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Forty-second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 27, 1924

Number 136

Sometimes

Sometimes I long for a lazy isle,
Ten thousand miles from home,
Where the warm sun shines and the blue sky smiles,
And the milk-white breakers foam—
A coral island, bravely set
In the midst of the Southern sea,
Away from the hurry and noise and fret
Forever surrounding me!

For I tire of labor and care and fight,
And I weary of plan and scheme,
And ever and ever my thoughts take flight
To the island of my dream.
And I fancy drowsing the whole day long
In a hammock that gently swings—
Away from the clamorous toiling throng,
Away from the swirl of things!

And yet I know in a little while,
When the first glad hours were spent,
I'd sicken and tire of my lazy isle
And cease to be content!
I'd hear the call of the world's great game—
The battle with gold and men—
And I'd sail once more, with a heart of flame,
Back to the game again!

Berton Braley.

SUPPLY THE HOUSEWIVES WITH

Parowax

Throughout the summer, most housewives, with commendable thrift and foresight, can or preserve a part of the abundance of fresh fruits and vegetables for use on their tables during the long winter months. This is the time, therefore, to furnish them with glasses and jars, with sugar and spices and with PAROWAX.

She knows that to preserve her fruits and vegetables, she must seal them in their containers with a seal which is airtight. She knows that unless the air is excluded they will ferment and become unfit for use.

She knows too, that PAROWAX will seal them tight, keeping all their goodness and freshness in and keeping air out. The effectiveness with which PAROWAX seals each container, its cleanliness and purity and the ease with which it is used, makes it ideal for all canning and preserving where jars, glasses or bottles are used for containers.

Every dealer should have an adequate supply of PAROWAX on hand throughout the summer. It may be secured promptly from any agent or agency of the



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

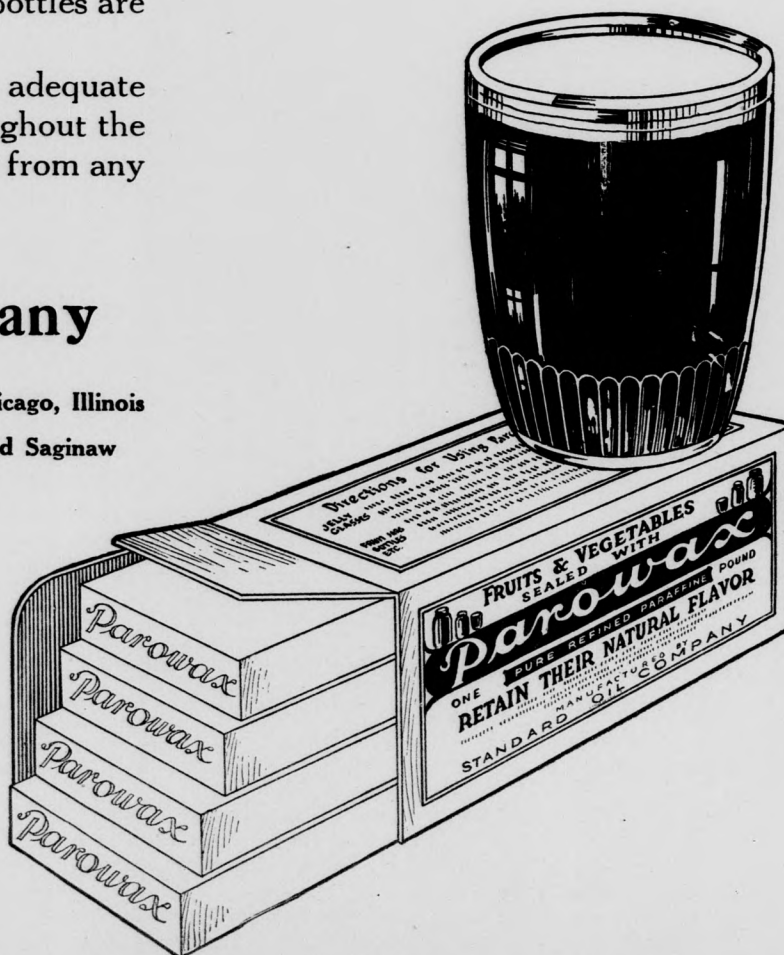
Standard Oil Company

(INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, AUGUST 27, 1924

Number 2136

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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

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FURTHER IMPROVEMENT.

Not many days ago a group of persons who dabble in trade statistics had a meeting to talk over conditions. They were reported as predicting a period of rising prices during the next few months, to be followed by a general decline. It took no gift of prophecy to predict the last portion of this, as long as no specific date was mentioned for it to occur. But that prices are due to rise in the immediate future may well be doubted. It is not that producers generally do not wish this. There are only too many who associate the idea of prosperity with an era of advancing prices and large immediate profits. What are called "boom" conditions appeal to such. But it is generally recognized among thinking merchants that a situation of the kind is merely temporary and is bound to be followed by a slump which dislocates industry and swallows up former profits. A safer condition is one in which prices are kept down, volume production and sales aimed at and buying is maintained at a fairly high notch. In the last year or two consumer purchases have been skimped for one reason or another. Not the least of these was the inability of many to buy what they wanted because the high cost of living did not leave the necessary margin. To a considerable extent this is still the case, and the result is to keep price as a big factor in buying. Attempts to raise prices are sure to check purchasing, a fact that is borne in mind by manufacturers of all kinds of goods no less than by dealers. Recessions, rather than advances, are indicated for the fall season.

A belief in this is what underlies the course of buying at the present. If there were any general idea that price levels were to rise, forward buying in quantity would be in evidence. This is always the case on an advancing market for obvious reasons. Just now,

however, the notion prevails that there is no likelihood of an advance in prices and that, therefore, nothing can be lost by delaying purchases as long as possible in the hope of securing better terms. The plan at times has its disadvantages. When producers limit output to orders in hand, as has happened in some instances, the result is that goods are not available when they are called for. It is a wise buyer nowadays who is able to recognize the danger point, but there are some who sense the situation in time even in these days of cautious buying. There is always a point where it does not pay producers to turn out merchandise and they will not long continue to do so if there is no profit. This appears to be realized a little more as the season for fall retail selling is setting in, and it accounts for a quickening of purchases in the past fortnight. The indications all are for further improvement during several weeks to come, to keep pace with an expected increase in consumer buying. A fairly good demand is anticipated from all sections of the country.

COTTON GOODS OUTLOOK.

Weather indications in the growing districts afforded the pretexts for some rapid changes in cotton quotations during the past week. But overshadowing them was the uncertainty of what might be disclosed by the Government report on conditions issued last Saturday. That report, it was conceded, could not be considered conclusive as to what the ultimate yield will be, because it is yet too early and there are a number of contingencies that may arise to have a material effect. But it would afford, at least, some kind of a basis for calculation. To guard against wild speculation the Cotton Exchanges of New York and New Orleans closed their doors before the appearance of the report. The one at Liverpool does not open on Saturdays. The official estimate put the condition of the crop on Aug. 16 at 64.9 per cent., as against 67.4 per cent. on Aug. 1, and a ten-year average of 62.1 on Aug. 25. The indicated production is 12,956,000 bales as against 10,128,478 bales last year. The report took no one by surprise excepting those who expected an even higher estimated yield. No immediate pronounced change in prices of cotton goods is expected to result from the report, nor is any departure from the conservative buying of them. The mills are still working on short time. In July the consumption of cotton in them was the lowest in three years, and the policy still continues of not making up goods for stock. Gray goods transactions are on a small scale, but finished fabrics are passing into distributing channels in moderate

quantities. Prices for the former have been holding fairly well. An increased business is noted in knit underwear and hosiery.

THE WOOL SITUATION.

Prices for wool continue to be firm in all markets. In this country the clip of last spring has practically all passed out of the hands of the growers and is strongly held. Re-exports of foreign wool have not yet ceased because for certain kinds the quotations abroad are higher than here. A line on the future will be afforded shortly when the auction sales of wool are resumed in Great Britain and Australia. No large demand on the part of domestic mills is yet in evidence, and imports of clothing and combing wool are comparatively light. Much will depend on how the business in woolen goods develops. There is yet nothing in any wise informing on this point. Last Monday the American Woolen Company opened all of its men's wear lines for spring. The offerings were well received on the whole, as the prices fixed were regarded as reasonable. Reductions on most of the worsteds, although comparatively small, were regarded as indicating a desire on the part of the company to push those fabrics which have not been selling any too well of late. Increases in the prices of many woolen cloths were moderate. Many of the fancies are apt to sell on style, regardless of price. Other producers of men's wear fabrics followed in the wake of the American Company. Openings of dress goods will not take place until some time next month. The clothing trade is showing signs of improvement, and the garment situation is regarded as quite satisfactory.

De Valera is no sooner out of jail than he again takes up the old trail. Iron bars have not lessened his determination to fight to the last ditch for his ideal of an independent, republican and undivided Ireland. Even the acquiescence of most of his own people in the present state of affairs does not deter him from stirring up the ancient embers of hatred and fanaticism. The people are not satisfied, he asserts, with the comparative peace that has prevailed since the establishment of the Irish Free State. Any one who thinks they are has simply fallen a despicable victim to insidious and clever British propaganda. Of course, the people of South Ireland are not completely satisfied with the treaty or with the Free State arrangement that has given them Dominion status. But probably those of them who realize they have obtained the best they can hope for are in sufficient numbers by this time to resist De Valera's fiery agitations.

BUSINESS MEN IN POLITICS.

For many years people have deplored the fact that business men have not been available for political recognition. That yearning finds ample fulfillment this year in the persons of three prominent candidates for the highest offices in the gift of the State.

Edward Friendsdorf, candidate for Governor on the Democratic ticket, is a high grade business man. He was left a fortune by his father and has increased it three or four fold by judicious investments in banks, trust companies and other safe and sound financial institutions.

Charles R. Sligh, the outstanding candidate for Governor on the Republican ticket, started as a clerk in a store, became a furniture salesman on the road and forty years ago established a furniture factory on small capital. Hard work, long hours and careful planning have made him a millionaire and enabled him to create one of the largest institutions of the kind in the world.

Franklin Moore, one of the candidates for Lieutenant Governor on the Republican ticket, started out on his career as a barrel nailer. He subsequently became shipping clerk and traffic manager of the same institution, which he now serves in the capacity of Secretary and Treasurer.

All of the above men are thoroughly representative citizens whom any honest man can vote and work for without excuse or apology.

OUR ONE-MAN MONARCH.

In 1918—two years before Governor Groesbeck assumed the reigns of power at Lansing—its cost \$9,108,219 to meet the demands of the State government. In 1921 the figure had increased to \$17,000,000; in 1923 to \$16,000,000; this year to \$14,500,000. On the face of things, it looks as though Groesbeck was a pretty expensive luxury for the people of Michigan to maintain in his power and glory as a ONE-MAN MONARCH.

No small part of the increase above noted is due to the effort he has made to convert the prisons of the State into machines to destroy free labor in certain lines and menace mercantile conditions by the production of prison made products on a large scale. In his determined attempt to accomplish this result he has increased the cost of conducting the prisons from \$93,000 per year to \$2,500,000. A few more years of Groesbeckism and Michigan will be a mighty poor State in which to live.

Certainly no self respecting merchant can consent to be tied to the chariot wheels of an arrogant individual who spends the people's money with all the prodigality of an oriental potentate.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Kalamazoo, Aug. 23—Perhaps you will recall that some months ago we had some correspondence with you relative to the National Remedy Co. This company at the time was fleecing the merchants in Michigan and they started three cases in Kalamazoo and we defended all of them. When they saw that we were fully prepared to meet the issue they dropped the matter.

We are now representing a local druggist who has been fleeced by the Security Ink Manufacturing Corporation, of 334 Fifth avenue, New York City. They got three trade acceptances for \$100 each. Suit is now being brought on these trade acceptances by third parties who claim to be innocent holders.

One holder is Wall Stieh Co., Inc., a New York corporation. We think they are located in New York City. Another acceptance is now in the hands of Abraham Jaffin, 151 West Thirtieth street, New York City. We are quite certain that both of these parties are simply stool pigeons, but sometimes it is hard to prove such matters.

Probably you know all about the game, but for fear you do not we will say that this order provides for the purchase of fountain pens and a gold bond for \$300, together with 150 shares of common stock of the Security Ink Manufacturing Corporation which goes with the order.

If it happens that you have as much data on this concern as you had on the National Remedy Co., you are in a position to assist us very materially. We know that they are fraudulent, as they are being investigated by the Post Office Department. We are afraid that we will be unable to secure any help from the Department, as they usually take all the assistance they can get but give none in return.

If you have no file on this company, but know where we might get information kindly advise us.

We are particularly anxious to get in touch with some trade association or investigating bureau in New York that would run this matter down for us and get first hand information. If you can put us in touch with such an organization we would appreciate it.

In any event we trust that you will investigate the matter sufficiently so that you can safely expose this concern to your subscribers and prevent other merchants being fleeced.

Weston & Fox.

On receipt of the above letter, reply was made as follows:

Grand Rapids, Aug. 25—The scheme you bring to my attention is clearly fraudulent on its face and I think I can help you to establish that fact.

My first move is set forth in the enclosed letter to the Michigan Securities Commission.

If these securities were never validated by the Commission, the entire transaction is based on fraud and the so-called innocent third parties cannot recover.

I will undertake to secure reports on these chaps—principals and associates—from the National Vigilance Committee and the Better Business Bureau and acquaint you with the outcome promptly.

By all means stand pat and challenge the crooks to start suit.

E. A. Stowe.

At the same time the following letter was mailed to the Michigan Securities Commission:

Grand Rapids, Aug. 25—The Security Ink Manufacturing Co., 334 Fifth avenue, N. Y., is selling fountain pens, a gold bond for \$300 and 150 shares of

common stock to Michigan merchants—all for \$300.

If the sale of the bond and common stock has not been approved by you, the transaction must be fraudulent.

Please wire me at my expense as to the legality of such transfers and oblige.

E. A. Stowe.

One of the most rascally conceptions we have had brought to our attention of late is the National Advertisers Syndicate, 417-421 So. Dearborn street, Chicago. A man who goes by the name of J. M. Sweeney travels through the country, soliciting an order for a Crosly radio at \$125. He gets \$25 down and is never heard of again. At least, that has been the experience of several Michigan merchants who have foolishly disregarded our cautionary advice for forty years never to pay

money to strangers. It is high time the city of Chicago took steps to camp on the trails of the hundreds of cheats and frauds who infest (and disgrace) that market.

Durand, Aug. 25—We note your article in the Realm of Rascality department in regard to the T. A. D. Co. We got stung \$25 worth and we ask you if there is any way to go after them and get our money back.

Tower Brothers.

We know of no way, because the parties who are manipulating the swindle are utterly irresponsible. During the time Tower Brothers have been subscribers to the Tradesman, the Chicago gang has been repeatedly played up in this department. Either our good friends at Durand have not read the Tradesman as carefully as

they should or they were inspired by the delightful personality of the chap who extracted their \$25 (in advance) with skill and dexterity. For the thousandth time, the Tradesman repeats: **Never pay any money to strangers or deal with any person who wants money in advance for services to be performed later.**

The word "manufacturing" used by Barth & Guttman, Inc., of New York City in its corporate name the New England Manufacturing Co., is charged by the Federal Trade Commission as an unfair method of competition for the reason, as alleged in the complaint, the company is not a manufacturer and does not own or control a factory wherein the products sold by it are manufactured. The respondent com-

The Schools and The Railroads

Teachers in Michigan's primary schools are being supported, to a large degree, by taxes paid by the state's steam Railroads. In many counties, the whole cost of these schools is carried in this way.

Michigan is justly proud of these schools, and of the capable teachers who preside over them.

And Michigan's 24 Railroads are proud of the result which their tax payments have made possible.

These primary school taxes have become a part of the delicate balance which laws have established between Railroad receipts and expenditures.

This balance can be preserved with a steady and continued improvement in Railroad service, as the past two years have amply proved.

To destroy this balance by increasing Railroad taxes, or by imposing any additional burden on your carriers, would be a calamity for the Railroads and a severe blow at Michigan prosperity.

All we ask is a fair chance to keep on making good for you.

Write us freely about any phase of this matter that interests you.

Michigan Railroad Association

500 Railway Exchange Bldg., Detroit, Michigan

(10-27)



pany purchases table cloths, bed spreads and cotton products from manufacturers, wholesalers or jobbers which it sells to the general public through its solicitors, salesmen or representatives. Further deception is alleged by respondent's use on letter-heads and other commercial stationery of a pictorial representation of a mill or factory accompanied by the words "Barth & Guttman, Inc., Sole Owners, 341 Broadway, New York." The general effect the citation states of respondent's alleged acts is to mislead and deceive its customers into the erroneous belief that respondent owns, operates or controls a mill or factory.

The Texas-American Syndicate, Dallas, Texas, of which H. H. Tucker, Jr., signs himself as trustee, is appealing to the dupes of the old Uncle Sam Oil Co. for more money. This is what is known in the parlance of get-rich-quick promoters as the "reloading game." If the old investors will only come forward with more money, success and wealth for the investors is in sight. This is the role always played by professional promoters after the original investment is lost. E. G. Lewis invariably capitalizes his failures to get more money out of his victims and plays some of them for "suckers" the second and sometimes the third time. Tucker would appear to be an apt pupil of Lewis.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 19.—In the matter of Amond Stewart, Bankrupt No. 2542, the first meeting of creditors has been called for Sept. 2.

In the matter of Walter T. Welsh, Bankrupt No. 2528, the trustee's final report and account has been filed and a final meeting of creditors has been called for Sept. 2. The trustee's final report and account will be passed upon and an order made for the payment of administration expenses, so far as the funds on hand will permit.

In the matter of Bert Wosinski, Bankrupt No. 2479, the trustee has reported the receipt of an offer from G. J. Hesse-link, of Grand Rapids of \$100 for the 50 shares of common stock in the Loudon Manufacturing Co., of Grand Rapids, which is appraised at \$250. An order for sale and a meeting to be held at 802 Michigan Trust building, Grand Rapids, on Sept. 2, has been entered. All interested and wishing to bid on this stock should be present at such time and place.

Aug. 20. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of John J. De Jonge, Bankrupt No. 2544. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a carpenter by occupation. The schedules filed list assets of \$1,250, which is the estimated value of certain stocks owned by the bankrupt, and exemptions are claimed in the sum of \$500. The liabilities are listed at \$12,801.18. 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:

E. Vander Woude, Grand Rapids	\$ 200.00
Critchfield & Co., Chicago	4,758.14
J. W. Miller Co., Rockford, Ill.	4,280.50
Newton Giant Incubator Co., Harrisonburg, Va.	266.10
National Ideal Sales Co., Toledo	30.33
Everybody Pub. Co., Hanover, Pa.	85.68
Orange Judd, Chicago	84.00
Press, Grand Rapids	56.40
Standard Auto Co., Grand Rapids	16.25
Fulton Heights Garage, Grand R.	89.06
Geo. Connor & Son, Grand Rapids	30.19
Glebe Hardware Co., Grand Rap.	44.22
East Fulton Hardware Co., Grand Rapids	74.22
Holwerda Heating Co., Grand R.	48.32
John Idsinga, Grand Rapids	128.11
Reno Offeringa, Grand Rapids	350.00
F. Diepstra & Son, Grand Rapids	44.00
V. C. Motor Car Co., Grand Rapids	22.99
Roseberry-Henry Electric Co., Grand Rapids	33.96
Canfield-Pearce Co., Grand Rapids	8.98
G. R. Electric Co., Grand Rapids	48.00
Foster, Stevens Co., Grand Rapids	185.00
Ralph Victory, Hudsonville	135.00
Fred Victory, Hudsonville	120.00
G. J. Ostenbroek, Hudsonville	54.00

Wm. Grasman, Hudsonville	\$5.00
Harm Vander Molen, Hudsonville	68.31
Peter Hoeze, Hudsonville	62.00
Harm De Vries, Hudsonville	78.00
Fony Ellenbaas, Hudsonville	92.00
Nick P. De Weerd, Hudsonville	108.68
Henry Ohlman, Hudsonville	57.53
Poppe De Haan, Hudsonville	51.23
William De Vree, Zeeland	29.00
Harm Boldt, Hudsonville	117.00
Myron Drew, Hudsonville	95.00
Jake Mesbergen, Hudsonville	65.00
Mrs. P. J. De Weerd, Hudsonville	115.00
John Mulder, Hudsonville	103.00
Lew Spoelman, Hudsonville	269.00
John Schut, Hudsonville	54.42
John Vande Heide, Hudsonville	46.18
Nicholas Herel, Grand Rapids	36.60
De Young Bros., Grand Rapids	13.75

In the matter of Olive K. McGannon, Bankrupt No. 2502, the trustee has reported an offer of \$100 from Hugh E. Lillie, of Grand Haven, for certain shares of stock in this estate. The shares are appraised at \$680. The date fixed for sale is Sept. 2.

In the matter of Klaas J. Mulder, Bankrupt No. 2537, the funds for the first meeting having been received, such meeting has been called for Sept. 4.

In the matter of Nathan H. Smith, Bankrupt No. 2540, the funds for the first meeting have been deposited, and the first meeting has been called for Sept. 4.

Aug. 22. On this day was held the sale of assets in the matter of Horace L. Morton, Harry Jones, and Holland Theater Co., Bankrupt No. 2460. The trustee was not present. No creditors were present. The attorney for the bankrupt was present for the bankrupt. The items of equipment and fixtures offered for sale were struck off to G. Buis, of Holland, for \$535. This was the only offer received by the court. The order confirming such sale was made and the case adjourned without date.

On this day also was held the sale of assets in the matter of Mamie Clark, Bankrupt No. 2504. The bankrupt or trustee were not present. No creditors were present. Bidders were present. The final offer of Mary Redman, of Alma, of \$750 for the stock and fixtures, except exemptions, was accepted and confirmed. The meeting was then adjourned without date.

Aug. 22. In the matter of Edwin Gingrich, Bankrupt No. 2470, the final meeting of creditors has been held. The bankrupt was not present or represented. The trustee was present in person. Claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses and for the declaration and payment of a supplemental first dividend of 5 per cent. on new claims proved, and a final dividend on all claims proved of 17.7 per cent. There was no objection to the discharge of the bankrupt. The meeting was then adjourned without date. The case will be closed and returned to the district court.

Aug. 25. On this day was held the first meeting of creditors in the matter of Peterson Beverage Co., Bankrupt No. 2517. The bankrupts were not present in person, but represented by attorney Charles E. Hext. Various attorneys were present. Certain creditors were present in person. Claims were proved and allowed. Francis L. Williams was elected trustee, and the amount of his bond placed by the referee at the sum of \$5,000. The meeting was then adjourned without date.

Aug. 26. On this day was held the sale in the matter of Hendricks Braun Bankrupt No. 2461. The original offers of Herpolsheimer Co. for \$10 for the trimmings, and the offer of O. L. Hong, of \$10 for the remainder of the merchandise, were each accepted and confirmed. The special meeting was then adjourned without date.

All Geese Descended From Common Graylags.

Geese are, apparently, in all their various breeds, descended from the common Graylag goose of Europe, a species which, until recent years at least, still bred sparingly in the British Isles. It is not known when the goose was first domesticated, but apparently dates from early times. Their chief value lay in their feathers, which were plucked five times yearly, and in their livers, which formed one of the chief delicacies of the Germans when Caesar's armies first invaded Central Europe.

One Better.

John: You know my wife has wonderful hair. When she takes it down it falls to her waist.

Henry: That's nothing. When my wife takes her's down it falls to the floor.

How to Sell Your Goods

IN FOUR CHAPTERS -- CHAPTER THREE

Let us call the pedestal "Personality", which consists of an attractive appearance, abounding good health, an agreeable good nature and a happy combination of the positive mental qualities conducive to optimism and good cheer which are the essentials of the buying state of mind.

On top of the pedestal of character, draw the pillar "Confidence." The ability to inspire confidence in the customer by the salesman is a God-given gift and must never be abused. Then the salesman must have absolute confidence in his goods, in himself, in his firm and in the ability of the customer to pay for what he orders.

On the other side, above the pedestal personality, erect the pillar of "Knowledge." The salesman must know there is no substitute for knowledge. When you know your product thoroughly, it becomes the most attractive story in the world. There is a positive romance about some of the most ordinary commodities of the retail store. It is the business of the salesman to make this romance vivid and interesting to the customer through knowledge.

The upper part of the arch, on the left side, is called "Enthusiasm," and is an indispensable part of the most successful salesman's equipment. Unless the salesman can wax enthusiastic, he must be a misfit, for without enthusiasm he can never go far in the selling art. Enthusiasm makes an ordinary soldier able to defeat an enemy much more numerous than himself, and enthusiasm in the salesman makes him thrice armed and splendidly equipped.

On the other side, above the pillar of knowledge, call the arch "Lasting Good-will." It must ever be borne in mind by the salesman that the permanent good-will of the customer is his high aim. No matter how large the order or how satisfactory to the salesman the business may be, unless it results in the permanent satisfaction of the customer, it is a bad sale and had better not been.

The keystone of the arch is "Tact"—the ability to say the right word and do the right thing at the right time. For example, a rather portly Irish lady entered a Chicago shoe store. The clerk, for that is what we must call him, fitted her left foot with a shoe and then tried to put the mate on her right foot, but could not do it. He exclaimed in a burst of tactless folly, "Why, Madam, one of your feet is larger than the other." She answered angrily, "You insulting fool," and grabbing her hat and hastily putting on her old shoes, left the store in a fit of temper, saying, "I will never buy anything of you again and never shall step my foot inside your store," a promise which she faithfully kept, and the store lost a customer and a friend through tactlessness.

In the next store she met a real salesman, who said, "Madam, why one of your feet is smaller than the other." She said, "Yes, thank you," ordered the shoes, paid for them and became a permanent customer of that store.

This is only one example of how tact on the part of a salesman is one of the most essential if not the most essential quality.

WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years.

The Prompt Shippers



Movements of Merchants.

Detroit—Samuel Rosen has opened a bakery at 8916 Twelfth street.

Detroit—David Sherman opened a meat market at 5209 Maybury street.

Detroit—M. Shifman has opened a meat market at 9133 Oakland avenue.

Detroit—Ben Hirsch has opened a delicatessen at 6366 Woodward avenue.

Detroit—J. C. Helbig has opened a Sanitary meat market, 15454 Livernois avenue.

Lemont—Richard Ossewarde succeeds John Lieffers in the grocery business.

Cedar Springs—E. G. Story succeeds D. M. Kaiser in the grocery business.

Traverse City—Ralph Bickle succeeds Martin & Borden in the grocery business.

Remus—Charles H. Fate & Sons succeed J. Ariss & Son in the meat and grocery business.

Detroit—Nathan Haskal succeeds Isadore Goldberg, grocer at 2556 Taylor avenue.

Detroit—A. M. Radin has opened a men's wear business at 17304 Woodward avenue.

Detroit—S. H. Markham succeeds John Greenfield, grocer at 2415 McGraw avenue.

Detroit—The Victor Cigar Co. recently opened for business at 6164 Michigan avenue.

Detroit—George M. Beyer, of Redford, has opened a meat market at 909 Warren avenue, West.

Detroit—E. S. Perry has purchased the pharmacy of Arndt Brothers, at 3021 Grand River avenue.

Detroit—George J. Ballor has opened a meat market in the grocery store at 9320 Woodward avenue.

Detroit—Mrs. Jennie Bennett has opened a dry goods and women's wear store at 9300 Oakland avenue.

Detroit—Joseph Molnar has moved his confectionery, formerly at 2583 Cortland, to 12234 Linwood avenue.

Detroit—The Kenilworth Grocery and Vegetable Market, 9405 John R. street, recently opened for business.

Detroit—The New York millinery opened at 9143 Oakland avenue recently. Mrs. Frieda Jacobson is the proprietor.

Detroit—Charles Berry has bought the grocery store at 8541 Lawton avenue and will conduct it along modern lines.

Schoolcraft—John Sorrenson, recently of Vicksburg, has opened a restaurant and cigar stand in the Troxel building.

Detroit—Fred I. Peterson and Andrew H. Nelson have opened a grocery and meat market at 1759 Forest avenue, West.

Detroit—The estate of Frank Sumner has sold the drug stock at 2339 Joseph Campau avenue to Manson D. Waters and John Sellon.

Detroit—Edward Weber, mangaer, announces that the China Bazaar, gift shop at 1426 Washington boulevard will discontinue business.

Detroit—George W. Becker has bought the Vancouver confectionery from R. T. Goode. The store is at 8110 Grand River avenue.

Detroit—George A. Farber will open a shoe store in the Tuller Hotel building next Monday. He will conduct it as Farber Footwear.

Detroit—The Edelstein Specialty Shop, 6531 Woodward avenue, will close on Saturday, according to B. W. Edelstein, the proprietor.

Detroit—Dan H. McCormick, confectioner at 10866 West Jefferson avenue, has opened another store at 10767 West Jefferson avenue.

Detroit—The Bedford Shoe Co., 3625 Woodward avenue, has filed a petition in bankruptcy, with liabilities of \$4,551.31 and assets of \$2,850.

Detroit—M. J. Levin and others have succeeded Thomas W. Hillier, who has been running the Crescent pharmacy, 3705 Fort street, East.

Detroit—W. J. Fleming, for the past fifteen years identified with the Buhl Hardware Co., jobbers, died at his home, 89 Bethune avenue, West, August 21.

Detroit—Algin Wardell, confectioner at 4428 West Jefferson avenue, has opened a second confectionery at a location some four blocks nearer downtown.

Detroit—The Stedman & Rawlings Co. succeeds L. G. Stedman, paints and varnishes, 2525 Dickerson avenue. C. S. Rawlings is now associated with Mr. Stedman.

Detroit—The George A. Thompson Co., clothier, 56 Manchester avenue, has discontinued business at that address. The headquarters of the firm is in Chicago.

Detroit—Bert Pline, jeweler in the Liggett building, is the object of an involuntary petition in bankruptcy filed recently, in which three creditors claim \$519.08.

Cheboygan—The Just Cheese Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,750 paid in in cash.

Detroit—Max Kritt will open a drug store at Milford and Hazlett avenues in September. Kritt now operates the Vancouver pharmacy, 5855 Vancouver avenue.

Jackson—The National Plating & Enameling Co. has been incorporated with an authorized capital stock of

\$25,000, \$12,000 of which has been subscribed and paid in in cash.

Detroit—B. A. Weinberg has taken his brother, William, into partnership with him in the hardware at 1022 Canfield avenue, East. The firm will be known as Weinberg Brothers.

Grand Rapids—H. Reimersma & Son have sold the North Park hardware store to William H. Schreimer, of this city, who will continue the business at the same location.

Detroit—Dorfman's Pharmacy, 4258 Buchanan avenue, moves to 4300 Buchanan in a few days. The new location will place the business on a corner and will give larger quarters.

Detroit—L. R. Patterson has purchased the grocery and meat market at 12909 Kercheval avenue from the estate of the late Fred Warnbach. Mr. Patterson took over the business August 12.

Detroit—The Apollo Candy Co., manufacturer and retailer of confectionery, 642-46 Gratiot avenue, has filed a petition in bankruptcy, with liabilities of \$7,588.82 and assets of \$2,000.

Detroit—An involuntary petition in bankruptcy has been filed against the Chain Candy Corporation, conducting a confectionery store at 1016 Seven-Mile Road, this city, and in Royal Oak. The claims total \$533.55.

Pontiac—The Klean-More Products Co., 228 South Saginaw street, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$3,000 in cash and \$2,000 in property.

Ishpeming—J. B. Quayle, proprietor of the Bon Ton ice cream parlor and lunch room, corner of Main and Pearl streets, has sold it to Garfield B. Urenand William Sullivan, who will continue the business under the same style.

Bay City—H. E. Buck & Sons, Inc., 203 Davidson building, has been incorporated to conduct a general merchandise brokerage, with an authorized capital stock of \$2,250, all of which has been subscribed and paid in in property.

Ann Arbor—The Quality Shop, 303 Main street, has been incorporated to deal in women's and children's wearing apparel, notions, etc., with an authorized capital stock of \$25,000, of which amount \$3,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Supreme Cut-Rate Mercantile Co., 5548 Michigan street, has been incorporated with an authorized capital stock of \$5,000 common and 500 shares at \$1 per share, of which amount \$5,000 has been subscribed and \$4,000 paid in in cash.

Flint—The Flint Gravel Co., 2225 Bonbright street, has been incorporated with an authorized capital stock of \$45,000 preferred and 4,500 shares at \$10 per share, of which amount \$40,000 and 4,000 shares has been subscribed and \$40,000 paid in in property.

Koss—The Central Lath & Lumber Co., with business offices at 1316 Sheridan Road, Menominee, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which

has been subscribed and paid in in property.

Detroit—D. Galin & Co., meat dealer, has merged his business into a stock company under the style of D. Galin & Co., Inc., 5706 Warren avenue, with an authorized capital stock of \$10,000, all of which has been subscribed, \$500 paid in in cash and \$4,500 in property.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 26—Gust Lang, who for the past year has been living in New York, has returned to the Soo with his family, satisfied that the Soo is still the best place to call home. His brother, Emil Lang, returned about two months ago, also deciding to get back in business here. The East does not appeal to them any more, the cost of living and the advantages offered here more than offsetting the cost of doing business in the East.

After twenty-seven years of continuous service for the Government, first for the Customs and later for the Immigration office, E. J. Wiley, father of former Attorney-General Wiley, has retired from service. Few who have ever crossed the river at this port have failed to see him. Although 75 years of age, he is still active. It was only a few years ago that a noted runner had occasion to cross the river and, while waiting for the ferry, got to bragging about the record he had made, which interested Mr. Wiley, he being somewhat of a runner himself. The champion challenged Mr. Wiley to running backward 100 yards, with the result that Mr. Wiley won by nearly a yard.

A party of berry pickers at Manistique came across a large black bear while picking berries. Being mostly women it was difficult to say which had the most fright. The women ran for their lives and Bruin also made a hasty retreat. It spoiled the day for the women also their desire to go through the woods in that wild country.

Some people think it pays to be honest because they have less competition.

Ham Hamilton, of the Pickford Grocery Co., of Pickford, was a business visitor here last week. He billed the city with advertising matter for the Pickford fair, which will be held there Wednesday and Thursday of this week. From all accounts the fair at Pickford will be the best ever.

It is easier to find fault in a boarding house than it is to find a square meal.

E. J. Cornwell, of Saginaw, was a caller here last week, driving up from his summer home at Mullet Lake.

The McClelland repair shop has moved across the street from where it has been located to the meat market building formerly conducted by J. H. Roe, on Ashmun street.

The Soo fair will be held Sept. 1 and 2, and from what our county agent McMellin says, there will be a large animal exhibit, especially calves, a large number in the calf club will compete. The attractions are also something special and good races will be staged. If the weather man gives us fine fair weather Monday, it should be a record breaker, as labor day will be celebrated here and reduced rates on both the railroads will bring out the crowds from the smaller towns.

James Rafale, of the Rafale Grocery Co., has installed a large sanitary refrigerator display counter in his store, on Ashmun street, in addition to the other fixtures. He now has one of the most up-to-date meat markets in the city.

William G. Tapert.

Wisdom is an accumulation; not an acquisition.

Essential Features of the Grocery Staples.

Sugar—The price of granulated has been advanced to 7.70c.

Tea—The demand is good and the situation is strong, with a decided upward tendency on most desirable lines. Black teas and Orange Pekoes have advanced several cents a pound. India teas have also advanced, as have most other wanted varieties. Java teas are also higher and so are Congos by 1@2c per pound. The speculative demand for tea is not very heavy, but there is some activity on the part of those who think that tea is good property, even at the advance.

Coffee—The market has settled down considerably, partly because the revolution has settled down, partly because there is enough coffee in this country to last some time. Future Rio and Santos coffees all declined a fraction during the week. This has not been so noticeable in spot Rios, green and in a large way, but the Santos grades have declined a fraction during the week. Rios are about unchanged. In sympathy with the weakness in Brazils all mild coffees have declined a fraction since the last report. The jobbing market for roasted coffee is about unchanged, but is feeling the weakness in the green market, however, no material price revision has as yet been made. Later in the week unfavorable crop news from Brazil stiffened Rio and Santos up slightly.

Canned Fruits—Buying California fruits on contract has slowed down by reason of the scarcity of offerings and the high prices at which goods available have been held. Most jobbers, here as well as in other markets, have bought the assortment at varying prices, some getting in early when the market was at its lowest and others as the advances occurred. Goods are bought on contract and the dealer is protected to some extent at least for his early requirements. Now he is inclined to lay back until the pack is over in case it turns out heavier than predicted and there is more of a surplus over contracts than postings now indicate. Cannerymen insist that there will be little surplus, as export and domestic outlets have absorbed about everything in sight. Firmness prevails in the main items, like pears and peaches. The former is so closely sold up that there is little likelihood of a surplus. Not much change in the market is expected for several weeks, or until there is a more urgent need for stocks than at present. There is some trading in Hawaiian pineapple, with a narrowing of offerings and a drawing of the lines by cannerymen as to what will constitute the assortment. Spot business in pineapple is moderate. There is little attention being paid to gallon apples.

Canned Vegetables—Another week has brought Southern cannerymen that much nearer to the wind up of the season's pack and into the last week of August without liberal receipts of raw stock. So far, the pack has been light and high prices have been paid growers. A long fall is necessary, cannerymen assert, to enable them to produce a fair sized pack but, without a

prolonged season, they say that production will be short. Considerable competition for raw stock is likely, which will mean that growers may receive top prices for tomatoes out of the field. In such a contingency it is frequent that growers break their contracts and deliver where they can do better than their agreements made earlier in the season. This will cut down the canner's tonnage and, to make it up, he will have to buy additional tomatoes at prevailing quotations. In fact, cannerymen can see no cheap tomatoes or any abundance. They think that 90c 2s will look cheap before packing is over and they are therefore not trying to sell on that basis. There is a demand for late packs at a price, but it is hard to cover and spot trading is mostly in 2s, of which both old and new goods are available. Threes and tens are neglected and California is not quoting freely, while spot 2 1/2s are held firmer. The pea market was featureless all of last week as both sides are holding off. Jobbers are not willing to buy heavily as they have covered to some extent and are waiting the final figures of the pack. Corn is also quiet. There is not enough old crop to create excitement and it is mostly in second hands with no free sellers. Futures have been booked as extensively as cannerymen care to go and they are holding off until the pack has been determined.

Canned Fish—Maine sardines are about unchanged and the situation is firm on account of the light supply. Small sizes are particularly scarce. Holders are firm in their ideas and are not pressing for sale. The demand is quiet. California and imported sardines also unchanged. Salmon is selling to some extent, prices firm for Red Alaska and steady for pink Alaska. Buyers are taking salmon only as they need it. New pack tuna is wanted, particularly the white meat brands, but the packers are holding off a little. Crab meat is easy, there is considerable cutting going on one way or another. The consumptive demand is light, crab meat has been too high.

Dried Fruits—The dried fruit outlook is favorable. Carryover apricots have been cleaned up; old crop prunes, it is being predicted on the Coast, will be virtually out of the road before new crop appears in the East, while surplus raisins are in such strong statistical position that there is developing a speculative interest on the part of distributors. No excessive crops are in sight to weaken 1924 lines; on the contrary, packers are more or less withdrawn and the trend of the market since the original openings has been upward. It is a strong and advancing market on the Coast, while the tone on the spot is improving. Naturally the height of the vacation period affects the volume of trading and not much change is expected this week, but after labor day dealers look forward to some real activity in dried fruits. One feature of the carryover is that the prune association has virtually all of the unsold tonnage and this is even more the case with raisins. Independent raisin packers have little

left in the general assortment and are entirely out of the generally short items. They are trying to get additional stocks but are not successful. Concentrated buying on Sun-Maid has worked for a better situation in old crop and there is so much strength that an advance in the carry-over would not be surprising. The independents who are quoting new crop are advancing their prices but still offer guarantees of 3/4c under Sun-Maid's opening. The prune association is firm on old crop at the recent advance and is off of the market on new goods. Oregon spots and futures are following California prunes. A healthier jobbing demand for peaches and apricots exists, most business being in liquidating present holdings as little is offered on contract. Currants are much stronger abroad and the higher market there has caused advances on the spot, although some dealers are still selling goods bought earlier in the season at less than the present laid down costs.

Beans and Peas—The market for dried white beans has been very draggy during the week. Nobody is buying beans unless they have to and prices are nominal and easy. This applies to all varieties. California limas are perhaps firmer than anything else. Green and Scotch peas steady and unchanged.

Syrup and Molasses—Molasses remains unchanged, demand light, prices steady. Sugar syrup quiet, but prices firm on account of the light supply. Compound syrup in fairly steady demand, but unchanged prices.

Salt Fish—Mackerel continues about unchanged for the week, with very quiet demand. Stocks are ample and qualities are good, with prices moderate all around. Mackerel will sell as soon as fall comes.

Cheese—The market is about steady, with the consumption normal and receipts as usual for this season of the year. It is probable that prices on this commodity will increase with that of butter.

Provisions—Hams, bacon, lard, etc., are very firm at unchanged prices.

Review of the Produce Market.

Apples—Home grown Duchess, \$1.25 per bu.; Red Astrachans from Benton Harbor command \$1.25.

Bananas—6@6 1/2c per lb.

Beets—New, \$1 per bu.

Blackberries—\$3 per crate.

Butter—Receipts have fallen off considerably within the last few days on account of the hot weather. Prices have been tending upward and the demand is about normal. Some receivers are looking for still higher prices. Local jobbers hold extra fresh at 36c in 60 lb. tubs; prints 37c. They pay 22c for packing stock.

Cabbage—Home grown 60c per bu.

California Fruits—Bartlett Pears, \$5 per box for either 135 or 150; Malaga Grapes, \$2.50 for 4 basket crate; Seedless grapes, \$1.75 per crate; Giant Plums, \$2.75 for 4 basket crate; Honey Dew Melons, \$3.25 per crate of either 6 or 8.

Carrots—Home grown, \$1 per bu.

Cauliflower—Home grown, \$2.50 per doz. heads.

Celery—Home grown commands 40 @50c per bunch.

Cucumbers—Hot house command \$1.25 for fancy and \$1 for choice; Southern outdoor grown, \$1.50 per hamper.

Currants—\$2.25 per 16 qt. crate for either red or white.

Eggs—Receipts have fallen off still further and prices have been steadily advancing. The consumption is normal and prices will probably go still higher. Local dealers pay 30@32c for strictly fresh.

Egg Plant—\$2.25 per doz.

Garlic—35c per string for Italian.

Green Corn—25@30c per doz.

Green Peas—\$3 per bu.

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 ---\$8.50

Outdoor grown leaf, per bu. ---\$2.00

Lemons—Quotations are now as follows:

300 Sunkist -----\$6.50

300 Red Ball ----- 6.00

360 Red Ball ----- 6.00

Onions—Spanish, \$2.25 for 72s and

\$2.50 for 50s. Walla Walla, \$4 per

Outdoor grown leaf, per bu. ---\$2.00

100 lb. sack; Michigan, \$3.75 per 100

lbs. Crop conditions for the Michigan crop are excellent.

Oranges—Fancy Sunkist Valencias

are now on the following basis:

100 and 126 -----\$8.00

150 ----- 7.50

176 ----- 7.50

200 ----- 7.50

216 ----- 6.75

252 ----- 5.75

288 ----- 5.00

Red Ball, 50c lower.

Osage Melons—Michigan grown are

sold on the following basis:

12 x 12 -----\$2.75

11 x 11 ----- 2.50

10 x 10 ----- 2.25

Parsley—50c per doz. bunches.

Peaches—Elbertas from Missouri,

Oklahoma and Illinois command \$3

per bu.

Poultry—Wilson & Company now

pay as follows for live:

Heavy fowls ----- 20c

Broilers ----- 18@25c

Light fowls ----- 15c

Stags ----- 10c

Ducks ----- 17c

Radishes—20c per doz. bunches for

hot house.

Raspberries—Black, \$3 per crate.

Rhubarb—\$1.50 per bu. for home

grown.

Spinach—\$1 per bu. for home

grown.

Tomatoes—Home grown hot house

\$1.25 per 7 lb. basket; \$1.50 for 10 lb.

basket; Garden grown, \$1 per 10 lb.

basket.

Veal—Local dealers pay as follows:

Fancy White Meated ----- 15c

Good ----- 13c

60-70 fair ----- 10c

Poor ----- 08c

Water Melons—50@75c apiece.

Shipments are coming in from Indiana

and Missouri.

Whortleberries—\$3.25 per crate.

THE POLITICAL HORIZON.

Each Party Has a Good Candidate For Governor.

I think the readers of the Tradesman will read what I say under the above heading without accusing me of partisanship, because such a thing is furthest from my mind.

I wish to commend to my Democratic friends the candidacy of Edward Frensdorf for the governorship. Mr. Frensdorf and the writer were born and brought up in the same town (Hudson) and I have watched his career as a banker, business man and citizen with jealous interest. I cannot conceive of his doing a mean thing or failing to do the right thing in the right way. Mr. Frensdorf has made mistakes, like the rest of us, but he has a remarkably clear conception of his duty as an American citizen and undertakes to live up to his ideals. He was altogether too fond of the kaiser during the early years of the war precipitated by the brutal butcher of Germany, asserting in the Tradesman office on one occasion that the kaiser was the smartest man in the world, but when the United States finally entered the war he quickly changed front and devoted most of his time for two years to the work of raising money for the Red Cross and the promotion of other war activities. If ever a man redeemed himself in the eyes of his friends, Mr. Frensdorf did so in this matter. It is to be regretted that Mr. Frensdorf cannot be elected governor, because if it were possible for him to be our chief executive he would give us a clean and economical administration, without fear or favor, and demonstrate his capacity to handle large things in a large way.

As a resident of Grand Rapids for nearly forty-eight years I have known Charles R. Sligh ever since I came to town. He is a man who has been tried in the crucible and never found wanting. From an original capital of \$28,000, largely contributed by his friends, he has built up a business which yields a profit of approximately \$1,000,000 per year. Before getting on his feet, financially, he saw many dark days, and even after he was on the sunny side of Easy Street he sustained a set back which would have staggered a less resolute man. He became involved by the failure of a bicycle factory which had been sponsored by himself to the extent of \$150,000. He could have avoided liability by resorting to the bankruptcy court, but such a resort never entered his head for a moment. He arranged with the creditors to hold their claims in abeyance until he could liquidate them 100 cents on the dollar. This he did in the course of two or three years, so that no one but himself lost one penny by the failure.

Not old enough to be a soldier himself in the civil war, Mr. Sligh has always paid high honor to those members of his family who went to war and his purse has always been at the disposal of those who served under Lincoln and afterwards came to want. The same is true of the veterans of the Spanish-American and kaiser wars.

No valid appeal for aid or succor has ever been turned down by him.

With one exception (Charles W. Garfield), Mr. Sligh has probably contributed more liberally to charity and philanthropy—proportionate to his total possessions—than any other man in Grand Rapids. His recent gift of \$1,000,000 to found a hospital for children is now in process of consummation. In addition to this sum, he has provided for a fund of \$500,000 to be turned over to this great undertaking forty or fifty years hence.

If Mr. Sligh should be so fortunate as to be nominated and elected governor, he would be the ablest business man who ever held that office in Michigan. He would deal fairly and justly with all and leave a record which no man could decry or regret. I hope

of unspeakable reputations in the origin and maintenance of his one-man-power government and created a condition which is simply intolerable from any viewpoint of decency or good government. To continue such an autocrat in power is to bow the head and bend the knee to tyranny and inefficiency.

Nor can any business man who respects his calling support Mr. Baker, who stands for practically all that La Follette sponsors in his campaign for anarchy and chaos.

I trust every Tradesman reader will do all he can in all the ways he can to defeat the attempt to saddle an income tax on Michigan people. This is the most serious situation which confronts the business men of Michigan, because the enactment of such a

of constructive legislation. They have been destructive in their plans, methods and accomplishments. Their very existence is a menace to good government, good citizenship and common decency.

E. A. Stowe.

Weekly Sugar Trade Report Indicates Upward Tendency.

A further strengthening of general conditions in sugar has been experienced during the past week," says Lamborn & Co.'s review of conditions in the trade. "Raw sugar prices have advanced to the 3¼ cost and freight basis, refiners have made further upward revisions in quotations, the range now being 6.80 to 7, and the futures market has maintained a firm undertone, with sentiment there growing more bullish.

Sentiment throughout the trade is more optimistic; not that fundamental conditions have shown any marked change during the week, but it appears more evident that the trade as a whole is beginning to realize the underlying strength of the market. It seems also evident that the trade appreciates the increasing strength in the statistical position of sugar and the fact that Europe's recent heavy purchases in

Cuba and this market have materially changed the statistical outlook for the remainder of this year.

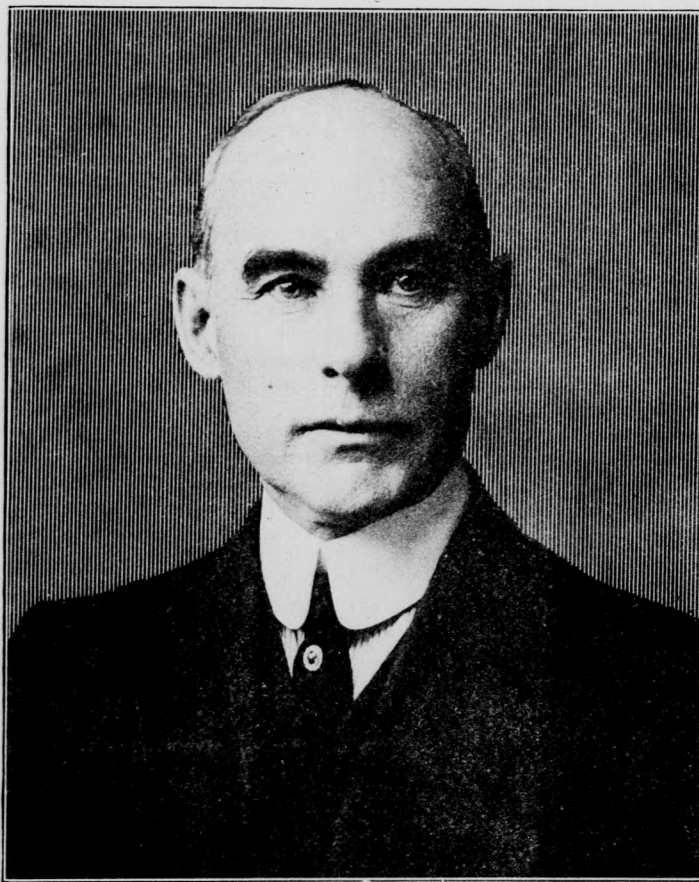
Cuba's stock continues to decrease on a more rapid scale than a year ago, and while the amount available for export from Cuba during the remainder of this year is about 218,000 tons greater than the amount available at this time last year, stocks are decreasing more rapidly. The recent purchases by Europe will shortly be reflected in increased shipments from Cuba and for the next few weeks a fairly large export movement is anticipated, which will likely bring stocks down closer to the basis of a year ago.

The rapidity with which Cuba's stock has been decreasing of late has attracted increased attention, especially as advices from abroad report increased demand for other sugars. India, of late, has been an important buyer of Mauritius sugars that ordinarily went largely to England, and consequently the United Kingdom will have to look to this side of the ocean for supplies that were ordinarily procured elsewhere.

Germany, Russia, France and Holland have shown increased buying interest in this country and at Cuba. While not so long ago the impression prevailed that there would be an excess of sugar at the end of the year, it seems now more likely that as 1924 draws to an end the situation will become tighter. Domestic beet producers will undoubtedly be called upon to market their production on an unusually heavy scale but, in this respect the physical limitations of marketing their product must be taken into consideration.

Reports throughout the country indicate continued active distribution of refined sugar. All sections report heavy withdrawals of old contracts, which is looked upon as being indicative of the near approach of increased new buying as few of the trade have been carrying large stocks.

Lamborn & Co.



Hon. Charles R. Sligh.

my Republican friends will all vote for Mr. Sligh and do all they can to contribute to his nomination and election. He is the only candidate who is engaged in business and understands the needs and necessities of business men.

I cannot see how any business man can support Governor Groesbeck in his ambition for a third term in view of his antagonism to business men and business methods. He has been the foe of everything considered regular in a business way. While the cost of conducting our prisons has increased during his administration from \$93,000 to \$2,500,000 per year, he has turned them into workshops for the production of brick, clothing, shoes and other articles which come into direct competition with the products of free labor. He has associated himself with men

measure would drive capital out of the State, the same as it has in Wisconsin.

I believe in the necessity of two great political parties, so evenly balanced as to numbers as to afford a check on each other. By which I mean that a vital mistake by one party promptly causes a revulsion in the electorate which results in putting the other party in power. This was the plan devised by the framers of the Constitution and the founders of the Great Republic. There was no provision in these plans for the creation of a third party whose only object is to precipitate anarchy and chaos. I hope no reader of the Tradesman will be led astray by the clap trap of the La Follette gang. They are utterly unworthy of confidence or tolerance. They have never fathered a single act

Disregard of the Law a Growing Evil.

Grandville, Aug. 26—What a fine country we should have if every law on the statute book was obeyed to the letter.

Why should they not be? If a law, when enforced, worked a hardship or injustice to any citizen, how long think you would that law remain to vex?

We are a queer people. We talk about the enforcement of the prohibition law and jeer at the laxity of our public officials because of its lax enforcement, just as though there was something peculiar about the way that law is evaded, but in truth there is nothing singular about it. We enforce prohibition far better than we do some other laws, more especially those relating to speed on the highways.

The breaking of speed laws is in the open, while the prohibition enactment is mostly flouted under cover.

If every person who exceeds the speed limit of our villages and towns was arrested and fined, there would soon be enough money in the treasury of each burg to pay most of the taxes. There is no town of importance which has not from one to a dozen offenders every day, and the number of arrests is hardly worthy of mention.

Any fine day, on a single street in Grandville, the village ordinance against speeding is set at naught from fifty to 100 times. How many are pinched for the breaking of this law! Very few, and this seems more strange because of the brazen and open defiance of these speeders. Not all of them are booze fiends, yet their wild and reckless speeding endangers life and limb almost every hour in the day.

Making laws is one thing; enforcing them is quite another.

Some there are who rather break a law than eat. All the fools are not dead yet and a host of them drive automobiles. Take an ordinary fool, fill him up with hootch and turn him loose on the road and what is the consequence? Pick up your daily paper and read of the casualties every single day, more than half of them being caused by fool drivers whose proper place is in the jail yard breaking stone.

Doubtless many laws are shoved through our legislatures to make a showing, never being meant for enforcement. If one-half the laws were wiped off the books and the other half rigidly enforced, there would be less crime, less spectacular trials in our courts and fewer deaths from over indulgence in bootleg poisons.

A statistician has been at work making comparisons. From his figures we learn that twice as many deaths occur in the United States from auto accidents as fell by enemy bombs, gases and bullets during our war with Germany, hence it is safer to be a soldier at the front than an ordinary citizen at home.

Men who break the speed laws, rushing headlong down streets in village or city, are potential murderers, and when death to a fellow being results from such idiotic sport the law relating to homicide should take the culprit in hand and send him to the penitentiary for life. Only in this way can these wild speeders be controlled and brought to their senses.

There is no necessity for new laws on the subject. Murder, not accident, can easily be proven under the present law, and the time is surely coming when justice is going to be meted out, regardless of the high or low position the fool speeder may occupy in the world.

There is another way in which these lawbreakers could be managed. This would necessitate the enactment of another law, one forbidding the manufacture of automobiles which can make more than a certain number of miles per hour. Such a law would work no hardship to a solitary individual and

would be the means of saving countless lives.

Respect for law is lacking in these times.

Back in early lumberwood days there was far less of ruffianism, robbery and murder than exists to-day. A woods murder was the talk of the region, usually the culprit being caught and sent to prison for life, resulting then in longer terms than a life sentence does in these days.

I call to mind one murder in which the guilty party was tried, convicted and sentenced without the calling in of alienists, experts in cranology and brain storms. He served twenty-five years before he received a pardon. Some lifers do die in prison, but the most of them recover their freedom sooner or later and are thus given renewed opportunity to prey on the public.

The courts are supposed to constitute the gravest tribunal, and yet one has to note only a recent case in Chicago to see how the great administrator of Justice is being pettifogged, blasphemed and made a mock of that would put to shame the veriest small justice court in the land.

It is surprising how our courts are lending themselves to the criminal element in the great cities to-day.

Does any one doubt that the case of Leopold and Loeb would have been disposed of long ago had the prisoners, self-confessed murderers, been from poor families, without money to stall the case along? The power of money when so boldly exhibited as in this trial has a hardening effect on the human heart and will serve to add further crimes to the calendar in the near future.

A proper respect for law can only come when those who administer it conduct themselves in such manner as to win the confidence and trust of men and women no matter in what station in life they belong.

Old Timer.

Michigan Canners to "Carry On."

Written for the Tradesman.

Michigan canners purpose carrying on their emphasis of quality product as outlined in a specially contributed article to the Tradesman of two weeks ago. At a conference of thirty representative canners, held at Muskegon August 20, this was determined.

The canners are now looking for a trite slogan emphasizing the superior quality of Michigan canned foods, which they wish to incorporate in an advertising program about to be undertaken. Growers of canning crops and wholesale and retail distributors are invited to send suggestion to M. C. Hutchinson, Secretary, Fennville.

Greater assistance is also to be asked of the various bureaus and crop specialists of the Michigan Department of Agriculture in determining the best crops and varieties for canning purposes and advice on better cultural methods for the growers.

Statistical information of value to the industry and to the distributing trade is to be sought through the co-operation of Federal Agricultural Statistician Verne H. Church.

The Department of Agriculture will also be asked to co-operate in establishing more definite grade specifications for canning crops.

Michigan canners are now practically sold out on the 1924 strawberry pack and the cherry market is materially stabilized. H. M. Royal.

The greatest aid to earning is thinking.

FOR RENT

NEW STORE ROOM DE LUXE

IN \$100,000 MASONIC TEMPLE
AT ANGOLA, IND.

Wonderful Store in prosperous town, 42 miles from Ft. Wayne, Department Store on same site, most prominent in town, for over 25 years. 5565 square feet, modern in every respect, extensive show windows, wonderful island case, Terrazo entrance. 65' x 80 basement, mezzanine floor 12 x 65.

Angola has a population of about 3000. Excellent schools, modern improvements, Seat of Tri-State College, with hundreds of students from all over the world, Center of the "Playground of the Middle West," Steuben County, with its more than ninety lakes. On transcontinental highway east and west, Custer trail north and south. Banks have deposits of \$1,615,000. Rich farming country. No extensive industries. Never had a boom, can not have a set back, but constantly a busier place and will continue to prosper as millions will ultimately be invested in permanent improvements at our unsurpassed lake resorts, just now coming into their own.

Call, Wire or Write.

Waldo Sheffer, L. N. Klink, A. C. Wood, Trustees.
Angola, Indiana.

HEKMAN'S

At Every Meal
Eat
HEKMAN'S
Crackers and
Cookie-Cakes

Delicious cookie-cakes and crisp appetizing crackers — There is a Hekman food-confection for every meal and for every taste.



Hekman Biscuit Co.
Grand Rapids, Mich.

HOLLAND RUSK



Made of whole milk, wheat flour and fresh eggs. Baked and toasted to golden crispness.

The moisture-proof wrapper keeps them always fresh and delicious.

Holland Rusk Company, Inc.
HOLLAND MICHIGAN



Walker
MUSKEGON
MICHIGAN

Makes
Good
Chocolates

COMPETITION FROM GERMANY

Following the London agreement on reparations, it was quite natural that much general discussion has been had in this country as to the effect which the agreement would be likely to have on trade by or with the United States. Much stress was laid by some on the added advantages which Germany would have in selling its goods here and in meeting American competition in foreign countries. This fails to take into account the added cost of production in Germany due to the increased taxes on reparations account and also necessitated by the rise in the value of currency. But the one factor that cannot be ignored is the tendency of trade to go back to its former channels. This has been apparent in all the countries since the cessation of hostilities and it is most marked in those in which conditions are more nearly approaching normal. Some advantages are expected to be retained by the United States in holding a part of the trade which it got while Germany was at war, but the best indications are that much of what was thus captured will be lost. It is only natural that buyers should wish to keep purchasing what they were accustomed to, aside entirely from the question of cost, although in the case of German goods it was their cheapness which often commended them. Then, too, there are certain articles, like potash, certain chemicals, etc., in which the Germans have either a monopoly or a supremacy gained by long experience, which they will exploit to the utmost. The main question now is whether any fiercer competition is to be expected from Germany than was the case before the war. German foreign trade was then expanding, but so also was that of other countries, including the United States.

There are certain aspects of German pre-war trade which are often overlooked and which have a present bearing. To begin with, there was always an excess of merchandise imports into Germany over the exports from there. The so-called invisible exports, such as ship freights, insurance, tourist receipts and the like, made up an actual favorable balance of trade. In 1912 the excess of merchandise imports was \$413,000,000 and in 1913 it was \$160,000,000. The distribution of Germany's foreign trade before the war has a significance at present because, now that some kind of stability is in sight, it is likely to be duplicated. The best customer of the Teutons was Great Britain, which country took nearly one-seventh of the German exports and furnished about 8 per cent. of the imports. Three-fifths of the German imports came from seven countries in this order: United States, Russia, Great Britain, Austria-Hungary, France, British India and Argentina. Of the German exports, three-quarters went to nine countries in this order: Great Britain, Austria-Hungary, Russia, France, United States, Holland, Belgium, Switzerland and Italy. German imports from this country in 1913 were \$407,246,000. Of this amount, 68 per cent. was in the following six categories. Cotton, cop-

per, wheat, lard, raw furs and kerosene. Imports of German goods into this country in 1913 footed up \$169,739,000. The only kinds amounting in value to \$3,000,000 or over were potash, toys, coal tar dyes, raw furs, calfskins, glace gloves and cotton lace. In the fiscal year ended with June 30 last the imports from Germany amounted to \$146,816,067, a slight gain over the year before, while the exports to Germany were \$378,350,363 in value, which was an increase of about \$85,000,000 over those of the preceding year.

In value there is not a great deal of difference between the imports and exports from and to Germany from this country in 1913 and ten years later. But the difference in price levels have to be considered. In terms of commodities, the Germans last year took about five-eighths of the quantities which they did in 1913 and sent here about two-thirds of what they used to. But it is noteworthy that the principal items in both imports and exports remain the same. This also appears to hold true of German trade with other countries in the main, although some dislocations caused by the war still remain. Among the latter may be mentioned the loosening of the grip which Germans used to have on the non-ferrous metals, the vegetable oil seed industry and the coal tar products. As to some of these, the Germans are getting a profit indirectly through plants owned by them in foreign countries. Raw materials for German industries come mainly from abroad, and the bulk of German exports is of manufactured articles. This is bound to continue, and whatever competition these products encounter abroad must be overcome by greater skill or lower production costs, and competitors are well aware of this. Some of the unscrupulous methods resorted to by German industrialists before the war are no longer available, and this will tend to make competition less severe. The Webb-Pomerene act, permitting combinations among American exporters, will prevent German manufacturers from playing off one producer here against another so as to obtain raw materials at lower cost. The greater efficacy, furthermore, of the provisions against dumping will further hamper German "economic penetration." Taking all things together, it looks hardly probable that German competition will be any more severe, even if it will be as much so, as it was in the days before the war.

A minister spoke very strongly against betting. One of the wealthiest members of the congregation was a great gambler, and some one had told the preacher about this. After the service he went up to the gambler, and said, "I'm afraid I must have offended you to-day, but—" "Oh, don't mention it," was the reply. "It's a mighty poor sermon that doesn't hit me somewhere."

If you sit back and wait for the best of the new business propositions to come to you, they may come—but it is quite as likely that they will be picked up by a competitor before getting to you.

MUTUAL INSURANCE WEEK.

October 6-11, 1924, has been designated "Mutual Insurance Week." This is the week of the 29th annual convention of the National Association of Mutual Insurance Companies. Edgewater Beach Hotel, Chicago, has been selected as headquarters. Every mutual insurance company in America is urged to be represented by one or more delegates. Already many companies have selected their delegates. Some are sending a half dozen or more.

The program is taking definite form. It will provide a number of general sessions with speakers and topics that will furnish information and arouse enthusiasm. It will provide for group meetings where special problems may be discussed by interested members. These group meetings will take the form of round table discussions and experience meetings. Each group will have special problems to discuss and will aim to make some plans for the solution of such problems. The experience and best thought of all interested mutual men is desired. The entertainment features are now being worked out and will include a golf tournament on Monday, a banquet on Wednesday evening, and various other interesting things at other times. The Ladies' Auxiliary will have an interesting meeting. Special features are being worked out.

For the general sessions prominent speakers have been secured or are under consideration. These are men of National and international repute in business and political circles. In addition some business matters of vital interest to mutual insurance generally will be determined. Plans and policies for future mutual activities will be discussed and formulated. Consequently these will be of vital interest to all classes of mutual carriers.

Many questions of general interest will be discussed in the conference and committee meetings. All companies are interested in mutual policies as collateral security. Just why objection is raised and how to overcome such objection is a matter of concern to all. The attitude of our people towards state compensation and other forms of state or governmental insurance is one to be determined by the group. And just what means shall be employed to bring about the realization of our dreams is another matter for group consideration. North Dakota and other states have state hail insurance. Ohio has compulsory workmen's compensation insurance administered by the State. Many farmers are carrying it at this good moment and so far as I can learn they are pleased with it. Then the strenuous and unscrupulous attacks on mutual insurance by unfriendly interests. It may be in the form of anonymous statements and pamphlets. It may be in the questioning of mutual policies as collateral. It may be in the form of rulings against insuring of public property by mutuals. It may come in the way of adverse legislation, or adverse rulings or interpretations of law. It may come in the form of opposition to needful legislation.

These are only a few of the interesting and important things to be considered at this convention. They are problems on which mutual insurance should be united. They are not problems to be taken care of by a few companies. They are vital to mutual insurance and must be met and solved by the group.

The Chicago "bunch" have decided on a real convention. They know how and have the ability to do things. They are counting on a thousand delegates. They are planning for a real mutual insurance week. A daily paper will be issued by them during the convention. Everything will be done to make the week the biggest week mutual insurance ever had. It has been suggested that every company in the country make a special effort to make this the best week they have ever had. So October 6 to October 11, 1924, will be a big week all over the United States so far as mutual insurance is concerned.

The goal for the convention is 1,000 delegates and the biggest convention the mutuals have ever had. What will be the goal of mutual insurance in the United States?

Although the German communists prevented Chancellor Marx from presenting to the Reichstag his report on the London Conference last Friday, it is scarcely conceivable that the final vote in that body will indicate anything short of acceptance. For, as Marx pointed out when he finally was allowed to speak the next day, the combination of circumstances which made possible the Dawes report, the London agreements and a reparations loan for Germany is not likely to occur again. America has returned to Europe holding out a life-line. If the life-line is rejected, as the Communists and the extreme Nationalists wish, it is not probable that America would intrude again. This is a strong argument, and Chancellor Marx presented it with some skill. The Dawes plan imposes burdens upon Germany, although it also protects her. The Germans at London failed to bring about immediate evacuation of the Rhur region. But opportunity has knocked at Germany's door. If Germany turns a deaf ear, it will be a long time between knocks.

That the tragic and untimely death of Calvin Coolidge, jr., should call forth so many letters to the wife of the President that they could not all be answered and understood, and Mrs. Oliver Roland Ingersoll has done well in giving the letter she received to the press as a response from Mrs. Coolidge to all who wrote. There is nothing of the disputed creeds of men in the letter. It is above the theologian. In the grip of a sudden death "the learned words of the sage are as meaningless to us as the mutterings of the savage as he stands beside his "dead," but countless thousands of those who still have faith will always find comfort and hope in the verses on The Eternal Goodness written by the good gray poet Whittier three-score years ago. The simple sincerity of the letter will live with many.

Germany Planning To Win the Next War.

Grandville, Aug. 26—"The Dawes plan goes into operation immediately, and it is to be hoped that peace will return to Europe after ten years of active and wicked war."

Thus is the peace of the world secured throughout all time.

Grand and glorious, if true, but is it true? Sixty millions of Germans stand behind the agreement made at London and facing them, agreeing to evacuate the Ruhr in one year, glower forty million Frenchmen.

Has this latest treaty made these deadly enemies friends? If so, then the days of miracles are not over. There has been a long unrest throughout the world because of the French occupation of a parcel of German territory and strenuous efforts have been made to end the strain and bring back the two countries to a peace basis once more.

If this proves to be the outcome of the meeting at London, then a good work has been done, and the strain under which a large part of the world has labored since the close of active hostilities six years ago is over.

Certainly the name of Dawes will not soon be forgotten, but then—there is milk in this cocoanut which hasn't appeared on the surface. France may appear to be satisfied, and little Belgium, too, but also there are sores unhealed which the public knows not of; sores that all the weasel words of diplomatic representatives cannot possibly touch.

Germany, unscathed in most particulars, does not go into this latest deal with an open heart and generous hand. Not she. The century-long feud existing between Frank and Hun still holds. Whatever mask may now be used to cover her true intentions, the German nation is not the one to lie down and consent to whatever plans for settlement may be agreed upon by the one time allies.

There is secret plotting in Germany to-day which does not spell for what this allied agreement purports. The German nation is nothing if not military. The republic founded on the ruins of the cursed Hohenzollern house is built upon the sand. Monarchists may not be in the saddle to-day,

but they work under cover the better to secure the wished for ends.

There can be no genuine peace with Hun and Frank hating each other, as has been the case since the old Napoleonic wars of the last century. It is a known fact that France, who saw her Waterloo under the first Napoleon, and who in later times suffered the rape of Alsace-Lorraine by Germany, is not gently sucking her thumbs at the present hour.

Per contra, Germany hasn't forgotten. She cannot forget if she would. Her loss in the war perpetrated by the kaiser was principally in men and money. Her soil was not scarred by the tread of enemy armies. Her towns and factories remain unscathed, her capacity for regaining her old business stand in the world is of the best. Any agreement she may make will serve her ends, even though it seems to serve her enemy. Scraps of paper are as nothing when they stand in the way of German desires. The world has had ample proof of this. Then why such great rejoicing over the seeming solving of all the problems growing out of the war?

Britain is anxious for compromise, to secure a settlement between France and Germany. Naturally, this would be so, since the British government depends largely on German business to pull her out of the mire into which labor unions have sunk the nation.

It may be politic to cry out ecstatically over the agreement reached at London. Nevertheless that agreement is simply a truce by which the German leaders seek to get the French out of the region of the Rhine. Some of the keenest intellects, American as well as European, who have studied the situation with open minds are ready to declare that Germany is not the peace-loving giant she assumes to be, but a very secretive foe to every peace plan which has to date been evolved.

Germany is not helpless where her army is concerned. A call to-day from her leaders would bring millions of men to arms, not raw recruits, but seasoned soldiers who once formed that hard wall to climb known as the Hindenberg Line.

"The Rhine, the Rhine, the German Rhine" still lives in the heart of every son of the Fatherland, and that fervor

which has so long made the sons of that country loyal to king and crown is only dormant for the time. When the hour strikes millions of armed men will be rushing across that fabled Rhine, seeking to avenge the defeat that France aided in forcing upon the Fatherland.

This will be a far different hour than the one which led a brutal and conscienceless kaiser to break into war in 1914.

At that time Kaiser Wilhelm was tarred with that stick known as "the big head." He imagined he had the world by the scruff of the neck and that all he had to do was to wring it to put that world under his feet.

He failed to take into account the United States with its hundred million people. Foolishly he trod on the corns of Uncle Sam, thus fetching that worthy into the war which caused Germany's downfall.

No such mistake will be made when the next war opens. Even little Belgium will not be molested. With sixty millions to France's forty millions, Germany may well count herself victor in advance, and that time is as surely coming as the sun is to rise to-morrow morning.

Old Timer.

Pay in Advance—and Regret at Leisure.

Mears, Aug. 26—In your Aug. 20 Tradesman you refer to a certain Winslow selling granite wear for the T. A. D. Co., of Chicago.

I bought a similar deal of J. Livingston, representing the J. L. Jordan Steel Co., 180 No. Wabash avenue, Chicago. Have been puzzling my brain ever since for a reason why I advanced \$25 on the deal to a perfect stranger. Maybe this company is not the same, but the method is exactly as you represent the T. A. D. doing. I received notice that the shipment would come with draft attached and wrote them. That part did not matter except that the agent sold me on usual 30 days or 2 off 10 days. They replied that he had given me wrong terms, but they would ship with draft attached, but allow me 2 per cent, as that was my understanding. This Jordan Steel Co. may be all o. k. and not the same kind of birds you wrote up,

but the moment I gave the check I had a hunch I was going daffy. Think I was mesmerized by the big car with a negro chauffeur. I felt I was not doing business in the usual way and took the car number as he drove off—351-055.

I have no reason to think this company is not all right, but I won't fall for any more advance payments with any unknown firm in the future, although there is one of us born every minute.

Does the T. A. D. stand for Teach a dam fool? Chronic Kicker.

Eastern Michigan Full of Tourists.

Onaway, Aug. 26—We have been having company; in fact, they are with use yet and more on the way. We enjoy entertaining the tourists and we are not at all ashamed of our house-keeping, although it may be somewhat crude, compared with Western Michigan. We find that a goodly portion of our visitors are looking for something different—something out of the ordinary—and Eastern Michigan is giving that "something." Nature in all its glory is furnishing a real feast in the way of scenery, together with an ideal climate which goes with it. Cool, invigorating atmosphere must be a great relief from the stuffy, humid air one is compelled to breathe in the crowded cities. M10 (East Michigan pike) is said to be in the best condition of any of our trunk lines and our cross roads are being continually improved. Each year our company returns to the place they have learned to love as a real vacation spot. Many new ones are added to the list and what big catches of fish they do make at Black Lake Park! It would be great to hear some of their fish stories at home.

Harry A. Codde, formerly with the American Wood Rim Co., of our city, but now with the Eureka Manufacturing Co., of Detroit, has been looking after his resort property at Codde's Beach on Black Lake. Many beautiful lots have been sold and a number of new cottages erected.

Squire Signal.

Victories that come without having had to be fought and won are nothing to brag about.

GOING OVER BIG!



HUNDREDS of live firms have already availed themselves of this wonderful Cocoa-nut Taffy Special.

Quick, easy sales and a fine margin of profit can be realized by featuring Zion Coconut Taffy Bars.

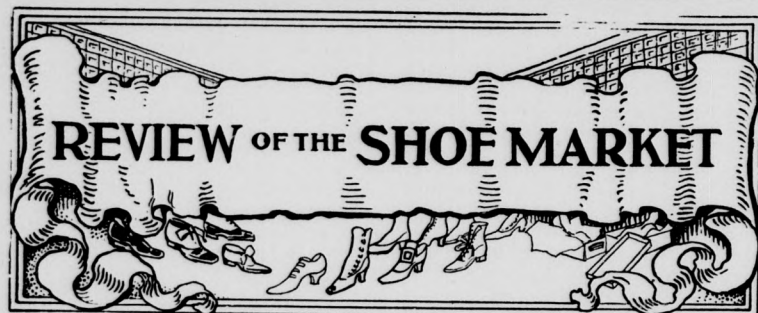
All we ask is a chance to prove it.

If your wholesale grocer cannot supply you write us.

Zion Institutions & Industries

ZION, ILLINOIS

Delicious Zion Coconut Taffy Bars
About 36 to the lb. Boxes average 26 lbs.
Made at the Home of W. C. B. D.



Low Hide Costs and High Shoe Prices.

When steel was 8c a pound the raw material made of steel in a 3000 pound car cost \$240. But it was the labor in converting the steel into the finished parts for the car that brought the cost up to \$2,000 or \$3,000 whatever the grade. There is a difference in a 3,000 pound car that costs \$2,000 and one that costs \$4,000, and there is the same relative difference between a shoe that sells for \$6 and one that sells for \$12. And there is the same final satisfaction to both the owner of the \$4,000 car and the \$12 shoe.

Steel is a basic raw material and its price is regulated by the demand for it. But hides are a by-product of the live stock business. If the demand for leather is light, hides go begging, and as the shoe industry has been lagging hide prices as a consequence are abnormally low, hence what a hide can be sold for bears no relation to its cost to raise or its normal intrinsic value.

Then again, hides as a term used by critics of the high cost of shoes applies to calfskins, veals, sides and calf leather. The character of styles wanted in shoes and demands has changed almost incredibly since 1913, which is used by critics as a comparative year in quotation hide prices. Here are a few examples of what has happened:

In 1913, women's welt sole oxfords made of calfskins were a big feature of the shoe demand. This has dwindled to a pitifully small proportion of its former importance. Their place has been taken by turns and McKay soled footwear in pattern effects made for the most part of fancy materials, such as patent, suede, colored kid, white kid and satin. The demand and sale for satin since 1917 has been a great displacement factor as against leather. Inexpensive shoes made of white canvas once registered millions of pairs annually in volume, but to-day canvas footwear is in small demand. On an average the difference between the cost of a canvas shoe as against white kid will be \$3 to \$5 a pair.

When suedes were good, small, light weight calfskins were bringing any price the packers asked for them and there was no complaint about hide prices of that class at that time. When the demand for suedes dropped, of course the price for small calfskins dropped to the cellar. Men's weight calfskins have consistently sold at top prices when women's weights were selling at auction prices and far below the cost of convering just because there was no great market for them.

It is the same with sole leather. The campaign of the sole and leather belting tanners to create a demand for all

leather shoes was not undertaken for the fun of it. Women's heavy turn soles have sold at high prices and at times have been hard to get. Men's soles have been firm in price and also hard to get in A grades. At the same time sole cutters were carrying lofts full of women's soles suitable for welts in 5 and 6 iron and of men's lighter weights and women's lower grades for which there was no market.

The taste and demand of the public has changed all this and nothing else. The result is a general average of higher costs all along the line. Members of the Kiwanis and Rotary clubs who are shoe merchants could tell their fellow members all this as they all know the facts or at least they should.

The foregoing paragraphs show clearly why to-day there is no equitable relation between the prices of hides for which there is not enough demand to take up the supply and the cost of shoes made of something else.

As stated in a previous article, the real factor in the extremely high cost of shoes is two-fold. Demand crystallizes on one or a few materials, and whatever the material is the price is invariably very much higher than the price of the same materials in 1913, the pet year of the hecklers. White kid, colored kid, and suede are selling 50 per cent. to 100 per cent. more than they were in 1913. As one consequence women's shoes are on a higher price level than men's, if we will assume that they were on a near price plane in 1913.

The second factor is a dual one of higher labor costs that have not been readjusted downward appreciably since the war, and the difference in styles. Straps and cut-outs, the very large use of wood heels as compared to 1913, turns as against welts, turns costing double to make that welts do, the extravagant succession of patterns one after the other and the waste in last changes easily accounts for a higher cost level of from \$3 to \$5 again.

Adding up the cost of the higher materials of the hour whatever they may be, the still almost war prices of shoe labor, the higher cost of transportation and general plant expense, the cost of intricate patterns and their expense to produce, higher taxes, greater overhead than almost any other business is called upon to carry, the difference in the character of shoes sold, wood heels instead of leather, turns instead of welts, fancies instead of staples, and it is not difficult to point out to our Kiwanis and Rotary brothers where the money goes that makes shoes cost more than they think they should.

Then there is a joker. It would

probably amaze our critics if they were told that the best shoe minds in the country deplore high prices and blame high prices for their own inability to make money. The critics would not believe it if told that not one manufacturer or retailer in a hundred is making money, that all are concentrating upon the problem of creating lower price levels. Nevertheless these are the facts. No matter what the public is paying for footwear, the price the public is paying is not producing a profit to either maker or seller.

Last and not least. Anyone, anywhere, at any time, in any fair sized town, can find a pair of shoes at almost any price they want to pay if they merely want a pair of shoes and do not care for the last word in style. There is no merchandise in this country in which there is so much "distress" merchandise on the market every day in the year being sold at much less than the cost of production. Which is one of the things that makes new footwear cost so much.—Shoe Retailer.

Has New Type of Barrette.

The demand for popular-priced jewelry retailing up to \$5 has improved quite noticeably in this market lately. Most of the orders are said to be for immediate delivery, which is taken to mean that earlier reports of short stocks in the hands of retailers are true. Bracelets continue in active request, and there is also a good call reported for bar and beauty pins, brooches, etc. Among the novelties just put on the market is a barrette designed especially for use with bobbed hair. It is made of sterling silver set with either white or colored stones, and is narrower than the ordinary barrette. A patented spring feature prevents it from slipping, and it is made with a smooth back to prevent scratching the head. It retails at \$1.

Better Apparel Is Sought.

Business in misses' dresses and coats in popular and higher priced lines is not as far ahead as it was last year at this time, but is progressing well enough to cause a feeling of optimism regarding the prospects for the remainder of the season. It is believed that after the middle of next month business will compare favorably with that of a year ago and that the late activity will go far to make up for the delay, if not to bring the trade further ahead for the entire season than it was last year. Buyers in many cases have been timid about making heavy purchases, but this feeling is apparently due to be overcome. Lower prices, but not inferior merchandise, are sought.

More Fall Clothing Business.

Men's wear retailers are beginning to enlarge their Fall commitments, according to clothing wholesalers here. The buying is coming particularly from the retailers, who went very light in their early purchases and, while these late orders so far are not especially heavy, the manufacturing trade looks for much increased activity soon, with a shortage of the more desirable merchandise not considered unlikely. Some of the stores are already swinging into the showing of Fall suits, but it will be about

labor day before the movement becomes general. The popular price range in all probability will be from \$35 to \$50.

Umbrellas and Walking Sticks.

The Prince of Wales style of umbrella for men is selling well now, and the coming visit of the Prince to this country probably will increase the popularity of this style. It comes with a crooked handle, carved malacca being well received. A growing tendency among men toward carrying walking sticks is reported. Swagger sticks for women do not seem to be making very great headway, although they sold strong during their vogue. Women are registering their approval of the Parisian idea in novelty umbrellas. Stumpy ones, with fancy tops and bottoms, stub tops and twelve ribs are selling well. Amber and assorted handles are popular.

Another View of Knitted Scarfs.

A report that the coming season does not appear to be a promising one for knitted scarfs was contradicted yesterday by the National Knitted Outerwear Association, according to which the demand for this article has increased lately, large orders being received by many local manufacturers. The association maintains that scarfs will be popular for Winter wear because of the protection they provide when coat collars are left open in cold weather. For Fall wear, it points out, women favor scarfs because of their desire for bright colors to contrast with the hues of their garments.

Store employees have thought they could in safety borrow from the boss without his knowing it. Though they repaid the loan so the boss lost nothing, the employees lost something that could not be repaid.

Satisfaction can mean stagnation.

ATTENTION SHOE DEALERS

For the past two years our prices have steadily receded with the market.

But we maintained the QUALITY of our shoes.

Instead of sacrificing Good Workmanship and High Grade Materials, we are taking less profit.

Only quality shoes will build you a permanent business. Besides, inferior shoes cause you a peck of trouble.

You can rely on H-B shoes for Quality.

**HEROLD-BERTSCH
SHOE COMPANY**

Grand Rapids, Michigan

NEW ISSUE

Legal for Michigan Savings Banks—Tax Exempt in Michigan

In the opinion of counsel, these bonds are a legal investment for savings banks in the State of Michigan, as real estate values exceed twice the amount of the loan, and such values have been appraised and approved as specifically provided in the rulings of the Commissioner of Banking.

\$2,000,000**United Fuel and Supply Company**

Detroit, Michigan

First Mortgage Real Estate 6½% Sinking Fund Gold Bonds**Dated August 1, 1924****Due August 1, 1939**

Coupon bonds in denominations of \$1,000, \$500 and \$100, payable principal and interest at the offices of Bankers Trust Company, New York City or Security Trust Company, Detroit, Michigan. Registerable as to principal only. Interest payable semi-annually August 1st and February 1st, without deduction of the normal Federal Income Tax up to 2%, the company agreeing to refund, upon application, the state taxes of Massachusetts, Connecticut, Pennsylvania and Maryland. Redeemable as a whole or in part upon any interest date on 30 days' notice at 103 for the first 10 years, less ½% for each year thereafter. Security Trust Company, Detroit, Trustee.

COMPANY: The United Fuel and Supply Company, a Michigan Corporation, with its predecessors, has been engaged in the fuel and supply business in Detroit for 46 years, is the largest business of its kind in Michigan and one of the largest building supply businesses in the United States. It is estimated that the company does approximately 50% of the fuel and supply business in the City of Detroit.

The company owns and operates large supply yards in Detroit, several large dock properties on the Detroit River, 5 steamships and a fleet of dredges and barges operating in the Detroit River and Lake St. Clair. The company owns and operates 7 locomotives, 25 cars, 75 motor trucks and 70 teams of horses. About 800 people are employed in the company's operations. Gross sales for the year ended March 31, 1924, were in excess of \$6,000,000.

EARNINGS: During the period March 31, 1915, to March 31, 1924, the company earned net, after local taxes, Federal taxes and maintenance, but before depreciation, \$3,519,653.84, or an average of \$391,072.65 per annum. For the 12 months ended March 31, 1924, net earnings were \$571,393.82, or more than four times the maximum annual interest charges on this entire issue. For the first quarter, ending June 30th, of the 1924 fiscal year, net earnings were \$193,450.28.

SECURITY: These bonds are a direct obligation of the United Fuel & Supply Company and are secured by first mortgage on all the real estate holdings and other fixed assets of the company. The total assets of the company are valued in excess of \$6,950,000. Of this, over \$5,430,000 is represented by real estate values, including sixteen parcels of real estate in the Detroit district valued at \$4,350,034 by a committee of five members of the Detroit Real Estate Board; viz., Harry H. Fairchild of Homer Warren & Co., Edward A. Loveley of Stormfeltz, Lovely & Co., C. C. Wormer, Jr., of Wormer & Moore, H. A. Starret of Starret Land Co., and T. H. Welch of Thomas H. Welch & Co. **The value of real estate in the Detroit district alone, as appraised by the above committee, is therefore over twice this entire issue.**

SINKING FUND: Provision is made for a minimum sinking fund, beginning in January, 1926, which will retire by purchase or call \$1,197,000 of this issue before maturity. Additional sinking funds are provided in accordance with the provisions of the trust deed.

MANAGEMENT: Mr. C. N. Ray has been and will continue to be the active head of the company. His associates are likewise men of long connection with this company and experienced in the fuel and supply business.

Price 100 and Interest, to Yield 6.50%

We offer these bonds for delivery when, as and if issued, subject to prior sale and to the approval of our counsel.

Hoagland, Allum & Co.
Incorporated

Howe, Snow & Bertles
Incorporated

Peabody, Houghteling & Co.**Otis & Co.**

Statistics and information contained herein, while not guaranteed, have been obtained from sources which we believe to be reliable



What Europe's Truce Means to America.

It may be that in the London agreement, reached recently in Downing street, Western Europe has at last turned its back to the war. The great post-war compromise has been made, with America as the umpire, France, Germany, Britain, and Belgium have made concessions. Ten years from the start of the war and well-nigh six since the armistice, the Allies, with American help, are clearing away the first of Europe's three most pressing problems—Reparations, War Debts and Disarmament.

Full day will not follow the new European dawn until Herriot wins over French Nationalists and Marx has hammered German reactionaries into a surrender. Acceptance by both nations, however, is expected, for this reparations pact overshadows everything since the Versailles Treaty and has world pressure behind it. Germany gets a virtual "moratorium" and a loan, but she again binds herself to pay, and fails to get immunity from coercion. France leaves the Ruhr within a year and does not get the pact of security that loomed so large in London a week ago, but payments are assured her, together with a favorable Franco-German commercial treaty, and she is not barred from again invading the Ruhr; Britain as usual, fares well.

This agreement's effects will reach far. The way is cleared for President Coolidge to call a new Arms-Reduction Conference. The problem of inter-Allied war debts will now crowd forward in Europe. To a great extent the post-war uncertainty in America will be ended. Here, at least, is a truce, if not full peace.

On this side of the Atlantic an increase in Old World demands for American products should be one of the results. With Europe back at work and facing the future with a new confidence, a vast trade is expected to be loosed by the agreement.

At present hundreds of millions of dollars in foreign bonds are lying in American banks awaiting assurances that these sums may be safely used. This money will go home in the form of American goods consigned to Germany, France, and Scandinavian countries and other European areas. The uncertainty of recent years has crippled America's European business, but there is a tremendous market in the Old World for American raw materials and foodstuffs, and the credits that pour into Germany, as well as other Central European countries, following the settlement will open these markets once more.

The first effect on America and on the world will be psychological. The seemingly impossible has been found possible. A little later, and how soon cannot be foretold, a wave of buying orders for American cotton, wheat, meats, copper, manufactured goods, tools, machinery, and raw materials is expected. Europe has little surplusage of anything except trouble. America has a surplus of wheat, meat, and raw materials. As the European demand gets into its swing our surpluses will be absorbed. With them will disappear the already lightened farm depression that came with the breakdown of Europe's markets. The agricultural sore spots, even, and particularly in the Northwest, may become sound and soothed again.

To-day almost every field and shop product of America is needed in Europe. As soon as both credit and security are provided, they are expected to cross the Atlantic. They will meet, of course, a tidal wave of manufactured goods made by low-cost Old World labor rushing toward America. This is bound to have some effect on American industry for a time, despite the tariff. There will be a period of ups and downs and readjustments, but this is not likely to be long-lived or dangerous.

The world war for trade and the world scramble for business will receive new impetus. Barred from some of her old markets, her world trade organization badly shattered, Germany is expected to turn eastward to Russia and the Orient and south again to Latin America. She will offer terrific competition to Britain, Frenchman, Belgian, and American in these fields. The world has faced Teuton competition before and can face it again. In fact, it must be faced if Germany is to pay and the Dawes plan is carried out.

American gain—industrial, commercial, financial, psychological, and political—from the settlement should be great. Most of our industries should be helped. Our trade is certain to be bettered. Many of our frozen assets should be thawed and our unwillingly hoarded gold put to work. The farmer will regain the last of his lost markets. Our railways will feel the push of new business. The numbing effect of a partially paralyzed Europe will disappear and some of our most blatant demagogues will lose most of their political stock in trade.—N. Y. Evening Post.

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Issue Series of Reports on Retail Store Problems.

Timely, accurate and substantial information, which will help the American merchant with his more difficult retail store problems will be available shortly in pamphlet form, Dr. Julius Klein, Director of the U. S. Bureau of Foreign and Domestic Commerce, announced in discussing the work of his re-organized Domestic Commerce Division.

"Budgetary Control of Retail Stores" is the title of the first of a series of bulletins. The information it contains, according to Director Klein, represents the results of studies of a character never before attempted by a Government institution. Underlying fundamental principles governing the importance of budgetary control, rather than numerous complicated forms and statistical data, are discussed in the new report, Klein says. The information which is now almost ready for publication, the Director points out, clearly explains the necessity of its use and pictures the ultimate results that may be experienced in the building of a successful retail business.

The practical rather than the theoretical viewpoint has been secured, Klein says, as a result of constant consultation with leaders in the business. Previous surveys and studies, he asserts, have been inaugurated from the viewpoint of costs, attacking the problem from the standpoint of technique and procedure, rather than with the idea of presenting facts and suggestion affording a clear and thorough understanding of the economic highlights that must serve as a basis for all retail activities in the effort of the retailer to serve his community as a true "Purchasing Agent."

Lawrence A. Hansen, formerly Assistant Secretary of the Retail Trade Board of Boston and afterwards Managing Director of the Massachusetts Retail Merchants' Association had charge of the collecting and editing of the data. Mr. Hansen is a keen advocate of community consideration in connection with all retail problems saying "Service to the community must be one of the first considerations of the retailer if he is to clearly perform his assigned duties as purchasing agent for his clients."

Other studies which are now nearing completion deal with "Community Advertising," "Retail Store Location" and "Cancellations and Returns of Merchandise." According to Director Klein, such work as these studies present can only be viewed as the forerunner of much larger and broader activities carried on under the direction of skilled organizers who understand the needs of the business man and the procuring of the practical facts in fulfilling the retailers' needs for substantial information with regard to his business.

Good Word for the Gopher.

Dr. Joseph Grinnell, director of the Museum of Vertebrate Zoology at the University of California, comes forward to say a good word for the "pocket gopher," long and utterly despised by farmers, for its destruction of grain and alfalfa, to say nothing of

other crops. Dr. Grinnell pleads that this small animal, despite its annoying habits, has been for centuries industriously cultivating the ground, bringing fresh soil up to sun and moisture, much as the plow does. In the Yosemite National Park, Dr. Grinnell and his associates made tests which showed that in the short space of one year, the gophers in that reservation brought up in their burrows at least 8,000 tons of earth. This repeated process, the gophers' defender says, does much to make the soil fruitful.

Underwear Mills Doing Better.

Heavyweight underwear continues to move in this market in a volume satisfactory to sellers. Some mills are said to be sold up on this class of goods until Oct. 1, while others report sales of substantial quantities of goods in the last week. A feature at the moment, however, is the heavy call reported for "seconds." Surplus stocks of last year's merchandise are also changing hands at last year's quotations. It is the general opinion that prices on lightweight underwear, which will be named after Labor day, will be on the same level as last year's opening quotations. They will be lower, however, than the revised lists covering this merchandise. Only a few of the direct-to-retailer lightweight mills have opened their lines so far, and their road men report some business.

By placing a silver dollar in the pay envelopes of employees at Washington the Government began to put in circulation again the old-fashioned "cart wheel" silver dollar. There are about 30,000,000 available for immediate circulation and we may expect some of them to visit us shortly. Their upkeep as currency costs the Government practically nothing, while the paper dollar costs around 3 per cent.

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FIGHT ON PRISON GOODS.**Plan To Protect the Public From Imposition.**

Responding to repeated requests from distributors and consumers that some way be provided whereby garments made by free labor, in contrast to the product made by the compulsory labor of convicts, can be identified when offered for sale, the International Association of Garment Manufacturers announced recently that applications will now be received from its members desiring to use a label or imprint, to be placed in each garment specifying that all goods so labeled are made by free labor, not by prisoners.

In addition to the protection afforded to the employer and wage-earner from the label, which will appear on over a million garments, starting October 1, it is pointed out by A. F. Allison, Secretary of the Association, that this label, broad-casted to every part of the country, particularly on work shirts, pants and overalls, will ensure a National demonstration of the tremendous potential value to each State of prison production now going into private channels, unfairly interfering with the competitive sale of goods made by wage-earners.

The public has been kept in ignorance, of the facts regarding present methods of employing state prisoners and although there has been a great deal of agitation on the subject, and many promising developments are now in sight, the situation in the garment industry is such as to require immediate action to show every customer, every voter, what is going on.

The prisons of eighteen states are loading the markets of all the forty-eight states with convict-made garments offered for sale with nothing to show that they were not made by free wage-earners.

In a letter to the Tradesman, Mr. Allison makes the following disclosures:

"We believe that laws will be passed by Congress and by state legislatures requiring proper identification of prison products when and if sold on the open-market. In the meantime, however, we are not waiting for the Government to give us the help and protection to which we are entitled, but have originated our own label, and will not permit its use on any garment made in whole or in part by prison labor.

"We have presented our respectful protests to the governors and prison boards of many states. Only recently we found that the state of Florida was about to sign a contract to employ its prisoners in making work shirts. We at once wired information which showed that the markets of the country were already flooded with work shirts made in the prisons of seventeen states. On the face of it, the information we sent the Governor, which was taken directly from an official report of the U. S. Department of Labor, available to him as well as to us, proved conclusively that, if for no other reason, business judgment dictated that Florida was unwise to add many additional thousands of dozens of work shirts to

present production, all of which had to be foisted upon the public without letting the consuming buyer know it was convict-made.

"But the State of Florida went ahead with its contract to make work shirts and the only explanation Governor Hardee has made to justify his action was his statement that there are practically no work shirt manufacturers in Florida. This is the kind of political reasoning which has, in large measure, accounted for the huge development of the prison garment industry. But political reasoning has been proved faulty more than once, and we believe that when the people of Florida, and the seventeen other states, realize and appreciate just what it is that is being done in their prisons, how unjust and how unnecessary the present system actually is, the politics of the situation will change very suddenly.

"Th's Association, for several years, has fought the present system of employment of prisoners, in competition with free labor. Last year a real remedy was developed and made available. Before that time, prison officials, prison commissioners, and all concerned, were always ready to fall back upon the stock argument that after all the prisoners had to be kept busy, and there was no other way to do it. That is the sole and only excuse ever made in any of the eighteen states which compel men prisoners to work at a woman's trade, and permit the garments thus produced to go out on the market throughout the country in absolutely unfair competition with men and women wage-earners.

"This excuse, or apology, or explanation has now been exploded.

"The International Association of Garment Manufacturers, in July, 1923, endorsed the plan for prison employment worked out by the Associates for Government Service, Inc. This plan simply provides that each state shall employ its prisoners making for its own use, selling any surplus to the adjacent states, they in turn making that part of their own supply requirements which is not being manufactured by the prisons in adjoining states, and selling their surplus to the states from whom they buy. Every authority agrees that this plan is practicable. Furthermore, the market thus opened up, within the states, themselves, is many times larger than total possible prison production, as it amounts to over \$700,000,000 per year, whereas prison production will not greatly exceed \$50,000,000.

"Therefore, our prison labor campaign has now developed along three definite lines: first, we will label our own goods as made by free labor; second, we seek National and state legislation which will make compulsory the labeling of prison products as convict-made; third, we are backing the plan of the Associates for Government Service, Inc. for states-use and interchange of prison products for governmental requirements, both Federal, state and city, not only because this plan removes prison-made goods from competition on the open-market, but because it brings about the employment of prisoners on a sensible,

profitable basis, permitting the payment of wages, so the prisoner can earn his keep and support his family which is now, too often, without resources except for public and private charity.

"The states now engaged in garment manufacture, in all cases, except the state of Missouri, dealing with a private contractor who sells the prison-made garment for his own profit, are Alabama, Arkansas, Connecticut, Dela-

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ware, Florida, Idaho, Indiana, Iowa, Kentucky, Maryland, Michigan, Nebraska, Oklahoma, Rhode Island, Tennessee, Virginia, West Virginia, Wisconsin and Wyoming.

"The state of Missouri, trading as the Workmen's Clothing Co., the Missouri Shirt Manufacturing Co., Parker Boot & Shoe Manufacturing Co., Economy Stay Co., Missouri Broom Co. and Missouri Twine Co., has placed the resources of the state treasury back of its efforts to foist prison-made goods upon the public, but not, to our knowledge, does it mark or identify the product of its state prison in any way to let the retail merchant or consumer know what he is buying. This is carrying the prison manufacturing system to the very limit of practical absurdity and injustice to the wage-earners with whom the state is directly competing."

Outlook in Linens.

Manufacturers of Irish linens report dress goods still to be in demand, according to the Irish Linen Society of Belfast, and fair-sized orders have been placed with them for next season's requirements. Sorting-up orders have also been placed for the ordinary line of goods, but in small quantities, as merchants are not anxious to book too far ahead at the prices now ruling.

Of the condition of flax, the society's report says that the warmer weather has improved the appearance of the Irish crop, but that it is still very variable because some districts have suffered more than others from the excessive wet and cold weather. On the continent, retting is in full swing, and very little flax is offered at the moment. Prices are very firm, however, for any flax marketed.

A satisfactory amount of new business in linen yarns has been put through during the last two weeks, the report further says. Prices of all descriptions are strong, with a decidedly higher tendency in the finer counts of weft lines. Spinners are in such a position that unless they can see their way in raw material all offers are turned down. Tow yarns are also very strong and in good demand for dress linens.

Panels Featured in Neckwear.

Panels of all descriptions show up strongly in the business now being done in Fall lines of women's neckwear. Lace and net in combination continue to be much in evidence, and the shape and length of the panels show great variety. Some "numbers"

show a full-length panel in the back, with a short one in front, while others show a front panel to be tucked under the belt and attached to a round collar. The Jenny neckline is a strong determining factor in the "made sets" of small collar and cuffs, with lace playing an important part in their design. Pleatings of all kinds are much in demand, the call being particularly strong from the dress houses. The indications are that the season, in all varieties of neckwear, will be one of the best in some time.

Price an Item in Glassware.

Price is an outstanding consideration in business now being done in glassware. Buyers want good quality, but attach particular importance to low quotations on the merchandise they will take. Prohibition is having a noticeable effect on the trade, although the demand for pieces for home service of beverages is providing some compensation for the loss due to deprivation of the former market among public dispensaries. Oven glass is moving fairly well and colored ware is picking up. Among novelties offered by a leading dealer are mah jong effects in decorations and ribbed designs inspired by recently discoveries among the relics of the ancient city of Cambodia.

Demand For Golf Stockings.

The popularity of golf stockings for men has resulted in a shortage of stocks in the cases of some producers and jobbers, and the cricket sweater is said to have sold so well that the supply of this garment is none too plentiful. While there has been a good business in golf stockings during the Summer, it is expected to be even better in the Fall, when cooler weather is expected to have a stimulating effect upon the demand. Better quality stockings are being sold than were demanded a year ago. All wool numbers are going strong. Loud colors are particularly well liked.

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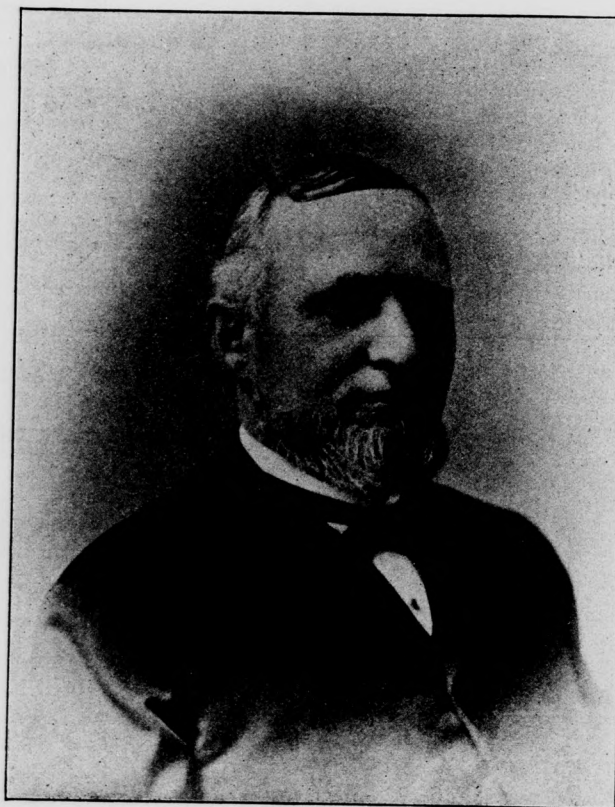
The announcement on the opposite page that the Voigt Milling Co. has created a new department and will devote the Star Mills to the handling of beans in carlots naturally recalls the remarkable personality of the founder of the home—the late Carl G. A. Voigt. The business is now conducted by the three sons of the founder—Frank, Carl and Ralph Voigt—all of whom have been associated with the business since they were old enough to take on the cares and responsibilities of business careers.

C. G. A. Voigt was born in the Province of Saxony, Prussia, in the year 1833. In 1847 the family emigrated to America, settling in Michigan City, Indiana. The boy had little liking for his father's calling, which was farming, so he soon quit it and went into a grocery store as "boy of all work." As a boy he gave little evidence of the remarkable commercial sagacity which later made him so successful in business. As illustrating this, Mr. Voigt used to find much pleasure in telling this story on himself: On one occasion while in the grocery store his employer, Colonel Taylor, gave him 25 cents and sent him out to buy a fish for the family dinner. He soon came across a fish peddler and asked the price of a fish of rather large size and was told it was a quarter of a dollar. The peddler showed him another kind for which he only asked 25 cents a dozen. This was a bargain not to be despised. A dozen fish for the price of one! He took the dozen. Hastening back to the store he triumphantly displayed his purchase. The Colonel looked at them, then at the boy, and uttered the one word "suckers," and the lad was sent back, somewhat crestfallen, to buy a fish that "a gentleman could eat," and was told not to attempt any more bargain making in the fish line. He remained in the grocery store about two years, when he concluded that dry goods was more to his liking. He soon secured a situation in a dry goods store, where the first article he sold was a grindstone. It was while in this situation that he made the acquaintance of Wm. G. Herpolsheimer, with whom he was so many years associated in business. Mr. Voigt remained as a clerk in that establishment for twelve years. In 1865, with Mr. Herpolsheimer as a partner, he embarked in the dry goods business in Michigan City on his own account. The venture prospered from the start, and it was not long before the firm began looking about for a new and larger field. Grand Rapids was finally decided upon as the new location, and so, in 1870, Mr. Herpolsheimer came here and started a dry goods store, which has since grown to large proportions. Mr. Voigt remained in Michigan City until 1875, when the firm having purchased an interest in the Star Flouring Mills, the business in Indiana was closed out and Mr. Voigt came to Grand Rapids to take the active management of the mills. The mill firm was known as Mangold, Kusterer & Co. until 1877, when the

name was changed to Voigt, Kusterer & Co. Mr. Kusterer was a passenger on the ill-fated steamer Alpena, which floundered in a gale on Lake Michigan in the fall of 1880. All on board were lost. Shortly after this terrible event the firm became known as C. G. A. Voigt & Co., which was the style until 1898, when it was again changed to the Voigt Milling Co. When Mr. Voigt assumed charge of the Star Mills it was a "stone" mill, having seven runs of burrs and a daily capacity of 150 barrels. It was soon developed into one of the best equipped roller mills in the State. To be first a successful dry goods merchant and then a successful miller was the record which Mr. Voigt made for himself, and it was to his business foresight, enterprise and energy that the success of

Elizabeth Wurster, of Michigan City, Indiana, in 1860. Of the children born to them six are now living. Mr. Voigt died Sept. 8, 1908. His funeral was one of the largest ever held in the city, because his friends were legion.

Personally Mr. Voigt was one of the most peculiar men who ever lived in Grand Rapids. Gruff in manner and severe in statement, he impressed a stranger as being the incarnation of discourtesy, but a slight acquaintance mellowed the gruffness into gentleness, and those who became well acquainted with him soon forgot the reception he invariably accorded the stranger. He was a man of marvelous discernment and intuition, reading men at a glance as easily as many people read a book and forming conclusions of men and methods which invariably proved to



Carl G. A. Voigt

the milling interests of the firm was due. In 1882 the firm purchased the Crescent Mills, which it has conducted ever since.

Mr. Voigt was long a member of the Michigan State Millers' Association, in which organization he at different times held office, including that of President. He also served as President of the Michigan Millers' Mutual Fire Insurance Co., of which he was one of the founders. He was also one of the founders of the Michigan Commercial Insurance Co., which had a capital stock of \$300,000 and a surplus in excess of \$100,000. He was long a director of the Fourth National Bank. He was a member of St. Mark's Episcopal church, which he served many years in the capacity of vestryman and junior warden.

Mr. Voigt was married to Miss

Elizabeth Wurster, of Michigan City, Indiana, in 1860. Of the children born to them six are now living. Mr. Voigt died Sept. 8, 1908. His funeral was one of the largest ever held in the city, because his friends were legion. Personally Mr. Voigt was one of the most peculiar men who ever lived in Grand Rapids. Gruff in manner and severe in statement, he impressed a stranger as being the incarnation of discourtesy, but a slight acquaintance mellowed the gruffness into gentleness, and those who became well acquainted with him soon forgot the reception he invariably accorded the stranger. He was a man of marvelous discernment and intuition, reading men at a glance as easily as many people read a book and forming conclusions of men and methods which invariably proved to

Business Quiz.

Question No. 1—A merchant who marks goods 60 per cent. above cost decided to hold a reduction sale, reducing the goods 40 per cent. on the selling price. Did he lose, gain or break even by the transaction?

Question No. 2—In character analy-

sis what are the main points to keep in mind as applied to business men and women?

Question No. 3—What does the U. S. Bureau of Labor classify as unsatisfactory occupational practices for women?

Question No. 4—What is known as the four states of self-advancement?

Question No. 5—A merchant sold a show case at a loss of 10 per cent.; bought it back, paying 10 per cent. advance to the party. Loss was \$5.70; what was the original cost?

Question No. 6—What is the meaning of the term S/P?

Answers.

Answer No. 1—The merchant who reduced his goods 40 per cent. on sales price after marking 60 per cent. on cost, loses irrespective of cost of doing business or overhead, just 4 per cent.

Answer No. 2—The fundamentals of character analysis as applied to business is the size, shape and general form of the head as follows: Long—keen and sharp; short—selfish and impatient; high—ambitious and optimistic; low—selfish and low ideals; narrow—mild, kind and persistent; wide—executive ability; square—cautious; round—reckless and cunning.

Answer No. 3—The Bureau of Labor does not recommend: (a) constant standing posture at work; (b) repeated shifting of weights over 25 pounds or other fatiguing motions; (c) operation of mechanical devices requiring undue strength, stress or strain; (d) exposure to dirt, dust or other occupational poisons without due safeguards.

Answer No. 4—To allow a person to check their advance or lack of it, a well-known efficiency expert classifies the four stages of success as follows: (1) employed under supervision; (2) allowed to work without supervision; (3) expert manager; (4) manager of experts.

Answer No. 5—The original cost of the show case was \$63.33. One loss was sustained by paying more than received.

Answer No. 6—The term S/P is an abbreviation of "satto prosesto" or "under protest."

Another Kind of Egg Beater.

A specially designed egg beater, sold separately or with a mixing bowl of dimensions gauged particularly for use with it, is making a big hit, according to the sales representative of the manufacturer. The beater has a wider bearing than most, and it is claimed that its longer axle makes it possible for this article to be used for much stiffer beating. The mixing bowl is high and narrow and is designed to eliminate drawbacks encountered in the use of other kinds of bowls when mixing with egg beaters. The beater and bowl set are packed in corrugated cartons, so that the package can be sold over the counter or shipped long distances. Heavy repeat orders have been received for the set, some houses having duplicated two or three times in six months.

When a customer finds that statements which you made to him fall short of the truth, you have injured for a long period your chances of getting his confidence.

VOIGT MILLING COMPANY ENTERS BEAN FIELD

THE Voigt Milling Company, of Grand Rapids, has inaugurated a new department to the institution, namely a bean department, which will handle exclusively the jobbing of Michigan Pea Beans.

This department is located at the Star Roller Mills and will be in charge of Raymond W. Hoey.

The years of fair dealing and excellent service to the trade in general throughout the United States will guide this branch of service in every transaction, and will establish a feeling of confidence with buyers, so they will be assured they will be given exactly what they buy.

Over a half century of constant service to the buying public by the Voigt Milling Company certainly confirms this fact and every policy that has been established by these long years of experience will be observed to the letter by the bean department.

Without a question the establishing of a bean department by the Voigt Milling Co will be welcomed by both the elevators in Michigan and the wholesale grocers throughout the country, and excellent co-operation is anticipated from every side.

Being in a position to meet any legitimate competition and shipping nothing but stocks graded in accordance with the Michigan Bean Jobbers Association grades and terms, this department anticipates a large volume of business during the next crop.

VOIGT MILLING COMPANY





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.

Illuminated Glove To End Motor Accidents.

Following out the suggestion made by the glove industry recently that white gloves, because of their high visibility, would be effective in lessening the possibility of motor accidents caused by failure to observe hand signals at night. A Gloversville, manufacturer has devised a unique motor glove that will be infallible in giving adequate warning that a driver plans to stop or change his direction.

By affixing a red lense with a mirrored back, about two inches in diameter, to the back of the left glove, the company has achieved the stoplite glove which is plainly visible in reflected light at a distance considerably in excess of one hundred yards on the darkest night. The principle involved in that of the red reflectors frequently inserted into the rear mudguards of bicycles. The reflector will catch and make visible light rays from the lamps of automobiles at a much greater distance than the lights themselves are effective for purposes of illumination.

The manufacturer, who is now displaying samples to retailers, reports that the glove has been recognized instantly by merchants not only as possessing tremendous value as an essential safeguard to life and property, but also as a highly desirable "attention compeller" to attract the notice of possible customers. Retailers are planning to feature the new glove extensively in their window displays, they report, with the confidence that they will thereby sell not only a vast quantity of stoplite gloves, but that the interest aroused by the stoplite glove will result in attracting many customers to the store for other purchases.

In designing the glove the manufacturer has taken into consideration all of the factors that make for salability, and in order that wearers may obtain stoplite gloves in any style they may desire the reflector has been designed so that it may be made a part of any glove of any leather or design, for men and women.

Hats For Fall Wear.

The vogue for matching hats and costumes for fall wear promises to play an important part in the millinery business of the coming season, according to cable information from Paris that has been received by the Retail Millinery Association of America.

More and more French houses are following the method of Jeanne Lanvin in this respect.

"Redfern's brilliant collection this year is overwhelmingly Directoire, showing hats of this type in great preponderance and exaggerating and adapting it interestingly," says the Association's bulletin. "The period immediately preceding the Directoire epoch is also exploited, some hats showing traces of the Incroyable (1795). These have flat-topped bell crowns of the finest hatter's plush and curved narrow brims, modernized so that they frame the face becomingly.

"Reboux is still trimming felts with big pompons of cross aigrettes, imitated for American use in blonde and nageoir. Two, and sometimes three, ombre shades in the same tone of felt appear in these trimmings. Shell brown, cyclamen and various greens are preferred by this modiste. Maria Guy is extremely partial to felts and to brown tones. She combines felt crowns with brims of hatter's plush, and also shows entire hats of the latter material. Both round and square crowns are employed by her.

"Lace, black or very dark brown, appears in the trimmings of Maria Guy and Lewis. An ultra-new way of trimming is to fasten a pleated cockade or jabot of lace with a rhinestone ornament on the left side of a hat, with a crown of felt and a cushion brim of panne velvet. Glycerined ostrich pompons are preferred trimmings at Villetard's, Talbot's and Regnier's. Louison features dark hats with touches of bright-colored velvet. Her hats have much hand work this season, and the felts are treated in many original ways."

Man's Hot Weather Clothes.

Man is a stronger animal than women yet statistics show that men, as a rule, do not live as long as women.

The lists of prostrations and deaths from heat in summer show men are the victims and seldom women. Why? it is because women do not wear winter clothes in summer. Women do not apologize for not having on a wool coat in summer over a neat shirt-waist. Neither should a man apologize for his shirt sleeves. Men want to go without coats and do whenever they think they can snatch a moment of privacy.

Yet should a woman in decollete dress and no sleeves surprise a man in his office rightfully wearing his shirt sleeves he will profusely apologize and rush for his coat when the temperature is 98.

This is a wrong conception of propriety. How did such an idea ever arise? Perhaps the undress appearance

of suspenders may explain the inconsistency.

The shirt is really a becoming and neat garment, but if a senseless sensitiveness condemns it to be worn covered up why not devise a different garment?

The blouse was first worn by men. Women saw its merits and usurped it and men abandoned it. Women are now usurping trousers. We hope men will abandon those too, deeming them too "sissy" and adopt knee trousers, which should be of linen or cotton with hose of silk or cotton.

Have we not read of many cases of men having died of cancer of the throat? We wonder if the collar is not responsible. Is it not reasonable to suppose that a tight, stiff band excluding ventilation and freedom of the muscles of an organ so sensitive and vital as the throat would result in disaster? "Collars are choking strips that men wilt while laughing at the foolish clothes that women wear."

Madge Blair Barnwell.

Changes in Farwell Firm.

A number of changes among the executive heads of the John V. Farwell Co., wholesale dry goods house of Chicago, have just been announced. For the first time in the history of the concern, which founded in 1852, is one of the pioneer dry goods houses of Chicago, the President will be one not a member of the original family. John V. Farwell, who has had charge of the management of the company since 1891 and has been its President since 1906, is retiring to become Chairman of the Board of Directors. He will be succeeded as President on Jan. 1 next by Charles E. McLeod, who has been with the company since 1906. Mr. McLeod is 40 years old and originally came from Canada. Edwin T. Fogarty, who also has been with the company many years, will be Vice-President.

Arthur L. Farwell, formerly Vice-President, becomes Vice Chairman of the board. Francis C. Farwell and Frank Farwell remain respectively as Treasurer and Secretary. Albert D. Farwell, who has been New York manager, will go to Chicago to be in the sales promotion department. Herbert M. Anning is resigning as Vice-President of the Board of Directors on account of ill health. Hervey H. Anning, who has been elected to the board, will go to New York as manager of the branch there.

More Call For Dresses.

Party dresses are having a steadily increasing sale, but the season this year is later than usual. By the end of this month, it appears, a pronounced acceleration of business is expected, and it is thought that September will be better still. Chiffons are in special favor for both party dresses and dance frocks. The short waist line is in good demand. Trimmings in metals, ribbons and flowers are doing better, with lace not so much called for as it has been in the past, though it is wanted enough to make the demand for it a factor in the situation. High shades are preferred as a rule, with American Beauty standing out. Ombre effects are well liked.

When You Sell Our Line of Popular Priced Trimmed Hats

You are offering your customers big values for their money, and still maintaining a good margin of profit.

You are increasing your store prestige and gaining that mouth to mouth advertising which a store enjoys when its satisfies its customers.

Let us convince you. Write for an assortment.

CORL-KNOTT COMPANY

Grand Rapids, Mich.

BUSTER BROWN HOSIERY



BUSTER BROWN HOSIERY
 for Men—for Women—for Children—FOR WEAR!

The best brand of hosiery on the market for wear—especially adapted for the school children. Stock now for the school season.

Also complete lines of BEAR BRAND hosiery—BURSON hosiery and DURHAM hosiery.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids Michigan

Bell Phone 596 Citz. Phone 61366
JOHN L. LYNCH SALES CO.
 SPECIAL SALE EXPERTS
 Expert Advertising
 Expert Merchandising
 209-210-211 Murray Bldg
 GRAND RAPIDS, MICHIGAN

Knitted Scarfs Going Strong.

Regardless of what has been said to the contrary, it appears from reports received by the National Knitted Outerwear Association that there is a strong demand for knitted scarfs. One representative manufacturer, in writing to the association, said that "We have already taken orders for October and November deliveries, and I believe that scarfs are not only a style proposition but a necessity. Even if they (women) will not wear them with their suits, they will wear them underneath their coats." Part of a letter from a second well-known concern says that "We have never met with such ready response in the past as we have during the last two weeks in which we have had the opportunity to show this (scarfs) line. This applies not only to the knit lines, but also to cashmere scarfs, which we think will eclipse anything that has been shown in scarfs during the past three or four years." Other letters received by Secretary Emil Zvirin expressed similar sentiments regarding scarfs in general.

Wider Belts Coming Into Vogue.

Wider belts for women are becoming more popular as the season advances, according to information received by the United Belt League of America. This is especially noticeable in the demand coming from dress manufacturers, who are calling for belts running four or five inches in width and made of soft kid or suede. Meanwhile there is a steady demand for the narrower belts, which are worn largely with sports clothes, on the part of buyers for department stores. The restoration of the waistline to a normal position is responsible for the appearance of some shorter belts, but many buyers, in order to leave the adjustment of the belt to the ultimate purchaser, are asking for belts long enough to be worn either around the hips or shortened for a higher waistline. The bulk of the business is being done in sizes 32 to 38, although some in sizes 40 and 42 are being sold to conservative buyers. Burnt-russett, various shades of brown and tan, shutter green, bright green and flame red are the most sought colors.

Hosiery Buying Improves.

Some very large orders have been placed in the local hosiery trade in the last week, and goods have moved in case lots to a greater extent than at any other time this season. Prices maintain a firm level, with an increasing show of strength, according to weekly news letter of the National Association of Hosiery and Underwear Manufacturers. Jobbers' and retailers' stocks are said to be lower than at this time a year ago. Most of the volume business in cotton hosiery has been done on the cheap goods. Silk and wool mixtures are moving very well. Full-fashioned and high-quality seamless silk hosiery are quiet, but an increasing enquiry for them is reported. Infants' and children's lines are moving fairly well.

Hair Ornaments Sell Well.

Hair ornaments for evening wear are selling even better than they did for quite a while. Rhinestone num-

bers are moving excellently. Metal ribbons are also popular. Hair bands trimmed with pearls, and in some cases with ostrich, are finding good favor. A specialty in hair ornaments is a comb trimmed with ribbon having rosebud decorations. It is going big for bobbed hair, with which it is liked for the side, and it is also worn in the back with long hair. A considerable call for ostrich effects in corsages is reported, favored hues including Chinese red, pansy purple and a few pastel shades.

Toys For the Fall.

A Good Fall business in dolls and toys is looked for, with an increased activity in imported merchandise expected in some quarters. Some believe that there will be an inclination toward German dolls. One house reports a lot of enquiries about 24-inch dolls. Imported children's saxophones and miniature table trains are in some demand. Among domestic specialties which are doing well are boys' scroll sets and a new type of portable check-board.

Flannel Lines Withdrawn.

Owing to their inability to fill orders the Botany Worsted Mills have withdrawn all flannels from the market. The mills are running now on night and day shifts, but despite their special rush they cannot supply the demand. The company is refusing blanket contract for spring business on striped and plain flannels. No date has been set for the opening of the company's lines for next spring.

A STATEMENT

Of our belief and position in the Wayland, Ionia County and Allegan County controversies. We have not been in accord with the Grand Rapids Motor Club and refused to join that organization.

From the information we have we are not in accord with the position of the Grand Rapids Association of Commerce and have therefore resigned from that organization.

Our sole and only business is the manufacturing and wholesaling of Dry Goods and Kindred Lines and we solicit your business strictly on the merits of our merchandise, prices and service.

GRAND RAPIDS DRY GOODS CO.

Wholesale Only

We Go On Record

As Stating That WE DO NOT BELIEVE that the

Delion Cord Tire

Has An Equal On
The Market To-Day!

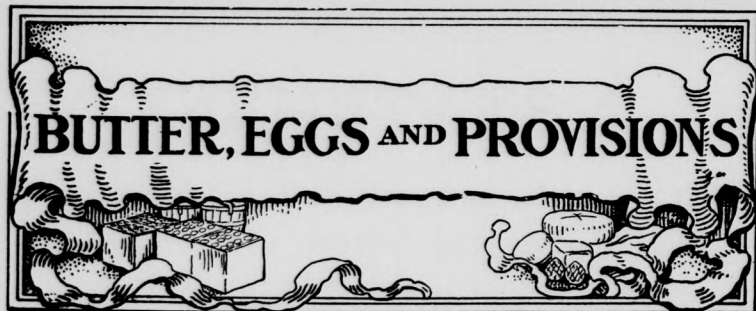


The very finest of construction—the best of materials obtainable are put into DELIONS. It is absolutely a *Hand Built Tire*.

Our Reputation Is Back of Every
Delion Cord Tire Sold By Us.

We personally guarantee them for 10,000 miles. Can we say more?
Only that our customers are getting from 10,000 to 20,000 miles of service out of them.

Wurzburg's



Getting Your Eggs To Market.

Poultry production is growing and developing so rapidly that it has become one of the chief industries of the Nation. Egg production in 1923 increased 33 per cent. over 1920 and 11 per cent. over 1922. On January 1, 1924, there was 12 per cent. more poultry in the United States than on January 1, 1923.

The egg, while one of our most valuable foods, is the most fragile in commerce to-day.

It is the duty of the producer, carrier, wholesaler and retailer to co-operate in stopping waste of this food.

Damage to eggs in transit can be prevented entirely, except what is caused by accident. Two important factors are necessary to accomplish this result—correct packing by the shipper—and careful handling by the transportation company. Express service is ideal for sending eggs to market.

Generally speaking, the most carefully graded and packed eggs reaching the market without beakage bring the highest price. This is natural, for the appearance of any product is an important factor in its sale.

Grading eggs as to size and condition is beneficial. Ungraded eggs usually sell at the value of the smallest eggs in the case. Extra long, irregular shaped, or thin-shelled eggs should not be shipped. It is unwise to ship eggs which show any sign of checks or cracks. They become "leakers" before they reach market and soil other good eggs.

The improvement in breeds of poultry has increased the production of long eggs. This has been reflected in an appreciable increase in damage to long eggs.

Hundreds of cases examined, when offered to the express company at shipping points, show many of the long eggs, which stood above the top of the filler, were crushed in packing.

If you have a case of different sized eggs, use extra deep fillers for all of the long ones, and standard fillers for those of normal size.

It is difficult to safely pack long eggs. Therefore, many shippers use them at home or sell their oversized eggs to local dealers. The control of this breakage is purely a packing problem which only the shipper can correct. The carriers should not be asked to assume this loss.

Standard or gift egg cases have been improved in quality and reduced in price.

Second-hand gift cases are accepted for shipment, but results are unsatisfactory. If used, they should be thoroughly strengthened by being re-nailed, using 3-penny fine, cement-

coated egg case nails, and strapped with flat iron straps on sides and bottom at each end.

Iron straps are better than wire, but neither should cover top of case—only sides and bottom.

Damage and delay are sometimes caused in the handling and delivery of second-hand egg cases, through the use of wire not suited for the purpose or improperly applied.

To properly wire a case, first drive a nail in top of end board near corner. Wind wire around this nail, passing down side, winding around three nails, and the same on bottom of case. Carry the wire up the opposite side, winding around three nails in the same way, and fasten the end of wire around a nail driven in top of end board.

All cases, fillers, flats and excelsior pads should show the maker's name. This guarantees the quality.

When long eggs are shipped, in addition to using extra deep fillers, cases should be deepened by nailing strips on top of ends and centerboards to relieve pressure on eggs.

The use of second-hand honeycomb fillers has been responsible for more loss than any other practice. The filler is made for only one trip, and, although it appears all right after having been used, the strength is gone, particularly in the "tips," and it should not be used a second time. There is no such thing as a good second-hand honeycomb filler.

Since the cost of new honeycomb fillers is considerably less than 1c to a dozen eggs, it is false economy and a serious waste, to say nothing of bad business methods, to use these fillers twice. New fillers help to prevent breakage and improve the appearance of the product, thus increasing returns.

Honeycomb fillers are made in two sizes—Standard, 2 1/4 inches deep; extra deep, 2 7/16 inches (for long eggs).

The express classification reads: "Cases or carriers, whether new or second hand, containing second-hand fillers will not be accepted, except that pulpboard moulded fillers may be used as often as same are in proper condition."

Improved egg case flats to be used in connection with honeycomb fillers are now on the market. Some are embossed and others are provided with cushion rings at each cell of the filler. All of these have proven very effective in saving damage and in preventing shifting.

Damage claims will not be paid, if second-hand honeycomb fillers are used.

Many tests of cases of normal-sized eggs packed in standard fillers have proven without exception that six excelsior pads to a case, distributed at

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

Headquarters for THURMOND GRAY WATERMELONS GEORGIA ELBERTA PEACHES

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

The Big Times Have Come Back!

Like a great tidal wave, the growing prosperity of the West is moving Eastward. Every publication and almost every newspaper that you pick up these days has figures showing the tremendous increases in the crop values for the grain farmer due to the recent advances in grain prices.

Mr. Dealer, whether your section is in the heart of the grain country or not, you are going to get the benefit of this condition. This wave of prosperity is going to effect your trade directly and indirectly and offers you the greatest opportunity for years in going after and building up your flour business.

We believe that we can help you most to make the next twelve months Big Times again for you in the flour line and right now is the time to get started.

Fanchon - - Red Star

Judson Grocer Company
DISTRIBUTORS
GRAND RAPIDS MICH.

top, bottom and under the first filler, on each side of case, save breakage and are the most approved known method of packing. This affords just the right amount of pressure for what is termed a "tight pack."

Packing with four pads is far superior to loose excelsior, but six pads make a safe and well-balanced egg package.

A great waste of one of our most valuable foods is caused by packing eggs with old newspapers, or other inadequate cushioning material, instead of excelsior pads.

The largest shippers candle and grade their eggs, use new cases, new 3½ pound fillers, new flats and six excelsior pads, and have no breakage chargeable to packing.

Care in dropping eggs into the fillers will save many checks and cracks.

Cases of eggs should be marked by stencil, strong tags, or cards on both ends, directly below cleats. All old marks must be eliminated.

Every case of eggs should carry shipper's name and address, and also full name and street and number address of consignee. In fact, express agents are instructed not to accept shipments if the shipper's name and address are not given.

Cases should show the number of dozen and kind of eggs and the number of cases in a lot shipment.

Cases of eggs should always be handled top up. They should never be tipped on side or allowed to stand on end or sides, or slid in handling. They are easily lifted. They should be kept away from stoves and steam pipes in winter and out of the sun and in as cool a place as possible in summer. Heat will quickly start decay.

Agents and inspectors at shipping points have often opened cases of eggs hauled in from farms and found many cracked and broken eggs. This shows the importance of having every person handling cases of eggs use the greatest possible care.

Wet eggs spoil in a few hours. Eggs should, therefore, be protected from rain or other moisture.

All express agents have the official express classification handy, and will on request give information to shippers as to safe methods of packing eggs, and also explain the advantages of shipping this important commodity by express.

Every effort is being made by express companies to insure careful handling of egg shipments in transit.

In Honor of the Onion.

At last the onion has received due recognition. It has been described and extolled in a book all for itself—an ample volume akin to the campaign biographies which are so plentiful this year. The gentle onion, which Hilaire Belloc once belauded as "the noblest fruit in the Garden of Eden," has now received the honor of a full-length portrait.

The painters are Professor J. J. Taubenhaus and Professor Fred W. Mally. "The Culture and Diseases of the Onion" is the title of their book, and it is a worthy successor to Professor Taubenhaus' previous volumes, "The Culture and Diseases of the Sweet Potato" and "The Culture and Diseases of the Sweet Pea."

The importance of the onion in the country's food situation is evidenced by the fact, as set forth in this book, that in 1921 more than 12,500,000 bushels of onions were consumed in the United States. A year-wide demand promotes large sales. The onion is grown in commercial quantities in nearly every state. It "ranks third in importance among all the vegetables grown in this country."

The authors delve into the past and guess at the future. They incline to believe that the onion first grew in Southern Asia. In arid lands it was much prized, for it was employed "as a food to prevent thirst when passing through the desert." Many, many centuries passed. All Europe knew the onion. Then Europe found America and tobacco and the potato; and in return Europe gave America the onion. "It was no doubt introduced into the United States with the early settlers. There seems to be no authentic information as to when the onion was introduced into the various states."

The onion has an odor, and consequently there are some people who do not like it some of the time, and there are others who do not like it at any time. In this connection, the dedication of the masterpiece of Professors Taubenhaus and Mally is worth of note: "To all who constantly strive and work for a better understanding of man by man this book is dedicated." Especially should it hearten those gentle conciliators who constantly strive and work for a better understanding of men who like onions by men who do not like onions and who do not like men who do like onions.—Chicago Commercial Bulletin.

Pineapple Output Sets New Record.

The extent of Hawaiian canned pineapple production can be realized by the information that the Hawaiian Pineapple Company, Limited, recently produced in one day at its Iwilei plant a total of 40,085 cases. The record exceeds that made by the same company several years ago by 2,000 cases, the record day's production aggregated 962,040 cans of pineapple.

The company named is the largest packer of canned pineapple in the world. There are, however, a number of other large canneries in the islands.

Several million cases of canned pineapple were from Hawaii shipped during July to San Francisco, and during August to date the shipments have been very heavy.

Crab Meat in a Free Deal.

Some of the packers of Japanese crab meat have made what amounts to a reduction in their prices by allowing one free case in 25. The offering is made to stimulate the consumer movement and to bring back some of the outlets which have been closed or curtailed by recent high retail prices. The free offer is for only a short period. One packer calls the attention of buyers to the labeling as to grade, pointing out that only fancy crab meat is so branded by the Japanese Government by marking the end of the case.



ACTIVELY ADVERTISED

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

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

You Make
Satisfied Customers
when you sell
"SUNSHINE"
FLOUR

Blended For Family Use
The Quality is Standard and the
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Genuine Buckwheat Flour
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J. F. Eesley Milling Co.
The Sunshine Mills
PLAINWELL, MICHIGAN

Fieglers
Chocolates

Package Goods of
Paramount Quality
and
Artistic Design



GOLD
MEDAL
MAYONNAISE

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

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

Write us or see our Salesmen.

I. VAN WESTENBRUGGE
DISTRIBUTOR

Grand Rapids Muskegon

Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

NEW PERFECTION
The best all purpose flour.

RED ARROW
The best bread flour.

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

Western Michigan's Largest Feed
Distributors.

THERE IS MONEY
FOR YOU IN

Straul

5c. and 10c. Bars.

TRY

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

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



"Yellow Kid"

BANANAS

always give complete satisfaction

DELICIOUS
NUTRITIOUS
WHOLESOME

Mail orders solicited and given prompt service.

The VINKEMULDER CO.
GRAND RAPIDS, MICHIGAN



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

Suggestions For the Hardware Dealer in September.

Written for the Tradesman.

With the advent of September, the hardware dealer finds more scope for his energies than in the hot midsummer months. Particularly with a touch of cool weather, the Fall purchasing movement is quite apt to develop with surprising rapidity. It is up to the merchant to see that he is not the one taken by surprise, and consequently unprepared to meet Fall demands.

Householders are back, from the summer resorts, the farmers begin to realize on their crops, the sportsman gets together his shooting tackle, while the man who realizes the value of Fall painting looks up the advertising matter the hardware dealer has already sent him. In all these directions, as in many others, the aggressive merchant finds good opportunities to develop Fall trade.

Along about this time, country fairs, harvest festivals and like events give the wide-awake hardware dealer the opportunity to stimulate business. If there is a Fall fair or exhibition, he can secure an advertising booth. If there is a contest of any kind in progress, he can donate a prize. He can throw open his store as a meeting place for committees of this sort and that. By indentifying himself to a moderate extent with public enterprises of this sort, the merchant not merely assists his community, but contrives to keep his store and himself in the public eye.

September is a good month for demonstrations in the hardware store. Experience has pretty conclusively shown that there are few means quite so effective as demonstrations for increasing business.

Many hardware lines can be demonstrated to good advantage. Ranges, vacuum cleaners, washing machines, paints and interior finishes, floor stains, electrical goods—these are only a few of the more prominent lines that can be sold as a result of showing the customer just what they can do.

Suppose your store has a spare room, or a corner off to one side, a bit of unoccupied floor space at the back, or even some waste room upstairs. It is by no means difficult to convert this otherwise waste area into an attractive demonstration room. Invite your customers and prospects to come and see for themselves just what your contrivances can do to save labor and promote efficient housekeeping. Put a well-versed, tactful salesman in

charge, set the goods to work, and keep the door open and the signs pointing in that direction.

Too many hardware merchants hesitate to stage demonstrations because they think it is necessary to have an outside expert to handle such affairs. As a matter of fact, one of the great selling points of the labor-saving devices the hardware store handles is that anyone can learn to use them. If anyone's why not a member of the regular staff? And, once the salesman masters the device, the rest is merely a matter of good salesmanship. The work is excellent training for any young salesman; he is adding to his own value as well as to the store's business.

By the end of August, strictly hot weather lines should have been pretty well cleared out. Odds and ends of stock may be left; it is as a rule the best policy to clear these out at attractive prices rather than hold them over until next year. By September the hardware dealer should be working on new seasonable lines.

With the summer goods out of the way, the hardware dealer will find the problem of featuring Fall goods by no means difficult. By utilizing the floor space formerly given over to such bulky lines as refrigerators, lawn mowers, haying tools and screen doors the stove department can be considerably enlarged. This department is, of course, one of the outstanding features from now on. It is highly essential to give it adequate display space. If possible, sufficient space should be provided to show each stove to good advantage and to demonstrate to customers.

The Fall is usually accompanied in many communities by a brisk demand for household utensils, kitchen supplies, paints, wall paper, etc., due in part to the fact that with many people it is "moving time." There should also be some call for builders' hardware.

In handling builders' hardware, outside canvassing will produce good results. It is sound policy, if this sort of work is undertaken at all, to handle it systematically. In one small city store, the junior partner personally handles the builders' hardware. He has made himself something of a specialist. As soon as a new building is started, if not before, he finds out the names of the owner and contractor and calls on both. Sales of tar paper, roofing and builders' hardware are closed in many cases, and a good volume of business is secured in this way. This paves the way also for future business in the same and other lines.

In any event, it is always well worth while to keep in close touch with contractors and builders, even if



Soot and dust on window sill
KEEP THE COLD, SOOT AND DUST OUT
 Install "AMERICAN WINDUSTITE" all-metal Weather Strips and save on your coal bills, make your house-cleaning easier, get more comfort from your heating plant and protect your furnishings and draperies from the outside dirt, soot and dust. Storm-proof, Dirt-proof, Leak-proof, Rattle-proof.
 Made and Installed Only by
AMERICAN METAL WEATHER STRIP CO.
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THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes
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To Fit Your Business
 A SIZE AND STYLE
SALES SERVICE
ECKBERG AUTO COMPANY
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TAKING INVENTORY

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



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

Sidney Elevator Mfg. Co., Sidney, Ohio

Foster, Stevens & Co.

WHOLESALE HARDWARE



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

Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICH.

Wholesalers of Shelf Hardware,
 Sporting Goods and
FISHING TACKLE

no attempt is made to canvass them for business.

Furnaces, and, if you handle them, hot water and steam heating plants, also justify some outside canvassing. These lines run up into big money; and can be conveniently handled in conjunction with your outside canvassing for builders' hardware.

Here is a point worth remembering. There is probably not one old building in your town—meaning a building more than ten years old—that does not represent a good prospect for the sale of at least one article of builders' hardware. It may be a defective lock that ought to be replaced by something new, a defective bell to be replaced by a stylish knocker, the window weights that were not put in when the house was built because the builder ran short of funds—or any one of a host of items. If you could get even 20 per cent. of the business of this sort that right now waits to be developed in your town, it would mount to a considerable item.

The moral is: "Go after the business." It's there, if you're ingenious enough to devise some way of getting it. As, for instance, a hardware dealer whose community some years ago experienced an epidemic of burglaries. The dealer seized the psychological moment to advertise:

"Good locks and strong window catches are first-class protection against burglars."

While the scare lasted, he did a thriving business. The man of the house might poo-poo the risks; but the woman of the house usually insisted; and carried her point.

The Fall painting campaign is another September opportunity. The wide-awake dealer already has his paint campaign under way; but from now on it should be pushed energetically. Keep after the individual prospects until somebody sells them or until there is no longer a chance of getting their business this season.

The sporting goods department is also an important factor in Fall trade. There is always a good demand for guns, ammunition, hunting bags, etc. Football supplies, too, will be in demand; and attention to these lines now keeps the department before the public eye until the season for winter sports.

Victor Lauriston.

Cannot Solve Cut-Over Land Problem By Criticism.

Cadillac, Aug. 19—Your issue of June 25 duly received and I note your request for a response to the appeal being made to save and improve Michigan's cut-over lands. This is an important matter and should have the careful consideration of every citizen of this great State.

We realize that during the last fifty years a very large part (nearly all) of the excellent timber standing in the Northern part of the Lower Peninsula of Michigan has been cut and removed; that following the removal of the merchantable timber forest fires have raged over these lands, burning the brush and tree tops carelessly left upon the ground by the owner and frequently destroying the small timber as well; also burning the soil until much of it has little value for agricultural purposes.

We cannot solve the problem by criticising the hunters, fishermen, tourists and campers because of their carelessness when passing through Michigan's cut-over lands. We know

little has been done by the owners to save the forests. It is true our fathers cut and burned the choice timber standing upon the lands of Southern Michigan that we might be fed, clothed and educated, and in doing so made possible the development of a fine fertile region, from which we are still reaping the benefits made possible by these sturdy pioneers.

The task before the citizens of Michigan is to save, replant and restore the timber of Northern Michigan. A careful survey would be of real value. The writer is of the opinion that reforestation can be carried on successfully. It will require many years to do this. This land is now unproductive and such portions as are not suitable for agricultural purposes should if possible be made productive.

The reforestation of our cut-over pine lands has been nicely started by the State. This should be continued and larger tracts might be added annually to this fine system of reforestation. It will require many years to reproduce this timber. We must look to the State to carry out the plan.

The Forest Fire Protection established and maintained by the State is of great value and must be continued in all sections where reforestation is being carried on.

The Fire Warden and the watch tower are sentinels on guard and are rendering a fine service in connection with this reforestation plan. The high assessment now being placed upon much of our cut-over land is, in my opinion, a serious handicap to farmers and others who might otherwise become interested in holding small tracts for reforestation or growth of the small timber now on these lands. The high tax discourages the larger operator from acquiring our better lands which on the proper basis may become desirable for grazing purposes.

Michigan's cut-over lands must not be allowed to deteriorate. This matter needs careful consideration. I hope something very definite may be accomplished along this line at an early date.

Henry Knowlton.

Women's Suits and Coats.

A slight demand is reported for women's three-piece suits in the medium and better classes, but this style is not expected to have the run this season that the present call might indicate, the opinion of some being that it will go strong for a while and then give way to others. Coats are considered the more promising fashion. They are popular in cashmere finished fabrics. Standing choker collars and cuff-effect sleeves are doing well. New high shades, such as cranberry, raspberry and greens are well liked for younger misses.

Business in Knit Goods.

Hosiery and underwear buying is improving, but business is not as good as it usually is expected to be at this time. There does not seem to be any great likelihood of a rise in prices. Indications are that there will be a big season for cotton golf stockings for children, with wool coming in later in the year. Infants' socks have been doing better than for some time. A feature of the Summer season has been the large demand for light weight wool socks for men.

Dress Ornaments and Necklaces.

Rhinestone dress ornaments promise to be in good favor for Fall wear. They are being sold in white and color combinations, among them being topaz and emerald. Pearl beads are strong at present. Novelties in necklaces include two and three strand numbers,

with numerous color combinations. Bracelets are being offered in pearl beads and combinations of pearl and colors. Some have fancy sterling catches to match pearl necklace designs.

Sweaters of Artificial Silk.

A very good season in rayon (artificial silk) sweaters is drawing to a close, though it is thought that business will continue for some weeks longer. It is expected that next season will also be a good one, as it is indicated that such garments are finding wider favor as time goes on. Numbers selling for \$2 and \$3 have had a wide sale. White garments have been most popular in rayon, with a demand for darker shades in the West.

Michigan Calls Again.

Written for the Tradesman.

How it calls to me again
Michigan, Michigan;
Wooded vale and sun-kissed hill
Calling, calling louder till
Anywhere
Yonder there
Stop I must and listen when
They are calling—Michigan.

How it comforts me again
Michigan, Michigan;
Every flowering field and tree
Vivid in my memory
Make me fonder
Of it yonder
Till it seems right there and then
I am back in Michigan.

How it gives me joy again
Michigan, Michigan;
As I follow down a stream
Fishing—tho' it's but a dream
It's so real
I can feel
Rising to my fly again
Speckled trout in Michigan.

Let me see and see again
Michigan, Michigan;
Tho' I thought in days of yore
I could never love her more
Than right then
It is when
Boys are full-grown fishermen
That they long for Michigan.
Charles A. Heath.

No man has a right to criticize that in which he is not a participant.

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

Sand Lime Brick

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

Brick is Everlasting

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

MCCRAY REFRIGERATORS for ALL PURPOSES

Send for Catalogue

No. 95 for Residences
No. 53 for Hotels, Clubs, Hospitals, Etc.
No. 72 for Grocery Stores
No. 64 for Meat Markets
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Signs of the Times Are Electric Signs

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

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

THE POWER CO.

Bell M 797 Citizens 4261

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

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Headquarters
333-4-5 Houseman Bldg.

(Political Advertisement)

Primary Day September 9, 1924 FRED P. GEIB

Candidate for Nomination on
Republican Ticket
for
PROSECUTING ATTORNEY

Qualifications: For 20 years in active and successful practice of law. Experienced in the work of the office by more than 7 years of intimate contact with the legal work of the County with Prosecutor Hoffius and with Road Commission.

WHY EXPERIMENT?

USED SHOW CASES

For the first time since the war we have a good supply of used show cases. Look them over.

GRAND RAPIDS STORE FIXTURE CO.
7 Ionia Ave., N.



Traveler and Credit Man Should Work Together.

Recently the sales manager of a branch of an old established New York house paid a visit to headquarters and in the course of his rounds of the departments, came to the credit department. Several "pet" accounts were discussed and then the conversation veered to sales. The credit manager mentioned a few high spots in his attitude toward selling which surprised the sales manager who left with a better appreciation of credit work and of the fact that he had an ally in the credit department.

The practical sales experience of the credit manager had been negligible, but a careful study of salesmen, their methods and reports, had given him an insight into the selling end. Among other things he had early sized up the "star salesman"—not by the number of orders he saw passing through the department daily, but by the class of customers and the terms on the orders. "Top-notchers" when they made a sale, finished the job. "No half down, balance three months" strings were attached to their orders.

Weak selling is reflected almost inevitably in the terms of sale. When unable to put his sale over along the usual lines of quality, service and price, the inexperienced salesman, the salesman who is low on stamina, falls back on selling terms. The modern buyer in his astuteness, has the ability to judge human nature; he is keen to detect weaknesses in selling and seizes the opportunity of placing his orders on terms that will please his treasurer.

What is the effect? Not only has the buyer's opinion of the salesman gone down several notches, but the reputation of making undue sacrifices to obtain business is fastened on the selling house and the salesman has the task of reselling his own concern on the special terms.

Worse than all these unfavorable features, is the fact that a flabby, indecisive attitude on the part of the salesman toward terms builds up against him greater sales resistance on future dealings. The buyer, always anxious to gain a point, will feel that a let down on terms may suggest also the possibility of a price-cut on the merchandise—an extra 5 per cent. allowance for freight, or something of that sort.

To use salesmen as collectors is not a good practice except in rare instances. The relationship between the salesman and his customer is too important to be endangered by sending the salesman on a collection mission. The buyer's attitude is bound to be affected if he has a suspicion that the salesman has a statement of a past

due account in his pocket. But even here the rule is not fixed, for there are times when the very relationship of salesman and customer is just what is needed to effect the collection.

More and more is the spirit of co-operation manifesting itself between the selling and the credit departments of big business. Years ago the credit department was looked upon as a necessary evil. The typical credit manager, from the sales viewpoint, was a dried up character with a mournful look who sat at his desk with a rating book on one side, an enormous "cash before shipment" rubber stamp on the other and an air about him of "Just try to get an order on open account by me!"

The march of progress has shoved this character from the business stage and supplanted it with a wide awake aggressive chap who hobnobs with salesmen, knows their troubles and co-operates as far as good judgment will permit in helping the salesman hold old customer and make new ones.

The sales manager now plans his campaign, sends his list of prospects to the credit department for their checking and not only saves the time which might have been lost in sales energy on poor customers, but occasionally gets suggestions from the credit department on other prospects.

It is not surprising to hear the credit manager of to-day saying to the sales department, "Have you fellows been following up the Smith-Jones Company in New Orleans? They used to buy actively from us but we note purchases have been small lately," or "The Brown Company of New Jersey, our competitors, are liquidating their business. It is time you fellows called upon some of their 'pet' accounts."

The salesman in the field can be the best ambassador of the credit department. The value is inestimable of hearing from one of the outside men something like this: "Did you know that Robinson Company is slowing up on payments with other houses?" or "The Doe Company's road man told me to-day that their credit man had shut down on them." The credit man not only appreciates the information, but he cannot but recognize the true spirit of co-operation which prompted the salesman to come to him.

Sometimes the man in the field forgets that the credit manager does not know as much about the new customer as he does. A short questionnaire, most of which the salesman, by using his powers of observation, can answer, helps to get a good line on the new customer. Provision should be made for the salesman's personal opinion of the risk and here is where one finds the "star" man. The salesman with the credit insight soon asserts himself

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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
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Route Your Freight Shipments

THE GOODRICH WAY

"Operating Steamships Every Day in the Year," and

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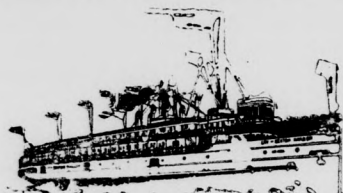
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RATES: \$1.50 up without bath
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One half block East
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One Way \$4.20

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GRAHAM & MORTON
GRAND RAPIDS, HOLLAND
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Freight and Passenger Line.

Leave Grand Rapids
Daily, 8:00 P. M.
Grand Rapids Time.

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Largest Hotel in Lansing

300 Rooms With or Without Bath
Popular Priced Cafeteria in Connection
Rates \$1.50 up
E. S. RICHARDSON, Proprietor

INDIA TIRES

HUDSON TIRE COMPANY
Distributors

16 North Commerce Avenue
Phone 67751 GRAND RAPIDS, MICH.

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

Columbia Hotel

KALAMAZOO

Good Place To Tie To

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.

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.

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

and his opinion is given the consideration it deserves.

Any credit manager can say "no" on an order. His real value shows when he is able to say "yes" when there are some disturbing factors. This emphasizes the importance of salesmen getting as much information as possible, so that when a "hair-line" decision must be made, there is sufficient evidence to warrant the decision.

I offer the following don'ts for the salesman:

Six Don'ts For Salesmen.

1. Don't attempt to "bull" an order through. If it is turned down there must be sufficient evidence to warrant it. Further, a credit man will get to know you as a crank in this respect—which is not going to help.

2. Don't send an order to the house that you yourself would not ship if the business were your own.

3. Don't condemn the credit man until you hear his story.

4. Don't assist customers to condemn the credit man. They may be annoyed at collection letters but bear in mind that both you and the credit manager are working for the same interests, and any reflection on him is a reflection on the house.

5. Don't solicit large orders from new customers without having previously taken the standing of the customer up with the credit department. This will save embarrassment later.

6. Don't make special terms of payment.

R. P. Wilson.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 26—Charles G. Graham, who covered a portion of Michigan for about a quarter of a century for the John V. Farwell Co., of Chicago, was in the city one day last week. After residing in Ohio for a couple of years, he has returned to his home in Ithaca. He contemplates removing to Grand Rapids in the near future, having received a flattering offer from a local business establishment.

Frank B. Winegar, who has been one of the leaders of the T. P. A. and who was Chairman of the Finance Committee of the National Convention recently held in Grand Rapids, has sold his interests in the Winegar Furniture Co. Having studied furniture from all its angles and knowing quality and beauty of design, Frank will represent the Luxury Furniture Co., the Grand Rapids Bedding Co., K. F. & S. Lamp Co., all of Grand Rapids and the Peckham Furniture Co., of Lowell, throughout the states of Ohio, Indiana and Kentucky.

David E. Keyes (Judson Grocer Co.) and bride gave a reception last Saturday afternoon and evening to the sales and office force of the corporation at their summer home at Virginia Park on Black Lake. The party numbered about thirty and included the valiant head of the house and his amiable wife. The party arrived in

automobiles about 4:30 and remained until 8:30. A delightful luncheon was served, but no set speeches were made and no attempt at oratory undertaken. All who attended declared they experienced a most enjoyable time.

Frederick C. Beard, the Wealthy avenue grocer, received the congratulations of his friends last week over his reaching his 73d birthday. Mr. Beard has always been first and foremost in every good work he was in position to espouse and his life has been like a benediction to all who have enjoyed the pleasure of his acquaintance.

Samuel R. Evans, the veteran tea salesman, leaves to-day for a month's trip through the East as far as Boston, including stops in Ohio, New York, Pennsylvania and Massachusetts. He will spend several days at Scranton and put in about a week at Walton, N. Y., where both he and his wife were born and where Mrs. Evans still has two brothers. The good wishes of the fraternity go with this worthy pair on their long and interesting journey.

Percy Palmer (Burnham, Stoepel & Co.) has the sympathy of the trade in the death of his mother, who passed away at Jackson's Point, Ont., Monday of last week. Funeral services were held at the home of Mr. Palmer, 368 Monterey avenue, Detroit, on Thursday. Interment was made in Pontiac.

Trade Acceptances Cannot Be Enforced.

In continuation of the exposure of the Security Ink Manufacturing Corporation, on page 2 of this week's edition, the Tradesman is in receipt of the following letter from the Michigan Securities Commission:

Lansing, Aug. 26—Replying to your letter of August 25 in which you asked whether or not the sale of a gold bond, so-called, by the Security Ink Manufacturing Corporation, of 334 Fifth avenue, New York, was legal in the State of Michigan.

We have no record of this company. It has never been before the Commission, nor has it filed any application for the acceptance of its securities. There would be no question about the illegality of the transactions in the common stock, but before we would make any ruling upon the bond we would like to see it. Many times so-called bonds given under the circumstances you mention turn out to be more or less merchandise agreements and can hardly be classed as a legal bond.

Hezekiah N. Duff,

Chairman Michigan Securities Commission.

This means that the securities—at least the common stock—of the Security Ink Manufacturing Corporation cannot be legally sold in Michigan and that any trade acceptance, note or other token given in payment therefore cannot be collected by process of law, whether in the hands of the owner or any so-called innocent third party.

In order to provide means whereby garments made by free labor can be identified by the consumer, as against prison-made merchandise, the International Association of Garment Manufacturers announces that it will distribute to its members a label or imprint to be placed in each garment. Beginning Oct. 1, it was stated by A. F. Allison, Secretary of the Associa-

tion, the label will appear on over a million garments, particularly work shirts, pants and overalls. He characterizes the use of the label as "a National demonstration of the tremendous potential value to each state of prison production now going into private channels, unfairly interfering with the competitive sale of goods made by wage earners."

Ship Your Wool to TRAUGOTT, SCHMIDT & SONS

560 MONROE AVENUE, DETROIT, MICH.

and get the following high prices F. O. B. Detroit:

Fine Delaine	48c	Fine Clothing	38c
Medium	46c	Rejections	36c



Mr. Jones, please send me another package of

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

and you may tell all my friends it's the biggest value in paper we ever received. And tell the KALAMAZOO VEGETABLE PARCHMENT COMPANY at Kalamazoo, Michigan, that we can't keep house without their papers. Yes, all the kids, and Daddy and I, use that writing paper. Send the 5 pound pack at a dollar this time, the 2½ pound is only a sample.—Mrs. U. S. America.

YOUR STATIONER OR DRUGGIST HAS IT.

MORTON HOTEL

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

400 Rooms—400 Baths

At Rates from \$2.50

Menus in English

W. C. KEELEY, Managing Director.

The Center of Social and Business Activities

THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

With Bath \$2.50 and up.



WHEN IN KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine
Turkish Baths

Luxurious Rooms
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

**A GROCERY MANAGER FOR DEPARTMENT
DOING \$100,000 ANNUALLY. MUST BE THOROUGH AND GOOD WITH HELP. WRITE STATING
EXPERIENCE AND FORMER POSITIONS HELD
WITH REASONS FOR CHANGE.**

A. B. C. c/o MICHIGAN TRADESMAN.

HOTEL CHIPPEWA

HENRY M. NELSON
Manager

European Plan

MANISTEE, MICH.

New Hotel with all Modern Conveniences—Elevator, Etc.

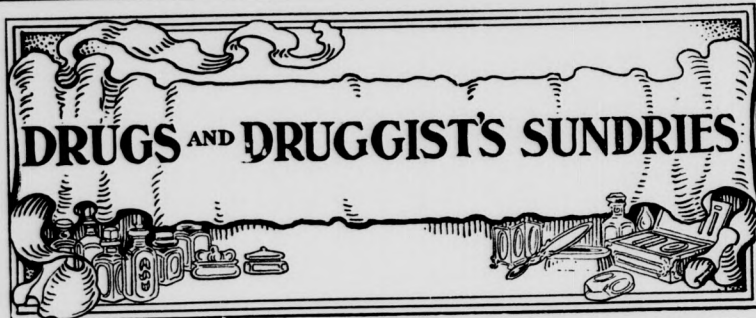
150 Outside Rooms

Dining Room Service

Hot and Cold Running Water and Telephone in every Room

\$1.50 and up

60 Rooms with Bath \$2.50 and \$3.00



Go To Aid of Beauty in Distress.

After the hot summer days are over, many druggists cease to feature their toilet goods or push them in any particular way and there is a corresponding slump in sales. A perusal of the beauty pages of some of the well-known women's magazines should convince the thoughtful retailer that he still has a mighty good chance to increase his business in these lines if he goes after it. The topic which chiefly occupies the pages at this time, is how the fair sex may best recover from the summer sun and winds that have played such havoc with so many complexions.

A great many women do not realize how burned or tanned they have become or how uncared for their hair looks, until they prepare to don an evening dress when dining out or going to the theater for the first time. Then all the aids that can be procured are frantically applied.

Why not go after your share of this trade in real earnest and come to the aid of beauty in distress with a wide display that will remedy all troubles. First on the list are the different lotions and creams, the ones that soothe, the ones that bleach and those that should be used for a powder base. The cleansing stimulating clays, the astringents and powders all have their place to say nothing of the latest thing in rouges, eyebrow pencils and lipsticks. And right here let me say that a woman often needs a different shade of rouge at this season of the year when she is recovering from her summer tan, but many of them don't realize it.

You'll also have a fine chance to push the latest novelty in vanity boxes, for after a hard summer the old ones are shabby and the first attractive one which catches the eye after vacation will do the trick.

To my mind the surest way to make this display unusual and really useful to those who need its aid, is to have cards bearing adequate information as to the merits of the different products. For the window display I suggest some use of the idea of a mirror and dressing table, adapted according to your needs. It may be in miniature with a doll dressed in a negligee standing before it, which S. S. Pierce of Boston once used to advertise a special brand of toilet goods.

Get your salesforce sufficiently interested, have prizes or extra time off for the best sales, so that they will be keen to know all about what each product is best suited for, instead of looking perfectly hopeless or giving an answer on the chance it will be the right one, when asked about something.

For instance there are creams which

agree with a delicate dry skin and are quite the wrong thing for an oily one. Then come the many different shades of powder to suit each coloring. One of the reasons I am strongly in favor of having women sell toilet goods is because they can usually tell at a glance what a customer should use and if she isn't using the right sort of cream gently interest her in some other kind. The average customer doesn't know nearly as much as she would like to about what is on the market and the many delightful accessories she could use if she only knew about them, and she is timid about asking. Then a saleswoman can do a lot of missionary work too which few men are successful at because the customer somehow resents a man telling her the kind of face powder or rouge she should use.

A great many women buy something because their best friend has recommended it, only to find that it is not what they want at all and the money thus expended is a total loss. As a result of this they bear a grudge towards the store where it was purchased; which is perfectly unreasonable, for of course, it is no fault of the druggist who sold what was asked for.

If you do not find it feasible to take on a saleswoman and are in doubt about what to recommend, consult the local hairdresser. If she is up-to-date in her methods you might copy some of the smart specialty stores and arrange to have her at your store to answer any questions and advise customers, an hour or two every afternoon for several days. It is good advertising for you both.

Prove to your feminine customers that you can supply all the toilet aids they require and you will find them purchasing regularly at your store.

Rosamond H. Porter.

The Prosperous Druggist.

The drug store is a modern Noah's ark with this difference: Instead of only two of everything there is at least a gross. Also, Noah was a patriarch and a prophet without honor in his own country, while a druggist is profit pure and simple. Well, pure at least, if not simple.

You may not agree with me that the druggist business is profitable. That shows you haven't studied the subject. I have spent a great deal of time in drug stores. A great deal more since the Volstead Act went through. I never was so well acquainted with the prescription work as I am now, and, while waiting to have my pint—I mean prescription—filled, I have watched the thriving business he does.

Here's a typical scene:

Customer—Have you got a 2-cent stamp?

Druggist—Yes, ma'am.

Customer—Will you please sell me one and take it out of this ten-dollar bill?

Druggist—Yes ma'am.

Customer—Wait a minute. I have a 1-cent stamp here. You just better sell me a 1-cent stamp.

Second Customer (rapping impatiently on the counter with a nickel)—Will you please wait on me? I have been waiting here for half an hour.

Druggist—Yes, madam, just a minute. What would you like?

Second Customer—I want a telephone slug.

Druggist—Here you are, madam.

Third Customer—Will you let me look at your directory? (looks at directory)—Why, this is wrong. I moved into this neighborhood since they printed this address.

Druggist—I am awfully sorry, madam.

Fourth Customer—Say, is that clock right?

Druggist—Yes, ma'am.

Fourth Customer—Are you sure?

Druggist—Well, tolerably sure.

Fourth Customer—Well, it was wrong the other day.

Druggist—I had it fixed.

Fifth Customer—Nice day isn't it?

Druggist—Yes, ma'am. Could I do anything for you?

Fifth Customer—Well, you might give me a glass of water. I am waiting here to meet somebody.

Sixth Customer—Do you know anything good for rheumatism?

Druggist—This is said to be good. One dollar for the bottle.

Sixth Customer—You haven't got a 25-cent bottle, have you?

Druggist—No, it doesn't come that small.

Sixth Customer—Have you anything else for 25 cents?

Druggist—I am afraid not.

Sixth Customer—I wish you had. I have got rheumatism awful bad. I'd give anything to get rid of it.

Druggist—Well, why don't you give a dollar for this bottle?

Sixth Customer—That's too much. I would take me too long to use it and it might spoil, or I might get over my rheumatism before I got it all used up.

You can see from this what a rush-

ing business the druggists do. And it is not just an occasional customer, but a steady stream all day long. No wonder they build summer homes with platinum doorknobs, surrounded by pools of eau de cologne, filled with solid goldfish.

Perspiration Deodorizing Cream.

The following formula has been recommended:

White Wax	8 ozs.
Liquid Petrolatum	24 ozs.
Sodium Borate	100 grs.
Benzoic Acid	20 grs.
Salicylic Acid	400 grs.
Hot Water	16 ozs.

Melt the wax and oil and heat to about 160 degrees F. Dissolve the other materials in the water, heat to the same temperatures as the wax solution, and pour it into the latter, beating briskly until the cream is formed. Here a comparatively high temperature of the solutions, plus a small amount of stirring, results in a glossy cream.

Arm Pit Deodorizer.

Talcum	8 ozs.
Starch	2 ozs.
Oil of Eucalyptus	1/2 dr.
Thymol	10 grs.
Salicylic Acid	60 grs.

Mix the oil, acid and thymol intimately, add the talcum gradually and in divided portions, mixing well after each addition, then incorporate the starch, mix and sift.

A remedy in paste form that has been recommended consists of carbolic acid, 30 grains; burnt alum, 2 drams; talcum, 2 drams; orris root, 1 ounce; cornstarch, 10 ounces; violet extract, 2 fluid drams; glycerin, enough to make a paste.

Non-Effervescent Lemonade Powder.

The following is used for producing home-made lemonade extemporaneously:

Acid Tartaric	1 oz.
Ol. Limonis	20 min.
Tr. Curcumi	1 dr.
Pulv. Sacch. Alb.	1 lb.

Mix the tincture and oil with a few ounces of the sugar, then add to the bulk and sift.

This is put up in one ounce packets. Directions: Empty the contents of the packet into a pint of cold water and stir.

Putnam's



Brand

"Double A"

CANDY

Stands the warm weather

NATIONAL CANDY CO. INC

Putnam Factory

Grand Rapids, - Michigan

SCHOOL SUPPLIES

INK AND PENCIL TABLETS, COMPOSITION BOOKS, INKS, MUCILAGE, SPELLING BLANKS, PENHOLDERS, PENS, COMPASSES, LEAD PENCILS, PENCIL ASSORTMENTS, PENHOLDER ASSORTMENTS, CRAYONS, EXTRA LEADS, PROPELLING PENCILS, ERASERS, ART GUM, SLATES, SLATE PENCILS, BLANK BOOKS, BLACK BOARD ERASERS, CHALKS, WATER COLOR PAINTS, TUBE PAINTS, RULERS, SPONGES, PENS, PASTE, THUMB TACKS, DRAWING TABLETS, THEME BOOKS, PENCIL BOXES, NOTE BOOKS, PENCIL SHARPENERS, BANNER LOOSE-LEAF NOTE BOOKS, BLOTTERS, PENCIL CLIPS, SCRATCH PADS, CARDBOARD, ARTIST'S BRUSHES, COMPANION BOXES, LEGAL AND FOOLS CAP PAPER, ETC., ETC.

ONE OF THE LARGEST LINES IN THE STATE. ASK OUR SALESMEN TO SHOW YOU SAMPLES OR COME IN AND SEE THEM.

HAZELTINE & PERKINS DRUG CO.

Manistee

Michigan

Grand Rapids

Brooks Valeur BITTER SWEETS

DANCERS!

Here's Real Joy News For You:

Ramona Park Dancing Casino Management announces that the Herman Johnsen 10-piece Casino Orchestra has begun a brief engagement at the popular Reed's Lake dancing place.

Two innovations will be offered Grand Rapids and western Michigan dancers. Two grand pianos will be used in all dance numbers and xylophones will be featured in others. This combination is being featured by the leading orchestra of the country, especially in the east.

Come out and enjoy the wonderful music—Dreamy Waltzes, Peppy Fox Trots and Captivating One-Steps. Popular Prices.

"The Best Dancers All Dance at Ramona."

WONDERFUL FIREWORKS DISPLAY

An elaborate pyrotechnical exhibition will be given at Ramona Park, Reed's Lake, Saturday night, Aug. 23.

The spectacular display will include many set and animated pieces, "Niagara Falls," the battleship Mississippi, "Water Pageant," rockets. Many specially devised pieces will be shown for the first time. It's free.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow		Cinchona	
Boric (Powd.)	15 @ 25	Lavendar Gar'n	6 50@6 75	Colchicum	@2 16
Boric (Xtal)	15 @ 25	Lemon	85@1 20	Cubebs	@1 80
Carbolic	44 @ 51	Linseed, bld. bbl.	1 50@1 75	Digitalis	@3 00
Citric	59 @ 70	Linseed, bld. less 1	@1 11	Gentian	@1 80
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@1 09	Ginger, D. S.	@1 35
Nitric	9 @ 15	Linseed, rat. less 1	16@1 29	Gualiac	@1 80
Oxalic	20 1/2 @ 30	Mustard, artifil. oz.	@ 60	Gualiac, Ammon.	@2 20
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	2 75@3 00	Iron, Clo.	@1 35
Water, 26 deg.	10 @ 18	Olive, Malaga, green	2 75@3 00	Kino	@1 40
Water, 18 deg.	8 1/2 @ 13	Orange, Sweet	4 50@4 75	Myrrh	@2 50
Water, 14 deg.	6 1/2 @ 12	Origanum, pure	@2 50	Nux Vomica	@1 55
Carbonate	20 @ 25	Origanum, com'l	1 00@1 20	Oplum	@3 50
Chloride (Gran.)	10 1/2 @ 20	Pennyroyal	3 00@3 25	Oplum, Camp.	@ 35
Balsams		Peppermint	6 00@6 25	Oplum, Deodor'd	@3 50
Copaiba	60@1 00	Rose, pure	10 50@10 90	Rhubarb	@1 70
Fir (Canada)	2 55@2 80	Rosemary Flows	1 25@1 50	Paints.	
Fir (Oregon)	65@1 00	Sandalwood, E.	10 00@10 25	Lead, red dry	14 1/4 @15 1/4
Peru	3 00@3 25	Sassafras, true	2 50@2 75	Lead, white dry	14 1/4 @15 1/4
Tolu	3 00@3 25	Sassafras, arti'l	80@1 20	Lead, white oil	14 1/4 @15 1/4
Barks		Spearmint	4 00@4 25	Ochre, yellow bbl.	@ 2
Cassia (ordinary)	25 @ 30	Sperm	1 80@2 05	Ochre, yellow less 2 1/2	@ 6
Cassia (Saigon)	50 @ 60	Tansy	6 00@6 25	Red Venet'n Am.	3 1/2 @ 7
Sassafras (pw. 50c)	@ 55	Tar, USP	50 @ 65	Red Venet'n Eng.	4 @ 8
Soap Cut (powd.)	30c	Turpentine, bbl.	@1 00	Putty	5 @ 8
Berries		Turpentine, less 1	07@1 20	Whiting, bbl.	@ 4 1/2
Cubeb	@1 25	Wintergreen, leaf	6 00@6 25	Whiting	5 1/2 @ 10
Fish	25 @ 30	Wintergreen, sweet	3 00@3 25	L. H. P. Prep.	2 80@3 00
Juniper	7 @ 15	Wintergreen, art.	80@1 20	Rogers Prep.	2 80@3 00
Prickly Ash	@ 30	Wormseed	7 50@7 75	Miscellaneous	
Extracts		Wormwood	9 00@9 25	Acetanalid	42 1/2 @ 50
Licorice	60 @ 65	Potassium		Alum	08 @ 12
Licorice powd.	@1 00	Bicarbonate	35 @ 40	Alum. powd. and ground	09 @ 15
Flowers		Bichromate	15 @ 25	Bismuth, Subnitrate	3 70@3 90
Arnica	25 @ 30	Bromide	56 @ 82	Borax xtal or powdered	07 @ 13
Chamomile (Ger.)	20 @ 25	Bromide	54 @ 71	Cantharides, po.	2 00@2 25
Chamomile Rom.	1 @ 75	Chlorate, gran'd	23 @ 30	Calomel	1 74@1 94
Gums		Chlorate, powd.	23 @ 30	Capsicum, pow'd	48 @ 55
Acacia, 1st	50 @ 55	or Xtal	16 @ 25	Carmine	6 00@6 60
Acacia, 2nd	45 @ 50	Cyanide	30 @ 50	Cassia Buds	25 @ 30
Acacia, Sorts	20 @ 25	Iodide	4 66@4 86	Cloves	14 @ 15
Acacia, Powdered	35 @ 40	Permanganate	20 @ 30	Chalk Prepared	50 @ 55
Aloes (Barb Pow)	25 @ 35	Prussiate, yellow	65 @ 75	Chloroform	55 @ 65
Aloes (Cape Pow)	25 @ 35	Prussiate, red	@1 00	Chloral Hydrate	1 35@1 85
Aloes (Soc. Pow.)	65 @ 70	Sulphate	35 @ 40	Cocaine	10 60@11 25
Asafoetida	65 @ 75	Roots		Cocoa Butter	55 @ 75
Pow.	1 00@1 25	Alkanet	25 @ 30	Corks, list, less	40@50%
Camphor	1 05@1 15	Blood, powdered	35 @ 40	Copperas	2 1/2 @ 10
Guaiac	@ 70	Calamus	35 @ 60	Copperas, Powd.	4 @ 10
Guaiac, pow'd	@ 75	Elecampane, powd	25 @ 30	Corrosive Sublim	1 43@1 64
Kino	@ 85	Gentian, powd.	20 @ 30	Cream Tartar	30 @ 35
Kino, powdered	@ 90	Ginger, African, powdered	30 @ 35	Cuttle bone	40 @ 50
Myrrh	@ 60	Ginger, Jamaica, powdered	60 @ 65	Dextrine	6 @ 15
Myrrh, powdered	@ 65	Ginger, Jamaica, powdered	55 @ 60	Dover's Powder	3 50@4 00
Opium, powd.	18 15@18 45	Goldenseal, pow. 5	50@6 00	Emery, All Nos.	10 @ 15
Opium, gran.	18 15@18 45	Ipecac, powd.	@3 50	Emery, Powdered	8 @ 10
Shellac	90 @ 1 00	Licorice	35 @ 40	Epsom Salts, bbls.	@ 3
Shellac Bleached	1 00@1 10	Licorice, powd.	35 @ 40	Epsom Salts, less 3 1/2	@ 10
Tragacanth, pow.	@1 75	Orris, powdered	30 @ 40	Ergot, powdered	@ 75
Tragacanth	1 75@2 25	Poke, powdered	35 @ 40	Flake, White	15 @ 20
Turpentine	@ 25	Rhubarb, powd.	1 00@1 10	Formaldehyde, lb.	14 1/2 @ 30
Insecticides		Rosinwood, powd.	@ 40	Gelatine	1 25@1 50
Arsenic	15 @ 25	Sarsaparilla, Hond. ground	@1 00	Glassware, less 55%	
Blue Vitriol, bbl.	@ 07	Sarsaparilla Mexican, ground	@ 60	Glassware, full case	60%
Blue Vitriol, less 8 1/2	@ 15	Squills	35 @ 40	Glauber Salts, bbl.	@03 1/4
Bordeaux Mix Dry	14 @ 29	Squills, powdered	60 @ 70	Glauber Salts less 04	@ 10
Hellebore, White powdered	20 @ 30	Tumeric, powd.	17 @ 25	Glue, Brown	21 @ 30
Insect Powder	75 @ 85	Valerian, powd.	40 @ 50	Glue, Brown Grd	15 @ 20
Lead Arsenate Po.	26 @ 35	Seeds		Glue, white	27 1/2 @ 35
Lime and Sulphur Dry	8 1/2 @ 24	Anise	@ 35	Glue, white grd.	25 @ 35
Paris Green	32 @ 43	Anise, powdered	35 @ 40	Glycerine	23 1/4 @ 45
Leaves		Bird, Is	13 @ 17	Hops	65 @ 75
Buchu, powdered	1 35@1 50	Canary	10 @ 15	Iodide	6 45@6 90
Sage, Bulk	25 @ 30	Caraway, Po.	35 @ 40	Iodoform	8 00@8 30
Sage, 1/4 loose	@ 40	Cardamon	@2 75	Lead Acetate	18 @ 25
Sage, powdered	@ 35	Celery, powd.	55 @ 60	Iodoform	7 33@7 61
Senna, Alex.	75 @ 80	Coriander pow.	35 @ 40	Mace	@1 00
Senna, Tinn.	30 @ 35	Dill	12 1/2 @ 20	Mace, powdered	@1 10
Senna, Tinn. pow.	25 @ 35	Fennell	25 @ 40	Menthol	16 00@16 25
Uva Ursi	20 @ 25	Flax	07 1/2 @ 12	Morphine	11 18@11 93
Oils		Flax, ground	07 1/2 @ 12	Nux Vomica	@ 30
Almonds, Bitter, true	7 50@7 75	Foenugreek pow.	15 @ 25	Nux Vomica, pow.	17 @ 25
Almonds, Bitter, artificial	4 00@4 25	Hemp	8 @ 15	Pepper black pow.	32 @ 35
Almonds, Sweet, true	80 @1 20	Lobelia, powd.	@1 25	Pepper, White	40 @ 45
Almonds, Sweet, imitation	60 @1 00	Mustard, yellow	15 @ 25	Pitch, Burgundry	10 @ 15
Amber, crude	1 50@1 75	Mustard, black	20 @ 25	Quassia	12 @ 15
Amber, rectified	1 75@2 00	Poppy	22 @ 25	Quinine	72 @1 33
Anise	1 00@1 25	Quince	1 75@2 00	Rochelle Salts	28 @ 35
Bergamont	5 75@6 00	Rape	15 @ 20	Saccharine	@ 30
Cajeput	1 50@1 75	Sabadilla	23 @ 30	Salt Peter	11 @ 22
Cassia	3 50@3 75	Sunflower	11 1/2 @ 15	Selditz Mixture	30 @ 40
Castor	1 90@2 15	Worm, American	30 @ 40	Soap, green	15 @ 30
Cedar Leaf	1 50@1 75	Worm, Levant	6 50	Soap mott cast.	22 1/2 @ 25
Citronella	1 50@1 75	Tinctures		Soap, white castile case	@10 80
Cloves	3 00@3 25	Aconite	@1 80	Soap, white castile less, per bar	@1 30
Cocoonut	25 @ 35	Aloes	@1 45	Soda Ash	3 1/2 @ 10
Cod Liver	1 55@1 75	Arnica	@1 10	Soda Bicarbonate	3 @ 10
Croton	2 00@2 25	Asafoetida	@2 40	Soda, Sal	@3 08
Cotton Seed	1 50@1 70	Belladonna	@1 35	Spirits Camphor	@1 35
Cubbs	8 50@8 75	Benzoin	@2 10	Sulphur, roll	3 1/2 @ 10
Eig-on	3 00@3 25	Benzoin Comp'd	@2 65	Sulphur, Subl.	04 @ 10
Eucalyptus	1 25@1 50	Buchu	@2 55	Tamarinds	20 @ 25
Hemlock, pure	2 25@2 25	Cantharadides	@2 85	Tartar Emetic	70 @ 75
Juniper Berries	1 50@1 75	Capsicum	@2 20	Turpentine, Ven.	50 @ 75
Juniper Wood	1 30@1 45	Catechu	@1 75	Vanilla Ex. pure	1 75@2 25
Lard, extra	1 20@1 35			Witch Hazel	1 46@2 05
Lard, No. 1	1 20@1 35			Zinc Sulphate	06 @ 15

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

Beechnut Bacon
Some Sugar Prunes
Mace
Sugar

DECLINED

Mushrooms
Cloves
Lard

AMMONIA

Arctic, 16 oz. ----- 2 00
Arctic, 32 oz. ----- 3 25
Quaker, 36, 12 oz. case 3 85



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, 25 lb. keg 12
Royal, 10c, doz. ----- 95
Royal, 6 oz., doz. ----- 2 70
Royal, 12 oz., doz. ----- 5 20
Royal, 5 lb. ----- 31 20
Rocket, 16 oz., doz. 1 25
BEECH-NUT BRANDS.



Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Sliced bacon, large ----- 3 60
Sliced bacon, medium ----- 3 25
Sliced beef, large ----- 5 10
Sliced beef, medium ----- 2 80
Grape Jelly, large ----- 4 50
Grape Jelly, medium ----- 2 70
Peanut butter, 16 oz. 4 30
Peanut butter, 10 1/2 oz. 3 75
Peanut butter, 6 1/2 oz. 2 00
Peanut butter, 3 1/2 oz. 1 25
Prepared Spaghetti ----- 1 40
Baked beans, 16 oz. 1 40

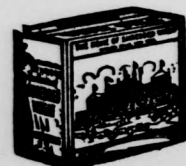
BLUING

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



BREAKFAST FOODS

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



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

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

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

Shaker ----- 1 80
No. 50 ----- 2 00
Peerless ----- 2 60
Shoe ----- 3 00
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. 10 7 75
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 9 25
Blueberries, No. 2, 1-75@2 50
Blueberries, No. 10 ----- 11 00
Cherries, No. 2 ----- 3 80
Cherries, No. 2 1/2 ----- 4 25
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 75@2 85
Pineapple, 2 br. sl. 2 80@4 25
Pineapple, 10 cru. ----- 14 00
Pears, No. 2 ----- 2 90
Pears, No. 2 1/2 3 75@4 25
Pears, No. 2 ----- 1 50@1 75
Plums, No. 2 1/2 ----- 2 75
Raspberries, No. 2, blk 3 25
Raspb's, Red, No. 10 13 00
Raspb's, Black, -----
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 4 75

CANNED FISH.
Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00@3 40
Clams, Steamed, No. 1 1 80
Clams, Minced, No. 1 2 50
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. ----- 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. ----- 1 75
Lobster, No. 1/4, Star 2 70
Shrimp, 1, wet 2 10@2 25
Sard's, 1/4 Oil, ky 6 25@7 00
Sardines, 1/4 Oil, k'less 6 50
Sardines, 1/4 Smoked 7 00
Salmon, Warrens, 1/2 3 00
Salmon, Red Alaska ----- 2 95
Salmon, Med. Alaska 1 85
Salmon, Pink Alaska 1 65
Sardines, Im. 1/4, ea. 10@25
Sardines, Im. ----- 1 50@1 80
Tuna, 1/2 Albacore ----- 95
Tuna, 1/2 Curtis, doz. 2 20
Tuna, 1/2 Curtis, doz. 3 50
Tuna, 1/2 Curtis, doz. 7 00

CANNED MEAT.
Bacon, Med. Beechnut ----- 4 05
Bacon, Lge. Beechnut ----- 2 75
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, 1/4s ----- 3 60
Hamburg Steak &
Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby 50
Potted Meat, 1/4 Libby 90
Potted Meat, 1/4 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@12 00
L. Beans, 2 gr. 1 35@2 65
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20@1 35
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 45
Corn, No. 2, Fan. 1 60@2 25
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb ----- 38
Mushrooms, Hotels ----- 45
Mushrooms, Choice ----- 45
Mushrooms, Sur Extra 50
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 35
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 40
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
Nedrow, 10 1/2 ----- 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 50

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 25
Camenbert, small tins ----- 2 25
Wisconsin Old ----- 28
Wisconsin new ----- 24
Longhorn ----- 24
Michigan Full Cream ----- 23
New York Full Cream ----- 26
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, 1/4s ----- 35
Hersheys, Premium, 1/4s 35
Hersheys, Premium, 1/4s 36
Runkle, Premium, 1/4s ----- 29
Runkle, Premium, 1/4s ----- 32
Vienna Sweet, 24s ----- 3 10

COCOA.

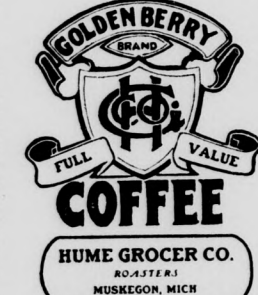
Bunte, 1/4s ----- 43
Bunte, 1/4 lb. ----- 35
Bunte, lb. ----- 32
Droste's Dutch, 1 lb. ----- 9 00
Droste's Dutch, 1/4 lb. 4 75
Droste's Dutch, 1/4 lb. 2 00
Hersheys, 1/4s ----- 33
Hersheys, 1/4s ----- 38
Huyler ----- 40
Lowney, 1/4s ----- 40
Lowney, 1/4s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles,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

COCOANUT.

1/4s, 5 lb. case Dunham ----- 42
1/4s, 5 lb. case ----- 40
1/4s & 1/4s 15 lb. case ----- 41
Bulk, barrels shredded 22 1/2
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 ----- 33@35 1/2
Maracaibo ----- 37
Gautemala ----- 39
Java and Mocha ----- 44
Bogota ----- 41
Peaberry ----- 35 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 60

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 20
Quaker, Baby, 8 doz. ----- 4 20
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 50
Carnation, Baby, 8 doz. 4 40
Every Day, Tall ----- 4 50
Every Day, Baby ----- 4 40
Pet, Tall ----- 4 50
Pet, Baby, 8 oz. ----- 4 40

Walnut Fudge ----- 23
Pineapple Fudge ----- 21
Italian Bon Bons ----- 19
Silver King M. Mallowes 31
Walnut Sundae, 24, 5c 80
Neapolitan, 24, 5c ----- 80
Yankee Jack, 24, 5c ----- 80
Miche. Sugar Ca., 24, 5c 80
Pal O Mine, 24, 5c ----- 80

Borden's, Tall ----- 4 50
Borden's Baby ----- 4 40
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 00
Cabinets, 50s ----- 73 00

Tilford Cigars

Tuxedo, 50s ----- 75 00

Worden Grocer Co. Brands

Master Piece, 50 Tin ----- 37 50
Henry George ----- 37 50
Harvester Kiddies ----- 37 50
Harvester Record B. ----- 75 00
Harvester Delmonico ----- 75 00
Harvester Perfecto ----- 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 ----- 68 00
La Azora Washington ----- 75 00
Little Valentine ----- 37 50
Valentine Victory ----- 75 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 ----- 17
Jumbo Wrapped ----- 19
Pure Sugar Sticks 600s 4 20
Big Stick, 20 lb. case 20

Mixed Candy

Kindergarten ----- 18
Leader ----- 17
X. L. O. ----- 14
French Creams ----- 19
Cameo ----- 21
Grocers ----- 12

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted 1 70
Choc Marshmallow Dp 1 70
Milk Chocolate A A ----- 1 85
Nibble Sticks ----- 1 25
Primrose Choc ----- 1 25
No. 12 Choc., Dark ----- 1 70
No. 12 Choc., Light ----- 1 75
Chocolate Nut Rolls ----- 1 75

Gum Drops

Anise ----- 17
Orange Gums ----- 17
Challenge Gums ----- 14
Favorite ----- 20
Superior, Boxes ----- 24

Lozenges.

A. A. Pep. Lozenges 18
A. A. Pink Lozenges 18
A. A. Choc. Lozenges 18
Motto Hearts ----- 20
Malted Milk Lozenges 22

Hard Goods.

Lemon Drops ----- 20
O. F. Horehound dps. 20
Anise Squares ----- 19
Peanut Squares ----- 20
Horehound Tablets ----- 19

Cough Drops

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

Package Goods

Creamery Marshmallows
4 oz. pkg., 12s, cart. 95
4 oz. pkg., 48s, case 3 90

Specialties.

Walnut Fudge ----- 23
Pineapple Fudge ----- 21
Italian Bon Bons ----- 19
Silver King M. Mallowes 31
Walnut Sundae, 24, 5c 80
Neapolitan, 24, 5c ----- 80
Yankee Jack, 24, 5c ----- 80
Miche. Sugar Ca., 24, 5c 80
Pal O Mine, 24, 5c ----- 80

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 ----- 38

DRIED FRUITS

Apples

Evap. Choice, bulk ----- 15

Apricots

Evaporated, Choice ----- 20
Evaporated, Fancy ----- 26
Evaporated Slabs ----- 16

Citron

10 lb. box ----- 48

Currants

Package, 14 oz. ----- 19
Boxes, Bulk, per lb. ----- 19
Greek, Bulk, lb. ----- 15 1/2

Peaches

Evap., Choice, unp. ----- 15
Evap., Ex. Fancy, P. P. 18

Peel

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

Raisins

Seeded, bulk, Calif. ----- 09 1/4
Seeded, 15 oz. pkg. ----- 11 1/2
Seedless, Thompson ----- 09 1/2
Seeded, 15 oz. pkg. ----- 11

California Prunes

70@80, 2 5lb. boxes ----- 08
60@70, 25 lb. boxes ----- 08 1/2
50-60, 25 lb. boxes ----- 11 1/2
40-50, 25 lb. boxes ----- 15
30-40, 25 lb. boxes ----- 17
20-30, 25 lb. boxes ----- 22

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 05 3/4
Cal. Limas ----- 13 1/2
Brown, Swedish ----- 08 1/2
Red Kidney ----- 08 1/2

Farina

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

Hominy

Pearl, 100 lb. sack ----- 4 00

Macaroni

Domestic, 20 lb. box ----- 09
Armours, 2 doz., 8 oz. 1 80
Fould's, 2 doz., 8 oz. 1 90
Quaker, 2 doz. ----- 1 80

Pearl Barley

Chester ----- 4 25
00 and 0000 ----- 6 00
Barley Grits ----- 06

Peas

Scotch, lb. ----- 07 1/4
Split, lb. yellow ----- 08
Split, green ----- 10

Sago

East India ----- 11

Tapoca

Pearl, 100 lb. sacks ----- 11
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant ----- 3 50

FLAVORING EXTRACTS



Doz. Lemon ----- 1 20
Doz. Vanilla ----- 1 65
1 1/2 doz. ----- 2 20
2 1/2 doz. ----- 3 60
3 doz. ----- 3 30
4 1/2 doz. ----- 6 00
7 1/2 doz. ----- 10 90
15 doz. ----- 20 00
29 doz. ----- 38 0

Jello-O, 3 doz	3 45	Pint, Jars, dozen	2 75
Knox's Sparkling, doz.	2 25	4 oz. Jar, plain, doz.	1 30
Knox's Acid'd, doz.	2 25	5 1/2 oz. Jar, pl., doz.	1 60
Minute, 3 doz.	4 05	9 oz. Jar, plain, doz.	2 30
Plymouth, White	1 55	20 oz. Jar, Pl. doz.	4 25
Quaker, 3 doz.	2 70	3 oz. Jar, Stu., doz.	1 35
		6 oz. Jar, stuffed, dz.	2 50
		9 oz. Jar, stuffed, doz.	3 50
		12 oz. Jar, Stuffed,	
		doz.	4 50@4 75
		20 oz. Jar, stuffed dz.	7 00

HORSE RADISH

Per doz., 5 oz.	1 15
-----------------	------

JELLY AND PRESERVES

Pure, 30 lb. pails	3 80
Imitation, 30 lb. pails	1 90
Pure 6 oz. Asst., doz.	1 20
Buckeye, 22 oz., doz.	2 20

JELLY GLASSES

1 oz., per doz.	25
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OLEOMARGARINE

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

Swift Brands.

Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands
Carload Distributor



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

MATCHES

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

Safety Matches

Quaker, 5 gro. case	4 75
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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
New Orleans	
Fancy Open Kettle	68
Choice	52
Fair	32
Half barrels 5c extra	
Molasses in Cans.	
Dove, 36, 2 lb. Wh. L	5 60
Dove, 24, 2 1/2 lb. Wh. L	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L	4 45
Palmetto, 24, 2 1/2 lb.	4 65

NUTS.

Whole	
Almonds, Terregona	20
Brazil, New	15
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	11 1/2
Peanuts, Jumbo, raw	13
Peanuts, Jumbo, rstd	15
Pecans, 3 star	23
Pecans, Jumbo	24
Walnuts, California	28
Salted Peanuts.	
Fancy, No. 1	17
Jumbo	23
Shelled.	
Almonds	48
Peanuts, Spanish,	
125 lb. bags	16
Filberts	32
Pecans	90
Walnuts	60

OLIVES.

Bulk, 2 gal. keg	3 00
Bulk, 3 gal. keg	4 30
Bulk, 5 gal. keg	6 90
Quart Jars, dozen	4 75

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



PETROLEUM PRODUCTS	
Iron Barrels	
Perfection Kerosine	12.1
Red Crown Gasoline,	
Tank Wagon	16.7
Gas Machine Gasoline	36.2
V. M. & P. Naphtha	20.6
Capitol Cylinder	42.2
Atlantic Red Engine	23.2
Winter Black	13.2



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.	7.7
Parowax, 40, 1 lb.	7.9
Parowax, 20, 1 lb.	8.1



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.	11 00
PIPES	
Cob, 3 doz. in bx.	1 00@1 20
PLAYING CARDS	
Battle Axe, per doz.	2 65
Blue Ribbon	4 25
Bicycle	4 50
POTASH	
Babbitt's 2 doz.	2 75
FRESH MEATS	
Beef	
Top Steers & Hef.	16@16 1/2
Good Steers & Hef.	14@15 1/2
Med. Steers & Hef.	12 1/2@14
Com. Steers & Hef.	10@12 1/2
Cows.	
Good	12 1/2
Medium	12
Common	9
Veal.	
Good	15
Top	16
Medium	12
Lamb.	
Good	26
Medium	23
Poor	18
Mutton.	
Good	14
Medium	12 1/2
Poor	8
Pork.	
Heavy hogs	11
Medium hogs	12 1/2
Light hogs	13 1/2
Loins	25
Butts	19
Shoulders	16
Hams	20
Spareribs	10
Neck bones	05

PROVISIONS

Barreled Pork

Clear Back

Short Cut Clear

Clear Family

25 00@26 00

24 00@25 00

29 00@30 00

Dry Salt Meats

S P Bellies

Lard

Pure in tierces

60 lb. tubs

50 lb. tubs

20 lb. pails

10 lb. pails

5 lb. pails

3 lb. pails

Compound

Sausages

Bologna

Liver

Frankfort

Pork

Veal

Tongue

Headcheese

Smoked Meats

Hams, 14-16, lb.

Hams, 16-18, lb.

Ham, dried beef

sets

California Hams

Panic Boiled

Hams

Boiled Hams

Minced Hams

Bacon

Beef

Boneless

Rump, new

Mince Meat

Condensed No. 1 car.

Condensed Bakers brick

Moist in glass

Pig's Feet

1/2 bbls.

3/4 bbls.

1 bbl.

Kits, 15 lbs.

1 1/2 bbls.

3/4 bbls.

Hogs, per lb.

Beef, round set

Beef, middles, set.

Sheep, a skein

RICE

Fancy Blue Rose

Fancy Head

Broken

ROLLED OATS

Steel Cut, 100 lb. sks.

Silver Flake, 12 Fam.

Quaker, 18 Regular

Quaker, 12s Family N

Mothers, 12s, Ill'um

Silver Flake, 18 Reg.

Sacks, 90 lb. Jute

Sacks, 90 lb. Cotton

RUSKS.

Holland Rusk Co.

Brand

36 roll packages

18 roll packages

36 carton packages

18 carton packages

SALERATUS

Arm and Hammer

SAL SODA

Granulated, bbs.

Granulated, 100 lbs. cs

Granulated, 36 2 1/2 lb.

packages

COD FISH

Middle

Tablets, 1 lb. Pure

Tablets, 1/2 lb. Pure.

doz.

Wood boxes, Pure

Whole Cod

Holland Herring

Mixed, Kegs

Queen, half bbls.

Queen, bbls.

Milkers, Kegs

Y. M. Kegs

Y. M. half bbls.

Y. M. Bbls.

Herring

K K K K, Norway

8 lb. pails

Cut Lunch

Boned, 10 lb. boxes

Lake Herring

1/2 bbl., 100 lbs.

Mackerel

Tubs, 100 lb. fancy fat

Tubs, 60 count

White Fish

Med. Fancy, 100 lb.

SHOE BLACKENING.

2 in 1, Paste, doz.

E. Z. Combination, dz.

Dri-Foot, doz.

Bixby, Doz.

Shinola, doz.

STOVE POLISH.

Blackline, per doz.

Black Silk Liquid, dz.

Black Silk Paste, doz.

Enamaline Paste, doz.

Enamaline Liquid, dz.

E Z Liquid, per doz.

Radium, per doz.

Rising Sun, per doz.

654 Stove Enamel, dz.

Vulcanol, No. 5, doz.

Vulcanol, No. 10, doz.

Stovoil, per doz.

SALT.

Colonial, 24, 2 lb.

Log Cab., Iodized, 24-2

Log Cabin 24-2 lb. case

Med. No. 1, Bbls.

Med. No. 1, 100 lb. bg.

Farmer Sec., 70 lb.

Packers Meat, 56 lb.

Crushed Rock for ice

cream, 100 lb. each

Butter Salt, 280 lb. bbl.

Blocks, 50 lb.

Baker Salt, 280 lb. bbl.

100, 3 lb. Table

60, 5 lb. Table

30, 10 lb. Table

28 lb. bags, Table



Per case, 24, 2 lbs.

Five case lots

Iodized, 24, 2 lbs.

Worcester



Bbls. 30-10 sks.

Bbls. 60-5 sks.

Bbls. 120-2 1/2 sks.

100-3 lb. sks.

Bbls. 280 lb. bulk:

A-Butter

AA-Butter

Plain 50-lb. blks.

No. 1 Medium bbl.

Tecumseh 70-lb. farm

Cases, Ivory, 24-2 cart

Bags 25 lb. No. 1 med.

Bags 25 lb. Cloth dairy

Life As It Is Lived in Carlsbad.

Carlsbad, Bohemia, Aug. 7—A ride of 116 miles from Prague brought me to the world's famous bathing resort, Carlsbad, on which I will report after I know a little more about the place from personal experience. I want to say a few words about my trip here. I spent four weeks in Prague in the Hotel Paris, an European plan hotel, modern in every way and reasonable. The rooms are clean and the food good and wholesome and not so expensive as in Berlin. My tips amounted to about 1K for cleaning and polishing shoes and clothing; 1K per day for chambermaid services; 1/2K for the lift boy; 1K per day for the porter—the man at the door who attends to your mail, key and any other wants—and 1K per day for the room clerk who bows to you and wishes you goodbye with a smile. So you can figure on your tips amounting to 5K a day or 15 cents of our U. S. Money. If you stay longer than a week, it is advisable to pay the gang as you go along, because you thereby get better service and more bows. The porter brought my three suit cases to my compartment on the train, which is second-class. They have one, two, three and four classes, but the second-class compares somewhat with our Pullman parlor cars, only Dick the porter is not on the job and when you get off you hand your grips to a red cap and he takes them to your cab. I left at 7 a. m. Had breakfast on the diner, very good, for about 50c U. S. The fields look grand. They have a wonderful harvest. Some are using modern implements, while others do hand work. Sugar beets are plentiful and I know you would enjoy seeing the hops grow and bloom so nicely for use in making the good old Pilsner which we at this cure dare not drink. All we get here is water and then some more salt and hot water and vegetables and fresh fruit.

I have just been through another examination; paid the doctor \$6 in our money, while some of our doctor friends in Grand Rapids would get \$60 or more for the same work.

Carlsbad is conceded to be the most aristocratic watering place in Europe. The daily flow of the springs is 2,000,000 gallons. About 2,000,000 bottles of water are exported annually. The whole town appears to stand on a vast caldron of boiling water, which is kept from exploding only by the safety-valves the springs provide. The city is 1,165 feet above sea-level. The temperature of the water from the springs varies from 47 to 165 degrees.

Aug. 8—Well, I had a good night's rest. At 6 a. m. the band played under my window and folks began to visit the various springs. Some are hot and others a darn site hotter. You can't drink the water. You have to sip it through a glass tube, but you get used to it, if you stay long enough. Every visitor is taxed. Those who display a lot of jewelry have to pay more. I wonder how I will be classed. They investigate your standing and, after a week's stay, you know your rating. Ernest, I know they would starve you here. All I get is a cup of dope like Postum and one roll for breakfast. Later some fresh fruit. At noon boiled beef and vegetables, no sugar, no bread, and several other no nos. At 4 p. m. a cup of cereal coffee and at 7 p. m. a plate of vegetables and stewed prunes. Fine dope for a fat feller! They say my pressure has to be reduced or I'll burst again somewhere, so we let it go at that. Thirty-three thousand visitors have been here so far this season, so one more does not cut any figure. Last night I went to the city park to listen to a fine concert. They surely have some good musicians here. What I enjoyed a good deal as I walked around was the various characters—people from all over the world are here—and what I like about this place

is they take just as good care of the poor patients as the rich ones. America is pretty well represented and some of them you could not hear if you tied their hands. You hear them talk of curios and paintings and embroideries and tapestries they bought, etc. I wonder if they will keep on talking that way when they enter the United States again. You see others who came direct from Jerusalem. They have whiskers, of which they are proud. Rip Van Winkle was not in it with them—and they go to take a bath which may last them until they come again next year.

I saw a rich negro with his dolled up Sally and a few Africans in their turbans; a couple of Singalese from Bombay, India; a lot of C. S. Rep. soldiers; Hungarians; Turks; in fact, it looks to me like a passing show and I am glad that I have once more a chance to see it. A local doctor who was a fellow passenger on my trip around the world in 1913 was pleased to meet me again and he is showing me the progress the Bohemians have made since they cut themselves loose from the old empire and became a free republic.

Aug. 9—You don't know the difference between a club breakfast at the Morton house and here at the Grand Hotel? Well, let me tell you about it: You are seated at the Morton and tell the waiter to bring you No. 2 breakfast and you get your fruit, rolls, ham and coffee. Now what do you do here after you have had your morning's sip at the hot spring? You go to the fruit store and select your fruit in accordance with the doctor's prescription. You go to the baker's and buy your roll or toast, whatever your list calls for. Then you stand in line at the butcher's and get your cold ham and finally you land at the cafe—a garden where about fifty nice girl waitresses are ready to wait on you. There are about 100 tables and you may read your paper and listen to some more music. To-day I expect my friend, Matt Brennan, from Ft. Myers, Fla. He comes here to go to the country in the mountains to purchase linen, laces and embroideries, so he can serve his Florida patrons next winter with real Bohemian importations. They have here a very nice public reading room, where all the daily papers and other magazines can be found. You pay either 3c or 45c a month and it is surely worth it. About 600 pathfinders came in from the woods to-day. They are a sort of boy and girl scout. They tramp in the woods and if a tourist or a couple get lost, they set them aright.

L. Winternitz.

Michigan Dried Beans.

Lansing, Aug. 26—Right at the moment there is nothing being offered, the farmers realizing that their crop has been damaged, and, as it is a year of freakish and unexpected weather, they probably look for further damage and are accordingly waiting to see what develops before selling their present holdings. Country elevators and jobbers feel alike. It is virtually impossible to buy any beans at present and hence the market is advancing. We understand that beans were sold at \$5.50 Michigan for prompt shipment; this will give some idea as to the trend of prices.

Chatterton & Son.

Action, Not Words.

There had been a row in the works and two men were discussing it.

"And what did Hogan say when Kelly called him a liar?" asked one.

"Not much."

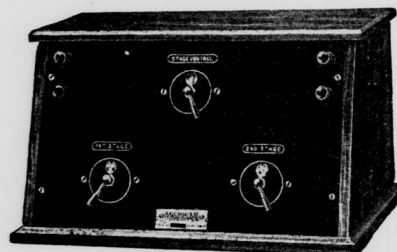
"Why, that's funny," said the first. "Hogan used to be a mighty hot-tempered fellow."

"Well, he never said a word, except 'Have ye had enough yet?'"

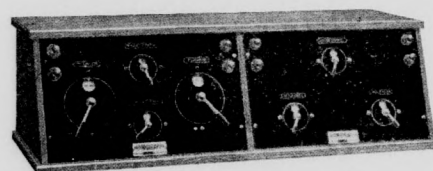
Sets that Sell Quickly and Stay Sold



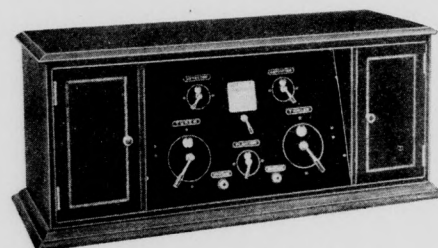
MRC-2. Michigan Midget
One Detector and one-stage Amplification ----- **\$32.50**



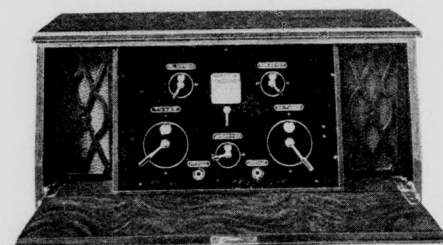
MRC-11. Michigan Midget
2-stage Amplifier ----- **\$30.00**



MRC-12. Detector and 2-
stage Amplifier ----- **\$57.00**



MRC-3. Michigan Detector
and two-stage Amplification **\$87.50**



MRC-4. Michigan "DeLuxe" 4 Tube
Receiver. The most beautiful set in America----- **\$150.00**

Michigan Radio Corporation
Grand Rapids, Michigan

Last season we were never able to catch up with the demand for Michigan Sets. Factory space was doubled — and still the same conditions.

Of all the thousands of sets shipped out and sold, returns from all electrical causes were less than one set for each 1000 shipped. What does that mean to the dealer — few returns, less expense, more profits.

The 1924-5 line is the most advanced electrical—most reasonably priced and the most beautiful in America.

Write for illustrated folder.

Licensed under Armstrong Pat. 1,113,149 and Letters of Patent Pending 807,388.

For the Summer Days

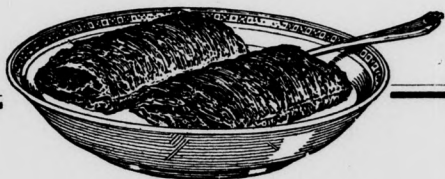
Your customers are now seeking light and wholesome substitutes for meat, eggs and other heavy winter foods. Time to remind them of

SHREDDED WHEAT

a real whole wheat food, ready cooked and easily digested. It is an all-day food, an all-the-year-'round food—but it is particularly wholesome and healthful in summer. You need a heavy stock to supply the summer demand.

Handle Shredded Wheat carefully and keep in a dry clean place. This makes satisfied customers.

The Shredded Wheat Company
Niagara Falls, N. Y.



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—General stock and store building. Included in property are dwelling, garage, wood and coal house, poultry house, and warehouse. Stock and fixtures worth about \$8,500; real estate cheap at \$4,500; with Delco electric lighting plant. Rare opportunity for right man. H. E. Parmelee, Hilliards, Mich. 688

FOR SALE—A stock of general bazaar goods and groceries (cash and carry) located in live town in good farming section of Michigan, doing a business of \$30,000 last year. Address No. 689, c/o Michigan Tradesman. 689

FOR SALE—About \$8,000 clean stock of dry goods and shoes in a progressive town of 6,000 located in one of the best agricultural and industrial communities in Central Michigan. Price 70c on the dollar. Store building can be leased for any term of years. Store building is 26 feet wide, 120 long, two-story brick. Living rooms up stairs. Address No. 690, c/o Michigan Tradesman. 690

EXCHANGE—Fine improved eighty acre farm and \$3,000 7% real estate mortgage for stock of general merchandise. D. H. Hunter, Box 71, Rockford, Mich. 691

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

CASH For Your Merchandise!
Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, ect. LOUIS LEVINSON, Saginaw, Mich.

FOR SALE OR RENT—General store building in a thriving village in St. Clair county. Will trade for city property or farm. Excellent opportunity for hustler. Reid Brokerage Co., Port Huron, Mich. 693

BOWLING ALLEYS FOR SALE—Eight alleys, and room for four more. Brick and tile building, mostly new. Ideal location on main street Muskegon. Headquarters league bowling. Wonderful money maker. Bargain for quick sale. Porter & Wyman, Muskegon, Mich. 695

For Sale Or Trade—Stock of groceries and meats, including modern fixtures, located in one of the best manufacturing cities in Central Michigan. Best of reasons for selling. Will also deal or sell a seven-room modern house, about three blocks from the store. I will consider property in Lansing or Jackson (free and clear), or in other small towns in Central Michigan. Would consider a small farm, free and clear. Address No. 696, c/o Michigan Tradesman for particulars. 696

FOR SALE—Grocery business, including stock and fixtures, residential district Muskegon. Will sell on inventory or lump for \$1,500. Doing good business. Owner is retiring. Porter & Wyman, Muskegon, Mich. 694

TYPEWRITERS

Used and Rebuilt machines all makes, all makes repaired and overhauled, all work guaranteed, our ribbons and carbon paper, the best money will buy. Thompson Typewriter Exchange 35 N. Ionia Ave., Grand Rapids, Mich.



Hart Brand Canned Foods

FRUITS

Red Sour Cherries	Black Raspberries
Red Raspberries	Pears
Strawberries	Plums
Blackberries	Peaches
Gooseberries	Apples

VEGETABLES

Peas	String Beans
Corn	Green Lima Beans
Pumpkin	Red Kidney Beans
Succotash	Squash

HART BRAND canned foods are prepared from the finest products of the garden, orchard and farm. They are gathered and packed in the most prime condition.

HART BRAND canned foods are sterilized by heat alone and packed under the most sanitary conditions.

JUNE GARDEN PEAS fresh to your table from **HART BRAND** cans ready to serve.

Put the Summer Garden in Your Winter Pantry.

HART BRAND gives you selection from the finest garden peas, the best succulent sweet corn, the highest quality string beans, lima beans and succotash.

Michigan Canned Foods for Michigan People

Prepared by **W. R. ROACH & COMPANY**
Main Office: **GRAND RAPIDS, MICHIGAN**

MEN OF MARK.

Franklin Moore, Treasurer Diamond Crystal Salt Co.

The world lauds always—sometimes unconsciously and involuntarily but always—the acquirement of success, as the world measures success. Be it envious or critical or frankly condemnatory of it, freely or reluctantly it accords to him who has “arrived” a high place in its mental Hall of Fame. The moralist, the priest, the reformer or the disciple of the Simple Life may condemn the theory of worldly so-called success, but in their heart of hearts, whether they confess it to themselves or not, the mass of mankind hold in high respect one who has wrested from his fellows by honorable means an accumulation of substantial possessions greater than is held by the average. There the world's gauge of a man rests. Comparatively little criticism, commendatory or disapproving, is directed to the future employment of success, however acquired.

Critics of the conventional climax of fiction have said that novels end where they should begin—that the attainment of the hero's great object should initiate the real story of his life, with that attainment beginning the crucial test of his real strength and character. Similarly, a faithful biography of a successful business man, to depict the real story of his career, to hold the mirror up before the real man, would begin at that point in his life—if in the ambitions it may be that such a point can be identified—where he has reached an assured competency, and would note what use he has made of his success. The acts and lives of comparatively few could safely be exposed to the glare of publicity, beginning at such a period in their careers. On the roll of that few may appropriately and safely be recorded the name of Franklin Moore, salt manufacturer and sterling citizen. This story has to do with his life up to and beyond the point where his brains, probity and industry placed him among the ranks of successful business men, but the character of the man since that attainment is reflected by the story of his struggles and triumphs.

Franklin Moore was born at St. Clair Sept. 6, 1877, his antecedents being Scotch-Irish on both sides. When he completed the tenth grade in the public schools at the age of 16 he went to work in the shop of the salt company as a barrel nailer. He worked at this job five years, when he was promoted to the position of shipping clerk and traffic manager. Altogether he devoted seventeen years to these two positions, exhibiting a degree of application and faithfulness which fitted him for higher duties and responsibilities. Eight years ago he was made Secretary and Treasurer of the company, which position he still holds.

Mr. Moore was married June 27, 1905, to Miss Jennie Harkness, of St. Clair. Two children now grace the family circle—a daughter of 18 and a son 17. Mr. Moore resides in his own home in St. Clair and is a member of the Congregational church. He has served as Alderman, Supervisor and Mayor of St. Clair. He represented

the Second District of St. Clair in the legislatures of 1917, 1919 and 1921. He was Speaker pro-tem of the House of Representatives in the last named session.

Mr. Moore is a Mason up to the Shrine degree and is a Past Master of his lodge. He is also Past Grand Patron of the Eastern Star. He is a member of Elks lodge, Port Huron, No. 343. He is a member of the Knights of Pythias and is a Past Chancellor of Lodge No. 20. He is a member of the Sons of the American Revolution of Detroit and President of the State Savings Bank of St. Clair.

Mr. Moore owns up to but one hobby, which is politics. He attributes his success to the kindness of his friends, but those who know him best realize that the success he has achieved

has been due altogether to his own endeavors.

Both Wheat and Flour Warrant Close Attention.

Written for the Tradesman.

The past week has witnessed a decline of 5c per bushel in cash wheat and approximately 7c per bushel in futures, the decline having been caused by continued heavy marketing by farmers throughout the entire country and a very material increase in the estimated out-turn of this year's crop of wheat both in the United States and Canada.

In other words, estimates on the United States crop of spring and winter wheat have been raised from 740,000,000 bushels to 810,000,000 bushels,

situation is reversed—crops have not been damaged as much as it was thought they had been; yields are correspondingly greater than anticipated and the downward tendency of the price of wheat has caused the farmer to market more freely, if anything, than he otherwise would have done.

As the situation stands to-day, the United States crop of wheat appears to be greater than that of a year ago; the Canadian crop very nearly as great as that of last year.

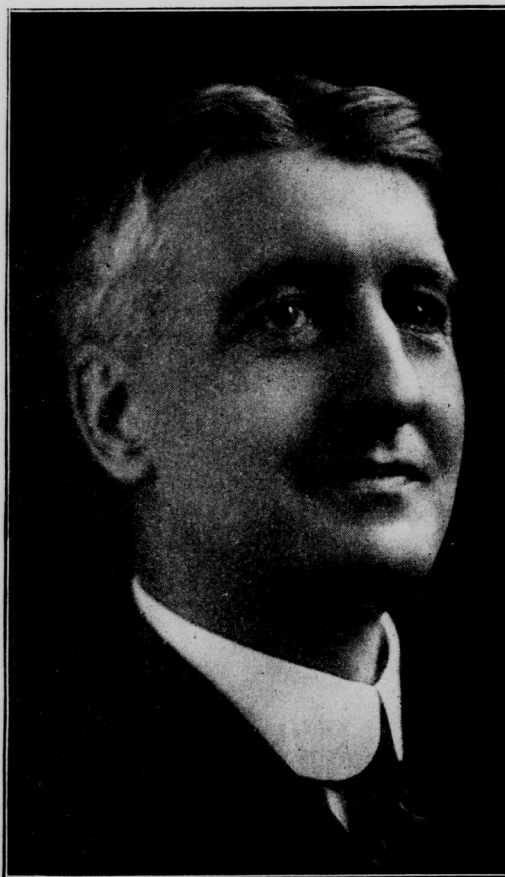
The foreign situation, however, has not changed materially. The wheat crops of various countries of Europe are short approximately 10 per cent. compared to last year; the export demand for wheat continues comparatively good; new markets in China and Japan are opening up for wheat and flour and based on the latest figures the world crop of wheat is 100,000,000 bushels or more under that of a year ago.

Our larger domestic flour buyers have not purchased heavily, only in a hand to mouth fashion and no doubt the recent declines will make prices more attractive to them and undoubtedly they will begin to cover their prompt and future requirements within the next thirty days. This should have a stimulating effect on the price of wheat.

While there has been a material improvement in the growing crop of corn in the United States, it appears entirely out of the question to produce anywhere near as much of this cereal this year as last and prices, as a consequence, should rule considerably higher during the next twelve months than during the past twelve months as an average. This will also have a stimulating effect on the price of wheat.

Both wheat and flour markets are in such a position now, however, as warrants the closest attention. Flour buyers should study the situation, for in all probability the next two or three weeks will produce a profitable basis on which to purchase flour for future delivery.

Lloyd E. Smith.



Hon. Franklin Moore.

ed has been due altogether to his own endeavors.

Mr. Moore now has one outstanding ambition and that is to become Lieutenant Governor of Michigan. He is a prominent candidate before the Primary election Sept. 9 and his friends in all parts of the State are going the limit in undertaking to assist him to reach the goal of his ambition. He stands for the enforcement of present laws, the conduct of the State government in accordance with the constitution, a more equitable distribution of highway taxes and a square deal for all interests and classes.

On reviewing the long array of candidates for Lieutenant Governor the Tradesman fails to find anyone who is the equal of Mr. Moore in ability, energy and experience. It goes with-

an increase in estimates of 70,000,000 bushels during the past thirty days, and it is now reported the Canadian crop will equal 389,000,000 bushels, the second largest crop in its history. Compared to the Canadian Government estimate of a couple of weeks ago of 282,000,000 bushels: this shows an increase in estimates very recently of 107,000,000 bushels, or a total increase in the prospective out-turn in the United States and Canada of 177,000,000 bushels, and naturally the market has reacted.

Here we have an excellent example of why it is so difficult to accurately forecast prices on wheat. Up until a couple of weeks ago crop news was all bullish, reports of damage and short yields coming from practically every section of the country; now the

More Butter in Storage Than Ever Before.

The highest storage of butter ever known in the country exists at the present time, according to the last report issued by the Philadelphia office of the Government Bureau of Agricultural Economics. The report shows an excess of over 31,000,000 pounds in twenty-six cities of the country on August 1st, there being 133,402,000 pounds reported in comparison with 101,774,000 pounds on hand last year. Of this amount, nearly 10,000,000 pounds are in Philadelphia, while on a corresponding date last year the storage was only a little over 5,000,000 pounds. The accumulation of this quantity of butter is attributed by leading dealers in the local market to the increased pasture facilities afforded by the rainy period of the late spring and early part of the summer. Week after week since early spring production, the storage has increased from 8 to 23 per cent. above the same period of last year.