

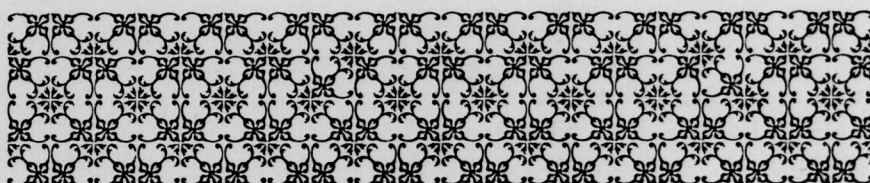
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 3, 1924

Number 2137

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A Prayer



TO HAVE A MIND swung wide open like a door of a friendly house; to have a heart filled with enthusiasm for the good and the just as the sun is filled with warmth; to have a soul heavy with a love for human beauty as an April hill is heavy with green grass and opening buds—to have these precious, invisible yet divine qualities would be life indeed. They surely would fill us with enduring joy and peace. May we long for these ideals. May we strive for them, cleansing the inner man and woman as we would cleanse our homes to welcome a dear friend and comrade.

May we see that the world can become thereby a little fairer, that this is truly godliness. May we never bow our knees to anything less than our ideal manhood and womanhood. May we have a delicate sense of the ideal right, never surrender it before a show of might, but carry on the finer qualities of life as though nothing else mattered. Indeed nothing else does matter. Out of our best thoughts and desires, may we carve images of what can be. May no other idols claim our devotion and loyalty. May we worship honestly before them, as sincerely and humbly as the poor peasant prays. Thus may beauty come to us as the dawn comes to the ships that put to sea. May truth come. May goodness come. And may we become embodiments of strong manhood and delicate womanhood. Amen.

Earl F. Cook.

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.

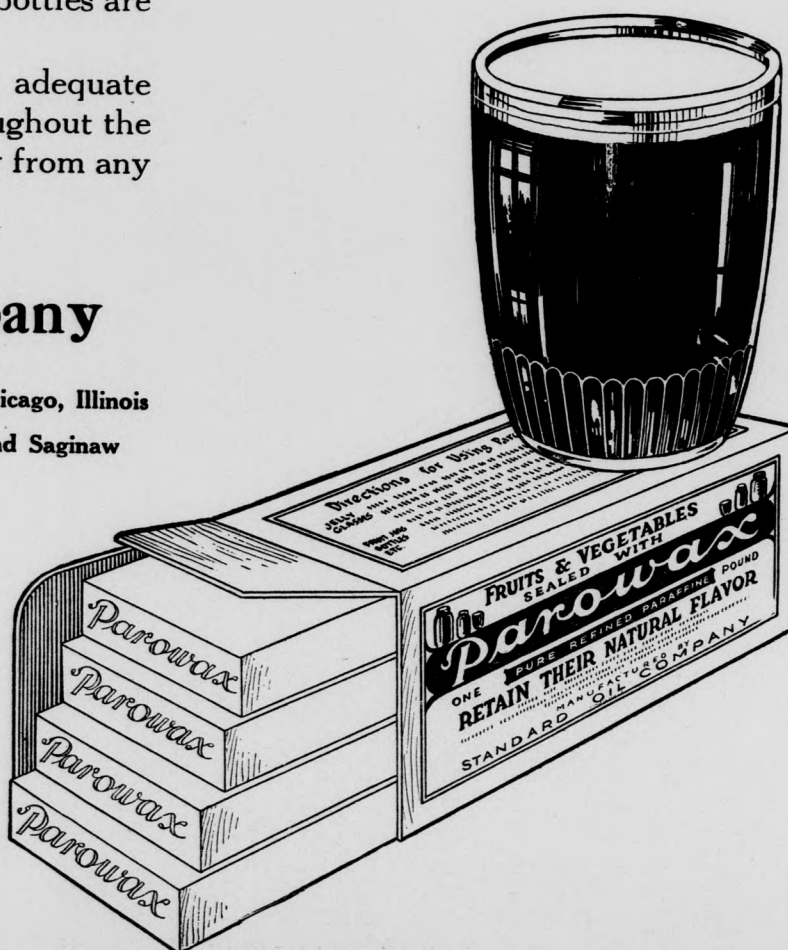
Standard Oil Company

(INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 3, 1924

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MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.
Each Issue Complete in Itself.DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.Published Weekly By
TRADESMAN COMPANY
Grand Rapids

E. A. STOWE, Editor.

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issues a month or more old, 15 cents;
issues a year or more old, 25 cents; issues
five years or more old 50 cents.Entered Sept. 23 1883, at the Postoffice
of Grand Rapids as second class matter
under Act of March 3, 1879.**TYPES OF STORE PESTS.**

In addition to the operations of bad check passers in this city there are now at work here a number of impostors. The latter, as well as the former, try to make the specialty shops and department stores their victims but, while the bad check passers injure only the stores when their game works, the impostors, in case they are successful, cause both loss to the stores and annoyance to their customers.

Another type of person who is making life hard for the retail men is the customer who opens an account on an apparently good financial standing and then refuses to pay his bills. This frequently happens in connection with customers living out of town. An interesting case is that of a man living in Ionia.

"The account became overdue," the bulletin says, "and efforts to effect a settlement were unsuccessful, as the subject continued to ignore all communications and it was necessary to turn the matter over to an attorney for collection. It has since been given to four different collection agencies, but they were unable to secure the services of any attorney (in the customer's home city) to handle the claim, as subject is friendly to them all. The amount involved is not large, but it is suggested that caution should be used in extending credit, as he would undoubtedly treat a bill of larger proportion in the same manner."

BELTS REMAIN IN FAVOR.

The threatened invasion of English styles in loose trousers and suspenders has in no wise materialized. Never in the history of the trade has the belt been more popular than to-day. Even in the most remote of rural districts where before the war the belt was unknown it is now commonly worn. The reason for this is the fact that

young men became so accustomed to the belt worn as part of the army uniform they have retained it in everyday life.

There were 4,280,000 belts sold in 1923. In some large cities sales of individual stores of men's belts reached \$30,000 worth, mostly in the engraved and initialed buckle style. At the present time there is a demand in some quarters for a wider belt with harness buckle, but it is said that the fashion is not likely to endure, as the narrow belt seems to be preferred by the vast majority of men.

The first indication that the fashion of wearing belts in England, which has always been loyal to the "brace," may become prevalent was reported recently by perhaps the largest of the belt manufacturers, who had just received a request from a London firm for representation of his goods on a large scale. It is also whispered that the Prince of Wales is partial to the American style of trousers with short waist, fitted hip and belt loops.

Though General Elias Calles is generally regarded as President-elect of Mexico, he is not yet so officially, and the party that opposed his election has protested to President Ebert of Germany for receiving him with official honors. In Mexico there is an interim between election day and announcement by the Congress of the results, just as there is in the United States between the time the people cast their votes and action by the electoral college. In Mexico, however, as in most Latin-American countries, this interim is more important than with us. It gives time for campaign animosities to cool down and immediate announcement of the results of the voting might, coming hard upon the excitement of a campaign fight, lead to untoward incidents that are, at best, only too frequent. Moreover, most elections are fiercely contested in the Congress, and the apparent winner is never sure of himself until he has passed through that gauntlet. In the case of Calles, supported by Obregon, there is little doubt of the outcome. Had his opponent won the popular verdict, however, his chances would have remained to the last moment extremely uncertain.

America is glad to welcome the Prince of Wales, the heir apparent to the British throne, as a guest to its shores, and its people will do their utmost to make his visit a pleasant as well as a memorable one. His grandfather was the only British royalty of equal rank to come to the United States, and the echoes of that visit have not even yet died out. There is a proscenium box in the Academy of Music in New York that still bears the name of the "Prince of Wales' Box" because he once occupied it.

Whether H. R. H. Edward Albert will leave any such permanent traces remains to be seen; but it may be assumed with some confidence that his pleasing personality and democratic manners will create an impression of good will and friendliness that will not be soon extinguished. Judicious folk may grieve at some of the excesses that are being indulged in by those who would bid him welcome, but they may find comfort in the fact that they are well intended and the fruit, not of obsequious tuff-hunting, but of an excess of hospitable good nature.

Life and literature parted company a day or two ago in the Court of General Sessions, in New York. A prisoner was up before Judge Allen on the charge of stealing. He pleaded guilty, but explained that when he committed the crime he was desperate from hunger. On the stage this plea would have evoked a sharp rebuke from the judge, followed by a sentence to the extreme limit allowed by law. The audience would have been sent home with the idea that the law is a monster judges are brutes and courts, as the Irishman put it, are places where justice is dispensed with. But the prisoner was not rebuked by the judge nor was he sentenced to the extreme limit allowed by law. On the contrary, the judge declared that any man who steals merely to satisfy his hunger is not a criminal and he suspended sentence, advising the prisoner to go back to his old job on an Ohio farm. This incident will have no interest for novelists and playwrights whose stock in trade is the rottenness of civilized institutions.

Last Spring the admirers of "Mary Haugen," as the McNary-Haugen price-fixing measure was known around Capitol Hill, were insisting that wheat prices be forced up to \$1.50 a bushel. They scornfully rejected the common-sense suggestion that if this were done all the land that could grow wheat would be sown this Fall and next Spring. Cash wheat has been selling around \$1.35 and wheat futures correspondingly higher. The inevitable and the expected is about to happen. Reports from the Mid-West and Northwest indicate the wheat grower is in a wheat-seeding mood. Winter wheat acreage, cut last year under dire pressure, is ready to rise again. When the supply is great and the demand is light prices fall and acreage declines. When the supply is short and the demand is great prices rise and acreage rises. Will Senator Charles McNary and Congressman Gilbert Haugen kindly bear this in mind next December, when the Sixty-eighth Congress reconvenes?

The professors are doing their best to give us a pleasant feeling and calm our fears. Just when there is so much glooming about the way the women and girls dress and everybody is wondering what's going to happen next, and just which way the flapper is heading and all the rest, comes forward Professor W. Hughes Jones of Edinburgh University. The professor's credentials are reassuring and of the highest character. And he says that fashion is not going forward to intolerable extremes. On the contrary, it is slowly working its way back seven centuries to "the best-dressed age of the world." Professor Hughes is historian to the university, and he says the thirteenth century was conspicuous for grace of form and simplicity. So the modern girl isn't running wild at all. She is simply going back to the year 1200 and thereabouts, when women were charming and men were brave and everybody dressed beautifully. Thus saith the professor.

Results of the experiments now being carried on by the United States Army Medical Corps at Washington in the use of chlorine gas for the cure of whooping cough, asthma and kindred diseases are highly gratifying. Lieutenant Colonel Gilchrist, chief of the bureau, reports that 2700 cases have been treated by his bureau. In the treatment of asthma the results have been very satisfactory, and in the whooping cough cases cures have been effected with comparatively few treatments, the most persistent cases yielding to eleven applications. The cures are reported as not only striking, "but achieved with a degree of certainty which seems beyond scientific dispute."

Our great need to-day is a wartless pickle. So the president of the National Association of Pickle Manufacturers tells his organization, and he ought to know. The present pickle is ugly. It never inspired a beautiful thought or an entrancing strain of music. More than 500,000,000 are consumed annually in this country, but the and bounds if the pickle was as attractive consumption would go up by leaps tite to the eye as it is to the palate. It needs a Burbank who will graft it with something that will give it a rich dark green color and a smooth, symmetrical exterior. This ought not to be an impossible job. When it has been accomplished eating pickles will take its place as one of the fine arts.

Perhaps you thought at home and in school that there was a good deal of nonsense in saying so much about politeness. Haven't you discovered otherwise since getting into business?

With most of us our desires are so diverse that they cancel each other.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Falmouth, Aug. 30—Can you tell us something about the Jordan Steel Co., located at 108 North Wabash avenue, Chicago?

Their salesman, Mr. Livingston, was through here getting orders. He claimed that they manufactured all their own goods, such as aluminum, crockery and enameled ware, and that they sold at lot of their goods to the 5c and 10c stores, Woolworth, Kresge and others.

We wrote to the Woolworth Co. and found they knew nothing about the company.

He wanted part down because it was a new account; the remainder in 30 days. On the duplicate order he had D. B. L. When we saw he had inserted terms D. B. L. on the duplicate, we wrote them to hold the order until they heard from us.

Can you give us any information about this company. Are they a good reliable company?

Dykhouse & Co.

No one by the name above given is rated by either of the mercantile agencies, proving pretty conclusively that the statements of the alleged agent are wholly unfounded. In the meantime we have requested our Chicago representative to call at the address named and report whether he finds the Jordan Steel Co. to be an actual entity or merely a creature of the imagination. These transactions come under the head of the cautionary advice the Tradesman has so frequently handed out to its readers for forty years: Never pay any money to strangers or deal with any person who wants money in advance for services to be performed later.

Another reader who has been bitten by the T.-A.-D. Co. writes to enquire if the Postoffice Department cannot be appealed to for assistance to protect the innocent victims of the T.-A.-D. swindle? Most assuredly it can be, providing the crooks transacted any business with the victims through the mails. Usually the sharpers are too sharp to be caught in this manner. They send out alluring circulars and printed matter, but when it comes to closing the deal they send out an accomplice—usually with a high powered car and a colored driver—to receipt for the money paid over.

A retail furniture store of New York City, incorporated under the name of B. Lewis, Inc., and trading under the name of Grand Rapids Furniture Clearance Warehouse, is cited for unfair methods of competition in a complaint issued by the Federal Trade Commission. Karl Sohn, Isaac Lewis and Bessie Lewis, are named individually in the complaint as owners of the corporation. The complaint alleges that the firm advertises furniture under the following slogans and others: "Grand Rapids Furniture Direct From Factory to You at Wholesale Prices," "Representatives of Some of the Best Known Furniture Manufacturers of Grand Rapids." The complaint further alleges that the furniture sold by respondents in connection with their trade name and representations is for the most part made at points

other than Grand Rapids, and by manufacturers in no wise connected with the furniture industry of that city. Respondents' alleged acts, the complaint states, are a deception on the general public and unfairly divert business from competitors who do not so misrepresent their products.

In an order issued by the Federal Trade Commission, M. F. Skidmore and Elmer L. Skidmore, of Toledo, are required to discontinue certain unfair methods of competition in the marketing of fountain pens. The respondents assemble and sell fountain pens in interstate commerce under the trade names of "Wm. Bolles Dollar Penn Company," "Skidmore Pen Company," and "Toledo Gold Filler Fountain Pen Company." In its investigation of the case the Commission found that the respondents simulated the appearance of a pen sold by the Conklin Pen Manufacturing Co., a competing company. It was also found that respondent in advertising its product used slogans such as "Gold Filler Pen," and "Toledo Gold Filler Fountain Pen" which simulated to some degree the slogans used by the Conklin company. All of the respondents' acts, the Commission found, had a tendency to mislead and deceive the purchasing public into the belief that respondents' pens were identical with those sold by the Conklin Manufacturing Co. The order specifies that respondents cease and desist from advertising, selling or offering for sale fountain pens simulating in details of shape, style, plan or ornamentation, or general appearance of the fountain pens manufactured and sold by the Conklin Pen Manufacturing Co.

Kalamazoo, Sept. 2—One day last winter, just before train time, a young fellow came into our office, stating his company, the Peerless Products Co., Chicago, was going to do a lot of advertising of a roofing product, and wanted to know if we would act as agents. I said we might if his product was O. K. I told him the galvanized roof on our building leaked and that we were puzzled to know what to do. He then offered to send five gallons free to test it if we would try it. We told him we would be glad to do so. He filled out an order and then said he was not sure his company would send it, but thought they would, and asked about a brush and wondered if we would be willing to pay 26 cents for one. He asked me to sign an order. I thought we could

stand an order for 26 cents, and did so after reading the order over carefully. The order in his book that I signed was entirely different from the order which called for only five gallons roofing to be free for trial, and one brush, 26 cents to be paid for. He had asked for the name of our firm, and to save time I handed him our rubber stamp. As he was leaving, after hearing the train whistle, he wanted to know if we could use five barrels, if it proved O. K. I said yes, as I could use that much on my own buildings alone. The price was spoken of, I believe, although I paid little attention, as all business would depend on the result of the test. He left me nothing but the enclosed circular, on which you will see a notation made at the time. This I came across yesterday and enclose with all other correspondence we have had in the matter. I heard nothing more and it had nearly dropped from my mind when notified of the arrival of five barrels of roofing. This I refused until I received an invoice at least, and when that arrived was more than surprised and notified the railroad agent we would not accept it, and have not done so. It is still here waiting disposal orders.

J. B. S.

The above story relates in plain unvarnished language one of the tricks of many roofing paint agents—and this line of business seems to harbor more than its share of tricksters and sharks. One would be reluctant to believe any concern selling a product of general consumption such as a roofing paint would resort to such methods, but we have similar reports from other farmers that the same sort of a game was played on them by the Peerless Products Manufacturing Co., also by the Everwear Asbestos Co., which is around the corner from the Peerless Products Co., address and in the same building. Apparently the same individuals are doing business under both names. We also have reports of another roofing paint outfit in Cleveland carrying on practically the same game. There are many honest and reputable houses engaged in selling roofing paints, and we do not want to cast aspersions on the industry as a whole, but we do desire to warn our readers and merchants generally against the machinations of the houses and their agents securing orders in the manner outlined in the letter of J. B. S. No doubt the order he signed for the brush included an order for a quantity of paint, but such "sleight of hand" methods will not stand in court, and the Tradesman is on record in advising merchants not to be imposed upon in this way through the fear of a lawsuit. The rule is houses resorting to

such practices as these do not dare to come into court, but rely upon the natural reluctance of merchants for litigation to enforce unjust demands upon them.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 27—In the matter of Fred W. Forrester, Bankrupt No. 2541, the first meeting of creditors was held this day. The bankrupt was present in person and by attorneys. Dilley, Souther & Dilley were present for creditors. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed for the present. The schedules were amended by the addition of certain creditors and assets. The case was then adjourned to Sept. 4.

In the matter of Mamie Clark, Bankrupt No. 2504, the court has ordered the payment of current administration expenses and the declaration and payment of a first dividend of 5 per cent. to creditors.

In the matter of William Carson, Bankrupt No. 2500, the trustee has filed in said court his final report and account, and a final meeting of creditors has been called for Sept. 11. The trustee's final report and account will be passed upon and administration expenses and preferred claims will be paid as far as the funds on hand will permit. There will be nothing paid to creditors holding general claims.

In the matter of Herman J. Pinney, Bankrupt No. 2337, the trustee has filed in the court his final report and account, and a final meeting of creditors has been called for Sept. 15. The trustee's final report and account will be passed upon and a first and final dividend to creditors paid, if possible.

In the matter of Shaheen Slayman, Bankrupt No. 2335 the trustee has filed in said court his final report and account and a final meeting of creditors has been called for Sept. 15. The trustee's final report and account will be passed upon and administration expenses and a first and final dividend to creditors paid.

Sept. 2. On this day was held the sale of certain stocks in the matter of Olive K. McGannon, Bankrupt No. 2502. The trustee and bankrupt were not present. One bidder was present in person. The stocks were sold to Henry E. Volker, of Ionia, for \$500. An order confirming the sale was made. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Almond Stewart, Bankrupt No. 2542. The bankrupt was present in person. Hugh E. Lillie was present for creditors. The bankrupt was sworn and examined before a reporter. One claim was proved and allowed. Bernard E. Cook was appointed trustee and the amount of his bond placed by the referee at \$300. The meeting was then adjourned without date.

On this day also was held the final meeting of creditors in the matter of Walter T. Welsh, Bankrupt No. 2528. The bankrupt was not present in person, but by Clapperton & Owen, attorneys. The trustee's final report and account were approved and allowed. An order was made for the payment of administration expenses, so far as the funds on hand would permit. 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.

Sept. 2. On this day was held the sale of certain stocks in the matter of Bert Vosinski, Bankrupt No. 2479. One creditor was present in person. The stock offered for sale was sold to G. J. Hesselink for \$100. An order was made confirming the sale. An order was made for the trustee to pay the current expenses of administration to date. The meeting was then adjourned without date.

During the year ending June 30, 1924, the savings deposits of all of the 10 banks of the City with their 26 branches increased \$2,146,511. In the same period the savings in our Association increased \$766,115 "There's a reason."

We pay 5% on time certificates and offer unusual opportunities for accumulating savings by our systematic plan of weekly payments.

THE GRAND RAPIDS MUTUAL BUILDING AND LOAN ASSOCIATION

WIDDICOMB BUILDING

CHARLES N. REMINGTON, President

THOMAS C. MASON, Secretary

A mutual savings Association with \$6,000,000 assets organized to promote thrift and help people own homes.

Plea For the Elimination of the Cigarette.

Onaway, Sept. 2—Onaway has no union labor organization, consequently there were no parades, speeches or labor demonstrations yesterday. However, the day was observed and set aside as a day of recreation. Every place of business was closed absolutely and the big American wood rim plant assisted in the celebration of the day by closing down. Rogers City and the adjoining towns participated in making the occasion one to be remembered. The Onaway base ball team crossed bats with the Rogers City fast team and Hon. Frank Scott, our congressman, delivered a speech. There can be no harm in mixing politics with games, sports and recreation if done scientifically and tactfully, but the rule is contrary when applied to moonshine and gasoline.

The late cold season really looked discouraging for the agriculturist, but the optimists won the day and although some crops are a little backward, compared with former years, the past few weeks have pushed everything forward with a rush. You can fairly see the corn grow. There was never such a yield of grain and potatoes are fairly bulging from the ground. One farmer says he will be obliged to buy more land to store his crops on. Surely after all the complaining, it has turned out to be a wonderful season, free from frosts and drouth. Prospects are good for a wonderful bean crop. Never before have we had such orchards of fruit. The apple, plum, pear and peach trees are fairly groaning under their loads of fruit and the branches have to be propped up. Nature has come to the front with a production of huckleberries never before equalled in this vicinity. Thousands of bushels have been harvested and shipped. Wild red raspberries and blackberries are now the order of the day and there will be plenty for all.

Hon. Arthur J. Tuttle, Judge of the U. S. Court for the Eastern District of Michigan and candidate for U. S. Senator, has been calling upon friends in our city, at the same time distributing some of his cards. The Judge has many admirers here.

H. D. Tisdale, of Flint, a newspaper man from the ground up (and he's quite tall), former owner and editor of the Onaway Outlook, has been visiting friends here. Mrs. Tinsdale accompanied him. They have been enjoying a real outing, such as they used to enjoy during their residence here. Harry is as successful in his sporting propensities as in business matters and he has demonstrated it during the past few weeks, even if he did get lost a few times. That's nothing for him. His experience in the mountains of the West came in handy this time.

Candidates for county offices are numerous at present and a three cornered fight for sheriff is making things quite interesting.

The high school buildings, of which Onaway is very proud, have been painted, renovated and put in ship-shape for the winter term. The big corps of teachers have been assigned to their respective positions and prepared for an active term, with Superintendent Tate presiding. Hats off to our educational faculty!

Oscar Strand, real estate dealer of Detroit, together with his family, after spending a delightful summer at their cottage on Black Lake, have returned to Detroit. Mr. Strand has an eye on a quantity of resort property here as an investment.

The small boy, the omnipresent small boy of to-day, is the big boy of to-morrow and the real man of day after to-morrow. Yes, he seems to spring into prominence just that quick. He is a leader in everything, the first to step forward at the call or otherwise. He has no fear or faltering. If he makes mistakes he profits by them

and keeps everlastingly on and on. He will tackle anything where the older man will hesitate. How true the saying, "They said it couldn't be done, but he didn't know it, so he went ahead and did it." Are we assisting him or hampering him? The Nation has legislated to put a ban on liquor. There's a principle back of the refusal to license crime by permitting the manufacture and sale of intoxicating liquor. Now come forward with one more, the next in importance, cigarettes. A feeble attempt has been made to prohibit the youth from indulging in this foolish habit, but since the war it seems that the cigarette habit has been encouraged instead of discouraged. It is disgusting to see about 90 per cent. of the male inhabitants with a cigarette stuck in his face and occasionally a girl or woman, but not a lady. The man who is old enough to know better in many cases sets the example, too. "There's no fool like an old fool" is quite true. What can be expected of the son? It is quite easy to say, "Do as I say and not as I do." Perhaps we have all had that advice, but failed to profit by it. The mammoth sign boards erected by syndicates and disgracing our roadsides with their glaring cigarette signs should be removed and destroyed without hesitation or argument. Forget the technicalities of law. That is what is hampering the enforcement of prohibition to-day, requiring too much absolute evidence while the offender is laughing up his sleeve.

Squire Signal.

Farmers Build Ray Smith's Store.

Leroy, Sept. 2—One hundred fifty farmers around Leroy and Tustin turned out and in twelve hours rebuilt the Ray Smith store building which was destroyed by fire two years ago. The new store building, which is 28 feet wide and 110 feet long, is much larger than the original store and will make plenty of room to handle goods in car lots. The building was erected in less time than it took the old store to burn down. They also built a large coal shed, 38 by 40 feet, at the same time. All the labor was donated, which shows the good will of the farmers, especially when it is considered that they left their work at the busiest time of the year.

Then There Was Trouble.

Willie had tried by various means to interest his father in conversation. "Can't you see I'm trying to read?" said the exasperated parent. "Now don't bother me."

Willie was silent for almost a minute. Then reflectively:

"Awful accident in the subway to-day."

Father looked up with interest. "What's that?" he asked. "An accident in the subway?"

"Yes," replied Willie, edging towards the door. "A woman had her eye on a seat and a man sat on it."

Corporations Wound Up.

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

W. H. Humphrey & Co., Delaware-Detroit.

Couple-Gear Electric Truck Co., Grand Rapids.

Mt. Pleasant Home Building Co., Mt. Pleasant.

Nelson Valve Co., Philadelphia, Pa.-Detroit.

Liberty Motor Co., Detroit.

Judson Shoe Co., Detroit.

Young America.

"Who can tell me what a meter is?" asked the teacher of the juvenile class.

"I can," promptly replied Johnnie. "It's a thing what you chop meat in."

How to Sell Your Goods

IN FOUR CHAPTERS -- CHAPTER FOUR



Customers are of many types, characters and dispositions.

Strange to say, the proper attitude will win any of them, while false steps will repel even the best of the lot.

Customers want a salesman to be pleasant, courteous, attentive and friendly. They want him to be natural, not artificial. They want an opportunity to express their own views and they want those views taken seriously. What they want affords a basis for the proper attitude—a basis that should always be adhered to.

Naturally, it is easier to tell a man what not to do, than to outline what he should do. However it is well to know what to avoid, so here goes for a few pointers on attitudes that hurt sales.

1. The know-it-all attitude. No one wishes to trade with a salesman who intimates by word and manner that he knows it all. Concede average intelligence to the man who buys.

2. The false pretense attitude. This is exemplified by the salesman who thinks it is clever to mislead a customer in order to make a sale. Truth is the foundation of successful and continued selling.

3. The insinuating attitude used by those who think it good policy to gently rap their competitors by means of veiled insinuations. Keep your competitor out of it. Every knock or insinuation advertises him and hurts you.

4. The stiff, formal attitude—usually due to exaggerated self consciousness. Think in your natural way and you will find it easy to act natural.

5. The apologetic attitude—the cringing servility sometimes seen behind retail counters. Your business is honest if you are. What have you to apologize for? Respect yourself and others will respect you.

6. The frivolous attitude seen in the clerk who takes everything lightly. It is a reflection on the dignity of the customer. You owe a certain friendly dignity to your position.

7. The argumentative attitude, reflected in the fellow who always has his chin out looking for a chance to force his opinion on some one. Belligerent arguments seldom convince. Always meet the customer more than half way.

8. The indolent attitude—looming over the counter with a listless I-don't-care expression. Customers resent this attitude.

9. The hurry-up attitude—the one used by the salesman who appears to think his time is too valuable for the customer to encroach upon. In selling the only one whose time is to be considered is the customer. He gives his time—you get paid for yours.

There are other attitudes which help or hurt sales, but these will bring home the idea and furnish food for thought. The main thing is to adopt an attitude that will disarm in advance any unfavorable mood the customer may be in—an attitude that will register self respect and respect for others. Then if you know what you want to say and how to say it, the remainder of the sale is easy.



WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years.

The Prompt Shippers



Movements of Merchants.

Detroit—A. Van Maele has opened a grocery store at 12828 Mack avenue.

Detroit—George J. Glaize will open a pharmacy at 7518 Twelfth street, Sept. 6.

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

Big Rapids—Albert H. Galtz succeeds Turk & Miller in the grocery business.

McBain—The McBain Grain Co. has increased its capital stock from \$35,000 to \$75,000.

Detroit—Imerman's Department store opened at 13108 Mack avenue early in August.

Detroit—A. D. Mattison succeeds George W. Huebner, baker at 7400 Ferndale avenue.

Detroit—The Gregg Hardware Co. has increased its capital stock from \$100,000 to \$200,000.

Detroit—Edward Bernhardt succeeds Arthur H. Bennett, confectioner at 4179 McClellan avenue.

Detroit—The Meatateria, conducted by Robert Smith at 8217 Twelfth street, closed recently.

Muskegon—The West Michigan Roofing Co. has changed its name to the Asmussen Roofing Co.

Detroit—Albert Hagar, grocer at 2648 Pennsylvania avenue, has sold his stock and will retire.

Detroit—J. V. Orris has sold his confectionery stock at 6557 Roosevelt avenue to Theo W. Pautsch.

Detroit—Frank Borghi is the new owner of Arthur A. Oehmke's confectionery, 8901 Helen avenue.

Detroit—M. Katz opened a dry goods and furnishings store at 14228 Mack avenue a short time ago.

Detroit—Hazel L. Fadell, operating as the Fadell Co., has opened a grocery store at 13146 Mack avenue.

Detroit—Michael Hanigan has purchased the confectionery at 2404 Mt. Elliott avenue from Theresa White.

Highland Park—K. K. Milhem succeeds Mrs. Rose Blair in the confectionery business at 160 Candler avenue.

Detroit—The Ambassador Market, groceries and meats, will open for business at 17740 John R. street Sept. 10.

Pontiac—The Pontiac Commercial & Savings Bank has decreased its capital stock from \$1,000,000 to \$800,000.

Detroit—John R. Hanson's confectionery, 9228 Mack avenue, is now being conducted by Joseph W. Harrison.

Detroit—Wm. C. Seeley succeeds Louise Early in the confectionery and stationery business at 5807 McClellan avenue.

Detroit—Cornfield Brothers, haberdashers at 2714 Michigan avenue, have

opened another store at 3724 Mack avenue.

Detroit—Fred H. Wolff has taken over the cigar and confectionery stock at 113 Grand River avenue, East, from Wm. Facuett.

Detroit—The grocery at 3139 Beaubien street changed hands a few days ago. Harry Wein bought it from Jack Rubin.

Detroit—A. S. Alexander and L. A. Rose have bought out Fred B. Jones, grocer and meat dealer at 10206 Kercheval avenue.

Detroit—Jacob Denenberg has purchased the stock and fixtures of John J. Wade's confectionery, 5461 McDougall avenue.

Ludington—Arthur W. Hartung has engaged in business at 417 South James street under the style of the Shoe Market.

Detroit—Wm. Suchner & Sons have opened a meat market at 4146 Hamilton avenue under the style of Hamilton-Was market.

Detroit—Rogner, Graef & Co., haberdashers with several stores in Detroit, has discontinued the business at 3724 Mack avenue.

Detroit—The L. D. Bercin Co., conducting a department store at 11338 Jefferson avenue, East, will discontinue business at that address.

Detroit—The Temple confectionery, Ed Goldman, proprietor, opened at 12,800 Jefferson avenue, East, about the middle of August.

Detroit—Dr. L. F. Runciman has purchased the business of H. J. D'Amour, operating as D'Amour Pharmacy, 2801 Brush street.

Detroit—J. E. Garretson, druggist at 9249 Mac's avenue, will open another pharmacy at 14128 Mack under the style Newport pharmacy.

Detroit—Irwin Sims opened Sims Market, groceries, meats, fruit, vegetables and fish, at 14226 Jefferson avenue, East, a few days ago.

Detroit—The A. & B. Shoe Co., conducting three shoe stores in the city, discontinued business in the store at 6253 Fort street, West, recently.

Detroit—Feldman's Bazaar, handling household supplies, opened at 14351 Jefferson avenue, East, Sept. 2. Charles Feldman is the proprietor.

Detroit—Joseph Snitman, furniture dealer at 2224 Gratiot avenue, has filed a petition in bankruptcy, with liabilities of \$4,265.43 and assets of \$1,200.

Detroit—Jacob Denenberg bought out Fred L. and Eugene L. Miller, doing business as Miller Brothers, grocers at 9158 Twelfth street, recently.

Detroit—Abraham Pohl has closed his delicatessen at 2404 Hastings street. Arthur Wallace has opened a grocery and meat market in the building.

Kalamazoo—The Elaborated Ready Roofing Co., of Chicago, has opened a branch at 408 North Rose street, under the management of E. P. Wixted.

St. Johns—H. H. Secore has sold his garage and auto accessories stock, auto parts, etc., to Fred Sheaks and Fred Bishop, who will continue the business.

Detroit—The new firm of Rogers & Cornett, composed of John F. Rogers and V. C. Cornett, has taken over the grocery stock of Sol Ryback, 4647 Second boulevard.

Detroit—Edna Iams has bought the stock and fixtures of the store at 2146 Gratiot avenue from Ora L. Huffman. Groceries, confectionery and tobacco are carried in stock.

Detroit—Miss O. E. Brundon, owner of Bee's Little Shoppe, children's wear, has moved her place of business from 9458 Woodward avenue to 8853 Woodward avenue.

Detroit—F. A. Hill is the new owner of the store at 4000 Hamilton avenue, formerly conducted by O. E. Ericksen. Mr. Hill stocks groceries, confectionery and tobacco.

Detroit—Harry Trattner is moving his business, the Keeps-Fresh Bakeries, from 11100 Jefferson avenue, East, to his new building on the corner of Jefferson and Fairview avenues.

Kalamazoo—The Kalbfleisch Corporation, 317 East Main street, has been incorporated with an authorized capital stock of \$50,000, of which amount \$5,000 has been subscribed and paid in in cash.

Hastings—The Sigler Player Action Co. has merged its business into a stock company with an authorized capital stock of \$100,000, \$52,500 of which has been subscribed and paid in in property.

Detroit—Louis Zellman, jeweler and leather goods dealer at 55 Cadillac square, is the object of an involuntary petition in bankruptcy recently filed by three creditors. Their claims amount to \$562.86.

Detroit—The Banner Regalia Co., 729 Gratiot avenue, has been incorporated with an authorized capital stock of \$4,000, all of which has been subscribed and paid in, \$600 in cash and \$3,400 in property.

Detroit—The Pringle Furniture Co., one of Detroit's largest furniture concerns, plans to erect a new building on West Grand boulevard near second boulevard soon, in which a branch furniture store will be located.

Negaunee—Victor Stenholm has purchased the stock of dry goods and clothing of the Skud Estate store at Ishpeming and will install it in the Kuhlman store building, Iron street, where he will continue the business.

Mt. Pleasant—The Mt. Pleasant Co-operative Co. has started work on its new elevator at this place. All modern machinery for the cleaning and loading of beans is to be installed. The company now has a membership of 170.

Saginaw—The American Paper Box Co., 304 Hancock street, has merged its business into a stock company under the same style with an authorized capital stock of \$75,000, \$50,000 of

which has been subscribed and paid in in property.

Nashville—Wasnick & Wasnick, recently of Portland, have leased the Scott store building and remodeled and enlarged it preparatory to opening a modern bakery. The modern oven they have installed has a capacity of 3,000 loaves of bread daily.

Grand Rapids—The Bertsch Market, 212-214 Pearl street, has merged its business into a stock company under the style of the Bertsch Market Baking Co., with an authorized capital stock of \$4,000, all of which has been subscribed and \$2,000 paid in in cash.

Owosso—The J. A. Byerly Co., 202 South Lansing street, has been incorporated to deal in general merchandise, with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and paid in, \$8,256.23 in cash and \$41,743.77 in property.

Saginaw—The biggest cheese ever made in Michigan is now curing at the factory in Chapin township and will be brought to Saginaw this week for exhibit at the Saginaw fair. It later will be exhibited at the National dairy show to be held in Milwaukee. The monster cheese measures 20 inches high and is 32 inches in diameter and is circular in shape. A Saginaw retailer has already purchased the cheese and it will be offered to local consumers a few days before Thanksgiving.

Manufacturing Matters.

Detroit—The Capital Manufacturing Co., 465 York street, has increased its capital stock from \$25,000 to \$100,000.

Ann Arbor—The King-Seeley Corporation, 311 Maynard street, manufacturer of gasoline gauges, has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Gotfredson Body Corporation, 3100 Meldrum street, has been incorporated with an authorized capital stock of \$1,000 preferred and 500,000 shares at \$10 per share, of which amount 100 shares has been subscribed and \$1,000 paid in in cash.

Detroit—The Detroit Auto Products Co., 6057 Woodward avenue, has merged its business into a stock company under the same style with an authorized capital stock of \$50,000, of which amount \$15,500 has been subscribed and paid in, \$43.63 in cash and \$15,456.37 in property.

Rochester—The Rochester Planing Mill Co., manufacturer of lumber products, builders' materials, etc., has merged its business into a stock company under the same style with an authorized capital stock of \$15,000, \$12,440 of which has been subscribed and paid in in property.

Detroit—The Hercules Manufacturing Co., 1314 Maple street, has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000 common, \$30,000 preferred and 300 shares at \$1 per share, of which amount \$24,700 and 300 shares has been subscribed, \$3,010 paid in in cash and \$18,990 in property.

A man's actions speak louder than his words. Let your daily conduct be eloquent.

Essential Features of the Grocery Staples.

Sugar—The market has advanced. Granulated is held to-day at 7.80c.

Tea—News received in this country during the week has told of higher markets in China, especially for the Ping Suey grades; these teas have advanced in this country several cents a pound. Indias, Ceylons and Javas are also firm, the statistical position of all of them being strong. Congous are also firm on account of small shipments to this country. In fact, the whole tea market, speaking of desirable varieties, is strong, with an upward tendency. The consumptive demand is good.

Coffee—Persistent news of a damage to the growing crop of Rio and Santos has come from Brazil during the week, in consequence the entire line of these coffees sold for future delivery, green and in a large way, show an advance for the week of about 1 cent per pound. Mild grades are somewhat uneasy on account of the feeling in Brazils and the tendency is upward. The jobbing market for roasted coffee is about unchanged, but is steady to firm and demand fair.

Canned Fruits—California fruits are not expected to change materially until a little later in the season when the distributing trade takes more interest in later outlets. So far it has covered a part of its wants and has taken the whole line on contract, following the market from the original opening to the present basis. It has goods on hand to resell to the retail trade, and with Coast levels high and little offered the tendency is to rather neglect future outlets. Such a condition is normal, especially with a firm market at the source. Spot distribution is average for the season. Hawaiian pineapple is firm in tone. Cannery are not open to sales of straight lots and assortments are so restricted that buying attention is not extensive. The movement at retail is excellent in the lines used for table and home purposes, while manufacturers have given satisfactory support to the market. Apples are quiet.

Canned Vegetables—The tomato market favors the packer in all districts. There are more quotations out on Southern packs than there are actual offerings, as brokers discover when they come to get confirmations on straight or mixed cars of late packs. Early packs were not of good quality this year, but the pack was so light that what goods have been produced were pretty well absorbed. The crop went mostly into No. 2 cans, as there were sufficient old 3s to keep the market supplied. Postings from the South indicate that packing will not be heavy until toward September 10 or later. Corn is being canned to some extent in the South, but it will also be about September 10 before there is any activity. Usually by September 1 packers have a considerable part of their contracts filled, either delivered or ready for shipment, and now they have nothing ready. The circumstances which are parallel in the Middle West cause a strong undertone in new packs in all districts and there are no cheap offerings of any grades. The pea mar-

ket is as strong as ever in the country. Wisconsin and New York will not listen to low prices and report no substantial reserves. Strictly fancy are firm and are wanted, but there is not as marked interest in the other grades at the moment.

Dried Fruits—In prunes the Oregon new crop is firmly held and it is believed by many that old will advance still further. Talk is general that 40s will reach 10c as it will not be until November before 1924 fruit is available. The Jewish holidays will eat holes into present stocks. Raisins are in healthy demand for all grades, varieties and packs. There have been some advances this week in fancy seeded in packages which are selling freely at 7 3/4c. Other grades of seeded are unchanged but are steady. Sulphur bleached are again up and are held at 13 3/4c for extra fancy and 12 3/4c for fancy under the best brands. The same packers are offering new crop sulphur bleached at 14c and 12 1/2c for the two grades. Such goods will not be here until November. Here again the effects of the Jewish holiday are being anticipated. Apricots are advancing, due chiefly to export calls which have taken large blocks. At first exporters took the cheaper old crop lines but as these disappeared they switched to the extra choice and fancy and also the lower grades of new. Peaches are unchanged but are firm with a tendency to advance as prices now quoted in New York are too low, operators say, when compared with the Coast basis. For example, extra choice Muirs are 9 3/4c Coast, or 10 3/4c laid down while they have been selling freely at that figure, which leaves the dealer no profit on to-day's market. Currants are unchanged also but the trade is covering its fall requirements at present quotations. Smyrna layer figs are also being taken for September shipment from the source.

Canned Fish—The only interesting feature is the speculation over the effect which the Government regulation reducing the pack of Alaska red salmon is going to have upon the market. It seems reasonably certain to cause an advancing tendency, as the output was only expected to be small before the regulation was announced. Some activity has been created in the red Alaska salmon situation by the Government regulation and spot red Alaska salmon is scarce and firm, pinks are unchanged and dull, prices steady. The business in Maine sardines is dull, some sales are being made every day without any change in conditions. Other grades of canned fish, tuna, crab meat, etc., are unchanged and steady to firm.

Salt Fish—The situation in mackerel and other varieties of salt fish is unchanged for the week, the fall demand not having yet opened. There is some business done in mackerel every day and prices are steady and unchanged.

Syrup and Molasses—The market for sugar syrup has shown no change during the week. There is just now a very light output and very quiet demand. Prices are steady. Compound syrup is steady and unchanged, with a demand that seems to be in-

creasing. Molasses is steady, but the demand is very light.

Beans and Peas—The market for all varieties of white beans is extremely draggy, buyers are taking only what they have to have and that is not much. Prices, however, are about steady. The pea beans and California limas are even slightly strong. Green and Scotch peas unchanged and dull.

Cheese—The market is quiet and irregular, with the supplies normal for the season and the demand not more than up to the usual standard for this time.

Provisions—Hams, bacon, lard, etc., continue to be scarce and prices very firm.

Review of the Produce Market.

Apples—Duchess and Red Astrachans command \$1.25.

Bananas—6@6 1/2c per lb.

Beets—New, \$1 per bu.

Butter—Local jobbers hold extra fresh at 37c in 60 lb. tubs; prints 38c. They pay 22c for packing stock.

Cabbage—Home grown 60c per bu.

California Fruits—Bartlett pears, \$4.50 per box for either 135 or 150; Malaga grapes, \$2.50 for 4 basket crate; Tokay grapes, \$3.50 per crate; Seedless grapes, \$2.25 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 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.

Eggs—The supply of fresh has dwindled down to almost nothing at the present time. This is caused by the moulting season, which is now well advanced. Prices have been advancing and will probably go still higher. Local jobbers pay 34c for strictly fresh.

Egg Plant—\$2 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 ---\$8.00
Outdoor grown leaf, per bu. ---\$2.00

Lemons—Quotations are now as follows:

300 Sunkist ----- \$7.00
300 Red Ball ----- 6.50
360 Red Ball ----- 6.50

Onions—Spanish, \$2.25 for 72s and \$2.50 for 50s; Michigan, \$3 per 100 lbs.

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 ----- \$2.50
11 x 11 ----- 2.25
10 x 10 ----- 2.00

The quality of melons is fair, but the keeping quality is very poor.

Parsley—50c per doz. bunches.

Peaches—Elbertas from Illinois command \$3.50 per bu.; home grown St. Johns are coming in and finding an outlet on the basis of \$3 per bu.

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

Heavy fowls ----- 22c

Broilers ----- 18@25c

Light fowls ----- 15c

Stags ----- 10c

Ducks ----- 17c

Potatoes—65@75c for home grown.

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

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

Spinach—\$1 per bu. for home grown.

Sweet Potatoes—Virginia commands \$9 per bbl. and \$3.25 per hamper.

Tomatoes—Home grown fetch \$1.25 per 1/2 bu. for ripe and \$1.25 per bu. for green.

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.

Advices Cannery To Abandon Ripe Olives.

We are ever loath to condemn any kind of food, and, in fact, we cannot recall ever saying before that any food should not be attempted in tin cans; but we feel like saying that now—in the case of ripe olives. They seem to be a breeder of trouble, and trouble of the kind in which the other canned foods may, very properly, seriously object.

It may be hard, and is hard, upon the packer of ripe olives to have his favorite child thus branded, but there is such a thing as "a disease carrier" known to medical science among human, and ripe olives would seem to be such among canned foods. Therefore, some steps must be taken against the unfavorable reflection cast upon all canned foods. Because the average consumer does not draw any fine distinctions. Tell her that any canned foods contain, or are liable to contain, or have contained botulinus poisoning, and she will straightway discard and draw a severe embargo against all canned foods.—Canning Trade.

To use the flag for commercial purposes is to misuse it. It shows a poor kind of patriotism on the part of the person who does it. There are improper displays of the flag which occur through ignorance rather than as a result of sordidness. People make mistakes in the direction in which they hang the emblem. Such errors ought to be corrected, but they do not deserve the penalty which should be visited upon those who deliberately treat the flag as if it were nothing more than a trade mark.

LONDON IMPRESSIONS.

Paul Findlay's First Introduction To London.

London, Eng., Aug. 1—I did not have to land in England to be made to feel perfectly at home. For on July 11, while we were steaming along the Southern coast on our way to Southampton, the first regular newspapers we had seen for nine days were brought aboard with the pilot whom we picked up in Portland harbor. Incidentally, we saw there a lot of British warships and also the Stars and Stripes on our own West Virginia, which we passed within a few hundred feet and, believe me, we gave her a hearty ovation.

Well, almost the first item my eye landed on in the newspaper, the Daily Mail of London was captioned thus: **Vegetables Too Dear—Retailers' Big Profits.**

So you see how completely at home I must have felt. The story was just as familiar as the headlines, too. They report such things in more staid—maybe I might say, stilted—certainly more ponderous fashion than we do, so I shall reproduce most of the article, thus:

"At a time of year when an adequate vegetable supply is essential to health, green grocers (they are a different breed from grocers, in England, although apparently they have the same reprehensible habits!) who are buying supplies cheaply are offering them at prices which many people cannot afford to pay.

"Investigation yesterday showed the disparity between prices paid to the growers and those demanded by retailers to be actually greater than when the Linlithgow committee, which considered food prices last year, advised green grocers to make serious efforts in the direction of increasing turnover when supplies are abundant by charging lower prices to the consuming public.

"In the morning English peas were sold at Covent Garden at 2s and 3s per half bag (weighing approximately 56 pounds).

"Before noon peas bought in this way were sold at six to eight cents a pound within a mile Covent Garden. At 1 p. m. at some middle class restaurants, 16 cents was charged for portions of peas weighing, cooked, about one ounce. In the afternoon, English peas of the same type sold in the suburbs of London at 12 cents and more per pound.

"A Spalding correspondent reported yesterday that heavy supplies of early potatoes were selling in Midland market at \$48.40 the ton of 2240 pounds, approximately the price ruling in the London markets. Retailers generally in London were asking 4 cents per pound. In some cases, 5 cents and 6 cents was charged."

"It certainly does not lessen the irritation of the farmer to find that a large profit is being made by retailers on produce which he has marketed at a loss."

So you see how the old, familiar circle runs everywhere; how investigation, whether here or at home, whether by Bob La Follette into railroads or other demagogues into our business, end where they began—except that they cost the taxpayer a lot of money.

Grocers know that certain expenses lie against merchandise which are so irreducible that if the goods cost nothing at all, they could not be distributed without a charge nearly equal to what is now taken, including cost. Against such irreducible minimums, percentages count for little or nothing. In fact, it is because of this unavoidable economic factor that such agitation increases when produce costs little at wholesale. The retailer then looks like a gouger when, in fact, he may only be breaking about even. This is always plain to any of those farmers when they retire from their arduous

life of the farm and seek restfulness in the easy, carefree business of retailing groceries. It takes them but a few days to learn that there are things in Heaven and earth not hitherto dreamed of in their philosophy; and the same would apply to the demagogues, only they never experiment with real, practical, everyday work!

There was another item in that same paper which completely offsets the first one. This read as follows:

"The overseas delegates to the International advertising convention have at least one pleasant surprise in store for them—a two-volume issue of Green's Short History of the English People, beautifully bound and cased in a red-covered carrier. The title page bears the following letter:

"My friend and associate, Frank D. Waterman, New York, once said to me: 'If Americans would read an authentic English history, a new view of the British people would be discovered which would greatly tend to closer friendship between our two great countries.'

"Here, then, is a history of the English people, which I ask you to accept as a souvenir of your visit to London. I trust that it may indeed be the means of strengthening the friendship between our two countries. My thanks are due to Mrs. J. R. Green and Messrs. Macmillan & Co. for their co-operation.

The letter is signed by Mr. L. G. Sloan, of Waterman fountain pen fame.

Long ago somebody said that knowledge was power. It is. It is a power that is infinitely subtle. Its potentiality is in proportion to the completeness and close analytical character of our knowledge.

I can illustrate what I am trying to say by reminding you of how fond we are of thinking, and how we say on every occasion that to know a man is to understand him and that really to know anybody is to feel sincerely friendly toward him. Now let us think that nations are but aggregations of individual men and women, and the point must be clear to us that to know nations is to understand them; and Solomon never said a wiser thing than when he admonished his son, "With all thy getting, get understanding." Maybe this will indicate why I have changed the saying to "Knowledge is enlightenment."

Let me add that I read Green's Short History many years ago. My copy is on my shelves, worn and penciled. I have a fine copy of his longer history, well read, and of his Conquest of England, which I regard as his masterpiece, even though it is a fragment left incomplete when he died. No writer of English history is clearer, more concise or sweeter. He was a lovable character himself. He had a fine sense of understanding of the men around him. Hence he wrote of the people, not of the dynasties of England, and his work grows in value and authoritativeness with the passing years.

Now I have my copy of this wonderfully fine souvenir of the trip of the American advertisers of London. For myself, I can truly say that I value it above all the others. And now that Mr. Sloan aforesaid has done this graceful, noble thing, it is but fitting that I should do my bit along the same lines. Therefore I am ready to send my own old copy of Green's Short History, postage prepaid, to the one among my readers whose request for it reaches me first.

Maybe you will think this is far removed from the grocery business. But it is not. No stream can rise higher than its source. The source of advancing civilization is correct understanding among all peoples. Our proper beginning is to understand correctly all ramifications of the race from which we sprung. Following that, we must read Wells' history, for outline of all peoples. The world will grow

toward peace as we grow in understanding of each other.

Inasmuch as the grocery business is part of civilization, because grocers are as patriotically inclined in that they want our country to be in the van of advancing civilization, this, then distinctly belongs in grocery trade pa-

pers; and I make no apology for inserting it therein.

So one of you get my Green and then read it. Others get copies of Green and read him. My word for it, you will be better citizens because of this, and being better citizens, you will be better grocers. Paul Findlay.



The OLD ORDER CHANGETH

Gone is the two-by-four, tin-fronted bank of yesterday—a thing of the past. Modern Bankers—known as prudent men—spend money freely for beautiful bank buildings, because it pays. * * * Wide-awake Merchants know the value of good-looking stores—the profit-making value of beauty. Each year more and more of them buy Wilmarth Fixtures.

The Beauty of Wilmarth Fixtures is a Business Magnet

WILMARTH SHOW CASE CO.
Pioneer Manufacturers of Store Equipment
GRAND RAPIDS, - MICHIGAN

MADE IN GRAND RAPIDS, MICHIGAN

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

Buying Laces and Linens From the Bohemian Makers.

Carlsbad, Aug. 15—I was greatly surprised on arriving in Carlsbad to find my long-time friend, L. Winternitz, who made me acquainted with the Tradesman many years ago. I am here for the purpose of buying linens and laces for the new store I propose to open at Tampa Dec. 1. Mr. Winternitz prevailed upon me to write the Tradesman about some of my experiences in buying goods in Bohemia, which I am very glad to do.

While I have been importing goods from this country for some time, this is the first time I have had the opportunity of personally going into the mountains and selecting the goods from the samples of the individual makers. It has been a novel experience and truly a wonderful education. Most of the places I have visited have been in remote villages and only to be reached by motor or on horseback, and the purchasing of goods from the makers is a long drawn out affair, as many of their samples must be altered for the American trade which means that the makers must take down notes and then mail you sketches and prices of the designs with the alterations. Practically all of them are people of small means and sometimes I must advance them money, so that they can buy the raw material to start the order with. Invariably they are strictly honest, so there is no risk in advancing them money and I never yet have been short of anything in shipments from them. They are a very hospitable people and extremely fond of Americans. Their method of living is quite similar to the French peasants and their stone houses consist usually of two and sometimes three rooms but everything is kept very clean.

When going to these places I usually start about eight o'clock in the morning in company with my interpreter and the driver of the automobile. While our progress is slow, on account of the steepness of the roads leading into the mountains, the scenery is wonderful and the methods of agriculture are very interesting. The fields of grain, with their healthful appearance and evenness of growth are proof of the painstaking care given by the industrious peasants of this coun-

try. Old and young, men and women all help with the harvest from early morning until the last ray of light at night, and many of the men and women are barefooted. Oxen and large two wheeled carts are the usual methods of transportation for the hauling of the farm products, and we passed many men and women on the road carrying twigs and small branches for firewood on their backs in wicker baskets.

Coming to a small village the chauffeur blows his horn to disperse the crowds of children and dogs which fill the narrow streets.

Finally, after passing through many small towns and much careful driving constantly upward over roads cut into the sides of the hill or mountains and with many hair pin turns, we arrive near the summit where is a small village in which we visit a lace maker embroiderer who makes one certain kind of lace or linen goods. At the sound of our car he and his family and most of the neighbors come into the street and, after bowing us into his humble home, there is great confusion until he and his family have dusted off chairs and we are comfortably seated. Then he and my interpreter talk about the trip and everything for about five minutes while I am squirming on my chair anxious to get down to business. One cannot do business here American style. Where ordinarily it would take me an hour and a half, here it takes me about four hours to give the maker an order. Deliveries are made about three months after the order is given, as these people carry no goods in stock and everything must be made up. At meal time my agent and I search for a village where the proprietor of the hotel or cafe also owns a butcher shop, so that we may be assured of good cuts of meat. Here we obtain a very good meal for about 50 cents, including Pilsner beer. After our lunch, we enter the car again and go on to another village, where there is another maker of a different sort of goods, where we go through the same procedure as before. We can only visit two or three makers a day and that brings us back to Carlsbad about 8 or 9 o'clock at night. Going down the mountain the driver keeps the car in second gear as a precaution against

the steepness of the road and in case his brakes might fail at one of the turns and plunge us over a cliff which borders most of the mountain roads. I was greatly surprised that a good portion of the people in the mountains have electric lights in their homes. Riding along the high mountain roads on the side of a mountain with beautiful views of the valleys below, with villages and fields cut into squares, can only be likened to riding in an airplane. Coming in late at night we ride along the ridge of a high hill and down below us are myriads of lights of various colors, indicating that we were near Carlsbad.

Every morning I am awakened at about 7:30 by a concert band which plays opposite my hotel for about an hour and a half while people who are taking the "cure" drink their morning mineral water and promenade up and down and listen to the music. Here every nationality is seen and every language is heard, while every mode and fashion of both men's and women's dress is seen. The place abounds with restaurants, cafes and hotels, and it is a custom with many of the people to choose their own bread from some bakery and take it with them to the restaurant. For the benefit of those people taking the cure, which is done by most people who come to Carlsbad, the food is cooked with little or no seasoning. One usually takes one's meal in one place and then goes to some garden for coffee, and to smoke and enjoy the music.

Arriving here after a rather tiresome trip from Paris I was met at the railway station by my old friend, "Uncle Louie" Winternitz, and my agent, whom I had advised of my time of arrival. After attending to my baggage we entered a horse drawn carriage, which is the usual means of traveling about in the city, and were driven to my hotel. Having arranged for the room and seen that my baggage was brought to my room and feeling fatigued, I asked my agent if we couldn't go to a bar for a drink. He looked at me thoughtfully and asked me what time I wished to go, to which I replied that I wanted to go at once. After much talk I discovered that a "bar" was a place where one went after dinner at night about

9 or 10 o'clock to dance and have a good time.

While I have only been here a week I like Carlsbad very much and find it quite entrancing, and hope that I shall be able to visit it many times in years to come.

Maxwell M. Brennan.

The era of smashing currencies may be regarded as about over. The Russian ruble, the German mark, the Austrian and the Hungarian crowns and the old Polish mark, all have been victims of post-war economic chaos. But to-day stabilization has set in. Lessons have been learned and sound finance seems to be in full control. Not until the international speculators were dosed with their own medicine, however, could the world again feel safe. Those wolves of finance, unmindful of ethics or human suffering, preyed for years on weakened currencies and grew fat. It was not until they attacked the French franc that they were at last driven to the hills with their tails between their legs. It was nearly six months ago that Poincare, foreseeing the assault, arranged in New York for a \$100,000,000 credit. That credit expires September 15, and there will be no need of renewal. The French government made enough profit by squeezing the speculators to repay the loan in full. The wolves met their master. They are not likely to try their fortune again.

Not the One.

"I don't like your heart action," said the medical examiner. "You've had some trouble with angina pectoris."

"You're partly right, doctor," said the applicant sheepishly, "only that ain't her name."

Before knocking the other fellow stop and consider whether its a case of the corkscrew calling the pretzel crooked.

GOING OVER BIG!



HUNDREDS of live firms have already availed themselves of this wonderful **Cocoanut Taffy Special**.

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

All we ask is a chance to prove it.

If your wholesale grocer cannot supply you write us.

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

COTTON CONDITIONS.

When Congress was importuned by the supposed friends of the cotton planters to provide for fortnightly, instead of monthly, reports on crop conditions the argument advanced was that the greater frequency would help the grower and confound the wicked speculator. Now that the plan is in operation, neither party appears especially gratified at the result, while the users of cotton condemn it unsparingly. In no wise is the grower aided, and particularly not in being able to hold up prices, which naturally has been his aim. The speculators, while finding the frequent reports rather unsettling, are able to keep on with their operations in a somewhat more nervous and jerky fashion because the price changes come more often and with larger spread. Spinners find they are worse off than before in trying to gauge the market because of the quick turns. Much of the recent trading has been on the supposition that the crop this year will be somewhere around 13,000,000 bales. The American Cotton Association, which is always the most pessimistic as to yield, puts it down at about 1,000,000 bales less. Other guessers place the yield at a possible 14,000,000 bales. Even though the last-mentioned figure is reached, there is no danger of any great slump, because a fair price reduction is apt under the existing circumstance to induce a greater demand. It will take a few weeks yet to clear up the situation, and until then the purchases by spinners are apt to be limited. Abroad, the Lancashire cotton manufacturers have resolved to run on short time through September. In this country, despite wage reductions, the mills are still curtailed in their operations, with many of them showing no profits. Business in gray goods is quite restricted, there being no incentive to forward operations. In July, the latest month for which figures are available, there was a perceptible upturn in cotton cloth exports, all varieties sharing in the increase. Whether price concessions were made on them is a matter of conjecture. A fair business is passing in finished fabrics, and the prospects of a good spring trade in wash goods are considered bright. Little change is noticeable in knit underwear or outerwear or hosiery, but what there is betokens improvement.

MORE ACTIVITY IN BUYING.

Reports from banks, commercial agencies and credit sources continue to indicate favorable business prospects. They show a more confident attitude on the part of both producers and traders than was the case a few weeks ago. The bogey of the supposititious depressing influence of a Presidential election has again been laid. No one in business has been paying any attention to it, being too much concerned with studying the real factors of the situation. These include a greater buying capacity on the part of a large section of the population, with an offset, however, in some industrial districts caused by reduced earning power. There appears, also, a disposition in certain quarters to

spend less for what may be considered luxuries as distinguished from essentials, and more discrimination is shown in buying than has always been the case. Within bounds, the inclination is to make up for recent curtailment of purchases, but price is still a factor along with serviceability. In certain sections of the country, notably in the South and Southwest, fairly active trading has already begun. In the Middle West the indications for a prosperous fall and winter season are exceedingly promising, and this is true in great measure of the communities on the Atlantic seaboard. So merchants are facing the immediate future with a great deal of confidence. If business quickens in certain directions, it is yet possible for some goods to be at a premium, although this not likely to be the case in general. Retail trade is expected to pick up rather decidedly during the present week. The beginning of September brings back to their homes many who have been on vacations and who find themselves in need of things necessary in resuming their accustomed mode of life. The opening of the schools this week brings to the stores calls for all kinds of supplies for the army of children who start in again on their studies. The next few days are expected, therefore, to show a marked increase in business in the retail stores.

GERMAN COMPETITION.

In Great Britain, as here, certain circles profess apprehension at the kind of competition in trade which will follow the settlement of German reparations. There, as in this country, not enough account is taken of the benefits that will result from greater industrial activity in Germany. The latter country gets most of its raw materials and quite a lot of semi-finished products from abroad. It will get more, once its factories are in full swing. It will be a better customer for British cotton and woolen yarns, just as it also will be for American foodstuffs, cotton and other articles which it has been accustomed to get from here. Then there is a little misapprehension on the general subject of foreign trade in regarding it too often as a fixed quantity. Those who reason on that basis look upon each new competitor as reducing the share of business which others in the field are getting. That was the way that many looked upon the growth of German foreign trade before the war. As a matter of fact, however, the foreign trade of other countries, including this, was expanding at the same time. What was really happening was that new fields were being opened up, in which the Germans did some pioneer work, and new wants were being created for manufacturing countries to supply the needed articles. There was made more business for everybody and a larger share for each. And there is no reason to doubt that this will continue in the future, as progress implies that the luxuries of one period soon become the necessities of another all over the globe.

There is no such thing as fighting and expecting peace at one and the same time.

UNION LABOR'S LATEST.

Thirty years or so ago trades unionists as a class seized upon labor day to make a show of strength by means of parades and floats and banners inscribed with all sorts of socialistic, anarchistic and anti-capitalistic sentiments, threats and innuendoes. That day has evidently passed into the discard, for two reasons: Thinking men who have been coerced into joining unions on threat of bodily injury refuse to be a party to such indecent proceedings and experience has demonstrated that such methods array public sentiment solidly against the dupes of the strike manager and walking delegate.

In this city, where the union officials were long under the control (for financial considerations) of a crafty politician who carried the so-called union labor vote in his vest pocket, it is now the custom to ignore labor day as an occasion of jubilation, vituperation and malice and undertake to make it respectable by inviting non-unionists to join the disciples of discontent and anarchy in celebrations which bar any member of unionism, with its long array of victories and defeats. Union men say they have made this change in order to lessen the prejudice which every fair minded man cherishes against the murderous methods of unionism and the miserable creatures who defend the practices which have made the very name unionism odious to every right thinking man and woman. To what extent the adherents of unionism will succeed in their crafty and insidious designs remains to be seen.

WOOL PRICE LEVELS.

Wool markets both here and abroad continue to show firmness in prices, although the demand is rather fluctuating. In this country business has been quite active at times and transactions have shown that stocks are strongly held. Prices have advanced for most grades. Fleeces have brought up to \$1.40, scoured basis, and one-quarter blood clothing and combing up to 85 cents. The first of the foreign auction sales of wool will begin at Brisbane, Australia, this week, and those at London will be resumed a fortnight later. The results will be watched with interest by all in the trade. Domestic woolen mills are working only up to about 60 per cent. of capacity. The worsted end of the business shows more idleness than the woolen. Spring openings by mills are continuing, the offerings giving further indication of the popularity of flannels. Responses have been variable, but more business is expected between now and the middle of September. The better-class fabrics for women's wear for Fall have been selling well because of renewed activity in the garment field. Men's clothing sales are expected to take a spurt after the meeting of the National Association of Retail Clothiers and Furnishers in New York City next week. Openings of dress goods lines for next Spring will probably occur shortly after the middle of the month.

The need of international protection for countries which keep down their populations from other countries with

overflowing populations is worrying Professor Henry Pratt Fairchild of New York University. At the Institute of Politics at Williamstown the professor declared that during the past century the world's population went up from 700,000,000 to 1,700,000,000 and that a continuance of this increase will soon bring disease, famine and destitution from lack of food supply. The abolition of wars, the increasing longevity by the successful combatting of epidemics and the shortening of the hours of labor have a tendency to increase populations. Professor Fairchild suggested one possible means of escape from this impending disaster: "The breeding of men of smaller size, so that in coming generations the food necessary for a single individual might be reduced." This raises two serious questions: Do small men eat less than big men? Do small men live longer than big men? These questions ought to be settled definitely before we start breeding smaller men. In the meanwhile, the scientists would do well to study Admiral Rodgers's remarks. He called attention to the lack of people on the Continent of Australia. There are a number of spots on the earth that can support much larger populations than they now have.

The British labor party is preparing for an election early in December, when it will have been in office somewhat less than a year. The attack upon Ramsay MacDonald's regime is expected to be based, appropriately enough, upon the Anglo-Russian treaty for MacDonald recognized Moscow in fulfillment of a campaign promise, and has either succeeded in solving the Russian question, as his henchmen will argue, or has failed and "faked" as the Conservatives and some Liberals contend. This is a matter of opinion that probably will not be settled by December and the Laborites expect such rough sledding for the treaty when it comes up in Parliament as to be compelled to appeal to the people. Two things stand in favor of the Labor party. The fears aroused by its coming to power have not been borne out and its Prime Minister has helped to pilot Europe on the way to a reparations settlement. Its rule has been in accordance with British tradition, and its mistakes are such as might have been made by a government of any other color. But it has made its mistakes, and must stand or fall upon the question whether its accomplishments outweigh them.

When does a woman become old nowadays? A few decades ago a woman put on a cap at fifty and considered herself an old woman. They do better now. Miss Eliza Watrous of Chester, Conn., aged ninety-four, went to a barber's shop, let down her hair and told the barber she wanted her hair bobbed like the other girls. She was afraid she was "getting stale and out of things." Mrs. Fannie Brooks of the Yonkers Home for the Aged borrowed carfare from a friend and despite her ninety-one years started out to see her friends and the sights in the city. A good many officials of various sorts got excited over her disappearance, but Mrs. Brooks had a good time.

BANNED BY UNCLE SAM.**Fraudulent Practices Forbidden By Federal Trade Commission.**

Mitchell Blank conducting his business under the name of Hagen Import Co., of New Jersey, is cited for unfair methods of competition by the Federal Trade Commission. The respondent is located in Camden, New Jersey, and sells various kinds of merchandise at retail, among which is a produce named "Imported Bavarian Old Times Barley Malt Extract." According to the Commission's complaint the word "Import" in the respondent's business name misleads and deceives the purchasing public into the erroneous belief that goods sold by him is imported into the United States. The complaint alleges, however, that the merchandise sold by the respondent is purchased from American manufacturers. It is further alleged in the complaint that the product described and labeled by respondent as "Imported Bavarian Old Time Barley Malt Extract" is an extract of barley malt and is not manufactured in a foreign country, but is manufactured, bought by respondent, and by him resold, all within the United States.

The Federal Trade Commission has issued a cease and desist order, requiring F. Jacobson & Sons of New York City, to discontinue using the words "English Broadcloth" as a label or brand for shirts or other garments, unless such garments are made from broadcloth manufactured in and imported from England. This practice the Commission declared to be an unfair method of competition. Ferdinand Jacobson, Joseph C. Jacobson, Harry S. Jacobson, Moses Jacobson, and Samuel Jacobson are named individually and as partners of the firm. The Commission's findings state that respondents bought a cotton fabric termed "broadcloth" made by American mills which they manufactured into shirts upon which they affixed labels bearing the words "English Broadcloth." The shirts the Commission found were then sold in competition with shirts labeled "English Broadcloth" and made from fabrics manufactured and imported from England. The Commission's findings give a concise history of the manufacture of broadcloth in England which is subsequently exported to America. American manufacturers make a similar fabric but do not affix the word "English" in describing their product. The findings further state that the labels "English Broadcloth" as used by the respondents are literally false and deceive not only the retailers, but a substantial portion of the purchasing public into the erroneous belief that the shirts so labeled are made from materials imported from England.

The Ozark Creamery Co., of Neosho, Missouri, is named in a citation issued by the Federal Trade Commission charging unfair methods of competition in the marketing of butter. John F. Olsen, E. W. Malang, and H. H. Hentschell are named individually and as partners of the firm in the complaint. The complaint alleges that

respondents pack butter in units weighing respectively 3½ ounces, 7 ounces and 14 ounces in packages having the general appearance of those used by competitors and in which there are packed units of butter weighing 4 ounces, 8 ounces and 16 ounces. The complaint states that although respondents are ostensibly complying with the law by marking the exact weight of the total contents on their cartons that is 14 ounces, ultimate purchasers of separate units do not customarily see the carton and therefore are deceived into thinking that they are getting full four and eight ounce units, whereas it is alleged, respondents' units only weigh 3½ ounces and 7 ounces respectively. The respondents, the complaint continues, by shaping, dressing and packing butter in under size and short weight units have knowingly placed in the hands of retailers an instrument which enables and encourages retailers to commit a fraud upon the consuming public.

The West Virginia Wholesale Grocers' Association Company, of Parkersburg, West Virginia, its officers and members, The American Tobacco Company, P. Lorillard Company, and Liggett & Myers Tobacco Company are cited by the Federal Trade Commission in an unfair method of competition complaint. According to the citation the Association and its members consisting of wholesalers and jobbers of groceries, tobacco and tobacco products, entered into an agreement, combination and conspiracy to fix uniform discounts or prices at which tobacco products should thereafter be sold by respondent jobbers and their competitors. The complaint alleges that the three respondent tobacco manufacturers acceded to and joined in the conspiracy with the respondent jobbers and gave assistance toward the accomplishment of the purpose and object of such conspiracy. The complaint states that the respondent manufacturers discontinued and refused to sell to certain jobbers who were competitors of the respondent jobbers and who sold tobacco products at prices less than those agreed upon and fixed by the association and its members.

Jacob C. Winter and Titus A. Smith, partners under the trade names of J. C. Winter & Co. and Key West Cigar Co., are named as respondents in a complaint issued by the Federal Trade Commission. According to the citation the respondents are manufacturers of cigars in Red Lion, Pennsylvania. The complaint alleges that the respondents manufacture cigars composed of tobacco grown elsewhere than on the Island of Cuba, and manufactured at Red Lion, Pennsylvania, which they offer for sale under the brand name of "Key West Perfectos." The complaint states that cigars manufactured in the city of Key West, and composed of Havana tobacco have acquired a wide and favorable reputation, and therefore the respondents' cigars labeled "Key West Perfectos" are purchased by the public under the erroneous impression that they are

manufactured in Key West and are composed of Havana tobacco.

The Sea Island Thread Co., Inc., of New York City, is cited by the Federal Trade Commission in an unfair competition complaint alleging misbranding in the marketing of sewing thread. The complaint alleges that the firm manufactures and sells a certain cotton sewing thread in connection with the words "Satin Silk" or "Satin silk." These words are stamped on spools and containers in large and conspicuous letters, the complaint states, and in some instances are accompanied by the following legends in smaller and less conspicuous letters: "Mercerized Cotton," "Perfect Substitute for Best Silk" or "Mercerized Machine Twist." The complaint alleges that respondent's thread so labeled contains no silk, but is composed wholly of mercerized cotton, and that respondent's alleged acts deceive the public and are unfair to competitors whose products are truthfully labeled.

H. M. Griggs and E. G. Griggs, of LaGrange, Georgia, cigar manufacturers trading under the name of H. M. Griggs Cigar Co., are cited by the Federal Trade Commission for alleged unfair methods of competition in the marketing of cigars. The complaint alleges that the respondents manufacture cigars from tobacco grown elsewhere than on the Island of Cuba under a brand name containing the word "Tampa." The complaint states that the alleged acts of the respondent deceived the purchasing public into the belief that the cigars so labeled were manufactured in Tampa, Florida, and from tobacco known as Havana tobacco.

Simulating a competitor's packing and labeling and trade name is charged as unfair competition by the Federal Trade Commission in a complaint against Doctor C. H. Berry Chemical Co., of St. Louis, Missouri. The firm is a manufacturer of toilet preparations which it sells to wholesale and retail dealers in various states of the United States. According to the citation the respondent causes certain of his products to be packed in containers closely simulating in size and shape those used by Ella R. Berry Pharmacal Co., a competing company. The complaint also alleges that the use of respondent's corporate name deceives the trade and public into the erroneous belief that their products are made according to the formula of one Dr. C. H. Berry, a practicing physician, whereas, it is alleged there is not and never has been a Dr. C. H. Berry or other physician in charge of or in any wise connected with respondent's business. The complaint states that respondent's alleged acts are all to the prejudice of the public and respondent's competitors, particularly the Ella R. Berry Pharmacal Co.

The Federal Trade Commission has issued a citation directed to the Reliance Varnish Co. and B. G. Robertson, and B. J. Robertson, president

and vice-president, respectively, charging unfair methods of competition in the sale of varnish and allied products. The firm is a manufacturer and the complaint alleges it has from time to time offered and given to superintendents, foremen and other employees of manufacturers of furniture and of automobiles, without the knowledge of their respective employers, substantial sums of money as inducements to influence the employees to purchase respondent's products. It is further alleged that in concealing its transactions and the identity of donors of gratuities the respondents have made remittances by means of money orders procured by respondents under fictitious names. Respondents' acts, the complaint states, are prejudicial to the public and to respondents' competitors

Michigan State Normal College

(Opened in 1852)

EDUCATIONAL PLANT

Campus of one hundred acres.
Ten buildings with modern equipment.
Training School, including Elementary and High School Departments.

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Life Certificate on completion of Two Years' Curriculum.
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Home Economics, Kindergarten, Physical Education, Public School Music, Music and Drawing, Drawing, Manual Arts, Commercial, Commercial Art, Rural, Agriculture, Special Education.
Normal College Conservatory of Music offers courses in Voice, Piano, Organ and Violin.

Fall Term Begins
September 23, 1924

Write for Bulletin.

C. P. Steimle, Registrar

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DETROIT, MICHIGAN

First Mortgage Real Estate
6½% Sinking Fund Gold
Bonds Due 1939.

Legal for Michigan Savings
Banks. Tax Exempt in
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Security valued at over 3
times amount of bonds.

Interest earned over 5 times.

Price 100 and Interest, to
Yield 6.50%

**HOWE, SNOW
& BERTLES INC.**

Investment Securities

GRAND RAPIDS

New York Chicago Detroit



Getting Ready For the Opening of School.

Wherever we go we find at least one concern outstanding as headquarters for children's shoes, and other stores merely carrying children's shoes doing a desultory business only. Sometimes this is due to location, but most often the reason for an outstanding success is due to the concentrated effort given to the buying and selling of juvenile footwear.

There has been a distinct change in the distribution of children's shoes within a period of ten years due to "down town congestion," as many mothers have come to dislike taking children to the main shopping district with the increase in the crowds, automobile traffic, and difficulty in down town parking.

So there are two phases of the children's business to-day. The down town retailers are struggling to hold their old volume, and the neighborhood dealers are finding it easy to sell children's shoes to families that buy the adult shoes down town, but prefer taking the children to the outlying stores as a matter of convenience.

It has always been the custom to send children to school for the fall term with a new outfit, shoes included. And there is always a lively selling period the two or more weeks preceding the opening of schools.

This natural selling season offers opportunity to get more than one's share of the business by putting real effort into attracting the children's trade. Too many retailers make no effort at all to extend their children's business while others make a direct and forceful bid for it.

Of course, the first requisite is merchandise-preparedness in having a well sorted line of the most wanted styles and kinds, backed by intelligent and painstaking selling service. Right here it is in order to say that if children's shoes are not looked upon as important by the proprietor this feeling is spread among the salesforce. It is a fact that salespeople in many stores look upon the selling and fitting of children's shoes as a nuisance because the sale units run so much smaller than on the shoes for grown ups, and there is much industrious "ducking" of waiting upon mothers with children. The remedy for this is to have one or more salespeople specialize in the selling in the children's department, and this is one of the first steps in establishing an out of the ordinary children's business.

By all means, windows should be freely given over to showing children's shoes in stores where the stock is ample enough to justify such a display. For the week just previous to

school opening children's and boys' and girls' shoes can be shown to the exclusion of everything else, and the display can be gradually tapered off. Children's shoes should be advertised freely with cuts of the shoes or of children, giving prices or advertising the brand carried. But most important of all is to emphasize the idea of specializing on children's shoes as to the size of the stock and the expert care given to the fitting of growing feet.

Circulars going to charge customers give splendid results to merchants who have compiled a special list of those known to have children. Some of the biggest operators as well as some smaller growing ones have followed up the idea of souvenirs as advertising novelties for the children themselves until they look forward to "what the shoe store will give us this year." These small gifts are of wide variety and often unique.

It is well to make it easy to select the shoe wanted by a generous display of the styles carried in the store itself.—Shoe Retailer.

One of the World's Largest Shoe Stores.

The Cutler Shoe Store at 123 South State street, Chicago, known throughout the entire country for its successful business, will occupy next year what is said will be the largest retail shoe store in the world, with the completion of the new Palmer House which now occupies the site adjacent to that of the Cutler people.

The Palmer House, the hotel building in which the Cutler store is located, is being razed preparatory to building the new hotel. The demolishing of the building was begun on the East end, that is the Wabash avenue side, leaving the State street side intact for the present. After the Wabash avenue section has been built the work of razing the State street side will begin and then it will be necessary for the Cutler store to move over on Wabash avenue awaiting the completion of the West wing.

According to Ray Mann, buyer of this store, Cutler's are planning a mammoth shoe store when the new hotel building is completed. The details are not available as yet but this much is certain when completed Cutler's will be one of the largest shoe stores in the world. The formal announcement made to the trade by Cutler's this week reads as follows:

"The Cutler Shoe Store, founded in 1881, expects to complete its first hundred years in the new Palmer House following its thirty-one years of progress in the present building. When this section of the hotel wrecked we will be housed temporar-

ily around the corner in space fronting on Wabash avenue and Monroe street—later will open the world's largest shoe store in this same location.

Adjustable Desk and Chair.

An adjustable desk and chair that can be raised or lowered to conform to the size of a child is offered by a furniture corporation specializing in educational and school equipment. It is finished in a variety of styles to harmonize with the furnishings of the home. The construction is of steel and wood, finished in baked enamel and walnut. On each side of the chair and desk are small screw nuts, by which they are raised or lowered on steel guides. Both chair and desk are provided with light but strong Bessemer steel bases, removing the possibility of either being upset or tipped over. Compartments for books and papers, inset inkwell, and a blackboard on the under side of the desk top are provided.

Demand For Children's Dresses.

The demand for children's high-grade dresses in the last two weeks has been so great that some manufacturers have been unable to meet the numerous requests for immediate delivery. The favored materials at present are wool challis and flannel, in solid colors and novelty designs. Some of the large mills are sold out in materials of this type. The newest models are without belt, especially for 7 to 10 year sizes. Velvet is much used, both in black and colors, in combination with challis and flannel. There have been no radical changes in the design of party dresses, narrow shirrings of ribbon and silk floral ornaments still being the favored

decorations. Prices are unchanged, school dresses averaging from \$7 to \$10 and silk dresses up to \$25.

Percales and Shirtings Demand.

Although there is nothing of a boom about it, the demand for printed cottons, especially percales and shirtings, has improved materially of late. In the aggregate, orders have been large enough to force one of the leading textile printing concerns to resume full-time operations. Jobbers are doing more buying right now than the cutters-up, although the latter have placed some nice business. Wholesalers in the West are among the most active buyers, with a good demand on the part of Southern jobbers also reported. Enquiries from jobbers in the East and in the metropolitan territory are being received in increasing numbers. Just now there is little indication of price changes.

More Use of Velvets.

Satisfactory business in staple lines of velvets is reported by several houses although business during the past few weeks has been somewhat below normal. Velvet will be much used in all kinds of garments for women and children, as well as in millinery. Ribbons in narrow widths are holding up well, and there seems to be a renewed demand in some quarters for the broader sash widths. Among the latter the sombre effects are popular. One house is selling to milliners in large quantities a heavy ribbed gros grain, from three to six inches wide, which is often used as the sole material for hats.

What an appeal the simple life makes to us the "morning after."



Something New and proving popular—designed to give the user "the most good writing paper for his money."

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

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

Meets a very definite need among business and professional writers.

If your dealer can't supply you, just pin a dollar Bill to your letter for 5 lb. pack to Dept. B.

Kalamazoo
Vegetable Parchment Co.
Kalamazoo, Mich.

Herold-Bertsch Shoes



HEROLD-BERTSCH SHOE CO.
Grand Rapids, Michigan

SEASONABLE NEW OXFORDS FOR FALL

Scotch grain, upper, all leather, black or brown, popular campus last, Brogue style, soft tip. Heavy sole with water-proof liner. An extra good value, high grade oxford at a popular price.

We are also featuring Black Gun Metal shoes with Barbour's Storm Welts on this last for

\$3.60

Are We Ready For the Question?

Grandville, Sept. 2—The latest discovery made by a learned gentleman who has not the fear of pacifist displeasure before his eyes, is that of a combination of world forces, which if carried into effect may well startle the planners for eternal peace among the nations of the earth.

Men may cry peace—peace when there is no peace—assures our informant. The intrigue which is of so much import is no less than a uniting in one symmetrical whole the nations of Germany, Russia and Japan.

The yellow peril again!

Well, not exactly that, since two-thirds of the allied forces will be of the white race. Nevertheless such a combination cannot be regarded with any degree of equanimity by those who have so nearly secured enduring peace along lines of complete disarmament.

The combining of the nations named for warlike purpose surely would send tremors of alarm throughout all the remainder of the world. In fact, such a combination of military power would seem invincible by any force the other members of mankind could bring to bear in defense of their lives, liberties and happiness.

While such a combination is not the furthest from probability, there are people in the United States who are groaning over the fact that this Nation has a measly military force of a hundred thousand men and that it would not be wise to increase that force and stand prepared for any emergency which may arise in the future.

Militarism! shout this great force of peace at any price advocates. What would not these clacquers not give for guns and soldiers when the great army of Russia, Japan and Germany marched down upon them with neither mercy nor pity in their hearts. A little militarism wouldn't be so bad then, would it?

Such a combination would be impossible, you say. Would it though? The alliance between England and France which came about a few years ago would at one time have been thought impossible because of the century-long enmity which had existed between the Briton and the Frank.

Many things come to pass which were never dreamed of by the wisest of our statesmen. America and Japan are not the closest friends by any means. Late legislation here as against Jap immigration does not sit well with the Nipponese, and could they combine with two such world powers as Germany and Russia to get even with America, who is there would deny their friendship for us would prevent that very object?

Here sits great, grand, moneyed America, unarmed, teeming with riches, waiting to be a garnerer by just such a combine as I have mentioned. Think you any consideration for past friendships would stand in the way?

This Nation is yet in the kindergarten class where National defense is concerned. Our people so love peace they are bound to have it if they have to lie down and let the remainder of the world walk over them. The walking over process, however, would prove anything but Sundayschoolish before the walking was over with.

At the end of the parade there would be a nice American dish to be cut up and divided among the triumvirate of foreign allies. Does Japan love America too much to think of engaging in such a distributive exhibition? It won't do to place too great dependance on Japan's love for America. She may love us to death for that matter and come in grinning over the spoils.

That Germany will do anything to get even for her late defeat goes without saying. That Russia, the hotbed of radicalism, will hesitate to make one of three who hope to engage in dismembering the Great Republic of

North America isn't supposable. And Japan, of course, has private sores which such a debacle would aid in healing.

And there you are—the world in arms against America, and poor old Uncle Sam grasping wildly after guns and men when it is everlastingly too late to save his skin.

Militarism!

What a horrid condition for this free Republic to enter. Preparedness! What a dangerous condition for the country!

Imagine America without any army, without a navy, rich in goods and money, her ports open to the veriest fishing smack bearing armament, her towns on the seaboard open to enemy attack, the whole population sitting back, singing religious hymns, crying out against war—war that General Sherman described as hell—while the Atlantic and Pacific swarm with armed enemies bearing soldiers to our land, ready to burn, sack and destroy,

to load their ships with American spoil, leaving the country a ruin, and all this because war is hell and Americans have firmly resolved not to fight!

In our boyhood days little Jimmie was solemnly instructed by his gentle mother not to fight. At school he turned the deaf ear to wordy arguments and walked calmly away by himself to avoid unpleasant consequences. Finally the bully of the school refused to have it that way. He followed and teased little Jimmie, finally slapping his face good and hard.

Jimmie was not proof against this assault. He turned upon his tormentor and gave him a thorough thrashing and was cheered to the echo by long suffering schoolmates who, like Jimmie, had refused to fight. That terminated the bullying and Jimmie had peace thereafter. The mother did not punish Jimmie for asserting his rights and his daddy gave him his blessing.

Shall the United States play the part of a whipped spaniel or will we maintain our rights, even if the time should come when we have to fight? Old Timer.

New Kind of Serving Trays.

Serving trays at a low price which are distinctive in design and material are offered by a novelty house, in a variety of sizes and styles, at from \$24 to \$45 a dozen. They are of glass with nickel frames and are decorated with sterling silver deposit in bird and floral designs. Others have polychrome frames with colored enamel decorations. They come in oval and oblong shapes, from 10 to 16 inches to 14 by 20 inches. They have only been put on the market this week and have already attracted much attention from buyers.

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

WALKER
MUSKEGON
MICHIGAN

NET WEIGHT
ONE POUND

A. R. WALKER CANDY
CORPORATION
MUSKEGON MICHIGAN



When Government Keeps the Books.

The American people no doubt are watching with neighborly concern Canada's venture into public railroad ownership. Possibly some of them have been misled by the optimistic statements given out in relation to the showing of the government system in 1922 and 1923. They would do well, however, to grasp and gauge carefully all the facts before reaching definite and roseate conclusions.

In 1920, which was Canada's heaviest year of traffic, the Canadian National Railway had an operating deficit of \$37,024,805. For the year 1923, however, it had an operating surplus of \$20,236,563. This may be taken by the uninformed, especially those looking on from a distance, as representing a proportionate betterment in the peculiar railway problem of the Dominion, and to that extent a vindication of the principle of public ownership. There is, however, another side to the matter, and it is for the purpose of frankly and judiciously presenting the facts in the case that this article is written.

There can be no question that Sir Henry Thornton has been successful in improving the position of the Canadian National. There is throughout Canada to-day a general and stimulating conviction that he has set in motion measures of administrative policy which may ultimately end the drain on the public treasury. But that drain is still very large, and will be for years to come. While a substantial operating surplus was produced in 1923, and results for the first three months of 1924 show encouraging increases in gross receipts, it is to be noted that the estimates brought down recently to Parliament by the Minister of Railways provide for an appropriation of \$74,550,000 on the capital account of the Canadian National Railway, an appropriation \$18,550,000 larger than that asked for last year.

There is a meaning in this capital appropriation which goes to the pith of the whole matter. The money is not needed for extensions, the purchase of equipment, or anything of that nature, such requirements being met by the ordinary method of borrowing on bonds bearing the guarantee of government. It is asked for primarily in order to pay fixed charges. These fixed charges were enormous when the government was compelled to take over the various units which now compose the Canadian National group. In fact, it was the inability of the Canadian Northern and the Grand Trunk Pacific to pay their overhead liabilities which caused their collapse; and they fell into the hands of

the government simply because the government had guaranteed such liabilities in those years between 1900 and 1914 when Canada went mad in the matter of railroad construction. Overhead has since increased tremendously.

Digressing for a moment, let it be said that anybody who assumes the people of Canada deliberately adopted the principle of public ownership, as against corporate ownership, is mistaken. There has never at any time been such an issue in the Dominion. If the Dominion to-day has more than 55 per cent. of all its railway mileage owned and operated by the provinces, it is not because the people favored such a change. They were never given an opportunity to express a judgment one way or the other, in the matter. The government was not a free agent in the situation which tacitly arose in 1914, and actually two years later. It had guaranteed the bonds of the Canadian Northern and the Grand Trunk Pacific, comprising about 14,000 miles, and either had to take over these roads or see them pass into hopeless insolvency. In any event, it had to pay the bill. The people, under such circumstances, were passive, too much stunned to be articulate.

Returning to the main line of thought, it must be made very plain to anyone who wishes clearly to understand what is transpiring in Canada, that the railway problem of the nation has not been materially reduced in gravity, notwithstanding the net operating earnings of the Canadian National in 1923; for, while gross revenues have greatly increased, and an operating surplus has taken place of an operating deficit, fixed charges have kept pace with these apparent gains. In other words, the burden on the public treasury has scarcely been lightened at all.

Let the emphasis of reiteration be given to this matter of fixed charges. It is the growth of that mountain which Sir Henry Thornton has first to arrest, and then to reduce, before it can be said that he has actually solved the Canadian railway problem. That he will do it, many sanguine citizens of the Dominion believe. I have no opinion to offer, but if a personal viewpoint is permitted, I should like to be understood as having confidence in Sir Henry Thornton and sympathy with his aim; but, as an analyst of railway accounts, I cannot close my eyes to the magnitude of his task, essentially one of raising net earnings until they shall balance fixed charges.

We can arrive at a prompt understanding of the rapid rate at which capital liability has grown if we look for a moment at the volume of gov-

Do You Worry?

SOME men worry about the problems that may confront their families when they die. Worry does not help in the least to provide and care for their beneficiaries.

There is one sure way to relieve yourself of this kind of worry for all time. That is to prepare a will aided by a competent attorney and to name as executor a corporate institution that has no life limit, is experienced and capable of caring for every detail in the management of your estate.

Name this institution executor in your will and put aside worry.

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ernment advances to the Canadian National during the past four year alone. That has been the chief period of development although Sir Henry Thornton has been in control for less than two years. These advances in so far as the creation of fixed charges is concerned, have taken two forms—cash from the public treasury and guaranteed bonds. In either case the result is the same. The only difference is that in the latter instance the liability does not appear immediately in the public debt. For the purposes of this review, therefore, no distinction will be made. Bearing that in mind, the facts with regard to government advances, loans and guarantees are as follows:

1920	-----	\$113,639,436
1921	-----	133,665,648
1922	-----	112,821,131
1923	-----	108,592,730

Total ----- \$468,718,945

This amount, moreover, could be considerably swollen without straining the principles of sound accounting. For example, the interest capital cost of over 5,000 miles of line is not included, although there is no reason for excluding it. It is omitted simply because the government paid the cost of construction in the first instance, and the liability thereon is taken care of annually in the public debt. Nor has the liability attaching to recent guarantees on over \$200,000,000 of the debenture stocks of the Grand Trunk Railway been taken in.

What will be recognized at once is the fact that while an operating surplus of \$20,236,563 was won by Sir Henry Thornton last year, fixed charges have been increased by almost \$25,000,000 during the past four years. So far as the public treasury is concerned, therefore, the situation is slightly worse than it was four years ago. In other words, fresh liabilities on capital account are increasing more rapidly than are net operating earnings. The only ground for cheerfulness proceeds from the negative aspect: How much worse would the position of the country have been had there not been a favorable operating balance in 1923?

The situation is not affected by the attitude of the Canadian people. They have tried all along to be philosophical. When the trouble first began, in 1914, they realized their impotence, and now, on the whole, they are endeavoring very courageously to be sanguine; therefore it is not popular in Canada to stress the adverse side of the public ownership situation. The universal disposition seems to be that Sir Henry Thornton should be given a fair chance, so far as the people are concerned. Those who know about the serious growth of fixed charges are not saying anything about it. The vast majority do not know.

If the account as to fixed charges were made up in the way a commercial house or a corporate railway would be compelled to deal with the matter, the amount could not possibly fall below \$95,000,000. It could easily exceed \$100,000,000. And it is that huge burden which Sir Henry Thornton has been asked to remove from

the shoulders of the people. Every year that he falls short his difficulty is to that extent aggravated. There has therefore grown up a sentiment in favor of throwing the whole amount into a separate account, and starting Sir Henry with a clean sheet. The Minister of Railways offered the idea to Parliament a few weeks ago, and it is now simmering. While everyone who thinks will understand that such a method of treatment merely hides disease without curing it, it is hoped that the psychological effect will be on the side of optimism.

At least two developments of the past year and a half will have their informative aspects to American readers. The government declared the Grand Trunk Railway, the pioneer road of Canada, prospectively insolvent, and then proceeded very promptly to add it to the Canadian National group. Holders of common and unsecured stocks were cut off. There were bitter protests from the English stockholders, but to no avail. It is the operating profits of the Grand Trunk which made up, in very large degree, the surplus announced by the Canadian National for last year.

Hitherto the Canadian Pacific has been passive, although it was obvious from the start that it would be exposed to keen competition from the government system. Its present attitude is expressed in a recent statement by E. W. Beatty, the president. In that statement he says:

The future of the transportation companies in this country depends, first, upon the growth and development of the country's traffic, as obviously there are more miles of railway in operation than the volume of the business of the country demands. The final stage has not yet been reached in spite of the improved condition in the government railway's gross and net earnings. Competition between the two systems is keen, and involves considerations and influences which would not exist except by reason of the ownership of one of them by the country. The latter almost inevitably involves appeals to sentiment rather than to service. That those appeals are unfair goes without saying. Such an appeal cannot, in the last analysis, succeed, as it is fundamentally dishonest and repugnant to the principles of enterprise on which the country's past development has taken place and on which its future progress depends.

This is scarcely a signal of war. It is merely intended to set the people thinking. The alleged unfairness of the competition which has arisen is based on the fact that shippers are urged to use the Canadian National as a means of saving themselves from losses through taxation. In effect, the appeal has been put in this way: "Every dollar the Canadian National creates in the way of net operating earnings is a dollar less out of the pockets of the people." And there can be no doubt of the truth of such a statement.

This, however, opens up another ugly possibility. The people of Canada are proud of the Canadian Pacific. That splendid and strong system has been regarded for two decades as the very bulwark of Canadian credit. If its fine position were to be impaired, or, even jeopardized, by reason of unfair competition from the publicly

owned railway system, a serious situation would be created. The Canadian people would be very anxious indeed to avoid such a result, and yet if the effort to save taxes by handing over all business to the government road should be carried to the last limit, that is precisely what would happen.

So it is plain—to non-partisan observers—that the people of Canada still have a railway problem on their hands. If operating surpluses have taken the place of operating deficits, there still remains the swelling volume of fixed charges. Those charges are increased annually to the exact extent of the contributions necessary from the public treasury. That the people have been heartened by the upward trend of net operating income may be frankly acknowledged; yet the situation must be viewed as a whole and from every angle by those who would know how far there has been any actual betterment. J. L. Payne.

The clerk who makes himself more valuable to the store will inevitably make himself more valuable to himself. If not appreciated by his present boss, he will be discovered by some other.

BUY SAFE BONDS



ESTABLISHED 1853

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

Buy Safe Bonds
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The Old National

Grand Rapids National Bank

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

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

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

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"By their works ye shall know them:"

NACHTEGALL MANUFACTURING COMPANY
GRAND RAPIDS, MICH.

BANK, STORE & OFFICE FIXTURES

Gentlemen:

Your work changing over old and installing new fixtures in our office having been finished I desire to express our very great satisfaction at the way in which the work has been done. It is first class in every respect and your men have shown themselves to be not only gentlemen in manner, but workmen of high ability. The entire job is fine in every detail.

Very Truly,

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



**PRIVATE
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LOCAL AND UNLISTED Bonds and Stocks

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

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Grand Rapids, Michigan

Bell Mail
4900

Vacation Hazards To Be Carefully Considered.

As a result of carelessness and thoughtlessness of vacationists, our Nation suffers tremendously in fire waste each summer. Precautions which otherwise would be heeded are often discarded momentarily in the hurry of departure and the excitement of unusual surroundings encountered during the vacation period.

How carefully do you provide for the safety of your home during your absence? A resident of one of our largest cities experienced a fire because he forgot to turn off his electric lights when he left for his vacation. The bulbs had been covered with flimsy netting which ignited a few hours later. A pilot left burning and a gas leak from an improper connection is another common cause of explosion and fire. In order to eliminate such hazards a careful survey of the house is therefore important before leaving for a vacation.

A majority of vacationists stay at hotels where their safety is dependent to a large extent upon the actions of other guests and employees. As protection against fire is not always given the consideration it deserves, it is a wise practice immediately to determine the means of emergency exit from your room. Decide for yourself and your family your course of procedure; panic frequently removes reason. Secure accommodations as near the ground floor as possible and where exit facilities are within reach.

Thousands of persons spend their vacation in summer cottages or camps. The use of fire places in summer cottages is quite common. Satisfactory screens should be supplied and all fires should be extinguished before leaving the premises. Papers and all extra supplies of wood should be stored at a safe distance from the flame. As there is always danger of heavy draught from open doors, it is wise to screen the chimney so that no sparks or flying brands may alight upon the roof or surroundings of the cottage.

Many who ordinarily use gas or electricity for cooking are compelled by circumstances to use oil or gasoline stoves during vacations. Too much caution cannot be exercised in knowing how to handle these devices properly. Such appliances may be made almost foolproof and yet an amateur may experience serious results with them. A few important rules to users of gasoline or kerosene lamps or stoves are as follows:

- Always fill these devices by daylight outside of the cottage or camp.
- Store your supply of oil or gasoline outside.
- Keep lamps away from curtains or similar furnishings.
- Do not leave lamps or stoves

burning when absent from the cottage or camp.

e. Supply electric flash-lights for emergency purposes.

f. Do not use gasoline stoves where there is poor ventilation. Gasoline fumes in the holds of pleasure boats are exceptionally dangerous because of poor ventilation.

g. If an alcohol stove is used, be sure that the cover is replaced so that the fire will be extinguished.

It should be remembered that tents are easily ignited and burn with a high degree of combustibility. Fire should never be ignited inside of a tent and smoking should be restricted as much as possible. Good housekeeping is just as essential a fire prevention agency in the summer cottage or camp as in regular homes. It is highly advisable to keep one or more buckets filled with water at all times, to have a ladder available of sufficient length to reach the roof and to keep all grass and litter from close proximity to the quarters.

Forest fires which disastrously deplete our growing stock of building material by millions of dollars each year are largely due to the carelessness of campers, tourists and vacationists. A match or cigarette butt dropped in dry leaves or mould or a camp fire left unextinguished may be fanned by the wind and become a devastating conflagration. It takes over fifty years to grow some kind of trees, yet a vast forest can be destroyed by fire in a few hours. Therefore, constant application of carefulness while in timberland is a paramount duty of every citizen.

Philippine Rattan Furniture.

The first importations of Bilibid rattan furniture are announced by a large importing house. It is made at Malabon, near Manila, Philippine Islands, by ex-convict labor, and has never before been brought to this country in commercial quantities. It is massive and substantial in character and very comfortable, with spring seats and wide arms. The wholesale price of a large arm chair is about \$35 and of a divan about \$75. It is suitable for the living-room, especially when fitted with linen or tapestry cushions. Tables of the same material are very effective, with tops of the very dark native mahogany.

New Type of Japanese Rug.

One of the outstanding items on the list of a leading manufacturer and importer of Summer and porch carpets are Japanese rugs resembling in shape, coloring rugs. They are oval or oblong in shape, and are made of a combination of straw braid and insets of rush designs in brilliant floral or conventional patterns. They vary in size from 2 by 3 feet to 4 by 7. The wholesale price is 65 cents a square

foot. Decorators have shown marked interest in these rugs on account of their decorative character and individuality.

If you feel above some of the work you are given to do, make up your

mind you are possessed of a kind of pride that is made up of nine parts of wind and one part conceit.

Nine salespeople in ten can become twice as successful as they are. Nine salespeople in ten do not try.

Michigan Shoe Dealers Mutual Fire Insurance Co. Lansing, Michigan

LEGAL RESERVE COMPANY

Write

L. H. BAKER, Secy-Treas.

P. O. Box 549

LANSING, MICH.

Preferred Lists of Safe Investments

FOR the guidance of clients this organization maintains constantly revised lists of bonds of all types that offer unquestionable security plus attractive yield.

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OUR FIRE INSURANCE POLICIES ARE CONCURRENT

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The Net Cost is **30% Less**

Michigan Bankers and Merchants Mutual Fire Insurance Co.
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WILLIAM N. SENE, SECRETARY-TREASURER

FINNISH MUTUAL FIRE INSURANCE CO. CALUMET, MICHIGAN

ORGANIZED IN 1889.

This Company has returned
A DIVIDEND OF

50%

For 29 consecutive years.

HOW?

By careful selection of risks. By extremely low Expense Ratio.

Assets 44.11 per 1000 of risk. Surplus 30.89 per 1000 of risk.

Agents wanted in the Larger Cities.

FOR FURTHER PARTICULARS WRITE

F. M. Romberg, Manager, Class Mutual Insurance Agency
Finnish Mutual Fire Insurance Co. General Agents
Calumet, Michigan. Fremont, Michigan.

THE CITY NATIONAL BANK of Lansing, Mich.

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

"OLDEST BANK IN LANSING"

Proper Use of Mailing List Will Bring Business.

One of the best bets to help increase business for a retail shoe merchant is the proper use of his mailing list, but how many merchants consistently and with persistence follow up this avenue of retail sales? The average person will wear three or more pairs of shoes a year, but how often are all three pairs bought in the same store? And also, what effort is made to get a customer back into the store after the first pair has been sold to him? These are questions which can only be answered by each individual shoe merchant for himself.

For reaching a special class of prospective buyers, names and addresses of which are known, there is no better form of advertising than direct-mail advertising; yet direct-mail advertising is probably neglected more than any other form of advertising by retail shoe merchants.

To be valuable, a mailing list must be absolutely correct. This is essential or much good work, as well as money is wasted. As an example of an efficient mailing list: On May 10, 1924, twelve letters under two-cent postage were received in a fairly large city in Iowa. Ten of these letters were addressed to General Gorse who had been sitting on a statue in the park for over twenty years, and to deliver the letter the postman had to go down to the park and place it in his hands. The result of this mailing list was—absolutely nothing. The cost of this mailing was—absolutely exorbitant.

The most satisfactory way of securing a mailing list is to have the salespeople take the name and address of each individual to whom they sell shoes. Some one person should be instructed to carefully enter in a book or on a card record, alphabetically arranged, all names and addresses secured in this manner. This list should be kept up to date and revised by striking off names of persons who have moved away, died or for any other reasons which makes it seem desirable to eliminate them in order that no "ammunition" may be wasted. This all, of course, means hard work and time, but it will pay, for each piece of direct-mail literature will then be a "direct hit."

There are, of course, many ways in which to secure names and addresses in order to start a list. A few are listed below:

1. Salesmen's Sales Books.
2. Mailing List Concerns.
3. City Directory.
4. Telephone.
5. List of Nurses—Hospital.
6. List of School Teachers—School Board.
7. Factory Pay Rolls.
8. List of Members—Men's Clubs.
9. List of Members—Women's Clubs.
10. Newspaper Subscribers.

The above will suggest to you many other sources from which satisfactory mailing lists may be secured. It is possible to secure from the local railroad agent, names of families moving into town. This information is sometimes procurable from the postoffice authorities. Names of people who have enquired through the mail for down. In other words, make the list

your product should also be jotted as near 100 per cent. complete and correct as is possible, for in no other way are satisfactory results obtainable.

Assuming that the average person gets a new pair of shoes every four months, the mailing list should be used for the purpose of getting old customers back into the store, at least three times a year. In addition there are special occasions such as Easter, graduation time, summer vacations, Holiday and Sales periods, prior to which the mailing list may be put to good use.

While on the subject, it would not be amiss to state that no matter how correct or up to date a mailing list is, the message that is to be put across must be fundamentally sound and the appeal correct. Do not fail to overlook this. It costs real money to put on any kind of a direct mail campaign, and for that reason make sure that the paper is not cheap—that the printing is attractive and that the multigraphing and fill-in work looks well. Have the physical make up of the direct-mail campaign reflect prosperity, confidence and sincerity. It pays!

Some doubt if direct-mail advertising actually does pay. Listen!

6,000 postal cards sold 609 lamps at \$4.98 each.

5,000 letters (1c postage) sold \$100,000 worth of building and loan.

600 letters sold \$63,000 worth of merchandise.

2,000 letters sold \$22,000 worth of furniture.

100 letters sold \$1,660 worth of office furniture.

There is your answer. If it will do it for others, it will do it for you when handled properly. H. R. Quimby.

When the boss introduces a new method, a new fixture, a new line of merchandise, take it up enthusiastically and show him that you, for one, are ready to help make it work out successfully.

Promptness is said to be the courtesy of kings. Promptness in arriving on the job is something more than mere courtesy; it is common business honesty.

FOR SALE CHEAP LARGE SAFE

Width 68 inches, Depth 48 inches, Height 78 inches. Inside chest with Double time lock. Suitable for Jeweler.

KENT STATE BANK
Grand Rapids, Mich.

FOR SALE CHEAP

Attractive modern Bank Fixtures, suitable for small bank or branch office, for sale. Call

FIRST NATIONAL BANK,
Pontiac, 2600.

SAFETY SAVING SERVICE CLASS MUTUAL INSURANCE AGENCY

"The Agency of Personal Service"

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FREMONT, MICHIGAN

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Retail Hardware Mutual	Central Manufacturers' Mutual
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Hardware Mutual Casualty Co.	

We classify our risks and pay dividends according to the Loss Ratio of each class written: Hardware and Implement Stores, 40% to 50%; Garages, Furniture and Drug Stores 40%; General Stores and other Mercantile Risks 30%.

WRITE FOR FURTHER PARTICULARS.

The Mill Mutuals Agency

LANSING - MICHIGAN

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REPRESENTING THE

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.
AND ASSOCIATED COMPANIES

Combined Assets of Group \$30,215,678.02

20% TO 40% SAVINGS MADE IN 1923

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Merchants Life Insurance Company

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Offices: 3rd floor Michigan Trust Bldg.—Grand Rapids, Mich.
GREEN & MORRISON—Michigan State Agents

PROBLEM OF REFORESTATION

Practical Suggestions By Able Timber Authority.

The problem of reforestation in order to maintain a perpetual timber supply for the people of the United States is one whose solution is perhaps as urgent as any that confronts this country to-day. Dealing, as it does, with the continuous supply of a commodity whose use is universal and which enters into every field of our commercial, industrial and even social existence, this matter is, strange to say, one of the least clamorous. The danger of neglecting it is an insidious one and lies in the fact that there is little in to-day's conditions to cause present inconvenience or alarm. The actual demands for lumber and paper are being fully met, and there are few, indeed, who realize the urgent necessity for early action, because of the many years required to grow a new crop of timber.

The Department of Agriculture, through its Bureau of Forestry, states that the total annual drain upon our forest reserves is about four times the rate of replacement, and that the yearly drain in merchantable saw timber is about six times the rates of replacement. It follows, therefore, that a practical Nation-wide reforestation policy must be adopted in the United States or future generations will face a timber famine. Indeed, our highest authority on this subject, the Bureau of Forestry, believes that there will be an unavoidable hiatus between the exhaustion of the present timber supply and the maturing of a new crop.

The Secretary of Agriculture, testifying recently before a Senate Committee on Reforestation, stated to this Committee that we had in the Continental United States approximately 469,000,000 acres of forest lands, including both cut and uncut. The Secretary farther stated that if this great area could be made to produce wood steadily, a yearly crop of from twenty-five to thirty billion cubic feet could be obtained, or roughly, 20 per cent. more than the present consumption. As timber grows scarcer and more remote, its products advance in price and the per capita consumption declines, but with the inevitable increase of population it can be seen that the provision suggested by the Secretary of Agriculture is really conservative.

Of this 469,000,000 acres the Secretary stated that about 150,000,000 acres, or practically 32 per cent., are in farm wood lots, and 138,000,000 acres, or more than 29 per cent., are in virgin forests. This leaves, therefore, 181,000,000 acres of cut-over lands, which are either barren or in various stages of reforestation. This great area of logged off lands is being added to at the rate of perhaps four millions of acres annually, and definite plans must be adopted to make and keep it productive.

There are only three agencies through which, either singly or in co-operation, this land can be reforested:

- (a) Private enterprise.
- (b) State governments.
- (c) Federal governments.

In order to intelligently consider the problem we must divide it into two classes:

(a) Reforestation for the purpose of producing timber chiefly for wood pulp and low grade material, such as crating lumber, etc.

(b) Reforestation for the purpose of producing timber which will make lumber suitable for essential purposes.

By essential purposes I mean lumber for railway track and car material, for agricultural implements, for motor vehicle bodies, for factory construction work, house building, furniture, aeroplanes, and for the multitude of stress purposes requiring strong, close-grained old growth wood.

In considering the regrowth of tim-

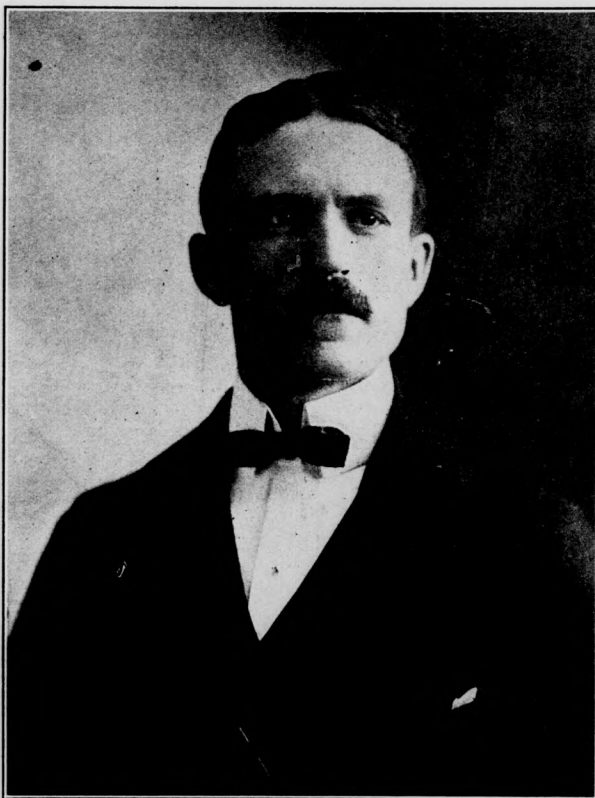
ber for the first purpose, i. e., pulpwood, etc., we know that it can be reproduced in from twenty to forty years, according to the location and the species of timber involved. With exemption from the annual property tax and the substitution thereof of a yield tax, to be paid as and when the timber is harvested, this kind of reforestation may offer a reasonable opportunity for private enterprise. Unfortunately, however, the constitution of many of the states inhibits any exemption of growing timber from the annual property tax. Wherever this unfortunate condition exists it should be at once changed by proper constitutional amendment. This is a matter which well deserves the active support of all. There are some instances where corporations having heavy investments in pulp and paper plants have purchased large areas of land and are reforesting to provide reservoirs of future timber supplies. It is, how-

follows the same general policy and, consequently, not very material help can be expected from either source except in the remote possibility of a paper shortage.

The states, however, can co-operate by taking early action regarding both better fire protection and a better form of taxation. To promote and hasten these results the influence of the engineering profession can be a most effective agency.

Pulpwood can be so quickly reproduced that an actual crisis can and should be foreseen in time to avert it. It may be that individual enterprise, under favorable conditions, will nearly, or quite, solve the problem of ensuring us a continuous supply of paper. Let us then remove the obstacles, give the forest land owner a fair chance economically, and see how far private reforestation will go.

When we approach the second class of reforestation—regrowth of timber



John W. Blodgett.

ber, only the strongest financially that can afford to tie up the capital necessarily involved in this kind of investment. If adequate fire protection is given there will be large areas of regrowth timber in smaller miscellaneous ownerships, which will greatly augment the supply of pulpwood. In Michigan all the privately owned second growth timber which survives is cut for this purpose as soon as it reaches a suitable size, and I have no doubt the same condition prevails in other states in which pulp and paper mills are located. Private enterprise, then, as applied to regrowth of pulpwood timber, needs adequate fire protection and a reasonable method of taxing young timber growth.

So far as the timber from the state owned forests is concerned, it is the general policy of the states to hold it until it is suitable for lumber, and therefore only the smaller growth, which is thinned out in good forestry practice, would be cut for pulpwood or crating. The Federal Government

suitable for lumber—we face a different and more difficult situation. Our first agency, private enterprise, must be excluded as an adequate possibility in this direction, because it requires practically a century to mature timber that would yield lumber suitable for stress purposes. No individual will embark in a business from which only his grandchildren can hope to realize results. Occasionally a man with a long purse and a large and favorably located tract of land fitted only for tree culture and whose hobby is reforestation is spending his time and money in an attempt to demonstrate that reforestation as a private enterprise is practicable. We all know, however, that these few men, patriotic as they are, stand alone and have never been able to convince the great body of land owners. Generally speaking, even under the best conditions, private reforestation will mean not lumber but wood pulp.

This brings us to the consideration of the second agency—the states—as a

possible avenue for this type of reforestation. Forestry has been practiced by some of the states since about 1900, although the majority began some years later. The total appropriation by the states for strictly reforestation work in the year 1921 was \$188,702. This does not include appropriations made for fire protection, but is supposed to include all money expended in nursery work, reforestation and the purchase of additional lands. I have not obtained the figures showing the total area of state reforested lands, but the result in Michigan has been working since 1900 and which is as forward-looking as the majority of states, will serve as an example of what we may expect from state reforestation. Michigan in the nine years following 1904 expended for reforestation and nursery purposes \$12,722 and reforested 1,748 acres. I have not been able to learn the amount used for this purpose since 1913, but know that it was not appreciably larger. The total acreage now under Michigan Forestry management is only about 180,000, out of nearly five million acres suited for this purpose. Of this 180,000 acres about 12,000 have been reforested by some planting, part of the remainder is in various states of natural reforestation and some of it utterly barren as the result of repeated burnings. This then is the result of nineteen years of State Reforestation, in a state where timber grows naturally, and where there are millions of acres unfitted for any other use. Probably few states make a much better showing.

Our states are now generally burdened with debt as the result of extensive road building and many of them have also made large bond issues for soldiers' bonuses. Taxes are mounting so fast that the timber growing states are far from appropriating enough money to provide fire protection and it is clearly hopeless to expect them to appropriate funds for the purpose of buying large areas for reforestation. Most of them cannot issue bonds for such a cause owing to the restrictions in their constitutions, and in view of the large indebtedness they carry any attempt to amend the constitutions for this purpose would fail. The net results of state reforestation to-day show clearly that for many years at least no adequate action can be expected from this source. Furthermore we must remember that the state is under no obligation to export the products of state owned forests, and in case of a lumber shortage it would be quite likely to give its own citizens first consideration. At least two states have made recent attempts to prevent the exportation of a natural resource privately owned. The courts declined to sanction such action, but the spirit of these states was clearly disclosed.

Eliminating, then, the availability of private and of state enterprise, the burden of this part of reforestation is thrown upon the third agency, the Federal Government. I have reached this conclusion only after a great deal of thought directed toward finding some other solution of this important problem. Believing firmly in the efficiency of private enterprise I have, in common with many others, been trying to find some way to "sugar-coat" this pill so that it would taste good to the individual. We might as well, however, face the facts and stop dabbling with this question. This part of the reforestation problem is inherently one for the Federal Government to undertake. It is distinctly a National question, because its prosecution is for the benefit of all the people.

Forester Greeley, Chief of the U. S. Forest Service, in recent testimony before the Senate Reforestation Committee, summed up the whole situation when he said, "In Europe it is usually taken as a recognized policy that the

publicly owned forests should be devoted to producing old growth high-grade material, because the private forest owner cannot afford to do it, or at least regards it is preferable to produce the lower grades of material which can be harvested much more quickly," and Secretary Wallace before the same committee said, "Leading forest economists advocate public ownership of at least 30 per cent. of the forest lands in order to hasten replacement of timber and stabilize its future production. To the degree that Federal ownership is extended our future supply of timber will be made more certain and stable."

Admitting, therefore, that we must, in the main, rely upon the Federal Government, the question arises, how should the Government proceed? The answer to my mind is perfectly clear. The United States should as fast as practicable acquire extensive areas of cut-over lands, unfitted for agriculture, in the Lake States, in the Appalachian regions and in the South. Lands in these sections readily reforest and are comparatively near the great consuming centers. These lands, when purchased, should become a part of the National forests and subject to the same laws regarding the distribution of the proceeds therefrom. Under the existing statutes 25 per cent. of these proceeds are paid by the Federal Government to the state for the benefit of the counties within which these lands are withdrawn from taxation.

These lands should be paid for with long maturity United States bonds or from the proceeds thereof. This investment will be almost entirely for the benefit of posterity, and if we now select the lands, reforest them, protect them from fire, and pay the interest on the bonds, we will have done our duty by those who are to come after us. The bonds will ultimately be surely paid from the proceeds of the forests, and a great necessity of the people will be supplied. The plan means an investment pure and simple and not a raid on the public treasury.

The widest discretion should be given to the Secretary of Agriculture in the selection and purchase of these logged-off lands, but the policy should be clearly indicated that the amount of young timber growth will be the most important factor in making the selections and one of the chief measures of value. This will stimulate owners of such cut-over lands to reforest them, give them better protection from fire and will give reforestation the greatest incentive it has ever had.

In many of the states where the Federal Government owns large tracts of timber there has been more or less complaint from the counties in which these lands are situated because of the large areas thus withdrawn from taxation, and which contribute nothing toward the support of the county administration. To compensate such counties Congress, as I have just stated, passed a law giving them 25 per cent. of the gross proceeds from the timber sold within their borders. In the case, however, of the Government purchase of cut-over lands it would naturally be a long time before the counties would derive any revenue from the sale of timber. Therefore, I believe that the Government should annually advance to the states for the benefit of the counties in which these cut-over lands are purchased an amount per acre, to be determined as follows: The price per acre at which the lands are purchased shall be multiplied by the average rate of taxation for road, school and county purposes, in the interested counties, for the three years, prior to such purchase, but in my opinion no such advance should exceed five cents per acre per year. This plan would be fair to the counties because they would be assured of a continuous income from lands, many

of which would otherwise revert to the state for nonpayment of taxes and be taken off the tax rolls. After purchasing, the Government would also relieve the county and state from the cost of fire protection, of road maintenance, and of general administration on the acquired areas.

These advances on the basis described should be a lien against the county's proportion of the proceeds of the forest as and when received. Advances on this basis might be continued until the forests begin to yield a revenue, and thereafter only in such an amount as might be necessary to bring to the county a sum equal to the previous annual payments. The interest on these advances should be remitted as a further remuneration to the county. Repayment of the sums advanced should not be demanded except when the county's revenue from the Government forests exceeds the amount previously annually advanced.

From the standpoint of the states themselves, the acquisition of these cut-over lands by the Federal Government, their reforestation and protection from fire, will be of direct financial benefit. In a very few years, states wherein such purchases are made will have vast natural playgrounds and great game preserves which will annually attract hordes of tourists and sportsmen from more populous districts and from adjoining states which are without forests. Co-operative regulations between the Federal and state governments as to the issuing of fishing, camping and shooting licenses, even at a small charge, will undoubtedly go a long way after a few years toward defraying the cost of fire patrol and protection, and will bring additional revenue to the states.

As the timber is harvested, the people of the state will further benefit financially by the additional employment involved and through the money expended for wages, farm products and general supplies. We must not lose sight of the fact that much of the land under consideration is producing nothing of value and is not likely to do so until placed under Federal control and operation. Aside from the direct financial benefits which will accrue to the states, these reforested areas will put great recreation places within the reach of millions of our people. When I say "within the reach" I mean both in point of time and the amount of financial expenditure required to reach and enjoy them. A great educational advantage will also accrue from large Federal purchases, through the many demonstrations of approved forestry practice and better fire protection that will thereby be afforded to the owners of adjacent lands.

That the purchase of these lands would be a profitable investment to the Federal Government is evidenced by the results already attained through purchases under the Weeks law, passed in 1911. This law provided for the purchase and reforestation, where necessary, of lands to protect the watersheds of navigable streams. Under this 2,142,476 acres had been purchased prior to July 1, 1922. These lands are located in the New England states and in the Appalachian region. They have been purchased from time to time since 1912 at a cost to the Government of \$13,725,000, which includes protection and administration to July 1, 1922. An appraisal of these lands was undertaken at that time, and, including \$476,000 of cash receipts, the account showed total assets of nearly \$19,935,000, or a net gain to the Government of \$6,210,000. There is no reason to believe that future purchases will be any less profitable.

There are differences of opinion in the legal profession as to whether or not Congress has the right to levy taxes for the purchase of lands for reforestation purposes. It seems presumptuous for a layman to invade the

domain of the law, but because of this lack of agreement I am taking the liberty of giving you my own views, which are, however, supported by the opinion of my counsel.

As you all know, Congress has the power under the constitution "To lay and collect taxes, etc., to provide for the common defense and general welfare of the United States." Among the many lessons that the Kaiser's war taught us was the absolute need for large quantities of lumber. We all remember the breathless anxiety for spruce lumber for our own and our allies' aeroplanes, and we can also recall the rush for lumber for cantonments, etc. We were obliged to send thousands of our expert lumbermen to France to convert its forests into lumber for use at the very front in actual warfare. There seems to be no dispute as to the necessity of a supply of lumber and paper in times of peace, and in view of the prospective timber exhaustion the Federal Government has not the right to provide for a continuous supply of timber products, then the words "common defense and general welfare" in the constitution seem to me but empty phrases. I believe that Congress not only has the right, but it is its duty to take promptly any necessary action.

As to the amount of cut-over lands that should be acquired by the Federal Government, it is unnecessary and unprofitable to lay down any hard and fast program at this time. For the present our course is clearly charted and we should embark at once, and future Congresses will have to be governed by future conditions. Whenever and wherever economic conditions permit the profitable engagement of American capital in reforestation, we can depend upon American initiative to take advantage of the opportunity. Until such conditions exist, the Federal Government is the only agency that can step into the breach.

Fortunately, the United States has complete machinery for starting reforestation on a large scale. The Bureau of Forestry of the Department of Agriculture not only has thorough knowledge regarding the location of suitable lands and the kinds of timber with which to reforest, but it is very intelligently and efficiently directed. It has never had sufficient appropriation, due to a lack of sympathetic comprehension on the part of Congress and of the people generally as to the great importance of the work entrusted to it.

The purchase by the Federal Government of these logged-off lands for reforestation will not, however, alone settle the problem. Fire protection is an absolute essential. This statement requires no supporting argument, because everyone knows that dead trees, be they young or old, will not grow, neither will they reproduce. Furthermore, everybody realizes that fire does not respect property lines and, therefore, fire protection must be general wherever reforestation is in progress. This can only be attained through the co-operation of the Federal and state authorities and private owners. This co-operative plan is in successful operation in several of the heavily timbered states of the Northwest. The results have been most gratifying during the short time that this plan has been in force, but the Federal Government has not appropriated its proportionate share of the cost.

There is complete justification for Federal contribution toward general fire protection, not alone because of the Government's direct interest through ownership, but because fire protection of timber growth, no matter how young or by whosoever owned, is of vital importance to all the people. Again quoting Colonel Greeley, Forester of the United States, who said to the Senate Committee on the question of Federal participation in fire protection, "I think the Government should recognize that it has a

real obligation in this matter. I do not think we should view the Government's contribution as a subsidy. The states in this country are interdependent upon each other for forest products. A very large proportion of the products of our forests go into interstate commerce and I think that we should recognize that the Government has a standing obligation to assist in timber growing in view of the Nation-wide interests at stake. While this is largely arbitrary, I would put the obligation at about 25 per cent. of the cost of protection, assuming in a broad way that it is fair for the Federal Government to pay one-quarter, for the states to pay one-quarter and for the owners of the land to pay the other one-half." What Colonel Greeley had in mind, as he explained later, was providing fire protection for cut-over lands of little present value, but of the greatest potential value in providing a timber supply for the future.

We have had only logged-off lands under consideration, because in area and future potential value these constitute the larger part of the program. There remains, however, the 138,000,000 acres of mature forests, which should be taken into the picture. As I have stated, these are a part of the 469,000,000 acres that should be kept in continuous timber production. About one-third of the timber in these virgin forests is owned by the Federal Government, and is unfortunately, located chiefly in the far Western states, remote from points of greatest consumption. This Government timber is being capably and intelligently handled, with a view to reforestation as fast as it is logged. All that Congress needs to do for these lands is to make sufficient appropriation to protect them against fire and insects. There is also a considerable area, over one and one-half million acres, of Government forest lands which are not now productive. These should be reforested as rapidly as it can be economically done, and the funds for this purpose might come from direct taxation or could be properly supplied from the proceeds of long-time bonds.

This brings us, then, to the consideration of the privately owned virgin timber lands. There has been and probably still is a widely prevalent opinion that if the Federal Government could only exercise a supervisory control over the logging of these lands, the question of a future timber supply would be settled. The form which the advocates of this control intend is illustrated by a bill introduced in the last Congress. This bill provided in almost so many words that timber owners who logged in accordance with the instructions laid down by Governmental authorities would only be taxed 5 cents per thousand feet for the privilege of cutting their own timber, but those who failed to do so, should be taxed \$5 per thousand feet. It is needless to add that this extreme penalty, if inflicted, would mean ruination to the lumber operators who would be at the mercy of each passing administration. The Supreme Court in its decisions has barred any such invasion of private property rights, so that this question is eliminated from discussion. However, we must all admit the gross inequity (even if it were legal and practicable) of attempting to impose upon the lumber manufacturer and logger the exclusive burden of providing a future timber supply for this Nation. That is a matter which concerns the whole people, and lumbermen should only be asked to pay their proportionate share.

The greatest amount of this privately owned timber lies in the Pacific Coast states, largely in the Douglas fir territory. Of this region, Forester Greeley says, "In this type the old forest must be removed and a new one started from the seed. There is almost invariably a large amount of seed

(Continued on page 31)



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.

Offer Silk Vests For Women.

Tailored silk vests are being made and shown this season for wear with the coat dress as well as the two-piece tailored suit, according to a bulletin sent out by the United Neckwear League of America. The newest coat dresses frequently show a long neck opening and in this space are worn to advantage the new vests of corded silk, fastened with buttons and finished with a small, round collar. Not only do some of the newest vests make use of white Bangaline and other corded silks, as well as crepe de chine tucked into a fabric of greater firmness, but there is a general introduction of color in the Fall showings. Red is liked in all varieties of neckwear, and gray is particularly effective in tailored vests. The coat dress is also responsible for the continued use of small, round collars and square cuffs of linen and organdie. Lace neckwear continues active, especially for wear with black satin dresses.

Long Sleeves Are Being Shown.

A feature of the steadily increasing demand for the tunic blouse in this market is the tendency, especially in the higher-priced lines, to exploit the long, fitted sleeve. The beaded imports, with their abbreviated sleeves, are less popular now than they were earlier in the season. Bangaline, particularly in black, is one of the favored materials, and the blouse makers are complaining of their inability to get enough of this fabric. It is particularly suited to tailored models, which are meeting with general approval at present. Black satin slips continue to be worn in most instances, if not exclusively, with tunics of all kinds and colors. The slips are short and narrow. The tunics vary somewhat in length, according to the price of the garment, but the average blouse of this type runs from 36 to 40 inches. Some make use of leather belts and side ties while others show the unbroken line.

Seasons a Thing of the Past.

If there is any one thing which the introduction of multiple styles in women's shoes has done it has been to abolish the spring and fall seasons as they were formerly known to the trade. "Where, in the old days," a well-known wholesaler of women's footwear recently remarked, "a buyer for a retail store would operate once or twice a season, he now operates

once or twice a month: and woe unto the manufacturer who cannot show him something new at least twelve times a year. It is literally a fact that styles in women's shoes sometimes change so rapidly that a new vogue in is before orders calling for the old one can be completed and shipped. Where it is all going to end I don't know, but the buyer can hardly be blamed, under the circumstances, if he places his orders with his fingers crossed. He cannot afford to buy in any other way but small and often."

Sees Good Call for Necklaces.

The steady growth in the vogue for bobbed hair presages one of the best seasons for necklaces up to \$25 or thereabouts that have been seen for a long time. This is due to the need of something to break the long neckline in the back, and necklaces fill the bill very acceptably. Those of imitation jade and pearls, arranged alternately, were said yesterday to be selling very well, and a good demand was also reported for those embodying imitation black pearls. Black amber necklaces were said to be favored, and a variety of other types of necklaces are also in a strong sales position. When it is considered that about 90 per cent, of the women in this country under 50 years of age—and many older than that—have their hair bobbed, it was said yesterday, it is not difficult to visualize the prospective demand for necklaces.

May Touch War Levels.

So marked is the interest shown in beaver in the fur trade at the moment that it would not be surprising to some well-posted dealers to see that article reach wartime price levels at the forthcoming auctions. For big skins of prime quality \$35 is not considered too high a price, and that figure is said to stand an excellent chance of being liberally exceeded as the available supply is reduced and competition for the remainder increases. It is to the demand for beaver for trimming purposes on the part of the cutting-up trade that its present strong position in the market is chiefly attributed. It was said yesterday by an experienced fur man that there is not enough of the article now available to meet the call from that quarter if it assumes maximum proportions.

Shirts in Greater Demand.

A turn for the better has occurred in the men's shirt trade. Within the past week or ten days there has been marked increase in activity and it is thought that it will keep up for some time. Prices are a special factor, as they have been at low levels for quite a while owing to the desire of manu-

facturers to get business. The opinion exists that prices are due to rise again before long, though the amount of the predicted increase or the time when it is likely to occur are matters of uncertainty. Broadcloth is a big element in the trade now. Solid white is very popular, with colors also well liked. The colored shirt with a separate collar to match apparently is here for a good stay.

More Variety in Linoleums.

Linoleums will be shown this year in a greater variety of designs than ever before, especially as regards the patterns intended for general use throughout the house, said a manufacturer yesterday. The Jaspe effects introduced last year are enjoying a marked success, notably in delicate tints for bedrooms. Indications are that, after the jobbers' convention in Lancaster in September or early October, business in this line of floor coverings will be better than for some years past. There has been a marked increase in orders received in the last two weeks. Especially popular are the linoleum rugs, which are offered in excellent designs copied after the finer grades of Orientals.

Evening Footwear and Hosiery.

Although all indications point to an overwhelmingly black season in women's street footwear, they point just as strongly to a colorful season in this merchandise for evening wear. Metallic shades will be in favor; in fact, the predictions are that the big leader will be silver kid. So far, at least, no serious rival to kid footwear of this hue has cropped up. In hosiery, too, color will prevail for evening wear, and stockings of the shades that go well with silver kid are meeting with considerable demand. The so-called moonlight hue, is said to be especially wanted at the moment. Pastel shades harmonizing with the favored colors in evening dresses are also expected to do very well in hosiery this Fall.

Business in Overcoats.

Men's overcoats have been in good demand, the total of business done to date comparing favorably with expectations. The end of the season promises to show up well, though apparently no new records are due to be established. The general run of staple colors has had a good call. Styles which have made out well include the box coat, single and double-breasted models and the guard coat. Some belted overcoats have been sold, but the business in this line has not stood out among the features of the trade.

Novelties That Are Selling.

Among the leather novelties which are in demand are "over-night" cases in ecrase leather, silk-lined, with mirror, but otherwise unfitted. They are about 8 by 3 inches and are selling at from \$36 to \$60 a dozen. The same house is having success with tiny manicure and sewing sets, the instruments being enclosed in small galalith tubes about three inches long. The manicure outfit consists of scissors, cuticle blade, knife and file. The sewing outfit includes scissors, stiletto, bodkin and needle holder.

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May Have To Anticipate.

Unless the tanners show more of a disposition to "hold the bag," it is said, buyers of men's shoes will face the alternative of anticipating their future wants more than they have been for some time or running strong chances of delayed deliveries. With the retailer holding down purchases of shoes, it was pointed out, the manufacturers cannot afford to stock up heavily on leather and the other things that go into them. The same thing is true of the tanners, with the result that the manufacturers are already facing shortages of several kinds of leather. From all accounts these shortages are especially marked in the higher-priced leathers, in which the carrying of anything like liberal stocks means tying up a good deal of money. As for business, the manufacturers at the moment are subordinating order taking to delivering the shoes already on their books.

Men's Shirts Still Halting.

Manufacturers of men's shirts report little change in the depression which has been marked for the past few months. Certain of the dealers in the higher-grade merchandise are having success with some novelties, but no general improvement is looked for until after the middle of September. One of the latest novelties displayed in the so-called British bosom shirt, with short starched bosom and double cuffs of fancy material with solid color body. A turned-down collar matching the bosom and a wing collar matching the body are sold with each garment. Manufacturers also regard ark effects with collar to match as likely to be popular, although all are cautious about making prophecies as to what will be the prevailing styles this Winter.

Machine-Embroidered Shawls.

Machine embroidered copies of the expensive Spanish and Italian crepe de chine shawls, which have been shown by the exclusive shops the past year, are the outstanding novelty of the large notion houses. The most popular numbers, 40 inches square with a 10 inch fringe, sell for from \$12 to \$18. They are offered in all the new shades, with elaborate embroidery in brilliant colors, as well as combinations of black or white grounds with colored designs. Other shawls up to 50 inches square, with deep hand-knotted fringe, sell at prices up to \$60. Scarfs with fringed ends in the same effects are also much in demand. The same house is having great success with imitation Spanish lace shawls, 50 inches square, in all colors.

More Chance For Corsets.

Corset manufacturers see indications of a fair business this Fall in spite of the depression during the Spring and Summer. Some have prophesied a return of the regulation corset of the old type as a result of the rumored change in dress fashions toward more formal modes, but so far the demand has been only for the girdles and corsets of the kind in vogue for some time. There is, however, some indication toward a renewed demand for a garment giving more support than the girdle, according to one leading manufacturer. Rub-

ber corsets and girdles are still in great demand, especially those in the new silk or cotton covered rubber. These represent from 30 to 40 per cent. of the total business of one house.

Felt Hats For Fall and Winter.

Felt hats for Fall and Winter are being shown in shapes somewhat larger than in seasons past, to conform to the more loosely fitting clothing now in vogue. Grays are still strong, with black bands and bindings, although the more exclusive trade is now demanding the new shades of hazel brown, deer, etc. For informal wear the younger men are partial to a flat or medium-brimmed model of light-weight felt, worn turned down in front with the front of the crown pinched in. Among the grays, the manufacturers of the highest grade merchandise report brisk business, although in other quarters there is some depression.

Jewelry Business Looking Up.

September finds the jewelry trade with brighter prospects of better business than for some time, and a period of real activity is looked for later in the month. The orders now coming forward call for a general line of merchandise, with emphasis in the higher-grade goods placed on bracelets, rings and combination brooches and drops. Platinum prices continue on the basis of \$114 an ounce for the so-called soft metal, and higher sterling exchange has brought about a stronger tone to diamond prices. Some factors in the trade say it has strengthened quotations on these stones about 10 per cent.

FALL UNDERWEAR

The hand to mouth buying policy which developed during the post-war depression, seems now to have established itself and bids fair to bring disastrous results. In other lines less staple it may be a suitable policy; in lines like underwear it cannot possibly be followed successfully.

Job lots of inferior quality are sought and obtained from manufacturers at distress prices. The consumer's standard of real values is debauched; a vicious circle is induced by which the buying public can only be persuaded to buy thru greater "Sacrifice Sales."

Business is lost due to insufficient stock and wanted styles. Your customer seeks and finds a new store where showings and assortments are complete.

The time is rapidly approaching when your Fall underwear stock should be complete so we urge our customers to reflect NOW upon the unavoidable consequences of the present policy. Do not overbuy but be sure your stock is complete. Ask our salesmen to assist you in sizing up and he will also be pleased to show you the new styles much in demand.

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*.

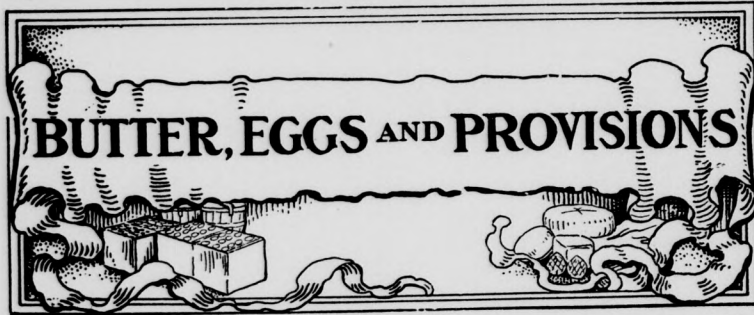
Our Reputation Is Back of Every
Delion Cord Tire Sold By Us.

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.



Murzburg's



Poor Tomato Yield Seen in Maryland.

Dr. T. B. Symons, director of the extension service of the University of Maryland, has made a survey of the tomato acreage and crop outlook of that State. His estimate, based upon the personal observation of county agents, is that the total yield of tomatoes in Maryland will be only half the crop of 1923. The survey has been carefully made and is reported in the university bulletin in part as follows:

"The total yield of canning house tomatoes in Maryland will be approximately 50 per cent. of last year's crop. Although a larger acreage was planted than last year, adverse weather conditions have reduced the yielding acreage to 38,000.

"It is doubtful if the average yield will be more than two and one-half tons per acre, although a few favored localities will yield seven or eight tons per acre. Adverse weather conditions and attacks of insects and plant disease have reduced early estimates.

"The crop is at least two weeks later than normal and this may prove serious in case of an early fall and frosts."

The tomato pack of Maryland in 1923 was 5,722,000 cases and the total pack for the United States in that year was 14,672,000 cases. If the estimate made from the survey is fairly accurate and the season for packing from now on is favorable the total output for 1924 will be reduced by the shortage in Maryland by 3,000,000 cases. Unfavorable weather conditions in Indiana and Ohio will increase the shortage. Missouri and Arkansas are, however, reporting a larger crop than usual, but those states packed in 1923 only 1,000,000 cases. It is undoubtedly the case that Virginia and Delaware, as well as New Jersey, are subject to the same crop conditions as Maryland, and it is understood that California's crop of tomatoes for canning purposes has been affected by drought arising from a failure of irrigation resources.

John A. Lee.

Plan Forty Wholesale Branches.

Berdan & Co., the Toledo wholesale grocery concern which started an innovation some months ago in establishing cash and carry distribution stations in territory around its main headquarters, through which retail grocers can obtain supplies at concession prices for cash, provided they carry them away with them, is planning to open up one of these branches at Bellefontaine, Ohio, which will make the twelfth.

The company plans to have forty of these branches, it is reported, by 1925 throughout the Toledo territory. Three of the branches are in Toledo,

despite the fact that its main warehouse is located there. These are distributed at strategic locations in the city, where retail grocers can obtain staple articles on short notice and within a short distance from their stores. There are similar branches at Norwalk, Fremont, Sandusky and other points.

The object of the company, it is claimed, is to enable retail grocers to obtain the so-called staples at the lowest possible price. No service is rendered whatever, the retail grocers pay cash for what they buy and are called upon to do their own draying.

The movement is attracting considerable attention in the grocery trade as a means of the jobber maintaining his position in spite of the chain store invasion and also to enable the retailers to hold their own on prices with the chains.

Why Hide Goes With Veal.

The practice of shipping dressed veal without removing the hide possesses advantages particularly in hot weather, according to the United States Department of Agriculture.

Light color is a particularly desirable characteristic of the best grades, being an indication of the quality of the flesh. Fresh meat turns darker when exposed to the air, even under modern conditions of refrigeration and handling, and while this does not affect the wholesomeness of the meat its sales value may be materially decreased. This applies particularly to veal.

The custom of selling veal with the hide on to the retailer is generally followed at the two largest meat centers in the country, New York and Chicago. Exceptions are made in the case of heavy grass calf carcasses which are customarily split into sides before shipment, for ease in handling. Veal that does not have the hide removed until it reaches the retailer, which may be from five to ten days after slaughter, still retains the light pink "bloom" most desired by the consumer.

In purchasing the veal the retailer takes into account the price that he is likely to get eventually for the hide.

Fish To Be Advertised To Consumers.

The organization of an extensive newspaper and direct mail advertising campaign will be the foremost subject considered at the annual convention of the United States Fisheries Association at Atlantic City Sept. 4 to 8 inclusive. The United States Fisheries Association is going to increase consumer demand. They are not only going to talk to the housewife on the score of economy but they are going

Headquarters for THURMOND GRAY WATERMELONS

GEORGIA ELBERTA PEACHES

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

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

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.

to emphasize the healthfulness of fish for food as compared with meat. They will call their campaign "Eat More Fish" and will use every form of advertising; women lecturers and demonstrators to explain to housewives the value and cheapness of fish as food and to demonstrate ways of preparing it; also engage retail fish store experts to visit retail dealers and suggest ideas in attractive window dressing, modern selling methods, etc. Radio and moving pictures also will be used. Within ten years as the result of advertising and promotion campaign, they expect fisheries to be one of the leading industries of the United States, as it is of Great Britain.

Chinese Consider Melon Seeds as Table Delicacy.

Numerous uses have been found for watermelons outside of their consumption as a popular fruit. Housewives have long been familiar with pickles and preserves made from watermelon rind. In China and other Oriental countries watermelon seed is used as a table delicacy. Seedmen in this country not only ship seed for this purpose, but also find a market for their product in the Chinese districts of New York and San Francisco. This liking for the seed is evidently not restricted to the Orient, for some years ago a well-known explorer reported an African tribe that sharpened the teeth in order to better strip the hulls from watermelon seeds. From Russia came reports that during past few years of hardship concentrated watermelon juice has been used in place of sugar to sweeten coffee.

Quaker Oats Co. Denies Restricting Competition.

The Quaker Oats Co., of Chicago, in an answer to a Federal Trade Commission complaint issued against it, denies that it engages in the practice alleged against it, in the sale of animal feed products. The company denies that with the intent and purpose to restrict competition in the sale of these products, it selected certain jobbers and retailers to whom it quoted and sold at regular list prices, while requiring all other jobbers and retailers in competition with the former to pay certain arbitrary sums of money in excess of the regular list prices to be turned over to the favored dealers. It also denies that it compels the maintenance of fixed resale prices. The company contends that competition in the feed business has been and is active and intense.

Lobster Pack About Half.

The Canadian pack of lobsters is

half of that of 1923. Shipments which are now being made for the ½-pound flats are bringing \$4.12½ per dozen. It is learned that there are still considerable stocks of last season's pack left and at the present time the price obtained is 25c per dozen less than the quotation for the 1924 pack, this condition existing all through the Maritime province. It is expected, however, due to the shortage the latter will be insufficient to meet the demand which will have to be had from the old supplies. In this case they should also realize good prices. There seems to be a considerable amount of confidence established in the European market as a number of shipments have already been made.

Standardizing Coffee Grades and Brands.

Standardization of grades and brands of coffee is being seriously considered by the National Coffee Roasters' Association. Steps are being formulated, it was indicated, for a survey of existing grades and brands, upon which recommendations may be based for simplified varieties. Similar surveys made in other industries assisted by the Division have indicated that on an average 90 per cent. of sales demand comes from 10 per cent. of the line offered. The extent to which there is needless diversity will be shown by the forthcoming survey in the coffee roasting industry.

Juveniel Kitchen Utensils.

Sets of juvenile kitchen utensils featured by the selling agency of a manufacturer of kitchen ware are making a big hit. They are exact miniatures of those used in regular kitchen work, and some of them are particularly adaptable to real utility in the kitchen. The small egg beater is found by some women to be suitable for whipping one egg, while ladles and measuring spoons are also practical. The articles come in sets of from two to eight pieces. The makers emphasize the worth of these utensils in stimulating interest in kitchen duties in small girls.



CCParsons'
Household
Ammonia

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

PARSONS AMMONIA
COMPANY, Inc.
NEW YORK

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.



"Yellow Kid" BANANAS

always give complete satisfaction

**DELICIOUS
NUTRITIOUS
WHOLESOME**

Mail orders solicited and given prompt service.

The VINKEMULDER CO.

GRAND RAPIDS, MICHIGAN



SELL BY THE CARTON

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

Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

You Make Satisfied Customers when you sell "SUNSHINE" FLOUR

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

**Genuine Buckwheat Flour
Graham and Corn Meal**

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



**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.

Fiegle's Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

THERE IS MONEY
FOR YOU IN

Straul
5c. and 10c. Bars.

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

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



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

The Hardware Dealer and the County Fair

Written for the Tradesman.

The fall fairs and similar agricultural exhibitions, which in most communities are held within the next few weeks, afford excellent opportunities for the small town merchant to get into closer touch with his rural customers.

It must be remembered that as a rule the fall fair draws large crowds. As a rule these crowds are recruited from both town and country. The event is in many places the great annual rendezvous of the country folk; their big chance to get together and meet one another; and the size of the crowd depends largely upon the extent of territory and the agricultural population which the fair serves.

Furthermore, the fall fair organization itself is usually representative of the most progressive, wide-awake and enterprising farmers of the community; in other words, the sort of men likeliest to appreciate the new ideas which the hardware dealer is introducing to the rural community.

In a good many places, wire-awake town and small city merchants have found it desirable to identify themselves with the fall fair executive. Not from selfish reasons, in most cases, but because they appreciate that what is good for the farmers is also good for the urban community, and because they believe in giving their efforts to the aid of a worthwhile enterprise like a good fall fair. At the same time, such efforts, particularly when they are primarily unselfish, are pretty sure to react to the benefit of the hardware dealer's business.

In my own community, leading merchants have quite often actively interested themselves in the success of the fall fair. That such a policy brings them into close touch with the leaders of the agricultural community is incidental; but it is undoubtedly beneficial to their business, and particularly their rural trade.

The hardware dealer can also contribute to the success of the fall fair and incidentally secure some more or less valuable advertising by donating a suitable prize in some particular department. If he can evolve some new feature, some hitherto unthought of line which will not merely be advertised but be given prominence, so much the better. One merchant, for instance, offered a fairly substantial prize for the best exhibit from a rural school garden within his eriritory. Naturally, a prize competition of this

sort, linked with the fall fair, was discussed in every rural school for miles around.

Outside of the active participation in the fall fair organization, and the donation of a prize or two, the hardware dealer finds in the fall fair still more important opportunities to bring himself and his business prominently before the public. A fall fair booth, properly handled, makes an excellent advertisement for any retail business.

It is only natural that the makers of agricultural implements, and the dealers in these lines, should use the fall fair to boost their products. But it is only in recent years that the retail hardware dealers who do not handle agricultural implements have given serious thought to the possibility of advertising regular hardware lines through the medium of a fall exhibit.

In a good many cases, however, actual experience has proven the value of this form of advertising. Something like fifteen or sixteen years ago, in our local fall fair, there was not a single retail hardware exhibit. The next year one venturesome hardware dealer secured enough space to show, I think, a range he was featuring at the time. The experiment succeeded to well that next year he doubled the size of his booth. Within a few years three or four hardware dealers had followed his example; and the original fall fair advertiser was using an entire section in the main building to show his lines.

However, it must not be imagined that a hit-and-miss display of goods will prove a profitable advertisement. There is this to remember about the fall fair booth; it is an advertising medium which commands a very large circulation for a rather limited period. A so-called four day fair is really limited to a little more than two big days; a three day fair to not more than two good days. For in almost all such fairs the first day is largely preparatory.

So it behooves the hardware dealer who takes a fall fair booth to make the very most of his big circulation and limited time. He appeals to a large crowd for a few days; he must make his appeal as direct, emphatic and, above all, as personal, as he can.

The principles which govern good window display to a certain extent govern fall fair display as well. It is no use showing a conglomeration of articles selected at random from the hardware stock. The display should, for the sake of effectiveness, be restricted to such lines as will be of most direct interest to the people in attendance. A single hardware line, handled with top-notch effectiveness, will get more business than half a dozen lines

THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes

501-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN

United Motor Trucks

A SIZE AND STYLE

To Fit Your Business

SALES SERVICE

ECKBERG AUTO COMPANY

310 IONIA AVE., NW.

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



Rain through swinging windows

KEEP THE COLD, SOOT AND DUST OUT

Install "AMERICAN WINDUSTITE" all-metal Weather Strips and save on your coal bills, make your house-cleaning easier, get more comfort from your heating plant and protect your furnishings and draperies from the outside dirt, soot and dust. Storm-proof, Dirt-proof, Leak-proof, Rattle-proof

Made and Installed Only by

AMERICAN METAL WEATHER STRIP CO.

144 Division Ave., North

Citz. Telephone 51-916 Grand Rapids, Mich.

where the display and handling are merely indifferent.

Stoves are an excellent line to display. The crowd at the fall fair is mixed, both urban and rural; and both farm and city people are interested in stoves. Another line I have seen admirably handled is interior finishes. The season is coming on when these will be in demand. A sporting goods firm shows bicycles. Then, labor saving devices of various kinds that can be utilized in both town and farm homes are worth showing. The hired help problem is rather serious one for many farmers, and especially for farm women; and anything tending to make the farm home more attractive has a direct message for the farm customer.

The principle: "Make your display carry a message," so applicable to window display, is just as applicable to the fall fair display. Hence, use show cards; distribute advertising matter; meet your customers personally; talk to them, get the names of prospects for stoves, paint, washing machines and other lines. And, first and last, put on a display that, instead of being a mere agglomeration of goods, actually says something.

Most of the lines I mention have one thing in common; they are readily susceptible to demonstration. A range will make a more effective display if you show it in action, baking bread and muffins, pies and the like. Your washing machine will advertise itself more effectively if you show it running — preferably linked to the labor saving gasoline engine. And so forth.

The fall fair exhibit is sufficiently important to justify the constant presence, during the busy hours at least, of the hardware dealer himself, if he can by any means get away from his store. It gives him a chance to meet his country customers personally. And I have noticed this peculiarity about country people; they are very strong, many of them, in personal loyalty, when it comes to trade connections. It is true enough they are great patrons of the mail order houses; but the local merchant who holds their trade in spite of the keenest mail order competition is the merchant they know, who takes a personal interest in their affairs, who addresses the farmer by his first name and asks his wife about each and every one of the boys and girls. The merchant of that type never has any serious difficulty in holding his country trade; or in adding to it if he is at all aggressive.

So, take time to spend at least the busy afternoons at your fair booth, to shake hands with your country customers, and to talk about matters that are not by any means business, but are of keen interest to them. In the crudest sense of the word, it pays. And it pays in another sense; you get a clearer understanding and appreciation of the farmers problems, and his mental attitude toward yourself and the business you represent. And such an understanding is the beginning of wisdom in matters of rural business-getting.

Victor Lauriston.

Everyone exaggerates a little in his own favor.

Fur Market Holds Very Strong.

Not for a long time has market for unmanufactured furs been as strong as it is at the moment. While a number of articles are moving only fairly well, they are in firm hands and very little price shading is told of. The more active skins are exceedingly steady, with an upward trend of values apparent in many instances. Beaver continues the star performer, with such skins as Russian fitch, marmot, and nutria also being freely taken. The demand for Southern muskrat. Chinese weasel and Japanese mink keeps up strongly. The more expensive furs are not so active just now, but the prediction was made yesterday that there would be more than the usual competition for silver fox at the forthcoming sales.

Decorative Glassware Selling.

Domestic manufacturers of decorative glassware report fairly good business, in contrast to the china ware trade, which has been unusually depressed. Some of the latest novelties which are selling well are relish trays, with various compartments for hors d'oeuvres, in white crystal finely cut, with borders of gold. Nearly all the newer samples of both imported and domestic glass are decorated with bands of dull gold. Salad sets in novel designs, in solid color glass with gold decorations, and large candy jars are also in demand. Orchid glass with silver decorations are particularly popular.

There was a time when teaching domestic science in the public schools was an important subject for discussion. But since then the women have learned that the sirens of the world were not cooks. Evidence of this is seen in the fact that the Board of Education of Minneapolis is torn asunder over the momentous question whether or not to teach their growing girls how to marcel their hair, manicure, bob the hair and the various other mysterious rites that are performed in beauty parlors. Meanwhile the Women's National party boldly announce their intention of beginning a woman's bloc in Congress with the design of bringing about more legislation of a feminist character. There may come a time when the women will deny men the right to do any work.

In a great many instances union labor is refusing to be "delivered" to La Follette and Wheeler, despite the action of the American federation of labor and some of the rail brotherhoods. The trainmen, one of the largest of the rail labor groups, are being left by their national officers to make up their own minds and mark their own tickets as American citizens rather than as unionists. State labor organizations are refusing to give up their own political freedom or dictate to their memberships. Matters are not moving smoothly in labor's campaign to raise money for La Follette'sm. Warren S. Stone, head of the brotherhood of engineers, has asked to be relieved from that task. There are rumors of friction in labor's ranks over the action of the federation's executive committee at Atlantic City. The labor effort is not synchronizing with those of the socialists, the "pro-

gressives" and the other "mixed pickles" of the third partyism.

"Bobbed haired" girls who have been rejoicing in having got rid of the tedious care of long tresses will have to think again. In Paris, where the fashions are made for women, the hairdressers have decided that women may wear their hair bobbed only during the day. In the evening, especially in evening dress, they must wear long hair. Chignons are being prepared—wonderful in their construction—that will enable the women to conform to the fashion. There are many advantages that come with the new fashion. No woman will be forced to wear the same color hair all the time. If her pocketbook is long enough, she can have a half dozen changes in hair, conforming to the color of her evening gown. The chignons are said to be expensive enough to excite the ambition of any woman to possess one.

To succeed you must guess right at least 51 per cent. of the time.

SCHOOL SUPPLIES

Pencils

Tablets

Paints

Ruled Papers, etc.

WRITE US FOR SAMPLES

The Dudley Paper Co.
LANSING, MICH.

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.

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.

(Political Advertisement)

Primary Day
September 9, 1924

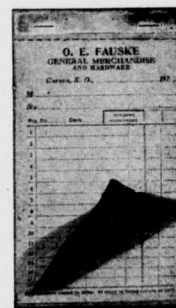
FRED P. GEIB

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?



NOW IS
THE TIME
to order your
Fall supply of
Salesbooks.

We make all styles
and sizes. Get our
prices and samples.
We also handle Short
account registers to
hold sales slips. We
pay the freight. Ask
us about it.

BATTLE CREEK
SALES BOOK CO.
Room 4
Moon-Journal Bldg.

McCRA Y
REFRIGERATORS
for ALL PURPOSES

Send for Catalogue

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

McCRA Y REFRIGERATOR CO.
2444 Lake St., Kendallville, Ind.

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



Salesman the Cause if Jobbers Lose Out

President J. H. McLaurin, of the American Wholesale Grocers' Association, who has been conducting a series of "lectures" in his bulletins to wholesale grocers and who issued a series of them taking issue with the report of the Harvard Bureau of Business Research, which maintained that the future of the jobber rested in economies of operation rather than in large trade discounts if they would cope with the chain stores and cooperative buying companies, has extended his sermon to the jobber's salesman.

In a recent bulletin he points out that there are two classes of jobbing salesmen in the grocery business, "one the man who uses his head primarily; the other the man who primarily uses his hands, or, in short the intelligent and the unintelligent. The farmer, he argues, is a constructive influence who gives aid to the independent hetailer, works with him, etc., while the latter is an "order taker," concerned only with writing out orders irrespective of the price or terms.

"Should economic conditions at any time during the coming years eliminate the present plan of distributing food products at wholesale," says President McLaurin, "thus making it necessary to underwrite an entirely new policy of food distribution, there will, in our opinion be no one factor more responsible for the failure of the present plan than the salesman of the wholesale grocer," he asserts.

"Some salesmen never think beyond today," he continues, "and with many of these, to do more would mean heart failure because of the excessive mental effort necessary. With this class of salesmen the highest ambition is to 'write an order.' It makes no difference as to the character of the order, the price, or the terms. It makes even less difference that he sold his customer something not needed or in quantity several times as much as he was justified in buying. This same salesman could not tell his employer whether the retail merchant kept an orderly, intelligent set of records which enabled him to know (not guess) who owed him for goods, who was unworthy of credit, whom he himself owed money for goods purchased, and how much money he was owing.

"Nor is this salesman impressed with the arrangement on the shelves and the generally demoralized condition of that retailer's stock. He little visualizes as he goes and comes the difference in the general appearance of the store of some of his independent retail grocer customers and the stores of the Piggly Wiggly, A. & P., and other chain store competitors. No,

what this salesman wants is an order, and having got the order, he pats himself on the back, drops it in the post office, and is at peace with the world.

"The other class of salesman, the man of intellect, responsibility, self-respect and real business ability, is the man who represents his house along exactly the opposite lines to the salesman described above.

"Which class of salesman does your institution employ? These salesmen of ours are in a very pronounced sense either an asset or a liability to the house they represent. If a wholesale grocer is not thinking along these lines, it would be in his interest to discover for himself to what extent his salesmen are preserving the wholesale business of to-day or are lending themselves to its destruction."

Men's Clothing Selling Better

The recent cool spell apparently awoke many buyers to a realization of the nearness of the Fall season for men's clothing for there has been a noticeable improvement in business of late which is believed to be largely due to the unusual weather. The buying continues to be conservative, however, and the disposition to wait as long as possible before doing the necessary business for the approaching season is very noticeable. Woolen materials have been doing well for the Fall wear. Plain colors have been popular, with light grays and the new powder blue going strong.

Not Much of a Nighthawk.

While a traveling man was waiting for an opportunity to show his samples to a merchant in a little backwoods town in the Upper Peninsula a customer came in and bought a couple of nightshirts. Afterward a long, lank lumberman with his trousers stuffed in his boots said to the merchant: "What was them 'er that fellow bought?" "Nightshirts. Can I sell you one or two?" "Noup, I reckon not," said the lumberman. "I don't set around much o' nights."

Shifted the Signs.

"Hello, Pat, I hear you lost your job in that department store." "Yes, got fired the first day." "How did that happen?" "Oh, I just took a sign from a lady's shirt waist and put it on a bath tub." "Well, that wasn't so awful, was it?" "I don't know, but the sign read, 'How would you like to see your best girl in this for \$2.98?'"

A merchant must sell goods for more than they cost him if he makes a profit on them. He must get more out of a clerk than he pays him or there will be no profit on his services.



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Michigan Cannerymen Are Free Sellers.

Fine growing weather for tomatoes and corn for canning purposes now prevails. Cannerymen are packing tomatoes in Indiana and Michigan, and are hoping for a protracted season so that crops on the vines will mature and ripen before frost comes. Buyers cannot afford to be too fastidious about the deep color of tomatoes in the can this season, as they were planted late and frosts are likely to come so early that cannerymen will not be able to leave them on the vines too long.

Corn for canning purposes will have to be gathered promptly this season. It will not do to risk running the corn harvest into the frost season as frosted corn loses all its flavor and sugar content, and is not fit for canning.

Canning of cherries and black raspberries in Michigan is now over. There was a good yield of these two articles in that state and cannerymen are generally able to fill their orders in full. The pack of red or Cuthbert raspberries was small. There will be a few peaches canned but a much smaller output than usual. The yield of canned peas was good and the usual Michigan quality shows in the cans. Cannerymen of that state are arranging to pack some apples from the winter varieties, but only on order, as they claim to be unable to make any profit at \$3.25 a dozen, cannery, for the No. 10 size cans. For string beans Michigan has had a fair season but the pack is small as there are only a few cannerymen who produce them because of the hand labor essential to grade and sort them. Michigan cannerymen are arranging to pack some beets and some squash and pumpkin.

Michigan cannerymen are always free sellers and believe in having their output sold by the time it is ready for shipment, and are willing to let the prompt buyer have the benefit of any advance in the market, being content with a fair manufacturing profit. They therefore do not hold their goods for higher markets but ship them out on their orders as soon as ready.

John A. Lee.

Price of American Wheat Favorable To Foreign Business.

Both Canadian and Argentine wheat are on a higher price basis than United States wheat; consequently, foreigners continue to absorb a great deal of our surplus. While the heaviest movement of the winter wheat crop is probably over, the movement of new spring wheat is underway in volume and is pressing rather heavily on the markets of the Northwest.

The logical development in the price situation has come about; in other words, we have had quite a substantial decline due to a comparatively heavy movement of both winter and spring wheat and it is doubtful if the "Shorts" can pound the price down very much more.

Corn prospects are not at all encouraging; the crop is late throughout the entire country and the weather is decidedly cool; some light frosts have occurred, but no particular damage has thus far been done. It will require at least two weeks more, and possibly three, to mature corn, so there is about

an even chance for additional damage being done to corn with a consequent reduction in the actual out-turn.

Corn apparently is high enough in price, for while the crop is very much under that of a year ago from a production standpoint, there apparently is not as much live stock to be fed this year as last.

However, with corn as high as it is, a considerable quantity of wheat, rye and barley will be fed and, of course, this is a strengthening factor in the wheat price situation.

In our opinion, wheat and flour are in a favorable position from a price standpoint and purchasers should make it a point to buy in fairly good volume particularly on any additional recessions in price, as the consensus of opinion seems to be both wheat and flour will sell for more money a little later on.

Lloyd E. Smith.

Eugene Rettinger, who has conducted a general store at Mecosta for a number of years, has removed to Rodney where he will continue in the same line of business. In requesting us to change the address of his paper he says, "The Tradesman is a very valuable aid to my business."

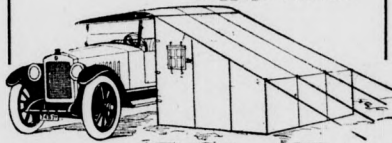
Foley & Co., 2835-45 Sheffield avenue, Chicago, Ill., proprietary medicines, renews its subscription to the Tradesman as follows: "We consider each issue of the Tradesman worth the price of the whole year's subscription."

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Green, No. 1	07
Green, No. 2	06
Cured, No. 1	08
Cured, No. 2	07
Calfskin, Green, No. 1	14
Calfskin, Green, No. 2	12½
Calfskin, Cured, No. 1	15
Calfskin, Cured, No. 2	13½
Horse, No. 1	3 50
Horse, No. 2	2 50
Pelts.	
Old Wool	1 00@2 00
Lambs	75@1 25
Shearlings	50@1 00
Tallow.	
Prime	06
No. 1	05
No. 2	04
Wool.	
Unwashed, medium	@35
Unwashed, rejects	@25
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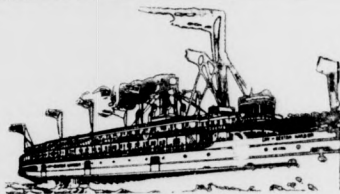
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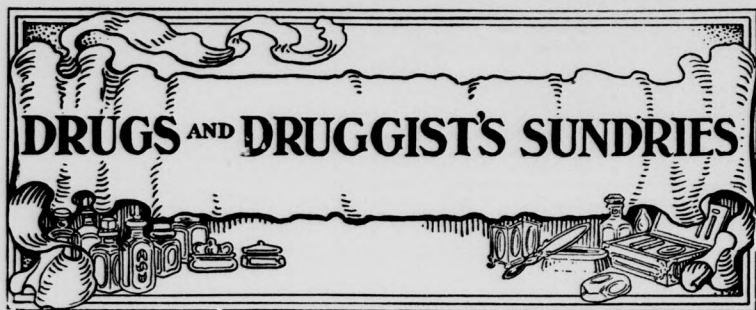
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E. S. RICHARDSON, Proprietor





On the Taking of Hasheesh.

I first became acquainted with hash-eesh by reading of its wonderful properties in "John Silence," a novel with a psychic theme, by Blackton. That was some years ago, and since then I have read forty-five novels and short stories that dealt in some way or other with hash-eesh. Among the most notable I may mention Gautier's "Club des Hachicins," Baudelaire's "Artificial Paradises," Allen's "Reign of Law," Ludlow's "Hasheesh Eater," and Pierre Benoit's "L'Atlandite." It seems that hash-eesh is so important an item in literary art that some day I shall be tempted to write a monograph on "The Place of Hasheesh in Fiction."

Were you to ask a pharmacy student what hash-eesh is, he would rattle off the United States Pharmacopoeial description of that drug: "The dried flowering tops of the pistillate plants of the *Canabis sativa* Linne, grown in the East Indies and gathered while the fruits are yet undeveloped, and carrying the whole of their natural resin." He would also inform you that you may secure the drug in one of the following three forms which may be secured at any drug store: an extract, a fluid extract, and a tincture. Hasheesh has medicinal properties, but these are at present fulfilled more efficiently by the newer drugs.

Without doubt, hash-eesh is one of the most wonderful drugs in the entire materia medica. It is used universally by heathens: Malays, Burmese, Hindoos, Moors and Siamese. In the Orient it is endowed with such epithets as: exciter of joy; increaser of pleasure; leaf of delusion; laughter-mover. Only those who have tasted hash-eesh can appreciate what these mean.

One day I was tempted to try hash-eesh upon myself. Accordingly, I had my friend who is a pharmaceutical chemist prepare some of the fluid-extract for me. In the evening when I returned home I found a small vial of the substance on my desk. I removed the paper wrapping and held the vial up to the light. The liquid in it was a clear transparent brown. It might have been a decoction of caramel in distilled water; it looked as insignificant as that. But it was really the wonderful drug hash-eesh, laughter-producer, inciter of joy, etc. I looked at the bottle again and with genuine wonder and respect exclaimed: "So this is hash-eesh!"

I keyed the door of my room, for among other things hash-eesh causes an uncontrollable and insane laughter, and I did not care to be led off by ignorant lunatic-asylum guards who would not understand that my laughter

was due to hash-eesh and not to insanity. With a quivering hand I filled a dropper with the brown fluid and most carefully counted twenty drops into a tumbler of water. With a gulp I swallowed the contents and lay down to await results.

About an hour passed before the drug began to have effect. Suddenly the air became filled with a most wonderful sort of music. It came from afar, and it was so sweet and luring. Never in my life had my sense of hearing been gratified with so beautiful a harmony. A resonant organ, with a stop of sapphire and a diapason of opal, diffused endless octaves from star to star. All the moonbeams formed strings to vibrate the perfect pitch, and this entrancing unison was poured into my enchanted ears. Then I began to feel extremely light. I seemed to be hollowed out inside, in some magical manner, until I became a mere shell, ready to float away in space. This was succeeded by a feeling of metalliferousness. There was a metallic taste in my mouth, and even my sides felt to be of some sort of metal. I was sure, were I struck, I would give forth a metallic ring.

I began to rise horizontally from my couch. No walls impeded my progress and I floated into the outside air. The heavens seemed of turquoise where globules of mercury glittered. I was transported to wonderland. I walked in streets where gold was dirt, and I disdained to pick it up. I wondered whether it would be worth while to explore the canals of Mars or take a sleigh ride on the rings of Saturn.

I turned, I twisted, I twirled. I melted, I faded, I dissolved. My identity became lost in the ether; I was monarch of the air. All my senses were delightfully soothed; celestial music filled my ears; the air was filled with a heavenly fragrance; the colors were bright and glittering; a delicious warmth suffused my entire body. I felt like a god.

Suddenly I became aware of the funniness of everything. I began to laugh, and I laughed loud and boisterously. A brilliant array of jokes entered my mind. I coined funny sayings and laughed at them. I was bubbling over with good-nature and laughter. A piece of string on the floor looked ridiculous and I laughed at it. Why should strings lie on the floor? Why should there be such things as strings? What is so ridiculous as a string? It has neither shape nor form, and it is so insignificant. And I rolled over shrieking with laughter. When I got up my glance fell upon the window pane. I was struck by its funniness. Window pane? Why is a window pane? "You funny little, nonsensical

window pane," I bellowed between fits of laughter. I launched forward to strike at the window, but I tripped and fell to the floor. I tried to get up, but my strength seemed to have evaporated. I tried to speak, but my lips and tongue would not move.

The music faded, the wonderful colors faded, the funny feeling faded. I became inspired. Ah, I was a poet. I was Homer, Dante, and Shakespeare in one person. I was a teller of tales, and I was a philosopher. I formulated a wonderful theory of man's place in the universe. We are the center of the cosmos; we belong not to the world but to the universe. We are immortal, we never die. Life upon the world is but one single state of our existence. We never die, we simply pass from one state to another. Death terminates our earthly state, and we pass to some other state of existence. Then from that state we pass to still another state, and so on until the end of time. And time has no end. Therefore we are immortal. I formulated other theories and solved all sorts of universal problems, which I could not recall at this time.

I fell asleep shortly after this outburst of inspiration and awoke the next morning without any trace of the influence of hash-eesh. Yes, hash-eesh is a wonderful drug.

Edward Podolsky.

When Your Friends Buy Somewhere Else.

Do you boys want to know whom I pity most of all the bunch of business boys in this world that I pity? And before I tell you let me say to you that I pity a lot of 'em. I pity the poor bird with a bossy wife that won't stay out of his store, I pity the one that ain't got sand enough to stand up to his customers and tell 'em what's what, I pity the one that—oh, well, what's the use? Getting around the way I do, you see a lot of 'em that sort of make you feel sort of motherly, if you get me—makes you want to sort of take 'em on your lap and tell 'em a thing or two. Some I'd lay face down, too, take it from me.

But I started out to say something. I started out to say that the bird I pity most is the poor fat head that can't see that a man can be his friend and still buy stuff from his competitor.

D'ye get what I mean? I know quite a bunch of them fellows in our business, one in particular. My gosh, but he is as touchy as a fat man with thirty-seven boils. He expects his friends to give him their trade, and to give it all to him all the time. Let any of 'em so much as to go in another store for a 10-cent loaf of bread and he's on his hind legs, and treats 'em cool the next time he sees 'em in the street.

Why, this bird even got het up because one day when he was out of something one of his friends went to another store to get it! Can you beat that? He went to his friend's store first—give him the first chance—and only went somewhere else because he had to get what he wanted.

D'ye know this bird was sore even at that? Said he ought to of took something else.

"That's my idea of friendship in

business," he said to me when he told me about it. "I've have done that for him."

Well, mebbe he would and mebbe he wouldn't. This friend's in the harness business. Maybe if he'd gone there for a bridle and the boss hadn't any bridles, he'd have took a hoss collar instead. Mebbe and then again mebbe not.

"If a man says he's my friend and then goes somewhere else to buy his goods, I know he's lying to me," he said to me. "He isn't any friend of mine; if he was he'd stand by me."

"My gosh!" I says, "did you ever hear of one lawyer that had all the people's law business, or a doctor that everybody in the place went to? Why, I got lots of friends in the trade that don't buy goods of me. Of course they're blame foolish and short-sighted and all that, and I'm a-working night and day to make 'em see that, but gee whiz, I don't look on 'em as stabbing me in the back. I'd look fine saying I wouldn't speak to 'em—what chance would I have to sell 'em anything if I did that?"

My wife come in hopping mad the other day, because Mr. Denscher, where we get our little groceries, had seen her coming out of a chain store with a box of little cakes that the chain store had a drive on—and had called her down for it when she went in his store later! Can you beat that for a way to get trade?

"Denscher asked 8 cents for those cakes and I got them at the chain store for 5," she said. "Still he thought I ought to have gotten them from him. I told him as I paid cash I'd go wherever I pleased and it wasn't any of his business. Why, he was real disagreeable about it! I don't think I'll go in there again, the very idea of such a thing!"

You know the man that's spending his own coin is apt to feel it's up to him where he'll spend it. You can bet your neck on this, too—if my brother's got a bum store, or I don't like his stuff or something, and I can get just what I want somewhere else, Brother Joe ain't going to see me in his place. It's up to him to sell his place to me—d'ye get that.—and if he can't do that I'm going to get sold to somebody else. Joseph R. Chapman.

Household Liniment.

Menthol	1 dram
Oil of origanum	1 fluid oz.
Oil of hemlock	1 fluid oz.
Oil of sassafras	1 fluid oz.
Oil of turpentine	1 fluid oz.
Camphor	1 fluid oz.
Tincture of capsicum	½ fluid oz.
Tincture of myrrh	½ fluid oz.
Tincture benzoin comp.	½ fluid oz.

Alcohol and Petroleum—of each equal parts sufficient to make one pint.

Dissolve the oils and camphor in the alcohol and then add the other ingredients.

Menthol After-Shave Lotion.

The following yields a satisfactory preparation:

Menthol	1 drachm
Boric acid	4 drachms
Glycerin	4 ounces
Alcohol	1 pint
Witchhazel water to make	1 gallon

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An elaborate pyrotechnical exhibition will be given at

Ramona Park, Reed's Lake, Saturday night, Sept. 6.

The spectacular display will include many set and animated pieces, Harold Lloyd in Safety Last, Dancing Bear, Canopy of Stars, Bouquet of flowers. Many specially devised pieces will be shown for the first time. It's free. This is the exhibition postponed on account of the rain Labor Day night.

Thrilling Balloon Ascension!

Mrs. Stewart will make the Last Ascension of the season Sunday afternoon. It'll be a thriller. Don't miss it.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow		6 50@6 75	Cinchona	-----	@2 16
Boric (Powd.)	15 @ 25	Lavendar Gar'n	85@1 20		Colchicum	-----	@1 80
Boric (Xtal)	15 @ 25	Lemon	1 50@1 75		Cubebs	-----	@3 00
Carbolic	40 @ 47	Linseed, bld. bbl.	@1 11		Digitalis	-----	@1 80
Citric	59 @ 70	Linseed, bld. less 1	18@1 31		Gentian	-----	@1 35
Muriatic	3 1/4 @ 8	Linseed, raw. bbl.	@1 09		Ginger, D. S.	-----	@1 80
Nitric	9 @ 15	Linseed, ra. less 1	16@1 29		Guaiaac	-----	@2 20
Oxalic	20 1/4 @ 30	Mustard, artifi. oz.	@ 60		Guaiaac, Ammon.	-----	@2 00
Sulphuric	3 1/4 @ 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 1/4 @ 13	Orange, Sweet	4 50@4 75		Myrrh	-----	@2 50
Water, 14 deg.	6 1/4 @ 12	Organum, pure	@2 50		Nux Vomica	-----	@1 55
Carbonate	20 @ 25	Organum, com'l	1 00@1 20		Opium	-----	@3 50
Chloride (Gran.)	10 1/2 @ 20	Peppermint	3 00@3 25		Opium, Camp.	-----	@ 35
Balsams		Rose, pure	6 00@6 25		Opium, Deodor'd	-----	@3 50
Copaiba	60@1 00	Rosemary Flows	1 25@1 50		Rhubarb	-----	@1 70
Fir (Canada)	2 55@2 80	Sandalwood, E.	10 00@10 25		Paints.		
Fir (Oregon)	65@1 00	Sassafras, true	2 50@2 75		Lead, red dry	14 1/4 @ 15 1/4	
Peru	3 00@3 25	Sassafras, artifi	80@1 20		Lead, white dry	14 1/4 @ 15 1/4	
Tolu	3 00@3 25	Sassafras, true	2 50@2 75		Lead, white oil	14 1/4 @ 15 1/4	
Barks		Sassafras, artifi	80@1 20		Ochre, yellow bbl.	@ 2	
Cassia (ordinary)	25 @ 30	Sassafras, true	2 50@2 75		Ochre, yellow less 2 1/2	@ 6	
Cassia (Saigon)	50 @ 60	Sassafras, true	2 50@2 75		Red Venet'n Am.	3 1/2 @ 7	
Sassafras (pw. 50c)	@ 55	Sassafras, true	2 50@2 75		Red Venet'n Eng.	4 @ 8	
Soap Cut (powd.)	30c	Sassafras, true	2 50@2 75		Putty	-----	@ 50
Berries		Sassafras, true	2 50@2 75		Whiting, bbl.	-----	@ 4 1/2
Cubeb	@1 25	Sassafras, true	2 50@2 75		Whiting	-----	@ 5 1/2
Fish	25 @ 30	Sassafras, true	2 50@2 75		L. H. P. Prep.	2 80@3 00	
Juniper	7 @ 15	Sassafras, true	2 50@2 75		Rogers Prep.	2 80@3 00	
Prickly Ash	@ 30	Sassafras, true	2 50@2 75		Miscellaneous		
Extracts		Sassafras, true	2 50@2 75		Acetanalid	47 @ 55	
Licorice	60 @ 65	Sassafras, true	2 50@2 75		Alum	08 @ 12	
Licorice powd.	@1 00	Sassafras, true	2 50@2 75		Alum. powd. and	09 @ 15	
Flowers		Sassafras, true	2 50@2 75		Bismuth, Subni-	3 70@3 90	
Arnica	25 @ 30	Sassafras, true	2 50@2 75		trate	-----	
Chamomile (Ger.)	20 @ 25	Sassafras, true	2 50@2 75		Borax xtal or	07 @ 13	
Chamomile Rom.	1 75	Sassafras, true	2 50@2 75		powdered	07 @ 13	
Gums		Sassafras, true	2 50@2 75		Cantharades, po.	2 00@2 25	
Acacia, 1st	50 @ 55	Sassafras, true	2 50@2 75		Calomel	1 79@1 99	
Acacia, 2nd	45 @ 50	Sassafras, true	2 50@2 75		Capsicum, pow'd	48 @ 55	
Acacia, Sorts	20 @ 25	Sassafras, true	2 50@2 75		Carmine	6 00@6 60	
Acacia, Powdered	35 @ 40	Sassafras, true	2 50@2 75		Cassia Buds	25 @ 30	
Aloes (Barb Pow)	25 @ 35	Sassafras, true	2 50@2 75		Cloves	50 @ 55	
Aloes (Cape Pow)	25 @ 35	Sassafras, true	2 50@2 75		Chalk Prepared	14 @ 16	
Aloes (Soc. Pow.)	65 @ 70	Sassafras, true	2 50@2 75		Chloroform	55 @ 65	
Aloes (Soc. Pow.)	65 @ 70	Sassafras, true	2 50@2 75		Chloral Hydrate	1 35@1 85	
Asafoetida	65 @ 75	Sassafras, true	2 50@2 75		Cocaine	10 60@11 25	
Pow.	1 00@1 25	Sassafras, true	2 50@2 75		Cocoa Butter	55 @ 75	
Camphor	1 05@1 15	Sassafras, true	2 50@2 75		Corks, list, less	40@50%	
Guaiaac	@ 75	Sassafras, true	2 50@2 75		Copperas	2 1/2 @ 10	
Guaiaac, pow'd	@ 75	Sassafras, true	2 50@2 75		Copperas, Powd.	4 @ 10	
Kino	@ 85	Sassafras, true	2 50@2 75		Corrosive Sublim	1 43@1 64	
Kino, powdered	@ 90	Sassafras, true	2 50@2 75		Cream Tartar	30 @ 35	
Myrrh	@ 60	Sassafras, true	2 50@2 75		Cuttle bone	40 @ 50	
Myrrh, powdered	@ 65	Sassafras, true	2 50@2 75		Dextrine	6 @ 15	
Opium, powd.	18 15@18 45	Sassafras, true	2 50@2 75		Dover's Powder	3 50@4 00	
Opium, gran.	18 15@18 45	Sassafras, true	2 50@2 75		Emery, All Nos.	10 @ 15	
Shellac	90 @ 1 00	Sassafras, true	2 50@2 75		Emery, Powdered	8 @ 10	
Shellac Bleached	1 00@1 10	Sassafras, true	2 50@2 75		Epsom Salts, bbls.	@ 3	
Tragacanth, pow.	@ 1 75	Sassafras, true	2 50@2 75		Epsom Salts, less 3 1/2	@ 75	
Tragacanth	1 75 @ 2 25	Sassafras, true	2 50@2 75		Ergot, powdered	@ 15	
Turpentine	@ 25	Sassafras, true	2 50@2 75		Flake, White	15 @ 20	
Insecticides		Sassafras, true	2 50@2 75		Formaldehyde, lb.	1 1/4 @ 30	
Arsenic	15 @ 25	Sassafras, true	2 50@2 75		Gelatin	1 25@1 50	
Blue Vitriol, bbl.	@ 07	Sassafras, true	2 50@2 75		Glassware, less 55%	-----	
Blue Vitriol, less 8 1/2	@ 15	Sassafras, true	2 50@2 75		Glassware, full case 60%	-----	
Bordeaux Mix Dry	14 @ 29	Sassafras, true	2 50@2 75		Glauber Salts, bbl.	@ 03 1/2	
Hellebore, White	20 @ 30	Sassafras, true	2 50@2 75		Glauber Salts less 04	@ 10	
powdered	20 @ 30	Sassafras, true	2 50@2 75		Glue, Brown	21 @ 30	
Insect Powder	75 @ 85	Sassafras, true	2 50@2 75		Glue, Brown Grd	15 @ 20	
Lead Arsenate Po.	26 @ 35	Sassafras, true	2 50@2 75		Glue, white	27 1/2 @ 35	
Lime and Sulphur	8 1/4 @ 24	Sassafras, true	2 50@2 75		Glue, white grd.	25 @ 35	
Dry	32 @ 48	Sassafras, true	2 50@2 75		Glycerine	23 1/4 @ 45	
Paris Green	32 @ 48	Sassafras, true	2 50@2 75		Hops	65 @ 75	
Leaves		Sassafras, true	2 50@2 75		Iodine	6 45@6 90	
Buchu	1 35@1 50	Sassafras, true	2 50@2 75		Iodoform	7 35@7 65	
Buchu, powdered	@ 1 50	Sassafras, true	2 50@2 75		Lead Acetate	18 @ 25	
Sage, Bulk	25 @ 30	Sassafras, true	2 50@2 75		Mace	@ 10	
Sage, 1/4 loose	@ 40	Sassafras, true	2 50@2 75		Mace, powdered	@ 15	
Sage, powdered	@ 45	Sassafras, true	2 50@2 75		Menthol	16 00@16 25	
Senna, Alex.	75 @ 80	Sassafras, true	2 50@2 75		Morphine	11 18@11 93	
Senna, Tinn.	30 @ 35	Sassafras, true	2 50@2 75		Nux Vomica	@ 30	
Senna, Tinn. pow.	25 @ 35	Sassafras, true	2 50@2 75		Nux Vomica, pow.	17 @ 25	
Uva Ursi	20 @ 25	Sassafras, true	2 50@2 75		Pepper black pow.	32 @ 35	
Oils		Sassafras, true	2 50@2 75		Pepper, White	40 @ 45	
Almonds, Bitter, true	7 50@7 75	Sassafras, true	2 50@2 75		Pitch, Burgundry	12 @ 15	
Almonds, Bitter, artificial	4 00@4 25	Sassafras, true	2 50@2 75		Quassia	72 @ 1 33	
Almonds, Sweet, true	80 @ 1 20	Sassafras, true	2 50@2 75		Quinine	72 @ 1 33	
Almonds, Sweet, imitation	60 @ 1 00	Sassafras, true	2 50@2 75		Rochelle Salts	25 @ 35	
Amber, crude	1 50@1 75	Sassafras, true	2 50@2 75		Saccharine	@ 30	
Amber, rectified	1 75@2 00	Sassafras, true	2 50@2 75		Salt Peter	11 @ 22	
Anise	1 00@1 25	Sassafras, true	2 50@2 75		Selditz Mixture	30 @ 40	
Bergamont	5 75@6 00	Sassafras, true	2 50@2 75		Soap, green	15 @ 30	
Cajeput	1 50@1 75	Sassafras, true	2 50@2 75		Soap mott cast.	22 1/2 @ 25	
Cassia	3 50@3 75	Sassafras, true	2 50@2 75		Soap, white castile	@ 10 30	
Castor	1 90@2 15	Sassafras, true	2 50@2 75		Soap, white castile less, per bar	@ 1 30	
Cedar Leaf	1 75@2 00	Sassafras, true	2 50@2 75		Soda Ash	3 1/4 @ 10	
Citronella	1 50@1 75	Sassafras, true	2 50@2 75		Soda Bicarbonate	3 1/4 @ 10	
Cloves	3 00@3 25	Sassafras, true	2 50@2 75		Soda, Sal	03 @ 08	
Cocoonut	25 @ 35	Sassafras, true	2 50@2 75		Spirits Camphor	@ 1 35	
Cod Liver	1 55@1 75	Sassafras, true	2 50@2 75		Sulphur, roll	3 1/4 @ 10	
Croton	2 00@2 25	Sassafras, true	2 50@2 75		Sulphur, Subl.	04 @ 10	
Cotton Seed	1 50@1 70	Sassafras, true	2 50@2 75		Tamarinds	20 @ 25	
Cubebs	7 50@7 75	Sassafras, true	2 50@2 75		Tartar Emetic	70 @ 75	
Eugenol	3 00@3 25	Sassafras, true	2 50@2 75		Turpentine, Ven.	50 @ 75	
Eucalyptus	1 25@1 50	Sassafras, true	2 50@2 75		Vanilla Ex. pure	1 75@2 25	
Hemlock, pure	2 00@2 25	Sassafras, true	2 50@2 75		Vanilla Ex. pure 2	50@3 00	
Juniper Berries	2 25@2 50	Sassafras, true	2 50@2 75		Zinc Sulphate	04 @ 15	
Juniper Wood	1 50@1 75	Sassafras, true	2 50@2 75				
Lard, extra	1 50@1 70	Sassafras, true	2 50@2 75				
Lard, No. 1	1 25@1 45	Sassafras, true	2 50@2 75				

GROCERY PRICE CURRENT

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

ADVANCED

Post Toasties
Red Alaska Salmon
Beans
Quaker Milk
Rolled Oats

DECLINED

Blackberries
Michigan Cheese

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 70
Peanut butter, 10 1/2 oz. 3 25
Peanut butter, 6 1/2 oz. 2 00
Peanut butter, 3 1/2 oz. 1 25
Prepared Spaghetti ----- 1 40
Baked beans, 16 oz. ----- 1 40

BLUING

Original
condensed Pearl
Crown Capped

4 doz., 10c dz. 85
3 dz. 15c, dz. 1 25

BREAKFAST FOODS

Cracked Wheat, 24-2 ----- 3 85
Cream of Wheat ----- 6 90
Pillsbury's Best Cerl ----- 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
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 ----- 3 45
Post Toasties, 24s ----- 3 45
Post's Bran, 24s ----- 2 70

BROOMS

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

BRUSHES

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

Stove

Shaker ----- 1 80
No. 50 ----- 2 00
Peerless ----- 2 60

Shoe

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

BUTTER COLOR

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

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. ----- 12.8
Paraffine, 6s ----- 14.4
Paraffine, 12s ----- 14.4
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 00
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 80@3 00
P'apple, 2 br. sl. 2 75@2 85
P'apple, 2 1/2, sl. 3 80@4 25
P'apple, 2, cru. ----- 12 00
Pineapple, 10 cru. ----- 2 90
Pears, No. 2 ----- 1 40
Pears, No. 2 1/2 ----- 3 75@4 25
Plums, No. 2 ----- 1 50@1 75
Plums, No. 2 1/2 ----- 2 75
Raspberries, No. 2, blk 3 25
Raspberries, Red, No. 10 13 00
Raspberries, 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 1/4, Star 2 70
Shrimp, 1, wet 2 10@2 25
Sardines, 1/4 Oil, k'less 6 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2s 3 00
Salmon, Red Alaska ----- 3 10
Salmon, Med. Alaska ----- 2 15
Salmon, Pink Alaska 1 65
Sardines, Im. 1/4, ea. 10@25
Sardines, Im. 1/2, ea. ----- 25
Sardines, Cal. ----- 1 65@1 80
Tuna, 1/2, Albocore ----- 95
Tuna, 1/4s, Curtis, doz. 2 20
Tuna, 1/2s, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT.

Bacon, Med. Beechnut 2 40
Bacon, Lge. Beechnut 4 05
Beef, No. 1, Corned ----- 2 75
Beef, No. 1, Roast ----- 2 75
Beef, No. 2 1/2, Eagle sli 1 25
Beef, No. 1/2, Qua. sli. 1 75
Beef, 5 oz., Qua. sli. 2 50
Beef, No. 1, B'nut, sli. 5 10

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

Baked Beans

Campbells ----- 1 15
Quaker, 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 60@4 75
No. 2 1/2, Lge. Green 4 50
W. Bean, cut ----- 2 25
Green 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, 2 gr. Soaked 95
Red Kid, No. 1 2 10@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 00
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels ----- 38
Mushrooms, Choice ----- 45
Mushrooms, Sur Extra 50
Peas, No. 2, E. J. 1 65@1 80
Peas, No. 2, Sift. ----- 1 90@2 10
June ----- 1 90@2 10
Peas, No. 2, Ex. Sift. ----- 2 60
E. J. ----- 2 60
Peas, Ex. Fine, French 25
Pumpkin, No. 1 1 35@1 50
Pumpkin, No. 10 4 50@5 60
Pimenton, 1/4, each 12@14
Pimenton, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/2 1 60
Sauerkraut, No. 2 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 ----- 22
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
Spearment, Wrigleys ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

CHOCOLATE.

Baker, Caracas, 1/4s ----- 37
Baker, Caracas, 1/2s ----- 35
Hersheys, Premium, 1/4s ----- 35
Hersheys, Premium, 1/2s ----- 36
Droste's Dutch, 1/4 lb. 4 75
Droste's Dutch, 1/2 lb. 2 00
Hersheys, 1/4s ----- 33
Hersheys, 1/2s ----- 33
Huyler ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/4s ----- 32
Runkles, 1/2s ----- 36
Van Houten, 1/4s ----- 75
Van Houten, 1/2s ----- 75

COCOA.

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

COCOANUT.

1/4s, 5 lb. case Dunham 43
1/4s, 5 lb. case ----- 40
1/4s & 1/2s 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 50

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 25
Quaker, Baby, 8 doz. 4 15
Quaker, Gallon, 1/2 doz. 4 10
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 40
Every Day, Baby ----- 4 40
Pet, Tall ----- 4 50
Pet, Baby, 8 oz. ----- 4 40

Quaker, Tall, 4 doz. ----- 4 25
Quaker, Baby, 8 doz. 4 15
Quaker, Gallon, 1/2 doz. 4 10
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 40
Every Day, Baby ----- 4 40
Pet, Tall ----- 4 50
Pet, Baby, 8 oz. ----- 4 40

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 06
Cabinets, 50s ----- 73 00

Tillford 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 ----- 95 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 ----- 58 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 80
Nibble Sticks ----- 1 95
Primrose Choc. ----- 1 25
No. 12 Choc., Dark ----- 1 70
No. 12 Choc., Light ----- 1 75
Chocolate Nut Rolls ----- 1 75

Gum Drops Pails

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

Lozenges. Pails

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

Hard Goods. Pails

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

Cough Drops Bxs.

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
Atlantic Cream Mints ----- 31
Silver King M. Mallowes 31
Walnut Sundae, 24, 5c 80
Neapolitan, 24, 5c ----- 80
Yankee Jack, 24, 5c ----- 80
Mich. 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, specially 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. 13

Peel

Lemon, American ----- 25
Orange, American ----- 16

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 ----- 06 1/4
Cal. Limas ----- 16
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
Poulds, 2 doz., 8 oz. 1 90
Quaker, 2 doz. ----- 1 80

Pearl Barley

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

HORSE RADISH	
Per doz., 5 oz.	1 15

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.	35

OLEOMARGARINE	
Kent Storage Brands.	

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

Swift Brands.	
Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands	
Car-load 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

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

MOLASSES.	
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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 50
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. A.	6 65

NUTS.	
Whole	

Almonds, Terregona	20
Brazil, New	15
Fancy mixed	20
Filberts, Sicily	15
Peanuts, Virginia, raw	11 1/2
Peanuts, Vir. roasted	13
Peanuts, Jumbo, raw	13
Peanuts, Jumbo, rst'd	15
Pecans, 3 star	23
Pecans, Jumbo	24
Pecans, California	28
Walnuts, Salted	28

Shelled.	
Almonds	48
Peanuts, Spanish	16
125 lb. bags	32
Filberts	32
Pecans	30
Walnuts	60

Fancy No. 1	17
Jumbo	23

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

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

PEANUT BUTTER.	
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Pint, Jars, dozen	2 75
4 oz. Jar, plain, doz.	1 30
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 30
20 oz. Jar, Pl. doz.	4 25
3 oz. Jar, Stu., doz.	1 35
6 oz. Jar, stuffed, doz.	2 50
9 oz. Jar, stuffed, doz.	3 50
12 oz. Jar, Stuffed	4 50@4 75
29 oz. Jar, stuffed dz.	7 00

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

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



Iron Barrels.	
Light	59.2
Medium	61.2
Heavy	64.2
Special heavy	66.2
Extra heavy	69.2
Transmission Oil	59.2
Finol, 4 oz. cans, doz.	1.40
Finol, 8 oz. cans, doz.	1.90
Parowax, 100, lb.	7.7
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, 1200 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

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

Cows.	
Top	12 1/2
Good	12
Medium	10
Common	09

Veal.	
Good	15
Top	16
Medium	12

Lamb.	
Good	26
Medium	23
Poor	18

Mutton.	
Good	14
Medium	12 1/2
Poor	08

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	25 00@26 00
Short Cut Clear	24 00@25 00
Clear Family	29 00@30 00

Dry Salt Meats	
S P Bellies	18 00@20 00

Lard	
Pure in tierces	15 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1
3 lb. pails	advance 1
Compound	15 1/2

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

Smoked Meats	
Hams, 14-16, lb.	25@27
Hams, 16-18, lb.	28
Ham, dried beef	
sets	38 @39
California Hams	13@14
Picnic Boiled	
Hams	30 @32
Boiled Hams	35 @38
Mixed Hams	14 @15
Bacon	18 @30

Beef	
Boneless	23 00@24 00
Rump, new	23 00@24 00
Mince Meat.	
Condensed No. 1 car.	2 00
Condensed Bakers brick	3 11
Moist in glass	8 00

Pig's Feet	
1/2 bbls.	2 50
1/4 bbls., 35 lbs.	4 00
1/2 bbl.	7 00
1 bbl.	14 15

Tripe.	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00
Hogs, per lb.	@42
Beef, round set	14@26
Beef, middles, set	25@30
Sheep, a skein	1 75@2 00

RICE	
Fancy Blue Rose 7 1/2@7 1/4	
Fancy Head	8@9
Broken	3 1/4

ROLLED OATS	
Steel Cut, 100 lb. sks.	3 50
Silver Flake, 12 Fam.	2 50
Quaker, 18 Regular	1 85
Quaker, 12s Family N	2 75
Mothers, 12s, 18 Num	3 25
Silver Flake, 18 Reg.	1 60
Sacks, 90 lb. Jute	3 50
Sacks, 90 lb. Cotton	3 60

RUSKS.	
Holland Rusk Co.	

36 roll packages	4 25
18 roll packages	2 15
36 carton packages	4 75
18 carton packages	2 40

SALERATUS	
Arm and Hammer	3 75

SAL SODA	
Granulated, bbls.	1 80
Granulated, 100 lbs. cs	2 00
Granulated, 36 2 1/2 lb. packages	2 25

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

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

Herring	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	95
Boned, 10 lb. boxes	27
1/2 bbl., 100 lbs.	6 50

Mackerel	
Tubs, 100 lb. fancy fat	16 50
Tubs, 60 count	5 00

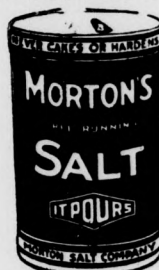
White Fish	
Med. Fancy, 100 lb.	13 00

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

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

SALT.	
Colonial, 24 lb.	95
Log Cab., Iodized, 24-2	2 40
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Crushed Rock for ice cream, 100 lb. each	75
Rutter salt, 280 lb. bbl	40
Blocks, 50 lb.	47

Baker Salt, 280 lb. bbl.	4 25
100, 3 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40



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



Worcester	
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SOAP	
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Bbls. 30-10 sks.	5 40
Bbls. 60-5 sks.	5 55
Bbls. 120-2 1/2 sks.	6 05
100-3 lb. sks.	6 05
Bbls. 280 lb. bulk:	
A-Butter	4 20
AA-Butter	4 20
Plain 50-lb. blks.	52
No. 1 Medium bbl.	2 75
Tecumseh 70-lb. farm sk.	92
Cases, Ivory, 24-2 cart	2 35
Bags 25 lb. No. 1 med.	26
Bags 25 lb. Cloth dairy	40
Bags 50 lb. Cloth dairy	76
Rock "C" 100-lb. sacks	70

Am. Family, 100 box	6 00
Export, 120 box	4 90
Big Four Wh. Na. 100s	

Thoughts Suggested By the Nearness of Mars.

Grandville, Sept. 2.—Shall we talk with Mars?

If not, why not? Strange things are happening every day, and it may not be too far-fetched to imagine a correspondence going on between this earth planet and those other attendants around the Sun.

How many things now in existence were the mysteries of a past generation? One can hardly number them on the fingers of the two hands. Then why deny the possibility of even greater miracles to come about in the near future?

This is an age of wonderful discoveries, discoveries in the workings of nature never dreamed of in our philosophy.

The writer had once on a time a ministerial friend who held to the idea that our friends who quitted this world, going out of the sight of our earthly vision forever, would land on another planet which was under the same guiding hand as was the earth. He did not make this thought a part of any of his pulpit utterances; had he done so he would have lost his job.

Thinking such things are a mere flight of fancy, you say. Well, what if they are? Have not dreams of a seeming abnormal nature come true in the creation of miraculous engineering feats that have astounded the world?

What were once considered impossible of accomplishment have been done and the world has acquiesced without a murmur. The astronomers are seeking communication with our brothers on an adjacent planet called Mars. They may not succeed this time, but constant work along these lines will surely lead to results some time, and when that time comes earth man will know a whole lot more than he does to-day.

We may wonder if the inhabitants of the other planets have caucuses or primaries, whether or no there are parties and political strife among the stars. Wars, too, are doubtless among the characteristics of Mars' inhabitants. It is possible that Daniel Webster, George Washington, Abraham Lincoln and others we have known in life and have read of in history are the leaders of great movements on that far away planet.

Earth spirits may have become Mars inhabitants. If not, why not?

Man's imagination may run riot at times, yet nothing in the imagination of the wildest-eyed inhabitant has equalled the actualities of the past fifty years. Radio would have been considered the works of the evil one had it been discovered a century ago. To-day we recognize it as a mere part of that great ethereal plane in which minutest particles flounder in space waiting to be taken up and made to do duty in alleviating the inharmonious conditions surrounding our earthly sphere.

We are on the eve of even greater discoveries than any yet made. Of this there is not the shadow of a doubt. We live and learn each day.

If at first you don't succeed, try, try again.

That is about the first thing a boy or girl has to learn when going to school. It is this everlasting trying that accomplishes things, some of which were believed to be impossible in the long ago. Fact is, there is nothing impossible.

It is known that a number of planets many of them larger than our earth, swing through space, circling the great center known as the sun, while at the same time turning swiftly on their own axis. Why is it a foolish dream, the belief that each of these masses of matter, globular in form like the earth, are inhabited by beings similar to those on the earth?

Clouds have been discovered floating in the atmosphere of Mars. There

is every evidence of an atmosphere similar to that of earth, and now more than ever should we feel sure of our footing when discussing these great spheres put in the skies for a purpose which has not yet been granted man to understand.

Did you ever stand out in the open just as the sun descended below the horizon of a still night in autumn and contemplate the dazzling brilliancy of the colored fretwork of clouds filming the heavens here and there, more entrancing than any picture framed by the greatest world artist?

Did your gaze seek to penetrate beyond those varied hued clouds to the great spaces beyond and above the earth, where, with your feet high up above the great world, you could look down over the great whirling globe, brimming along its outer edge with gold fringes and yellow and purple shades of sunlight, calling to your aid every bit of fanciful power your brain was capable of producing, and say within your innermost being, "This is the handiwork of that unseen power which has ruled the worlds without number, throughout the billions of years which have swung into darkness since the first atom was created and worlds began taking form amid the tremendous sweep of space beyond the imagination to conceive."

The idea that man has discovered all the secrets of creation is too flimsy to entertain for a moment.

Possibly the astronomers of the different nations of the world may make new discoveries this month with regard to the construction and climatic conditions on the planet Mars, but it is not likely. Nor is it likely that communication will be established between earth and that star in the East which is to-day attracting so much attention.

Ages of the dead past lie behind us; ages of an unknown future confront and confound our senses, and yet the time must assuredly come when the secrets of the skies will be revealed, and what has puzzled the scientific world for countless ages will be read of all men as an open book to the confounding of many world old theories of the past.

Old Timer.

A warning may be timely to those who wish to get in on the ground floor of Germany's expected commercial and industrial revival. The German government bonds covering the \$200,000,000 reparations loan will be as safe and secure as the banking houses distributing them can make them. American financiers went to the London conference for this purpose. Investing in German private enterprise, however, should be considered and cautious—as considered and cautious as an investment in an American enterprise. Full investigation of any offering is necessary. German industries have spent large sums during the last few years of financial chaos, and their equipment is in excellent condition. At the same time however, there have been many mushroom growths out of the ruined currency, and all of them have not yet been liquidated. Any American, therefore, who intends buying private German securities will watch his step—just as he does when buying nearer home.

The Perfect Hypocrite.

Teacher—Johnny, can you tell me what a hypocrite is?

Johnny—Yes, ma'am it's a boy what comes to school with a smile on his face.

Simplicity of manner is the last attainment. Men are very long afraid of being natural, from the dread of being taken for ordinary.

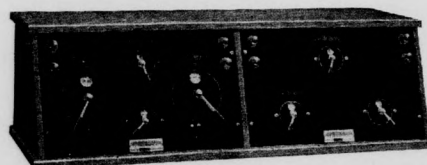
Sets that Sell Quickly and Stay Sold



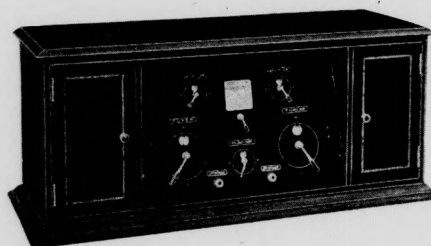
MRC-2. Michigan Midget
One Detector and one-stage
Amplification ----- **\$32.50**



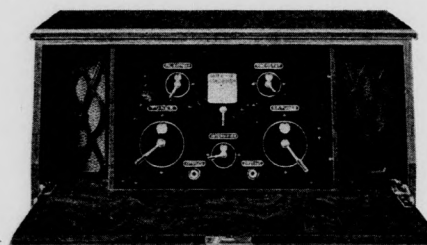
MRC-11. Michigan Midget
2-stage Amplifier ----- **\$30.00**



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 beau-
tiful set in America ----- **\$150.00**

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 electrically—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 807,383.

Michigan Radio Corporation
Grand Rapids, Michigan

PROBLEM OF REFORESTATION

(Continued from page 17)

stored in the heavy duff on the ground. This seed will germinate if given sunlight. Clean cutting, with no attempt to save small trees or advance reproduction (which are usually undesirable species) may be practiced. The essential thing is the prompt burning of slashing before the next growing season after logging. This is necessary both for the general safety of the region and for the protection of the large number of sapplings, which germinate from the stored-up seed during the first summer after the removal of the timber." It is clear, therefore, that in this great territory natural reforestation is the rule, and the present logging methods accord with the best forestry practice.

There are some forest sections, however, where reforestation might be better promoted if some seed trees were left. When the Federal Government recognizes new growth as an element of value for purchase, and when state governments enact a rational form of taxation and fire protection is assured, the economic conditions will be so altered that the logger may be warranted in risking a part of his present profits by leaving some trees standing, in the hope of securing a greater profit in the future.

It is contended by some that the ownership of timber land involves a duty to the public to leave seed trees and take all other measures necessary to keep the land in continuous production. If there is any foundation for this contention, it must follow that it is equally a duty of the public to make it economically possible for the individual to do this, or, failing in this, to compensate him for the timber which he leaves standing for the benefit of the public. We must not forget that reforestation is purely an economic problem, and on that basis only can private enterprise be expected to participate in its solution.

The remainder of the privately owned forests, after deducting those that reforest naturally, is insignificant compared with the utilization of the great areas of lands already cut-over and upon which we must rely for a large part of our future timber supply. Generally speaking, in reforestation the matter of continuous management is of greater importance than the practices followed in logging.

I have made no reference to the 150,000,000 acres of farm wood lots because this area—great as it is—need give us but little concern. The farmer is a natural conservator, and for his own uses he must keep his wood lot in a continuous state of forest productivity. He needs shady pasture for his stock in the heat of the summer and he needs the fuel that the wood lot affords. He naturally markets his mature and more valuable timber and thus promotes the more rapid growth of the younger trees. The Department of Agriculture is giving him hearty support and co-operation in applying approved forestry methods, and so, as I have said, this great area can practically be omitted from our consideration.

I have attempted to show that the necessary reforestation involves three fundamentals:

1. Large purchases by the Federal Government.
2. Removal by the states of the tax barriers to private reforestation.
3. Co-operative fire protection by joint contribution from the Federal Government, the state and the private owner.

This last requires legislative action by the states.

Please keep these three points in mind and render your country a real service by actively participating in their support.

We have been discussing the question of growing a new crop of timber and your duty in that connection as

patriotic citizens who have at heart the future welfare of our country.

There is, however, a duty which is just as patriotic and equally important, but which devolves almost solely upon the engineering professions. I refer to the prolongation of our existing timber supply through much closer and better utilization of the product therefrom. This requires research sufficient to give an intimate knowledge of the processes and products of the producer and the consumer.

I have not the time, nor is it my province to go into details, but present conditions are a challenge to every drop of professional fighting blood in your veins.

A pamphlet recently issued by the United States Forest Service makes this statement: "Out of a cut of twenty-two and one-half billion cubic feet we waste each year more than nine billion feet. By the elimination of obvious waste in the woods, in the manufacture of lumber, and in its remanufacture and use, by the general application of technical knowledge already available, and by thorough going research in the practice, protection and utilization of wood, it should be possible to save at least six and one-half billion board feet of lumber each year, and additional amounts of other material. The possible saving in lumber alone is equal to the present yearly growth on 170,000,000 acres."

Therefore, if the lumbermen of this country can eliminate what the Bureau of Forestry terms "the obvious waste," and perfect the methods of protection and utilization of wood, it will be equivalent to planting and keeping in continuous production 170,000,000 acres of forest land. Is the task worthy of your notice? Furthermore, remember that the ultimate consumer has to pay for this waste, which has an annual value of over \$200,000,000. Think of the burden of cost that would be lifted even by its partial elimination. Conservation then is the phase of the timber problem that demands the best efforts of the lumberman.

Naturally the query at once arises in our mind as to why sensible men have not long ago dropped these wasteful methods, and why they were ever allowed to come into existence. The detailed answer would add too much to a paper that is already too long, but we can sum the matter up in a few words. The producer, distributor and consumer of lumber are following customs which arose years ago when forests were plentiful and lumber was cheap. In other words, both the processes and the specifications are apt to be extravagantly faulty, and science as yet has given scant consideration to the problem of utilizing our now unavoidable wastes.

A man who leads in every circle of activity which he touches has seen the necessity of improving and standardizing the methods of lumber production, distribution and consumption and has inaugurated a movement to this end. Under the inspiring leadership of Secretary Hoover, splendidly supported by Secretary Wallace, this work is well started and its successful accomplishment will do much to eliminate waste. Your profession is represented on the Committees which have this work in charge, but we must have the general co-operation of engineers and architects because the public must be assured that the findings of the committees are on a sound, scientific basis. Please do not treat this as a merely perfunctory request. There is real need for active support and the fact that Herbert Hoover is leading the movement is proof that it is a matter of positive National importance.

John W. Blodgett.

Men oftentimes condemn because they do not understand.

Garments For Women.

While petticoat business has not been particularly good for the spring and summer, it is indicated by advance sales that it will be better for fall and winter. Shorter lengths are in demand, the range of most favored lengths being from 28 to 36. Radium silks and tricot jerseys are selling excellently. Straight-line flounceless styles are popular. There is a tendency toward petticoats to match outer garments.

Slips continue to be popular. There is a demand now for slips designed to go with tunic effects. In cotton, heavy plain and striped sateens are well liked, with soft-finished cotton taffetas in good favor also. Tricot jerseys are popular in silks.

Sport models in fall and winter bloomers are moving nicely. Among novelties is a style featured by ample seat capacity and by cuffs at the bottom with garter effect.

Unceasing industry and a steady resolve to stick to one thing and succeed at that, is the answer to the man who says he wants to succeed, but never had a chance.

If some other fellow's opportunity looks better to you than your own, remember yours probably looks better to him than his own.

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.

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8:05 P. M. Daily
Grand Rapids Time

From Chicago

7:45 P. M. Daily. Chicago Time

FARE \$4.20

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

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

Grand Haven, Muskegon
Electric Ry.

OVER NIGHT SERVICE

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

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 mercantile business located twenty miles east of Marquette on the D. S. S. & A. Ry. Post office and railway ticket office in connection. Also good real estate adjoining. Owner desires change of location account of wife's health. For further particulars address C. A. Gogarn Co., Deerton, Alger Co., Mich. 697

FOR SALE OR TRADE—Brick store building. MAIN corner, Merrill. Address Mrs. McCauley, Merrill, Mich. 698

WE PAY CASH for your soap that don't sell. If you have five cases or more write us. We will make you an offer. Lauraine Sales Co., Station C, Toledo, Ohio. 699

For Sale—Grocery stock and fixtures in a Western Michigan town 10,000 population. Address No. 700, c/o Michigan Tradesman. 700

FOR SALE—FIXTURES AND STOCK OF HABERDASHERY. INCLUDING STAR SHIRTS, CROFUT & KNAPP HATS AND EXCLUSIVE HANDLING OF LANGROCK CLOTHES. GOOD LOCATION. REASONABLE RENT. FOR INFORMATION ADDRESS No. 701 c/o MICHIGAN TRADESMAN. 701

FOR SALE—Four (4) draw cabinet National cash register. Good as new. A bargain. Write Manton Produce Co., Manton, Mich. 702

Gentlemen experienced in advertising, sales promotion, and display work desires a position with a reputable firm. Student of Page-Davis, and can furnish the best of references as to ability and character. Would consider a position on a sales force. Opportunities in present position limited. Well acquainted with advertising field in this locality. If you have a business proposition and want a worker, write No. 703, c/o Michigan Tradesman. 703

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 \$6,500; 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 LEVINSOHN, 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

RANDOM REFLECTIONS.

Side Lights on Several Topics of Present Interest.

Written for the Tradesman.

It is surely refreshing to read a political contribution, such as the Tradesman editor addressed to his constituency last week, so entirely devoid of both palaver and prejudice. While frankly in the interest of Mr. Sligh, and perfectly candid in the discussion of other candidates, it was delightfully free from the puerile pendants of the ordinary political argument.

It struck me as being a model of literary style and convincing candor and, for that reason, of much greater service to the favored candidate and to the people. Indeed, as I interpret the article, it is designed as a contribution of the editor in the interest of the people. Political campaigns, in the best analysis, are not fought out just to put some person, or group of persons, into political position for their own particular pleasure or profit—either in fame or fortune—but to assure to the people the greatest service in wise legislation and efficient administration.

So true are the words of the Good Book "A prophet is not without honor, save in his own country" that a man must have some outstanding qualities to overcome the envy and criticisms of his own community—the "small town stuff" that is not confined to small towns.

In this primary campaign the majority party may almost be said to be burdened by its riches—or at least by its abundance—of candidates.

If my own political affiliations permitted me to enter into any discussion of these candidacies I would try and follow the excellent example of the Tradesman editor, with the same good temper of the article referred to, by also suggesting a fellow townsman, who is likewise a candidate for the preference of the people for this great position of usefulness. In fact, for what seems to those who best know him, a deserved promotion to the Governorship of Lieutenant Governor Tom Read.

And if I might, without embarrassment to him, engage in the promotion of his candidacy I would ask the people of Michigan a few questions about the quality of man whom they think could be of the greatest service to the State of Michigan in solving the problems which to-day confront it with startling seriousness.

The Tradesman editor was particularly kind in his reference to the candidate of the minority party—which is not the editor's party. But the question of majority or minority does not enter one wee whit into the attitude of the Tradesman upon any question under the sun. I have known Tom Read as the Tradesman's editor has known Mr. Frensdorf and I am happy to say the same things of him that the Tradesman editor said of the candidate from his native town, "I cannot conceive of him doing a mean thing or failing to do the right thing in the right way."

A peculiar sentiment hedges about the place of one's birth, whether it be

a log cabin in the wilderness, the modest home in a small town, or the mansion in the metropolis. I have known this from experience, and the other day when I remarked to the editor of the Tradesman that I was about to visit the historic village of Hudson for the first time, he asked me, with just a trace of emotion, to observe it carefully; for it was his birthplace.

Hudson is a delightful town to visit. It gives one the impression of a sturdy past, a prosperous present and a promising future. There is nothing of the boom or bustle about it, yet an evidence of competence and progress prevails. It is located in one of the most fertile agricultural sections of the country. The people have been industrious and thrifty. Some of the older buildings have seen better days, yet many of them combine the romance of the past with the progress of the present. Hudson's most prominent present day resident is the Democratic candidate for Governor, who, as it happened, was visiting my town as I was passing through his. And he, like the Apostle Paul, is "a citizen of no mean city." For Hudson has produced a number of men besides those whom I have mentioned who have been useful to society and brought credit to their town.

As I drove about Hudson I thought of the friends who had been or were of it, like Mr. Stowe and Mr. Frensdorf and James Schermerhorn—and still another. Just a short distance East of the village is a large field stone located on the fence line of a well-kept farm home and on it is a bronze tablet stating that it was placed there by the Federated Womens' Clubs of Lenawee county, marking the birthplace of "Will Carleton, poet." And this inscription turned back in my mind the pages of time to a happy companionship of youth. A little further along on the road is a small white school house and under the overhanging eaves is painted in large black letters, "The Carleton School."

Here I stopped for a little while and wandered about the yard and observed the well-kept temple of learning. The wide door contains several keyholes, indicative of lost keys or defective locks. Some initials are carved on the panels. On the casing is posted a notice, the wording quite obliterated by the elements. The grass in the yard is long and a big burdock bush flourishes at the corner of the building. I tried to visualize the youthful rustic of latent literary talent to analyze the part which his early environment played in the scenes and personages of his poetical pictures. The tidy farm house, evidently of a later period than that of Carleton's birth in 1848, might have suggested:

Out of the old house, Nancy,
Moved up into the new,
All of our hurry and worry
Is just as good as through.

But there were no hills in sight to identify:

Over the hills to the poor house
I'm wending my weary way.
I, a woman of seventy
And only a trifle gray.

And I wondered about Charley and Becky and about little Jim, whose disappointed father declared,

His body's too small for a farmer,

His judgment's rather too slim,
So I thought we'd be making
An editor out o' him."

And then I rambled on; and, somehow, out of the atmosphere of the place, came a spirit which has enabled me since to re-read the homey writings of Carleton with a greater appreciation and a fuller understanding.

Harry M. Royal.

BAD CHECK ARTISTS.

Detroit Has Her Full Share of Pen Crooks.

Detroit, Sept. 2.—One merchant reports receiving a bad check drawn on the First National Bank of Fort Wayne, Indiana, payable to cash, signed D. A. Hammill, giving the above address. Check returned "No Account."

Another merchant reports that one Frank H. Angel attempted to pass a bad check made payable to himself, drawn on the Central Savings Bank, Seminole and Gratiot Branch, signed by Arthur S. Weadick. Mr. Angel uses the address, 664 Meadowbrook and 4433 Avery avenue. He identifies himself with a business card which indicates that he represents the Tysinger Cigar Company of Hempton, Va. He is described as being heavy set, dark complexion.

Mr. Nippa, of the Continental Bank, reports bad checks being issued and signed by Charles R. Thompson, also his wife Eiline Thompson, formerly 4748 Trumbull avenue. Checks are drawn on the Continental Bank. Both Mr. and Mrs. Thompson are described as being about 30 years of age and medium build. If apprehended get in touch with Mr. Nippa immediately as a warrant has been issued for their arrest.

A druggist reports a bad check, drawn on the Central Savings Bank, Woodward Branch, payable to Anna D. Horton, signed by J. E. Horton, 35 Charlotte street, Apt. 312, returned "Account Closed." They have left the address given.

A shoe dealer reports receiving a bad check signed by the above drawn on the Peoples State Bank, Main Office. The Bank reported "No Account," and we understand there is a warrant out for his arrest. Please notify this office if he comes to your attention.

A grocer reports an attempt to pass a bad check on the Wayne County and Home Savings Bank, Woodward and High Street Branch, payable to cash, signed by George Miller. He is described as wearing a blue suit, straw hat, has large brown eyes, well dressed.

The Retail Merchants' Association is looking for a party by the name of Leon Herrington who claims to be from Columbus and Newark, Ohio. He has been passing bad checks drawn on the First National Bank of Newark. He is described as follows: About 47 years of age, 190 pounds, seems to have plenty of identification and produces pictures of himself and daughter in an automobile, also has a picture of his brother standing by a Ford Agency, which he is supposed to own. He has still another picture of himself on a farm and in this case he seems to fit the case. Has one very noticeable

habit of chewing a toothpick. If you come in contact with this man, kindly get in touch with this office promptly.

Part giving the name of Couchie, Wm., alias Wm. Holley, alias Wm. Couchin, has been reported as having passed several bad checks ranging from \$10 upwards, in Pontiac and Detroit, drawn on the Pontiac Commercial Savings Bank. It is reported that there are several warrants for his arrest on a charge of embezzlement of \$1000. He was recently connected with Jos. David Company of Detroit at their Pontiac Branch. He is described as follows: 6 feet tall, 165 pounds, 29 years of age, jet black hair, dark complexion, about half Indian, half French, high cheek bones, can talk two or three languages, well educated, good penman, can write three or four styles perfectly. He was at one time a guide in Canada.

Another epidemic of fraudulent checks signed by H. H. Dickinson have appeared during the past week. They have been in small amounts and made out on typewriter with the amount printed in by check protector, drawn on the Peoples State Bank, and Wayne County Savings Bank, Blvd. Branch. A short time ago we published repeated warnings against a party using Mr. Dickinson's name and were successful in rounding up a man whose name was reported to us as Roy Pitcher, 4621 15th street. We are informed that the case was dismissed on account of lack of desire to prosecute by his victims. Any checks issued by Mr. Dickinson personally are always signed H. H. Dickinson, Jr., and the company's checks are signed H. H. Dickinson Company, by H. H. Dickinson, Jr. Neither of them carry an account in the above banks. If any of these checks come to your notice please advise us immediately and endeavor to hold the party presenting them.

A party by the name of A. G. Hill, formerly living at 1239 Wells place, Kalamazoo, but who left the city on July 5, has been getting away with forged checks throughout the State. He claims to be a grocery salesman for Hill & Co., Fort Wayne, Ind., and at other times a cigar salesman. Checks were for various amounts from \$50 to \$200 drawn on the Carolina National Bank of Columbia, South Carolina, made out to A. G. Hill, and signed by John D. Bell, Cashier. Bank reports that they are forged. He is traveling in an Oldsmobile touring car, bearing Illinois license No. 523-018. He is described as follows: 35-40 years of age, 5 feet 10 inches tall, weighs 175-180 pounds, hair sandy and little gray, full red face, well built, right corner of right eye slightly bloodshot, wore brown suit, was apparently well educated and spoke with decided Southern accent.

In the Fall.

The goldenrod is yellow.
The corn is turning brown,
The trees in apple orchard
With fruit are bending down.
The gentians bluest fringes
Are curling in the sun;
In dusty pods the milkweed
Its hidden silk has spun.
Helen Hunt Jackson.

There are just three sides to every question. Your side, the other fellow's side, and the right side.