hams, 14-16, lb.	21 @ 24
Hams, 16-18, lb.	21 @ 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
Minced Hams	35 @ 37
Bacon	14 @ 15
Bacon	18 @ 30

Beef

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

Mince Meat.

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

Pig's Feet

1/4 bbls.	2 50
1/4 bbls., 35 lbs.	4 00
1/4 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.	@ 42

Beef, round set

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

RICE

Fancy Blue Rose	7 1/2 @ 7 3/4
Fancy Head	7 1/2 @ 9
Broken	3 1/2

ROLLED OATS

Steel Cut, 100 lb. sks.	3 50
Silver Flake, 12 Fam.	2 35
Quaker, 18 Regular	1 85
Quaker, 12s Family N	2 75
Mothers, 12s, 11lb num	3 25
Silver Flake, 18 Reg.	1 45
Sacks, 90 lb. Jute	3 10
Sacks, 90 lb. Cotton	3 20

RUSKS.

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

SALERATUS

Arm and Hammer	3 75
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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 Cab., Iodized, 24-2	2 40
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	4 25
60, 5 lb. Table	6 07
30, 10 lb. Table	5 57
28 lb. bags, Table	5 30
28 lb. bags, Table	40



Per case, 24, 2 lbs. 2 40
Five case lots 2 30
Iodized, 24, 2 lbs. 3 00

Worcester



Bbbs. 30-10 sks.

Bbbs. 60-5 sks.	5 40
Bbbs. 120-2 1/2 sks.	5 55
100-3 lb. sks.	6 05
Bbbs. 280 lb. bulk:	

A-Butter

100-3	lb.	sks.	-----	6	05
Bbls.	280	lb.	bulk:		

Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, June 23.—In the matter of Harlow Crawford, bankrupt, of Dowagiac, the petition of Al Allredge for review of the referee's order in disallowing his mortgage claim of \$1,500 as a secured claim, was submitted to the district judge and an order was entered by the judge confirming the order of Referee Banyon, who in the first instance disallowed the same for reason that the mortgage was not recorded in the register of deeds office of Cass county, and also because the claimant and mortgagee did not renew the chattel mortgage which was filed in the city clerk's office in Dowagiac until eight months after the first year period. Counsel for Allredge gave notice that he would not further contest the claim, in asking that it be allowed as a secured or prior claim in the distribution of the bankrupt estate.

June 24. Based upon the petition of M. H. Rosen & Co., Henderson & Christman, of New York, King Brand Manufacturing Co., Albert Given Manufacturing Co. and Symons Brothers & Co., of Saginaw, Isaac Goodman, of Kalamazoo, was adjudicated a bankrupt and the matter referred to Referee Banyon, who was appointed receiver by the district judge and who entered an order appointing Michael N. _____, of the latter place custodian, pending the first meeting of creditors. The bankrupt immediately filed schedules showing assets in amount of \$5,000, consisting of a stock of merchandise and liabilities \$4,534.56, scheduled as follows:

William Atkins, New York City	\$ 36.42
Adamson Co., Toledo	55.24
Arenjay Hat Co., New York City	7.64
Apex Hosiery Co., Chicago	61.75
Butler Brothers, Chicago	52.62
Bray Robinson Clothing Co., Louisville	159.25
Brown-Hanauer Hat Co., New York City	75.00
Cluett, Peabody Co., Chicago	141.40
A. W. Cowen & Nor, New York	63.75
Cincinnati Mfg. Co., Cincinnati	37.41
Continental Mfg. Co., Indianapolis	3.90
Chester Co., Boston	7.70
Detroit Suspender Co., Detroit	4.37
S. Deiches & Co., Chicago	38.00
Diamond Knitting Mills, Philadelphia	40.00
Isaac Faller Sons Co., Cincinnati	62.60
Ellsworth & Thayer Mfg. Co., Milwaukee	109.47
Elbro Knitting Mills, Milwaukee	67.62
Albert Given Mfg. Co., East Chicago	40.00
M. Gimbel & Sons, Chicago	74.13
D. Galewski & Co., New York	33.00
Goodwear Knitting Mills, New York	18.89
Grip Bow Tie Co., Omaha	13.49
Flannocart Mfg. Co., Buffalo	107.89
H. Herzog, Chicago	33.33
Homel Shirt Mfg. Co., Chicago	68.51
W. R. Holden & Co., Fort Wayne	13.83
Hork Bros & Co., Chicago	32.90
Hoosier Factories, Inc.	18.90
Hadley Biggs & Hattendorf Co., Toledo	7.17
International Handkerchief Mfg. Co., New York	4.25
King Brand Mfg. Co., Jefferson City, Mo.	182.62
Kalven & Stern, Chicago	111.71
Knickerbocker Knitting Mills, Cleveland	114.08
Levy Pants Co., Cincinnati	296.50
Leading Neckwear Co., New York	15.30
Geo. F. Minto & Co., Detroit	20.34
Morrison Ricker Mfg. Co., Grinnell, Iowa	83.35
Meyer Suit Case Co., Toledo	36.00
Monte Rey Panama Hat Co., New York City	49.50
S. S. Miller Hosiery Mills, Reading	19.77
Northwestern Cap Mfg. Co., Milwaukee	197.00
Henderson & Christman, Amsterdam	49.50
C. D. Osborn Co., Chicago	33.36
Pyramid Pants Co., Michigan City	40.50
Joseph F. Platte, Grand Rapids	14.49
Rice-Stix Dry Goods Co., St. Louis	26.79
A. Roseblum & Son, New York	42.00
Schiller, Stein & Co., Detroit	264.80
M. H. Rosen & Co., New York	17.68
John Riseman & Son, Inc., Chicago	37.05
Rugby Knitting Mills, Buffalo	294.98
Superior Hat Co., St. Louis	49.15
Symons Brothers & Co., Saginaw	196.41
M. Salk, Chicago	15.12
Spatz-Rubin Co., Chicago	32.95
Schoen-Walter Co., Milwaukee	50.48
Star Overall Co., South Haven	22.30
Textile Shirt Co., Cincinnati	126.00
True Shape Hosiery Co., Philadelphia	23.16
War Saw Overall Co., Warsaw	44.30
Wolfson Co., Chicago	76.50
West Side Truck Co., Chicago	14.00
C. J. Wolfson Co., Chicago	14.76
Wolverine Shoe & Tanning Co., Rockford	11.86
Edward C. Plume Co., Chicago	100.00
Syndicate Window Service, Chicago	5.00
Varsity Underwear Co., Baltimore	22.28
C. L. Van Vranken, Kalamazoo	200.00
Holden Agency, Kalamazoo	8.85
Mrs. Haines DePluent, Kalamazoo	8.85
Kal. City Sav. Bank, Kalamazoo	50.00
	\$4,510.56

June 25. In the matter of Charles E. Gleason, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place, and as no creditors were

present or represented, after the examination of the bankrupt by the referee, orders were made that no trustee be appointed and that the bankrupt be allowed his exemptions as claimed.

In the matter of Guy E. Hazen, bankrupt, of Kalamazoo, the first meeting of creditors were held at Kalamazoo, and one claim was proved and allowed. From the bankrupt's examination it appearing he had no property over and above his statutory exemptions, except any interest he may have in the Molley Pitcher Tea room, which is also in bankruptcy, as a partner of his wife, Ferne Hazen, orders were entered by the referee that the bankrupt be allowed his exemptions as claimed and that no trustee be appointed. The meeting was adjourned without day.

June 26. In the matter of Mrs. Guy or Ferne E. Hazen, bankrupt, doing business as the Molley Pitcher Tea room, of Kalamazoo, the Title Bond and Mortgage Co., by Claire Gibson, its Secretary and General Manager, filed a petition for the review of the referee's order in disallowing the company's mortgage claim upon the assets of the bankrupt's estate as a secured claim, and allowing it as an unsecured claim for the reason the chattel mortgage has not been filed in the register of deeds' office for the county of Kalamazoo. The referee made a certificate certifying the entire matter to the district judge for confirmation or disapproval of his order in the matter.

In the matter of the Michigan Fruit Packing Corporation, of Bangor, the referee entered an order calling the first meeting of creditors at Paw Paw on Monday, July 7, at 1 o'clock, at the court house, for the purpose of proving claims, the election of a trustee, the examination of the officers of the bankrupt and the transaction of such other business as may properly come before the meeting.

In the matter of Max Benisen, doing business as the Great Lakes Fur Co., bankrupt, of Kalamazoo, the inventory and report of appraisers were filed, showing assets of the appraised value of \$1,443.75. A. G. Nash, of Kalamazoo, submitted a written offer for the assets of \$1,000, with a deposit of \$250, whereupon an order was made by the referee for creditors to show cause on or before 9 o'clock on Monday, July 7, why the offer of Mr. Nash should not be accepted and the property delivered to him upon the payment of the remaining sum of \$750.

In the matter of Charles E. Crandall, bankrupt, of Kalamazoo, an order was made calling the first meeting of creditors at the latter place for the purpose of proving claims, the election of a trustee, and the examination of the bankrupt on Monday, July 7, at 9 o'clock in the forenoon, and for the transaction of such other business as may properly come before the meeting.

June 27. In the matter of Joseph E. Schensual and Bert L. Kitchen, of Kalamazoo, doing business as the College Inn, bankrupt, an order was made by the referee calling the final meeting of creditors at his office on July 10 for the purpose of passing upon the trustee's final report and account, the declaration and payment of a final dividend and the payment of administration expenses. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

In the matter of Guy E. Hazen, bankrupt, an order was made closing the estate and recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

In the matter of Max Benisen, doing business as the Great Lakes Fur Co., bankrupt, of Kalamazoo, the referee entered an order calling the first meeting of creditors at the latter place on Monday at 9 o'clock in the forenoon 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 come before the meeting.

In the matter of Charles E. Gleason, bankrupt, of Kalamazoo, no cause to the contrary having been shown, orders were made by the referee closing the estate and recommending the discharge of the bankrupt. The record book and files were returned to the clerk's office.

June 28. In the matter of S. P. Ball, bankrupt, of Wayne township, Cass county, the adjourned first meeting of creditors was held at the referee's office, and after the allowance of claims, the examination of the bankrupt was continued for four weeks. The inventory and report of appraisers were filed, showing property of the appraised value of the sum of \$3,745.53, whereupon an order was made by the referee directing the trustee to sell all the assets of the bankrupt estate at public auction at the farm of the bankrupt in Wayne township on July 9 and 10. No objection being made the meeting was adjourned for four weeks, pending the further examination of the bankrupt.

In the matter of Harlow Crawford, bankrupt, of Dowagiac, the adjourned first meeting of creditors was held at the referee's office, and the trustee's second report and account, showing total receipts of \$1,397.87 and disbursements of \$16.10, leaving a balance of \$1,381.77, was considered and approved and allowed. The administration expenses

were ordered paid in full, including the fees of the appraisers. Upon recommendation of Counsel for Al Allredge a first dividend of 10 per cent. was declared and ordered paid on or before ten days from date. The first order of distribution was entered, and the first dividend list of creditors filed, whereupon the meeting was adjourned to October 5 at the referee's office.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, June 26.—On this day was held the first meeting of creditors in the matter of Mastenbrook & Grove, a partnership, Bankrupt No. 2482. The bankrupt was not present or represented. Travis, Merrick, Warner & Johnson were present for petitioning creditors. Corwin & Norcross, Amos F. Paley, Renihan & Lillie were present for various creditors. Those present desired an adjournment and the meeting was adjourned to July 7.

On this day also was held the first meeting of creditors in the matter of Robert Bennett, Bankrupt No. 2508. The bankrupt was present and also represented by Horace T. Barnaby. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The meeting was then adjourned without date. The case being one without assets, the bankrupt was ordered to pay the filing fee required by law and the case will then be closed and returned to the district court.

In the matter of Grand Rapids Silver Black Fox Co., Bankrupt No. 2519, the first meeting has been called for July 10.

In the matter of James Stevens, Bankrupt No. 2518, the funds for the first meeting having been received, such meeting will be held on July 8.

In the matter of Arthur R. Knowles, Bankrupt No. 2515, the funds for the first meeting have been received and such meeting has been called for July 10.

June 27. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Gust Jimos, Bankrupt No. 2520. The matter has been referred to Charles B. Blair, referee in bankruptcy. The bankrupt is a resident of the city of Greenville. The occupation of the bankrupt is not indicated in the schedules filed. The assets of the bankrupt are listed at nothing and liabilities in the sum of \$4,335.57. 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:

M. & M. Bakery, Marinette	\$110.00
Peshtigo Dairy, Marinette	250.00
Walter M. Lowney Co., Minneapolis	81.26
White Cross Food Co., Racine	7.00
Weber's, Milwaukee	85.00
Chas. Weinbagen, St. Paul	44.51
Union Bottling Works, Marinette	27.90
Service Dray Line, Marinette	9.01
Standard Check & Menu Co., Chicago	24.00
H. C. Schranck Co., Milwaukee	23.55
Spheeris Bros., Milwaukee	241.10
Theo. Smitman's Sons Co., Manitowoc	26.85
Stearns Co., Chicago	17.25
Eraski, Menominee	100.00
Sethness Co., Chicago	27.89
J. K. Setright, Marinette	27.95
Theo. Smitman's Sons Co., Manitowoc	15.85
Nasiacos Importing Co., Chicago	26.85
Marinette Fuel & Dock Co., Marinette	50.00
Rochester Candy Wks., Rochester	32.16
Roseman Paper & Supply Co., Green Bay	17.89
Jos. Maurer & Son, Marinette	39.50
R. Laacke Co., Milwaukee	12.30
Keystone Fruit Products Co., Cincinnati	24.25
O. C. Knell Co., Milwaukee	12.30
Jaeger Bros., Marinette	7.75
Geo. Bishoff, Marinette	6.70
Hilker & Blech, Chicago	24.75
Hygeia Antiseptic Toothpick Co., New York City	7.87
Joslin Cigar Co., West De Pere	5.80
Lewis Leidersdorf Co., Milwaukee	42.73
Green Bay Awning & Tent Co., Green Bay	50.00
General Cigar Co., Milwaukee	10.75
Fisher Box Co., Marinette	8.42
The F. Dohmen Co., Milwaukee	50.00
Carpenter Cook Co., Menominee	25.48
Crystal Ice Co., Marinette	16.60
Brown & Bigelow, St. Paul	36.00
J. W. Allen & Co., Chicago	50.00
American Candy Co., Milwaukee	61.75
Stephansen National Bank, Marinette	1,000.00
Peter Bisbicos, Oshkosh	1,000.00
Appleton State Bank, Appleton	350.00
Manistee County Savings Bank, Manistee	250.00

June 27. On this day was held the first meeting of creditors in the matter of Thomas Boozer, Bankrupt No. 2510. The bankrupt was present in person and by attorney, L. C. Slaughter. Creditors were present and represented by George Norcross. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date. J. Arthur Whitworth was appointed trustee, and

the amount of his bond placed by the referee at \$100.

On this day also was held the final meeting of creditors in the matter of Arthur W. Stroberg, Bankrupt No. 2486. The bankrupt was present in person and by attorney. No creditors were present or represented. No additional claims were proved and allowed. An order was made for the payment of administration expenses as far as the funds on hand would permit, and the meeting was closed without date. No objection was made to the discharge of the bankrupt. The case will be closed and returned to the district court.

June 27. In the matter of Olive K. McGannon, Bankrupt No. 2502, the adjourned first meeting has been further adjourned to July 1.

June 30. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Vernon J. Buxton, Bankrupt No. 2521. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the township of Lyon, Ionia county, and is a farmer by occupation. The schedules filed list assets of \$520, of which \$250 is claimed as exempt to the bankrupt, and liabilities of \$1,708.65. The court has written for funds for the first meeting, and upon receipt of the same the first meeting of creditors will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Geo. F. Kreiser, Chicago	\$450.00
Walter H. Semeyn, Ionia	130.00
E. S. Fuller, Lyons	35.00
Frank Horton, Hastings	50.00
Ironsides Shoe Co., Hastings	4.65
Fred Bruner, Freeport	25.00
Thomas Cheesbrough, Freeport	110.00
Herbert Dawson, Lowell	30.00
Sewart Onen, Lowell	120.00
E. T. White, Lowell	21.59
Guy Monks, Lowell	6.75
National Bank of Ionia, Ionia	15.00
G. W. French, Ionia	8.00
Edward N. Lowrey, Ionia	21.00
Charles Jack, Ionia	9.00
Ionia Hardware, Ionia	9.50
Geo. Hackett, Ionia	4.75
Geo. Curtis & Son, Ionia	69.73
L. W. Gibbs, Portland	14.80
Dr. J. M. Irving, Lyons	5.00
Hansen Baker, Lyons	35.00
Upton Baking Co., Lyons	25.00
A. Vanle Court, Lyons	5.50
Fox Elevator Co., Lyons	31.93
Floyd Hammond, Lyons	21.21
C. H. Randall, Lyons	50.00
Geo. Shaw, Muir	48.30
Rollie Sykes, Muir	15.00
Frank Grove, Lyons	82.31
Brown Motor Co., Ithaca	28.88
George Winget, Sr., Ithaca	35.00
Chatterton Elevator Co., Mt. Pleasant	28.00
Kain & Kain Clothing Co., Mt. Pleasant	10.00
James Kinney, Mt. Pleasant	22.00
Grover Grocery Co., Mt. Pleasant	48.00
George Bywater, Lake Odessa	30.75
W. R. Grant, Lyons	8.00
Dr. A. W. Wooden, Hastings	16.00
Smith & Vandenberg, Grand Rapids	10.00
Butterworth Hospital, Grand Rapids	18.00

July 1. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Edward F. Sparks, Bankrupt No. 2523. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Muskegon. The occupation of the bankrupt is not disclosed by his schedules. The schedules list assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$9,724.99. 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:

American Ironing Machine Co., Chicago	\$300.00
Michigan Radio Corp., Grand Rapids	35.00
H. Northwood, Wheeling, W. Va.	59.14
Electric Battery Service, Benton Harbor	3.25
Chicago Radio Laboratories, Chicago	67.90
Calhoun Office Supply Co., Benton Harbor	75
Federal Electric Co., Chicago	111.51
Ivanhoe Regent Works, Cleveland	8.18
Hurley Machine Co., Chicago	4.69
Hall's Hardware, Benton Harbor	1.38
Federal Tire Co., Benton Harbor	31.00
MacBeth Evans Glass Co., Pittsburgh	.60
Mich. State Tel. Co., Benton Harbor	6.00
National Stamping Wks., Chicago	117.36
News Palladium, Benton Harbor	13.75
Phoenix Glass Co., Pittsburgh	4.89
Phoenix Light Co., Milwaukee	10.70
Royal Art Glass Co., New York City	1.06
Standard Oil Co., Grand Rapids	10.00
Benton Harbor St. Joe Light & Railway Co.	6.19
Betts & Betts, New York City	4.06
A. & R. Lamp Co., Newark	75.00
J. B. Toland, Benton Harbor	7.30
Continental Screen Corp., New York	475.00
Edward A. Blohm, Grand Rapids	2,750.00
C. J. Litscher Elec. Co., Grand Rapids	5,610.68
Coloma Courier, Coloma	9.60
Merchants Credit Co., Washington, D. C.	40.00

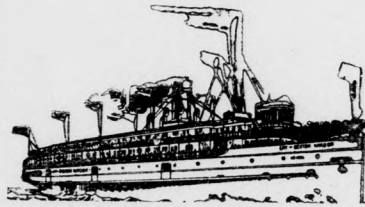
July 1. On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of

Gerrit Veneklasen, Bankrupt No. 2582. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Zeeland. The bankrupt's occupation is not indicated in the schedules filed. The schedules list assets of \$4,500, all of which is claimed as exempt to the bankrupt by reason of homestead and stock in trade exemptions, and list liabilities of \$35,865.25. The funds ordered by the court have been paid in and the first meeting of creditors will be held on July 14. A list of the creditors of the bankrupt is as follows:

Albert La Huis, Zeeland	200.00
Lena L. Clark, Zeeland	125.00
Kate Veneklasen, Zeeland	325.00
First State Bank, Holland	2,500.00
Zeeland State Bank, Zeeland	3,950.00
State Commercial & Savings Bank, Zeeland	2,000.00
Cornelis Ver Plank, Zeeland	500.00
Francis Van Bree, Zeeland	1,600.00
Veneklasen Clay Products, Hamilton	6,600.00
James S. Van Volkenberg, Zeeland	660.00
D. M. Wyngarden, eZeeland	300.00
Russel Karsten, Zeeland	200.00
Chas. Raak, Zeeland	250.00
J. Kolvoord, Zeeland	1,000.00
E. H. Hall, Zeeland	125.00
Derks & Buter, Zeeland	30.00
De Pree Fuel Co., Zeeland	15.00
Ver Hage Milling Co., Zeeland	17.00
D. F. Boonstra, Zeeland	300.00
Vredevelde Bros., Zeeland	22.00
Ted & Ed. Clothing Co., Zeeland	15.00
Boonstra Mercantile Co., Zeeland	47.00
Roy Keppel, Zeeland	7.00
Isaac Van Dyke Co., Zeeland	12.00
Adrian Van Kley Estate, Zeeland	500.00
M. Hirdes, Zeeland	14.00
P. Blomstra, Zeeland	45.00
Ed. Dykema, Zeeland	3.50
Albert Boer, Zeeland	1,000.00
Holland City State Bank, Holland	1,000.00
Wolverine Furniture Co., Zeeland	12,000.00
Wichers Lumber Co., Zeeland	50.00
Zeeland Record, Zeeland	22.40
Adolph De Koster, Zeeland	40.00
Ida Sterns, Jenison	188.75

Opportunity makes the man, sometimes perhaps. Oftener, man makes the opportunity.

Courtesy never landed any man in court.



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PARACHUTE DROPS

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Wonderful Music — Faultless Floor — Popular Prices!
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Beautiful Picnic Grove Free to the Public.
Free Parking Space for Autos.

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 6 oz., 25c bot. \$2.00 per Doz.
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 1 qt., \$1.00 bot. 8.00 per Doz.
 1 gal., \$3.50 bot. 9.34 case of 4
Mouth Sprayers free with
 25c and 50c sizes.
 50c Sprayers \$4.00 per doz.
 \$1.00 Sprayers 8.00 per doz.

Lac-A-Fly Liquid is absolutely free from grease, evaporates immediately and leaves a pleasant odor in the room.

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PONTIAC, MICH.

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.

Downtown restaurant, up-to-date fixtures, doing a profitable business, very low rental or unexpired lease. Owner wishes to retire. Will consider improved or income property in exchange.

W. T. McMULLEN

701 Grand Rapids Savings Bk.,
 Grand Rapids, Mich.

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

FOR SALE—

Confectionery, leading one in town 2000 population. Fine fixtures and equipment. Doing \$70 to \$100 daily.

General store, groceries, dry goods, notions, etc., good town on M 13. Nice clean stock. Doing fine business.

Country store, building, stock and fixtures. Nice living rooms. Stock about \$2,500. Fine cash business. Good country location.

Drug store, town of about 600 population. No competition. Stock of drugs and notions. An opportunity for a druggist.

Garage, on M. 13, town of 1200 population. All kinds of repair work, battery work, welding, accessories. One of the best. Season of tourists just commencing.

Hardware, Town of 600 population or more. No competition. General line of hardware and farm implements. Has been doing in excess of \$50,000 business annually.

For particulars, address **BRACE FARM AGENCY, Sparta, Mich.** 644

FOR SALE—Stock of general merchandise, store building, and dwelling. Cheap. Good trading point, Hillsdale county. Write Lickley's Corners Store, Prattville, Mich. 646

WANT MERCHANDISE FOR CHOICE of three improved farms in central Wisconsin, by owner. Write Box 92, Bancroft, Wisconsin. 647

AUTOMOBILE HOME FOR SALE—Strictly modern and in first class condition. L. J. Levanseler, 108 Williams street, Royal Oak, Mich. 648

FOR SALE—Wet wash and flat work laundry, with nine-room house in connection, good location, near Detroit. Fine chance for right man. Address No. 649, c/o Michigan Tradesman. 649

FOR SALE OR EXCHANGE for small farm or city property in Southern Michigan; **GENERAL STORE** doing fine business. Carries with it post office and cream station. Good location. Close to electric railroad and trunk line auto road. The Loder Real Estate Agency, Albion, Mich. 650

For Sale—Stock of general merchandise in a good small town. Stock will inventory \$11,000. Good reasons for selling. Apply Boulton & Bell, Fostoria, Mich. 651

For Sale—Bowser pump and 350 gallon tank. A-1 condition. Will sell cheap. Apply Bowser & Boulton, Fostoria, Mich. 652

For Sale or Exchange—Trumble Hotel, Evart, Mich. Best proposition in Central Michigan. No competition. Will take part cash, part other property or a stock of merchandise. Everything in fine shape and doing fine business. Price \$11,000. J. A. Harper. 653

Drug Store For Sale—Suburban store in Michigan city of 50,000. Residence section, near big school. Have refused \$12,000 but want to get in choice farm deal, will take \$1,000 less. Full prices, cash sales, big store, good lease. Benedicts Drug Store, Kalamazoo, Mich. 654

FOR SALE—Store building and stock of hardware, furniture and undertaking goods, located in county seat (700) of Antrim county, surrounded by good farming country. Center of resort region. Stock inventories about \$7,000. Must sell because of death of owner. Mrs. H. M. Coldren, Bellaire, Mich. 635

HARDWARE, FURNITURE AND UNDERTAKING Business—Old established. Modern brick building, 25x85, two-story and basement; elevator, plumbing, etc. Business last year better than \$30,000 and growing every year. Fine town in fruit belt of Michigan. 114 miles from Chicago. Will be sold on inventory basis. F. J. Perrin, Lawrence, Mich. 637

Wanted—Fixtures. Good National cash register. Two floor cases. Counter and platform scales. A. L. Redman, Olney, Ill. 639

Variety Store—Select location, good cash business. Stock and fixtures \$8,000. Price \$6,500, or 15% off inventory. Address 504 W. Green, Marshall, Mich. 640

FOR SALE—A well established grocery business. Have been here twenty-one years. Am going to sell my business. Cash sales last year \$85,000. Will sell at invoice price. Will inventory about \$6,000. Can reduce stock. Located a few doors from Main street. F. L. McCall, 124 Portage street, Kalamazoo, Mich. 641

General Stock and Buildings—Best farming country. Cash business. No competition. On railroad. Could increase business by trucking to city. A bargain if taken at once. John Kranenberg, Elmdale, Mich. 642

FOR SALE—A grocery and market business in the village of Clinton, Mich., a town of about 1,100 population. Buildings, merchandise and fixtures about \$3,500, cash, if taken at once. J. E. Earl, Clinton, Mich. 643

GENERAL STORE FOR SALE—I own one of the best general stores in a good farming community in Northern Michigan. Very good building, including nice home. My stock is as clean as you can find. Will sell on \$8,000 down, balance on easy terms. Business has been established about ten years. Always a money maker. Other business interests reason for selling. Address No. 627, c/o Michigan Tradesman. 627

FOR SALE—Good dry goods business at Port Huron, Mich. Address No. 628, c/o Michigan Tradesman. 628

Bargain—Three new mahogany millinery wall cases, electric wired. Manufactured by Grand Rapids Show Case Co. Will sell cheap. Harmon Co., 757-759 Butterworth, S. W., Grand Rapids, Mich. 629

Business Opportunity—We can supply you with sectional wall cases in mahogany or oak, for any business. We can allow you time for payment. These fixtures are interchangeable. Dry goods, clothing, accessories, hardware or drug store fitted complete or in any part. Write today. Harmon Company, 757-759 Butterworth, S. W., Grand Rapids, Mich. 630

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

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

CASH For Your Merchandise!

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

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

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

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BARLOW BROS. Grand Rapids, Mich.
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IN THE REALM OF RASCALITY

Cheats and Swindles Which Merchants Should Avoid.

In addition to the cut-rate ford supply business which Chris Wirth exploited so insidiously and profitably (to himself and his confederates), he also concocted three other swindling schemes which he was working most assiduously. One was the so-called Clyde Tire Co., of South Bend, which was clearly fraudulent. He sold exclusive rights to handle this tire—and then disposed of several "exclusive" contracts in each county. Another scheme was the sale of a tire machine which was absolutely worthless. A third swindle was a proposed chain store system of auto supply houses, which existed only in the fertile brain of the ingenious crook who evidently concluded that all the world was composed of suckers who would swallow his hook. He is now a resident of Ionia prison for twenty months at least. On the expiration of that time he will probably be nabbed by Federal officers when he steps out of Ionia on a charge of misuse of the mails. Weatherwax, who is a brother-in-law of Wirth, is nearly as guilty as the chief criminal, but escaped punishment by turning State's evidence against his associate and relative. The officers would do well to keep close tab on Weatherwax to see that he does not re-engage in fraudulent undertakings similar to those originated by Wirth and his crooked Chicago accomplice.

Two men, playing on the trade name of the Del Monte products, recently solicited memberships from grocers in Indianapolis. These men represented themselves to be agents of the Pacific Exploitation Co., address unknown, and approached grocers giving them a fountain pen of little value as a compliment from the manufacturer of Del Monte goods. Their next step was to sell a membership ranging in price from \$1 to \$10, which would entitle merchants to order Del Monte products from a special car which was to pass through their city within a few days. In addition, the dealer was to receive a weekly bulletin containing special articles that would be featured at lower prices. Their efforts were not alone confined to the grocery trade as it is reported notion dealers were approached with similar representations. Their proposition seems to be varied from time to time in the different cities visited and possibly other prominent lines of products are misrepresented in the same way. Should this concern begin operations in your vicinity, obtain definite information as to who they are and wire us so that we can take proper steps to prosecute.

Saginaw, June 30—Some time ago I sent you a circular sent to me by S. W. Cochran & Co., 29 South La Salle St., Chicago, Ill. They wanted me to take stock in their automatic type-setting and type-distributing machine. Have you looked into the matter as yet? I am quite anxious to know if it is worth while. O. K. W.

Those we have interviewed in the printing trade know nothing of this type-setting machine. Furthermore if the machine promised to be more effi-

cient than those now on the market the promoters would not need to peddle it around to country people who are not familiar with the printing trades. The proposition has the "earmarks" of a stock-selling scheme.

South Haven, July 1—Would you give me whatever information you have about the American Manicopy Company of Chicago, Ill., or S. W. Cochran Co., 29 La Salle St., Chicago, Ill.? The Cochran Company is sending out circulars for the American Manicopy Company, issuing stock somewhere around \$15 a share.

J. E. H.
We find no record of American Manicopy Typewriter Company, Chicago—no such concern is listed by the mercantile agencies. New inventions are not investments, but speculations. A small percentage of new inventions prove valuable, but any old invention is a good thing on which to base a stock-selling scheme. If this alleged invention appealed to typewriter manufacturers the stock of the company would not be exploited in this manner.

Monroe, July 1—Will you kindly let me have your opinion of the Federal Food Stores, Inc., Brooklyn, N. Y.? The literature sent out by the company sounds "fishy" to me, but I seem to be alone in my opinion. I owe you a debt of gratitude for your exposure of the Duplex Motion Picture scheme. M. M. S.

Federal Food Stores, Inc., is a "chain store grocers" proposition, and the purpose of the letter forwarded by this subscriber is to induce the recipient of it to invest money in the enterprise. The first sentence in the letter reads: "Do you know a single organization of chain stores that is not strikingly prosperous?" Perhaps this promoter never heard of the Piggly Wiggly Chain Stores fiasco, and the L. R. Steel Chain Store get-rich-quick investment scheme. The public has good reason to remember them, anyhow. Our files contain the record of a dozen other chain store failures. The failures were not because they were chain stores enterprises, but because they were promoted as easy money investment schemes. The reader's suspicions regarding the Federal Food Stores we consider well justified.

In a bulletin issued to members of the Michigan Manufacturers' Association, John L. Lovett, general manager, calls attention to the fact unauthorized contributions are being solicited from manufacturers throughout Michigan for a publication called the National Guardsman, these contributions purporting to be for the benefit of members of the National Guard of Michigan. At least one warrant is out for the arrest of solicitors for the above publication, and members of the association are requested to communicate with the Michigan Manufacturers' Association if approached for funds. Mr. Lovett states, while a few legitimate solicitations are being made, there are many more which are unworthy, and suggests that manufacturers communicate with the office of the Association before subscribing to any requests.

Cranks are out of date. Self-starters are in demand.

Strong Corn Market Will Influence Wheat.

Written for the Tradesman.

During the past week wheat has advanced 1c per bushel; having held firm in face of reports of improved conditions from the West and Southwest, and the continued absence of black rust conditions in the Northwest.

One Nebraska report says: "Drive through country yesterday shows wheat turning. Cutting will start this week. Grain filled with large plump berry and quality promises fair. Noted some fly damage in many fields, but it is not great in this territory."

A Kansas City message reads: "Due to the improvement in the Kansas wheat crop a local firm predicts 130,000,000 bushels for Kansas and 50,000,000 bushels for Oklahoma. Northern Texas wheat promises to run fine quality. One sample showed 61 lb. test with a protein content of 13.10 per cent. However, out of fifty samples of Oklahoma wheat taken from all sections only three were over 12 per cent protein and the average was 9.30 per cent. protein. This was a distinct surprise as the wheat generally runs considerably higher in protein from the sections tested."

Disappointing reports are also coming from Kansas as regards protein strength. Naturally this means high protein wheat will continue to bring rather stiff premiums, consequently high grade hard wheat flours will sell at considerably higher range of prices than the ordinary grades.

The writer has covered a considerable section of the State during the past month, and everywhere in Michigan wheat looks splendid. The cool, wet weather developed an excellent stool, the straw is strong and hardy and exceptionally well headed; it is filling particularly well. If the weather continues only moderately warm, permitting the kernel to develop normally we will harvest one of the best quality crops of wheat Michigan ever produced, and the yield will exceed 16,000,000 bushels.

The strength in the Winnipeg wheat market has been a big factor in maintaining the price in Chicago, and the continued strength in Winnipeg is regarded as most significant. It has been hinted the Canadian crop will not be above the average as the acreage has been reduced, but it is yet too early to get a very good line on the actual yield conditions. One thing is certain, foreigners are buying our wheat in good-sized lots right in the face of a new crop in America, which is a good indication they have faith in future prices of wheat, and the English, particularly, are keen buyers.

We believe in considerably higher prices for wheat on this crop than last year's brought, but we feel there will be a reaction in the domestic market at the time of the heavy movement of new wheat, say along the last of July and during August. At any rate this period should prove a good time to anticipate flour requirements for the next four or five months. Watch the tendency of the wheat market and the crop reports; also the volume of buying being done by foreigners. Corn is

strong and getting stronger; this will influence wheat.

The wheat market is in a healthy condition; flour will not be bought as cheaply as last year.

Lloyd E. Smith.

Trade Mark Piracy Denounced by Magistrate.

New York, July 1—The pirating of well known trade marks on garments was denounced to-day by Magistrate George W. Simpson, of the Commercial Frauds Court, in holding H. B. Rubin & Co., Inc., cloak and suit manufacturers, of 501 Seventh avenue, for Special Sessions. The complaint, brought by the American Fair Trade League, charged that the Rubin company had violated the law by unauthorized use of the trade mark Kerami owned by Sidney Blumenthal & Co., of 395 Fourth avenue. Investigators of the staff of the American Fair Trade League told of purchasing at the Rubin company's salesroom garments represented as made of the pile fabric known as Kerami and employees of Sidney Blumenthal & Co., who examined these garments, declared that they were not genuine Kerami.

In denying a motion made by Jacob W. Block, counsel for H. B. Rubin & Co., to dismiss the complaint, Magistrate Simpson said: "This is a complaint by the American Fair Trade League, an organization which is engaged in the protection of the public against dishonest advertising, misbranding, and misuse of trade marks to deceive the purchasing public—a very worthy work."

The Magistrate strongly denounced the business methods of the Rubin house. "The evidence is unmistakable," he said, "that the defendants were perfectly willing, for gain, to deceive the public by printed material given general distribution. Garments were untruthfully advertised and sold as made from Kerami, a trade marked production of wide reputation. It was a flagrant violation of law. This is one of a class of cases absolutely necessary to protect the public against fraud and deception through the misuse of well known trade marks to sell worthless merchandise."

Assistant District Attorney Max Salomon, who has charge of prosecutions in the Commercial Frauds Court, commenting upon the case, said: "The American Fair Trade League is doing a great public service in aiding in the prosecution of commercial frauds and unfair trade practices. This case is proof that the size and wealth of a defendant has no effect on its standing in this court. The Rubin company has been prosecuted as vigorously as if it were a small inconspicuous concern. The large business done by the defendant made it all the more important that the law should protect the public against its unfair practices. I say this in refutation of the statement often heard that there is one law for the poor and another one for the rich."

It was charged by the American Fair Trade League that H. B. Rubin & Co. issued circulars offering for sale jacquettes alleged to be made of Kerami. Morris Marks, Secretary of the Rubin company, testified that the word Kerami had been used inadvertently in this circular and as soon as the mistake was discovered multigraphed notices were prepared correcting the error and sent out with the circulars. On this point Lewis F. Neuhaus, Superintendent of the Mailing Department of the New York General Post Office, testified from official records that the circulars sent out by H. B. Rubin & Co. weighed approximately 8/10 of an ounce each, whereas if the multigraphed statement had been enclosed with the circulars, as stated by Mr. Marks, the combined weight would have been about one ounce.