

MICHIGAN TRADESMAN

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Forty-second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 10, 1924

Number 2138

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IN THE GARDEN

I come to the garden alone, while the dew is still on the roses,
And the voice I hear falling on my ear, the son of God discloses.

And He walks with me and He talks with me, and He tells me I am
His own—

And the joy we share as we tarry there, none other has ever known.

He speaks, and the sound of His voice is so sweet the birds hush their
singing;

And the melody that He gave to me, within my heart is ringing.

And He walks with me and He talks with me, and He tells me I am
His own—

And the joy we share as we tarry there, none other has ever known.

Come go to the garden with Him; for His light upon you is falling;
Let your heart rejoice, for with tender voice He now to you is calling.

And He'll walk with you and He'll talk with you, and He'll tell you you
are his own—

And the joy you'll share as you tarry there, none other has ever known.

C. Austin Miles.

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.

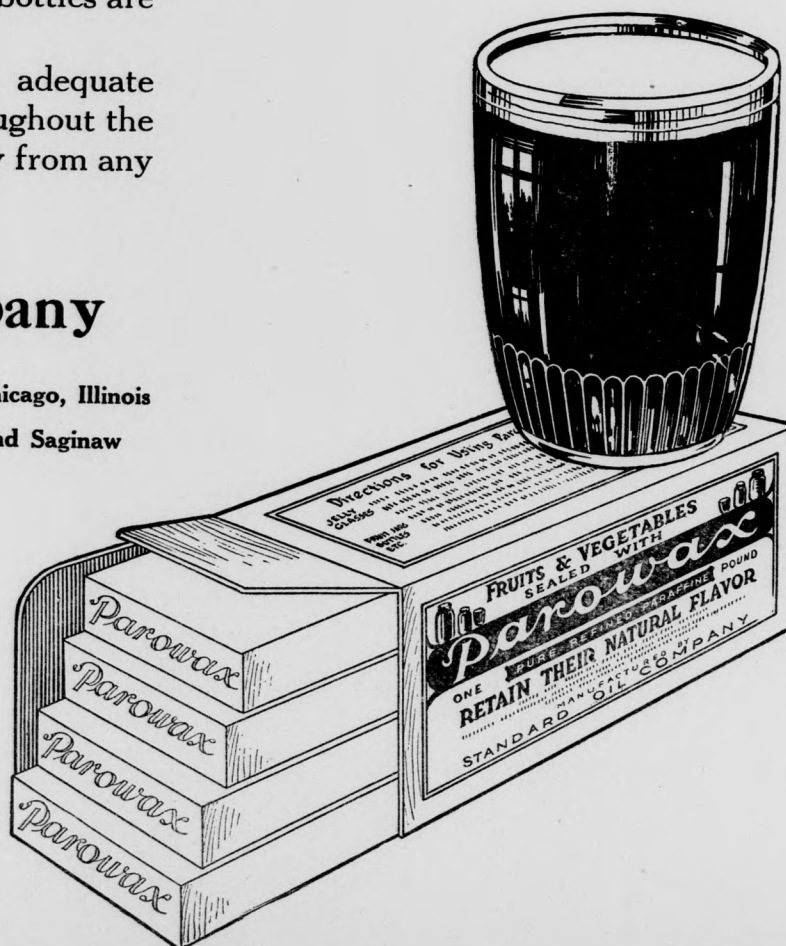
Standard Oil Company

(INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

Michigan Branches at Detroit, Grand Rapids and Saginaw



MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 10, 1924

Number 2138

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

D VOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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

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in advance.

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of Grand Rapids as second class matter
under Act of March 3, 1879.

EXACT KNOWLEDGE.**How English Grocers Are Rewarded
For Study.**

Written for the Tradesman.

The evening of July 14 had been set as the time for awarding prizes and diplomas to those who had taken the Institute of Certified Grocers' examinations successfully in the various grades. The awarding was done in the Polytechnic, London, and I was invited to attend and to "make a few well-chosen remarks." It was to me a very interesting occasion and I propose to report on it precisely from the standpoint of an outsider. I expect to tell about it from the angles of just how it struck me, because that, it seems to me, is how it would have struck you, my readers had you been there.

First, we must remember that London is a place so huge that any gathering of merchants in any line must necessarily be from only a portion or district of the metropolis. Then we shall appreciate that to have some 250 people at one meeting is a creditable showing. There were about that many at this meeting.

I noticed the meeting was treated seriously, that many were expected to be there and that real effort was made not only to have a definite program, but to provide goodly entertainment. There were several professional entertainers there. They were from the vaudeville circuits. They included singers, both men and women, and the singing was of a high order of merit. They also included funny sketch people and these were genuinely funny, even to one to whom English humor long has been unfamiliar, and that is saying a lot.

The meeting was presided over by Sir Herbert Pretty, managing director of Huntley & Palmers, Ltd., whose "biscuits"—meaning an endless variety of most marvelously fine crackers, cakes, wafers, ginger snaps, etc.—are

sold throughout the English speaking world, including the entire United States. I don't want to be misunderstood when I say that this "Sir Herbert" stuff and the stupendous seriousness with which it is taken rather gets me to the extent that I want to smile audibly when I come into contact with it. No man anywhere, I fully believe has a deeper respect for British institutions. I know from what antiquity they come down. I know what their unbroken continuity has been, and how they evince a continuous growth and development upward into the higher elements of civilization. I know what a struggle for law has been continuous among the blend of peoples we now call Anglo-Saxon, and I fully realize that these are the foundation of all our own institutions.

So I know you will realize that my smiles are not only good natured, but not really irreverent when I say that I always feel as if a lot of dog might be cut from most such proceedings without preceptible loss. I know it always makes me feel kind of foolish to be addressed "Esq" and have "F. G. I." tacked onto my name. Well, perhaps I can bring it out this way:

For two or three years I have corresponded with C. L. T. Beeching, F. G. I., Honorable Secretary, etc., in fact, the chief Tom-Tom of the machinery by which the Institute of Certified Grocers is conducted. The character of his writings, his manner of expression and the stilted mode of writing had given me the idea that he was ponderous, perhaps even a bit slow. I had also gained the idea that he took himself pretty seriously; and I can think of no more grievous thing than that to happen to any man.

But when I met him, I found him a quiet, sweet, white haired old chap, as simple and approachable as they make 'em anywhere. He has a delicious twinkle in his eye, understands a joke—even an American joke—at once and without a graph or other interpretation, and is just what we all should call a mighty good fellow wherever we should meet him. In fact, I discovered that the C in his name stood for Charles, so I told him that if he lived anywhere West of, say, Fort Wayne, he would be known as "Charlie Beeching" at once and permanently.

However we may all feel about this and no matter how we may talk in private, when we come to public, official meetings in England, we must work the "Esquire," "Sir," "Honorable" and all that sort of thing, not only to the limit, but strictly according to Hoyle. For next to omitting his title altogether, I rather feel that to misplace it in addressing or making reference to anyone who has a title would be a heinous mistake.

There was one thing that could be

treated with all seriousness and with feelings of great joy. That was the long line of young men and women to whom the big stack of diplomas and various prizes was handed out that night. Moreover, the studies necessarily precedent to the obtaining of any of those marks of distinction are no child's play. Certainly not half of 1 per cent. of the active grocers of our country could pass any of those examinations.

It was a fine and hopeful sign for the grocery business in England that so many young men and women were willing to devote time after working hours to acquire such an extended, technical knowledge of the grocery business. This certainly not only offset the too serious atmosphere to which I have somewhat lamely adverted, but justified all seriousness.

From this angle, the fact that Sir Herbert Pretty was serious to severity was nothing compared to the fact that the company of which he is the managing head not only has had a continuous existence for more than a hundred years, but that its goods today sell on pure merit, against all the expenses of long haul, in competition with the best we can make. In fact, no American company ever has been able remotely to approach the excellence of the H. & P. products. So long as this is so, we can not reasonably object if such men regard their calling with the utmost seriousness. Colloquially speaking, they have the goods to justify them.

The movement begun and now carried on by the Institute of Certified Grocers is the one hope for the individual grocer of Britain; and let me say that nothing that has happened to American grocers can compare in seriousness with the co-operative store organizations.

As yet, we have no experience with such things. In the nature of things, we shall not have such a development for a long time. The worst we have is the chain store. We think that is bad enough. But what would we think if these chain organizations were entirely untaxed, while we were bearing the full burden of taxation? That is what the British grocers are up against. All private trading organizations in Britain are taxed approximately 20 per cent. of their earnings. That means, concretely, that 20 cents out of every dollar of profit earned must be paid in income taxes. But under what is known as the Friendly Societies Act—I believe that is the name of it—co-operative organizations pay nothing by way of income taxes. Yet all such companies not only operate in direct competition with individual traders, but bid for all contract supplies to the government, public institutions, etc.

How can and does the individual

trader survive at all under such conditions, you may ask. There is only one thing in his favor. He has individual initiative. He has the force of the man who works for himself to play against the lack of such force in hirelings of big companies. That is the only thing that enables the individual to stand up in present competition.

Thus it was a hopeful thing to see those young people go forward and get their diplomas. Those are the future merchant princes of England in the grocery line. But the basis of their prosperity is the one thing that must be enlisted by American grocers to stand up against the competition of big organizations in the future. That thing is knowledge.

Knowledge of their business; intimate, exact knowledge of everything about the goods they handle; knowledge of the markets of the world and how they fluctuate, plus immediate response to such fluctuations—that is the thing which the chain organizations are bringing into play. It is what grocers must have or go under. Lastly, such knowledge is the merest shadow if it be not vivified by real, sincere, abiding love for their calling. Only by being really in love with his work can any man attain full measure of success.

Paul Findlay.

Seymour Parker Gilbert, Jr., seems a very young man to be the "financial czar of Europe." Of course, mere youths have been kings and emperors, but that usually was not their fault. Young men have become millionaires. The Prince of Wales is just a year younger than Mr. Gilbert, but if he became king to-morrow few would admit that anything save the accident of birth had anything to do with it. The son of Hugo Stinnes, who has taken over the administration of his father's vast enterprises, is also just a year younger. But Mr. Gilbert's case is different. As Agent General of Reparations he will have charge of the principal office created under the Dawes program and the committee of which he becomes chairman will be vested with almost absolute power over the whole European currency situation. It would scarcely be too much to say that a misstep on his part might ruin, financially one or more nations. Yet such has been the record of this young man that he has been appointed to this position—appointed by older men, experts in their line, who had the pick of America's best financial and legal brains.

If you are in a business you like, study to become an expert in that line. If you are in a business you do not like, plan to make a change, but learn all you can about it while you stay.

Scrap and scrape.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

The reputable representative of the thoroughly reputable Grand Rapids jobbing house writes the Tradesman as follows:

Traverse City, Sept. 7—I have seen your two articles in the Realm of Rascality on the U. S. Commercial Syndicate and the Jordan Steel Co. and, after talking to your friend Herman Meyers, at Boyne Falls, have decided to let you in on my dope on this bird. The salesman calls himself Livingston and his address is 180 North Wabash, Chicago. He uses a Cadillac coupe and has a colored chauffeur and the machine carries an Illinois license. Last trip he operated as the U. S. Commercial Syndicate, but after your write up, he changed to the Jordan Steel Co., using the same type order book and address. The enameled ware comes from the Federal Enamel and Stamping Co., at Pittsburg, and the dishes come from the Potters Co-op., at East Liverpool, Ohio. The orders are taken with a part payment with the order and the balance sight draft attached. He says we work just like Henry Ford. If you buy a carload of fords they are paid for before unloaded. He sells the dealers on price and I know his merchandise has been received by the Ellsworth Hardware Co., Ellsworth; Carpenter & Son, at Central Lake; Riley Meyers, at Kingsley, and S. J. Burdo, at Elmira. None of these dealers feel that they have been hooked, but there must be a senegambian in the wood pile somewhere, according to my notion, as no salesman I ever met can sport a colored chauffeur and a Cadillac coupe selling only small town dealers. I became interested in this thing out of curiosity and am not jealous because his graft seems better than mine. I want to be last to condemn, but feel it my duty to help protect the hardware dealers in my territory. I trust this information will be of some good to you and that you will not use the name of my house or myself in this connection.

Kalamazoo, Sept. 8—We enclose you a copy of the order used by the Security Ink Manufacturing Corporation.

The three trade acceptances are in the hands of three different attorneys. Suit has only been brought on one and that has been through the office of Titus & Titus.

We are very anxious to get in touch with any other merchants who have been defrauded by this scheme. If you learn of any, won't you kindly send us their names and addresses?

Weston & Fox.

The order is as follows:

Oct. 11, 1923.

I hereby purchase from the Security Ink Manufacturing Corporation, of 334 Fifth Avenue, New York City, N. Y., assortment of Klar's Security Ink amounting to Three Hundred Dollars, and pay herewith the sum of Trade acceptance Dollars, in full payment for same. Shipped Nov. 15, 1923.

It is understood that the Security Ink Manufacturing Corporation will, upon receipt of this order for ink together with the purchase price of said ink in full, deliver to me by registered mail, 3 One Hundred Dollar 6% Gold Debenture Bond, maturing in ten years, and amounting to Three Hundred Dollars, together with 150 shares of the common capital stock, par value \$1 per share, fully paid and non-assessable, of the Security Ink Manufacturing Corporation.

The undersigned understands that the bond and shares of the capital stock mentioned above are given as a bonus, without a monetary or property consideration of any kind or na-

ture, and merely to secure the interest of the dealer in our product and help the said Corporation in placing the merchandise before the public.

The undersigned agrees to purchase from the said Corporation at least Twenty Dollar's worth of Security Ink yearly for a period of five years commencing one year from date hereof, provided the quality of said ink is kept up to the present standard.

The ink is to be sold to the undersigned by the Security Ink Manufacturing Corporation at the regular trade prices and discounts.

Make all checks or drafts payable to the order of the Security Ink Manufacturing Corporation, no agent is authorized to collect cash.

This contract subject to acceptance by the Security Ink Manufacturing Corporation at its office at 334 Fifth Avenue, New York City, N. Y.

G. R. Waubrauer (?)

Accepted by the Security Ink Manufacturing Corporation,
By _____ Agent Purchaser
_____ President.

Spurious checks, amounting to \$75, passed by a young man alleging to be Mr. Bridgeman, son of the senior member of the firm of Bridgeman-Russel Co., of Marquette, with branch in Hancock, were cashed by Marquette merchants and also in several stores in Sault Ste. Marie, during the last ten days. Those passed in Marquette were counter checks of the Duluth National Bank.

John H. Hughes and Amanda Anderson have been passing worthless checks throughout Michigan and Ohio. They have finally been arrested and are now held in Pontiac. If any members are holding any of their checks, please advise us so that we may communicate with Pontiac.

Herbert C. Mellon, alias Edgar Williams, is cashing checks throughout Michigan, drawn on the Chatham & Phoenix National Bank of New York. We are unable to give any description of him but should anyone giving this name present a check on the Bank mentioned, please get in touch with us promptly.

An Albion merchant reports receiving a bank draft drawn on the City Trust and Savings Bank of Boone, Iowa, payable at the First National Bank of Chicago, made payable to C. B. Claybaugh and signed Henry Koke. Before the draft was cashed the party passing left the store; apparently it was worthless. Party passing described as being 50 years of age, medium height, gray hair, mustache.

Waldon B. Atwood is a discharged employe of the Smart Silk Hosiery Co., 200 Fifth Avenue, New York City. It is reported that he is traveling throughout the country and has been in several cities and towns in Michigan, making collections in advance. He has duplicate order blanks similar to those furnished by the company to their regular salesmen. In some instances he has given the name of "Drake" and at other times, "Vrakel." The company is anxious to locate him and if he comes to your notice please advise us.

A party by the name of George J. Lewis is reported as having attempted

Make This Your Biggest Pancake Flour Season

Summer, fall, winter, spring—all are pancake seasons now!

The old-time "heavy" pancake flour which only sold in cold weather, and remained "dead" for the other three seasons, has been replaced by this fast-selling new kind.

It makes cakes 50% lighter, tenderer! And the housewife can prepare a delicious breakfast of them in 3 minutes. Compare these features with other brands.

SUN-RAY Pancake Flour is the most profitable brand in the world today. Because it really has no competition—no sales resistance.

And GUARANTEED!

Guaranteed to your customers as to quality—and to be superior in every way to the old-time cakes made of flour with corn, rice and other "fillers." Purchase price will be refunded if they are not absolutely satisfied in every way.

That proves that our claims are not boasts—that they're all facts—profit-making truths that you cannot afford to miss.

Remember—all-year seller—of all-wheat!

Your jobber can supply you—or write direct to us.

Sun-Ray Products Company
Kansas City, Mo.

HERE'S QUICK TURNOVER

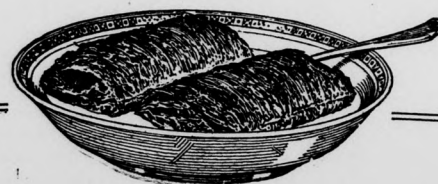
Our retail distributors want "a quick turnover". The quicker the turnover the larger the volume of profit. That's the reason they like to handle

SHREDDED WHEAT

We try to move it off your shelves quickly through extensive advertising—but we must have your co-operation. Don't hide Shredded Wheat. Keep it before your customers. Use plenty of reminder advertising in your windows. With your co-operation we can make 1924 a record-breaker for Shredded Wheat.

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

The Shredded Wheat Company
Niagara Falls, N. Y.



to pass checks drawn on the Diamond National Bank of Pittsburg, and the Mellon Bank of Pittsburg. One of the stores being suspicious telegraphed these banks who replied that he at one time had an account there, but cautioned the merchants (for good reasons) against cashing his checks. He is described as follows: Weight 150 lbs., well dressed, dark complexion brown eyes, cast in right eye, slight hesitance in his speech.

Ann Arbor merchants have been victimized by bad checks signed by R. E. McCormick and F. C. Dowling and drawn on the Farmers and Mechanics Bank of Ann Arbor.

Charles A. Martin represents himself as a publicity man for photographers and recently advertised in a St. Louis paper for a partner. He is described as a man of about 40 years of age, blond hair, and rather stout. He is a smooth talker and seemingly a business getter. He obtained \$250 from one individual in St. Louis and then left. Photographer members should be on the look-out for him.

Niles, Sept. 9.—Knowing that you desire to protect your subscribers from swindlers and persons misrepresenting what they have to sell, I desire to call your attention to a concern calling themselves National Automobile Service Association, of Chicago. A man representing himself to be an agent or representative of this concern called at my home and said he was selling indemnity insurance on automobiles. Not having any such insurance, and knowing that everyone ought to have ample insurance in these days of heavy traffic, I agreed to take such a policy of insurance, liability from \$5,000 to \$10,000, on my Buick automobile, and gave him check for such insurance, but when I received my contract I simply received a contract called service contract, and for which I have no use. I wrote to this company, but have received no reply. Will you find whether the company or their agent does this misrepresenting to secure business, which I do not believe he would secure if he told the truth about the contract which was sent to me? I asked for return of my premium, but have no answer from them. H. M. G.

We have been warning our readers against these "service contracts" for the past two years or more. Whether the company authorizes the agent to sell these contracts as automobile insurance or not, it is responsible for the agent's acts. The concern seems willing to benefit by the misrepresentation, at least, as the premium has not been returned. These "service contracts" we regard as of little practical value, and when sold as automobile insurance are a deliberate fraud on the purchaser.

A reader reports that a salesman for the Mexia-Star Petroleum Co. is selling shares of stock in Cass county. Our investigation of this company shows that it is capitalized for 500,000 shares, par value \$100, which means that it has \$50,000,000 capital. It has some 3,000 acres of proven land in Eastland and Young counties, Texas, and 800 acres semi-proven. Our records show that up to date it has never produced a barrel of oil. Our readers will hardly be justified in investing their savings in such a com-

pany. This company has not qualified its securities for sale in Michigan under the provisions of the blue sky law.

The Commercial State Savings Bank reports that checks have come in against their bank bearing the signatures of Wyne, Bert J., Jos. D. Bayler, Bert J. Meyers and Frank C. Teal, none of whom have any account with them. These checks are all type-written, and signatures were also type-written, and then signed beneath in ink. None of the stores have reported any of these as yet, and therefore we have no description of the party passing them. Refuse to accept any checks bearing these names without first proving their genuineness.

100 Typical School Boys,

"A given hundred boys," says the United States Bureau of Education, "start out to conquer the world. Here is where they land, educationally:

100 boys in fifth grade dwindle to 83 in the sixth. They shrink to 71 in the seventh. These leave but 63 to complete grammar school or eighth grade.

Economic conditions are such that only

34 start the first year in high school
24 finish the year as sophomores

18 qualify, then, as juniors

13 secure the coveted high school diploma

7 of these 13 enter the first year of college

5 return and finish the second year's work

3 are able to qualify for the third year, and but

1 out of the original hundred is graduated from college.

"Men and women, the United States Bureau of Education urges, think this over. This is a condition that is in sad need of correction."

Cranberry Crop Is Short.

The cranberry crop will be 20 per cent. less than last year, is the estimate for this year's yield for the United States, according to reports submitted by Government agents at the summer meeting of the American Cranberry Growers' Association at Browns Mills. Growers are positive that the yield will fall much short of last year's production, when the crop was 625,000 barrels. This total of about 500,000 barrels for this year is made up of 280,000 barrels for Massachusetts, 200,000 for New Jersey and something over 30,000 barrels for Wisconsin. The final reports on the country's crop will come around September 10 to 20.

He Got an Order.

A couple of traveling salesmen, between train waits, were checking up their order sheets.

"Hapgood is a hard man to get an order from," said one.

"I didn't find it so," differed the other.

"You don't mean to say you got an order from him, did you?" questioned the first.

"I sure did," assured the other.

"What was it?"

"Get out!"

Your Store Is Burning

IF one of your neighbors told you in the middle of the night that your store was burning, would you be one of those careless ones who then and there would wake up to the fact that you had no inventory, or that your inventory had been left out of the safe?

Would you be one of those who could not produce a record of your purchases as well as your sales, so as to prove the amount of stock you had on hand?

Would you be one of those who had saved by carrying less insurance than you needed or had forgotten to add to your insurance as your stock was increased?

Or, would you be one of those who gets a lower rate by carrying a 90% clause in your insurance policy and do not actually have 90% of the value of your stock in insurance so that you would suffer a loss by this thoughtlessness?

These are the questions that came to our minds to-day, as we learned that two of our good friends' businesses were destroyed by fire Saturday.

We are in a position to give you expert advice about your policies or the companies you are insured with, and this is yours for the asking, and a part of our service.



WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years.

The Prompt Shippers



Movements of Merchants.

Niles—The Niles Lumber Co. has increased its capital stock from \$50,000 to \$100,000.

Flint—The Jennings-Algoe Co., undertaker, has changed its name to the Algoe-Gundry Co.

Pontiac—The Pontiac Trust Co. has been incorporated with an authorized capital stock of \$200,000.

Detroit—The Wilson Bros. Oil Co., 3307 Twenty-ninth street, has increased its capital stock from \$60,000 to \$100,000.

Flint—The Armstrong-Elston Co., automobiles, accessories, etc., has changed its name to the Armstrong-Pierce Co.

Marine City—The Marine City Farmers Co-Operative Elevator Co. has increased its capital stock from \$20,000 to \$40,000.

Bay City—Fire damaged the store building and stock of the Market Furniture Co., entailing a loss of more than \$100,000, which is fairly covered by insurance.

Bay City—The Halverson Lumber & Salt Co. has been incorporated with an authorized capital stock of \$100,000, \$80,000 of which has been subscribed and paid in in cash.

Lansing—The W. R. Knepp Co., of Saginaw, which conducts a chain of women's ready-to-wear apparel stores, has opened the Vogue Shop in the United building.

Schoolcraft—Atkins, Inc., has been organized to deal in automobile accessories, parts, etc., with an authorized capital stock of \$50,000 preferred and 2,000 shares no par value.

Negaunee—Albert J. Sawbridge, for the past 10 years manager of the J. H. Sawbridge & Son hardware and furniture business, has purchased it and will continue it under the same style.

Detroit—The Monterey Candy Kitchen, 12072 Twelfth street, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Saginaw—Waldo Bruske, manager of the Bruske Hardware Co., whose building and stock were destroyed by fire last Friday, states that he plans to rebuild the structure and continue in business.

Bay City—The Associated Knitting Mills Outlet Co., 304-6 Crapo building, has been incorporated with an authorized capital stock of \$1,000, \$250 of which has been subscribed and paid in in cash.

Detroit—The Woodward Dairy Lunch, 3119 Woodward avenue, has been incorporated with an authorized capital stock of \$8,000, all of which has been subscribed and paid in in property.

B. W. Collins & Son, dealers in general merchandise at Fostoria, renew their subscription to the Tradesman and say: "We like the Tradesman better than any other paper that comes to us."

Detroit—The Savin Oil Co., 2223 Fenkell avenue, has been incorporated to deal in petroleum products, with an authorized capital stock of \$50,000, all of which has been subscribed and \$10,000 paid in in cash.

Boyne City—Al Hach, formerly connected with the Republic Truck Co., of Alma, as methods engineer, has purchased the grocery and part of the dry goods stock of L. C. Fox and will continue the business under his own name.

Caro—The Hotel Montague is nearing completion, the plumbing and electrical work being well under way. The building will be finished about November 15. George Gidley, former proprietor, again will manage the hotel.

Grand Rapids—The Homelike Biscuit Co., 815 Leonard street, N. W., has been incorporated with an authorized capital stock of \$10,000, \$4,000 of which has been subscribed and paid in, \$2,000 in cash and \$2,000 in property.

Wyandotte—The Colleen Linen Co., 42 Elm street, has merged its business into a stock company under the style of the Colleen Linen Co., Inc., with an authorized capital stock of \$5,000, \$2,000 of which has been subscribed and paid in in cash.

Detroit—The Miracle Products Co., 2179 Franklin street, has been incorporated with an authorized capital stock of \$1,000 preferred and 10,000 shares at \$1 per share, of which amount \$10 and 10,000 shares has been subscribed and paid in in cash.

Battle Creek—The Clare E. Halladay Coffee Co., 19 Locust street, has been incorporated to conduct a wholesale and retail coffee, tea, etc., business, with an authorized capital stock of \$5,000, \$2,000 of which has been subscribed and paid in in cash.

Jackson—When the Walk-Over shoe store was opened for business Monday the discovery was made burglars had visited the store during the night, and that they had stolen \$600 in cash and checks. The combination of the safe had been knocked off of the safe.

Detroit—The Lavoy Manufacturing Co., 1442 Majestic building, has been incorporated to manufacture mechanical and mercantile appliances, with an authorized capital stock of \$50,000, of which amount \$35,000 has been subscribed, \$1,500 paid in in cash and \$30,000 in property.

Benton Harbor—The Specialty Engineering Co., 89 West Main street,

has been incorporated to design, build and install machinery, factory equipment, etc., with an authorized capital stock of \$10,000, of which amount \$1,550 has been subscribed and paid in, \$550 in cash \$1,000 in property.

Sturgis—Cassius M. Dewey, who has conducted a clothing and men's furnishings goods store here for the past thirteen years, has sold his stock and store fixtures to his head clerk, H. Ted Douglas, and Claude Fox, who have formed a co-partnership and will continue the business under the style of Douglas & Fox.

Manufacturing Matters.

Detroit—The Motor City Spring Co., 6414 Farnsworth street, has increased its capital stock from \$15,000 to \$25,000.

Jackson—The National Plating & Enameling Co. has engaged in the manufacture of bumpers and fender guards.

Detroit—The Bulls-Eye Bumpers Corporation, 635 Michigan avenue, has been incorporated with an authorized capital stock of \$40,000, \$4,000 of which has been subscribed and paid in, \$1,000 in cash and \$3,000 in property.

Detroit—The Cadillac Cap Co., 508 West Congress street, has been incorporated to manufacture and sell rain proof caps, with an authorized capital stock of \$1,000, \$250 of which has been subscribed and paid in in cash.

Grand Rapids—The Williams-Kimp Furniture Co., 514 Butterworth avenue S. W., has been incorporated with an authorized capital stock of \$25,000 preferred and 20,000 shares at \$1 per share, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The J. E. Grady Co., 5103 Cass avenue, has been incorporated to manufacture and sell oil burning devices, etc., with an authorized capital stock of \$100,000, \$10,000 of which has been subscribed and paid in, \$5,000 in cash and \$5,000 in property.

For the first time since the year before the war Germany has staged her traditional war games. The scale of action is, of course, much more limited than aforesaid; but, apparently, every effort has been made to have the Reichwehr divisions carry out a program similar to those the kaiser used to delight in. There is mimic fighting between red and blue armies. There is a miniature general staff directing operations. There was scheduled for yesterday a parade symbolic at least, of the magnificent military pageant that, in the good old days before Der Tag, the kaiser was wont to hold at the conclusion of the autumn maneuvers. One great difference, however, is to be noted; not a line in the Berlin newspapers is devoted to the games, which of yore drew forth columns and pages of panegyric. And it is only incidental that this military byplay is staged at the very time that the League of Nations Assembly is meeting at Geneva and considering particularly the question of Germany's admission; that the Allied military inspection of German armaments is on the eve of starting. The seeker of contrasts will find food for reflection.

Out-Turn American Wheat Indicates Good Sized Crop.

Written for the Tradesman.

A month or six weeks ago estimates on the United States crop of winter and spring wheat indicated an out-turn of approximately 740,000,000 bushels. The weather, however, has been very favorable for spring wheat and the late winter wheat and to-day it is estimated we have produced 833,000,000 bushels of wheat, an increase of 93,000,000 bushels over estimates of a month or six weeks ago.

The world wheat crop shortage is 9.3 per cent. compared to a year ago, instead of 10.2 per cent. as previously estimated, indicating a world shortage compared to last year of 250,000,000 bushels of wheat.

According to the best information available, corn lost ground during August. The present forecast is for 2,469,740,000 bushels, compared with a crop of 3,046,387,000 bushels last year, so undoubtedly this cereal will remain high in price and correspondingly strengthen the price of wheat.

Seaboard houses during the past week have been fair buyers of our wheat for export. Liverpool cables have been strong and somewhat higher as a general thing. There is a comparatively active export demand, with foreigners bidding in many instances somewhat higher prices than are being offered by American mills.

We have had quite a substantial decline in the price of wheat and the market appears to be in a reasonably good position. It would seem, based on statistics available, that the price of both wheat and flour will be well maintained and the trade, we believe, can profit by buying on setbacks in price as they develop from time to time.

The market will probably vary somewhat from week to week, but on the whole, for the balance of this crop year present prices are apparently on a safe and sound basis.

Lloyd E. Smith.

Projecting motion pictures by radio will bring a cinema theater into hall and hut alike. Every man, if he has learned to manage his own wife, will be able to pick and choose his own pictures. No longer will he have to sit and squirm around, waiting impatiently for a "punk picture" to conclude and the comic to begin. When he tires of one show all he will have to do will be to turn a screw and change from the long-drawn-out love scene to the rollicking adventures of a pirate craft of the sixteenth century. And the pictures will have to be good, changing frequently. Everybody will be able to see "a first showing," and it will have to be a very interesting picture that will run for a long time. It is hard to conceive of anything that will affect the character of motion pictures more than the ability to project them by radio.

Reed City—Fred Hemund has sold his hardware stock to Smith & Ladner, of Big Rapids.

Ionia—F. A. Marker succeeds his brother, J. P. Marker in the grocery business.

Essential Features of the Grocery Staples.

Sugar—The refiners prices on granulated to-day is 7.40c. This brings the cost up to 7.92c, delivered in Grand Rapids. Local wholesalers are quoting granulated at 7.90c.

Tea—The feature of the past week has been another sharp advance in the Java teas, owing to firm news from the primary markets. This stimulated buying on this side and the demand for Javas has been quite large during the week. It looks like very firm prices on Javas. The general market for tea is in a very healthy condition, due in part to the improvement in European conditions, with the probability of revived buying there. Ping Sueys continue firm and high. The hot weather buying of tea this year has been heavy.

Coffee—The market has continued to show its strength during the week, speaking particularly of Rio and Santos. News has come from Brazil during the week telling of maintained markets both in Rio and Santos. The above refers to future green Rio and Santos. Spot coffee of these varieties in this country have not shown very much advance during the week, in fact there have been slight declines, although nothing important. The general impression is that the future market is going ahead of the spot market. Milds show no particular change for the week. The general demand for coffee is good.

Canned Fruits—None of the California fruits is active for Coast shipment, since offerings at the source are light and all canners have high ideas. Packers have had many orders put up to them which they have not been able to fill, and they see no reason for anything but a continued firm market. As local dealers have covered more or less extensively, they are not in urgent need of stocks and are inclined to wait to see what the market will do later on. It is much the same with pineapple. Some of the big buyers of Maine blueberries waited too long before covering. When they decided to take fruit at the opening they found canners booked up, as they will have a light pack and even advances do not enable them to take care of the wants of tardy operators. There has been no change in spot or future apples.

Canned Vegetables—The packing of late varieties of tomatoes is now under way in the South and there has been no reason, canners say, to change their views of the short pack. Offerings are on a minimum basis of 90c for 2s and \$1.30 for 3s, with few available at these figures in either straight or assorted cars. Canners think that conditions justify a 95c market, and as other competing sections also have high ideas there is no price cutting in the country. Corn is also slow in going into the can, and in the South is almost a month late. Buyers are actively bidding for standards and other grades at 10 per cent. over the market two months ago without getting confirmations in many instances. When the bids are out for large blocks it shows an inclination to trade. Corn in all districts is in the same strong position and canners say that they are not going to book freely

until they have taken care of confirmed contracts and know more accurately what their surplus will be. Peas were quiet all week but without any disturbance in prices. Canners are not shading quotations on the favored lines, the discounts being on off-grades on which the discounts are caused by the quality of the offerings.

Canned Fish—Opening prices on Alaska salmon were named by several packers last week on the \$2.50 basis for reds and \$1.30 for pinks, equal to the offerings of others who had quoted the market previously. It was a foregone conclusion that reds would stabilize at \$2.50 after first opening at \$2.25 by some canners and working up to the present level. Now buyers who did not get in early are paying for their delay. Bookings have been conservative, as that is the policy of local dealers in all commodities. Spot reds are scarce and are easily held at ruling quotations. Pinks are not in spectacular demand. Maine sardines are steady but quiet, as there is only a transient demand with no pressure to sell nor inclination to buy for later outlets. Tuna fish is firm in white meat. Shrimp is scarce, which makes for firmness.

Dried Fruits—Raisins are in more active demand than other packs. Only moderate blocks are on hand for immediate distribution and while there is a constant flow from the Coast, the fruit does not linger in warehouses but goes out to the various distributing channels. Sun-Maid reports a very satisfactory demand for Wednesday specials as well as for other lines. Independents are offering new packs in a small way but have virtually no carryover and on 1924 raisins their prices are being advanced on all varieties. There is little prospect of the Sun-Maid's opening prices until next week at the earliest. California prunes are no higher on the spot but Oregons are a little stronger and are drifting to the 10c basis for 40s. Coast markets are firmer than the spot. Peaches and apricots are not active for transient distribution but are firm at the source with no important offerings from packers. Currants are in better demand at the slightly lower spot levels.

Rice—New crop domestic rice is becoming more plentiful at primary points, while receipts in distributing markets are increasing but not in material enough volume to affect prevailing quotations. As the present market is at a high level and will be lower when stocks are more plentiful, dealers are very conservative in covering their wants.

Syrup and Molasses—The market has strengthened during the past week owing to news of a drought in the Louisiana cane fields. This is said to be very serious and will undoubtedly affect the production. The season is so late that it is said that the condition caused by the drought cannot now be made good. Prices during the week have been well maintained, with fair demand. As to syrup, the demand for sugar syrup is light, but the market is steady on account of the small production. Compound syrup in fair demand at steady prices.

Beans and Peas—No change has occurred during the week in any va-

riety of dried white beans or dried peas. The situation in California limas is rather firmer than it has been, owing to unfavorable crop conditions.

Salt Fish—News has come from Norway during the past week that the catch over there has been very poor and that the Norwegian exports to this country will very likely be the smallest for several years. The catch of Irish spring mackerel was light and the situation over these is firm. Shore mackerel seems to hold up in quantity, but the firmness in foreign mackerel has made the situation too high for buyers ideas. The demand for mackerel is quiet.

Cheese—The market continues quiet, with receipts about normal and demand fair for this season.

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

Review of the Produce Market.

Apples—Duchess and Red Astrachans command \$1.25.

Bananas—6@6½c per lb.

Beets—New, \$1.25@1.50 per bu.

Butter—The market continues steady at practically unchanged prices. Receipts are normal for this time of the year and the demand is fairly good. Local jobbers hold fresh creamery at 38c and June packed at 36c; prints, 39c. They pay 22c for packing stock.

Cabbage—Home grown 60c per bu.

California Fruits—Bartlett pears, \$5 per box for either 135 or 150; Malaga grapes, \$2.50 for 4 basket crate; Tokay grapes, \$3 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—Very scarce on account of the molting season and prices have remained about the same as last week, but will probably go higher. Local jobbers pay 35@36c for strictly fresh. They resell as follows:

XX ----- 23c

X ----- 29c

Fresh ----- 39c

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 ----\$8.50

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 ----- \$8.25

150	-----	7.75
176	-----	7.75
200	-----	7.75
216	-----	7.00
252	-----	6.00
288	-----	5.25

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.

Potatoes—60@75c for home grown.

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

Heavy fowls ----- 20c

Broilers ----- 16@22

Light fowls ----- 15c

Stags ----- 10c

Ducks ----- 17c

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 ½ 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.

If the Prince of Wales can maintain the present strenuous, daylight-shunning pace, he will return to St. James' Palace a good American—one of the best that have represented us in London. Some of our "jeunesse doree" have been winded in trying to keep up with this scion of supposedly effete and jaded royalty. Half a century hence grandmamas who danced the minuet with him will be more numerous than those who stepped through the quadrille with his grandfather and never allowed their descendants to forget it. At any rate, the Prince's joyous and jazzy sojourn on Long Island must be a blessed relief from laying cornerstones and listening to the voluminous welcome of lord mayors.

Impoverished aristocrats of Russia are parting with their diamonds at \$50 a carat to buy food. After Wrangle was compelled to retire from the last stronghold of the old order in the Crimea evicted members of the nobility gave their jewelry for a square meal. Pendants, necklaces and tiaras are only a gleaming mockery to the famished. A Russian who has little to wear but a title loses enthusiasm for jewels that remind him of bygone days of luxury. Exigent circumstances may make a fallen noble as ready to give a diamond for a loaf of bread as Richard was to exchange his kingdom for a horse.

Line That Meets With No Trade Opposition.

I want to tell you in the plain language of the traveling man why I'm happy in my business connection and why I can afford to sing in my bath.

I carry a line that is carried by no other manufacturing house. It is as individual as I am myself. I know that my "line" is not only very attractive and a wonderful seller, but I also know that it is extremely well made, gives the dealer a handsome profit and "stays put" with the consumer.

I cater to the red-blooded dealer only, because my line is for the amusement and education of the red-blooded boy only.

Although my line is a flashy making, noise making series of items, I have yet to hear of any damage or injury to any boy or person in the several years it has been on the market. I therefore know because of the hundreds and thousands in use in these United States of ours that my line is "fool proof" and absolutely safe—dependent on no element of luck, good or bad.

I know that hundred of thousands of delighted boys realize the pinnacle of pleasure and satisfaction in the ownership of my items, because I get thousands of letters from them and they are worth their weight in gold to my "house."

So I sing in my morning bath and while I shave, and whistle along the sidewalk and hum a tune while I wait for the buyer. A refusal sends me away without any let-up in my light heartedness and a sale just boosts my music a tone or to higher and louder. I am the whistlingest, singingest salesman in the United States.

I notice things as I plod through town and city and state and I vowed that if I was ever asked to "say a few words" I would come out with a starter. Here it is: The man I feel most sympathy with on the road is the dealer! Perhaps the dealer doesn't want my sympathy, but he's got it and it will never be invoiced, either.

You see, every man with a grip wants to prove to the dealer that he ought to "stock up" with such and such goods. Poor old dealer is only human, has only so much capital, so much room and so much chance of buying a "dead one" that looks alive but isn't—that he has a man-size job in "buying control" alone. Then there is so much bunk that is put over, so much merchandise that just won't move—so much capital tied up that might be used in the purchase of "quick turnover" merchandise, so many opportunities open and yet not available. As any dealer or his buyer, you'll get it all from them. Sales are made in bulk—dimes and dollars taken in over the counter must pay bills of many figures.

It seems most like the dealer takes more risks than the average man—and yet he is usually courteous, attentive, nice as can be to the drummer, sale or no sale, buy or no buy. Yes, sir; I think heaps of the dealer and his buyer.

Then I am kind of sorry for the drummer who carries a competitive line, especially for those who carry

lines that are not 1-2-3 in the favor of the public, but he is game and wins or loses according to Hoyle and so the dance goes on. "Competition is the life of trade"—but present-day competition cuts one's legs off and then says "Sprint, darn you, sprint!"

I notice, too, the great waste of advertising material, literature, etc., that costs good money and so often is disregarded. If I owned a retail store or stores I would have every piece of interesting business literature passed right around the store and every clerk, in fact, every employee, would "initial" some document to prove same had been read, learned and inwardly digested.

Then I would question them from the customer's side of the counter and weed out the disinterested ones. I would know the goods I sold and see to it that all my employees knew them, too. I would choose special clerks for certain specialties and see that the class of goods requiring a sales talk or demonstration were properly represented to the potential buyer.

With seasonable goods, such as Christmas or Fourth of July items (that's the kind of stuff I sell) I would be sure to purchase enough, early enough to reap the seasonable harvest, because it's quick turnover stuff, the biggest money maker in any store.

One hardware man said to me once that he was content to sell nails and hammers and saws and axes and let the world go round and round just the same. And I looked at him, and his stock in trade and his clothes and his clerks and the store with their chairs waiting for their quota of tobacco chewers and thought: "He is not lost, but gone before."

I sold his younger competitor a bill of goods and when I got back to the factory found there had been three re-orders in about five weeks. It wasn't that the older established dealer was blind, but that he couldn't see—he wouldn't see.

A very important buyer had samples of my items sent to him by my factory. He took them home. Heaven pity the man and his dullard egotism. He told me they wouldn't work. "There are hundreds of thousands working and no complaints," I replied. Then I fired questions: "Did you do so and so?" "Why, no." "Do you realize that it takes the average boy of between five and eight years of age three minutes to get it going strong and the older boy but a few seconds?" "Well," he replied, "we don't want the darned stuff, anyways." I appeal to you—wasn't he a jewel?

I went forthwith and sold that day and the Saturday morning following more goods in his city than I ever sold in any city or ever hope to sell in the same length of time.

I started my sales talk in this way: "There's a certain buyer in town who claims my line doesn't work, is not as represented, he can't understand it. Says he doesn't want them in his place. Do you mind telling me whether you share his opinion?"

Neither by direct statement, inference or clumsiness did I give away who the buyer was, but my righteous indignation so appealed to other buyers that as I have said, I sold "considerable." Every set-back is really a



Recommend to Your Customers

for canning purposes

**FRANKLIN GRANULATED
SUGAR**

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

The Franklin Sugar Refining Company
PHILADELPHIA, PA.

"A Franklin Cane Sugar for every use"

Granulated, Dainty Lumps, Powdered, Brown,
Confectioners', Golden Syrup

This is the biggest month of all!

September practically closes the fruit season. But this last month is also a wonderful month for preserving. Grapes, apples, pears, peaches and many other of the most popular fruits are on the market—at reasonable prices and in huge quantities.

You can increase your sales vastly by making the final drive on **SAVE THE FRUIT CROP** stronger than ever before. Display and suggest **SAVE THE FRUIT CROP** everywhere. Windows well dressed with suggestions for canning and preserving will bring many sales to **YOUR** store.

Devote a window to **SAVE THE FRUIT CROP** and Domino Granulated Sugar. With a little sales effort, this month can bring the biggest business of the season.

American Sugar Refining Company

"Sweeten it with Domino"

Granulated, Tablet, Powdered, Confectioners, Brown;
Golden Syrup; Molasses

boost, if a man has goods he positively believes in.

I have sold goods in many countries in this old world. I have sold goods to many more countries which I have never visited. I once traveled from London, England, to San Francisco to do a week's business, but what do you care about that? Nothing. Thank heaven, the dealer in the good old U. S. A. doesn't want palaver. He wants, in the vernacular, "an earful" about what the salesman has to sell and while listening he usually makes up his mind.

It is the dealer or buyer who can visualize a picture of the goods on sale, and who compels everyone to know all about the goods when they are offered for sale, who wins.

What do I sell? Well, that's not exactly a fair question. This is an article by a traveling salesman, not an advertisement. I don't even like to hint, but you've got my name and if you ever meet me you'll find that I would just answer "noise"! Yes, sir, and I sell lashings and lashings of it—"Noise."

To Improve Quality of American Rice.

A vigorous campaign calculated to increase the demand for American rice by producing and marketing a product of uniformly high quality is being waged by the United States Department of Agriculture. Motion pictures, colored posters and special bulletins are being employed in the campaign.

The United States rice crop of 1923 was 33,256,000 pounds of rough rice, produced chiefly in Louisiana, Texas, Arkansas and California. The 1922 crop was the third largest since 1904, the first year statistics were available, whereas, the 1923 crop was the smallest since 1915. About half of the crops of 1919-1921 were exported, and while there have been some imports of rice, these have been increasingly smaller since 1917 when there was a short crop and heavy consumption.

Annual per capita consumption of rice in the United States is about 6.8 pounds, which is materially less than that of any of the other cereal grains produced here. To increase consumption it is seen that a high quality product must be produced and consumers made acquainted with the food value of the product.

A Lesson in Turnover.

William Forsythe, a Detroit grocer, says that "there is no item in groceries which has such a quick turnover, with so little invested, and invested for so short a time, as bread."

For example, he cites the sale of any dozen loaves of bread. "To-day we sell twelve loaves of bread at 11½ cents per loaf, for \$1.38," he says. "We sell the twelve loaves and make a profit of 18 cents. To-morrow we take the same money and buy twelve more loaves and again make 18 cents. Bear in mind that we use the same money every business day in the year and make a profit daily, or, we will make, say, \$1.08 per week, which at the end of the year equals \$56.16.

This profit of \$56.16 has been made on an original investment of one and one-third dollars and the turnover has earned over 4,000 per cent. on that

investment. In addition, bread brings customers into the store daily who otherwise would come only occasionally. This gives me an opportunity to meet and know my trade. It also offers opportunity to sell many other articles, as a customer seldom buys bread alone."

Against Prison-Made Merchandise.

Probably no two classes of manufacturers are more in favor of the proposed national legislation to label prison-made merchandise as such than the producers of work shirts and the materials that go into them. This is particularly true of the makers of chambrays. Prices of these goods have been forced down by close buying by the "outside" work shirt manufacturers, who have been forced to meet the competition of the "inside," or prison-contract, manufacturers. At least one of the latter group was said yesterday to be offering chambray work shirts at \$5.50 a dozen, which was characterized as a low figure. In addition to this, it was asserted that an average 28 inch 4.30 yard chambray could not be made and sold at a profit by the mill nowadays at less than 13½ cents. Yet 12 cents is the price at which many of these goods are selling from stock, and prison-made shirts are held responsible for it.

Last Season For Woolens.

While there is nothing, so far, to indicate a change from woolens to worsteds in the men's wear trade, the reverse being the case in the Spring buying, some selling agents feel that the Spring will be the last season, for a while, in which woolens will dominate. At the present time this feeling appears based more on hope than on certainty, but the selling agents put forth some arguments which they believe will in time provide reasons for a swing back to worsteds. In the first place, they say worsteds shows much more intrinsic value than do the woolens. Moreover, at the present time the prices asked for quite a few ranges of the wanted woolens are practically on a basis with many worsteds. In addition, it is held that few of the woolens now being bought can stand up under wear as well as worsteds, and they cannot be tailored to the fine degree that worsteds can.

Corporations Wound Up.

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

Raco Land & Timber Co., Saginaw.
Detroit Talking Machine Co., Detroit.
Michigan Millinery Co., Detroit.
Lansing Typesetting Co.
Jefferson-Chene Co., Detroit.
American Bell & Foundry Co.
Suburban Realty Co., Detroit.
Wolverine Hotel Corporation, Detroit.
Ideal Fireproofing & Plaster Co., Detroit.
King Wah Lo, Detroit.
Roberts & Schaefer Co.
Keystone Stereotype Co., Detroit.
Automotive Electrical Specialties Corporation, Pontiac.
White Lake Boat Co., Montague.

Peppy people are generally as nervous as a flea, with the judgment of a guinea-hen and as irresponsible as a tom-cat.

Naturally You Want a Bigger Milk Business

Veribest Evaporated Milk is of certain quality, thoroughly reliable and rich in butter fat.



It is thoroughly sterilized, pure and wholesome. Packed in 6 oz., 12 oz., 16 oz. and 8 pound cans.

Armour's Veribest Evaporated Milk Will Increase Your Sales

Only the best whole milk is used in Veribest. It is made to please the most exacting taste. Boost your milk business by recommending Veribest to your customers.

ARMOUR AND COMPANY
CHICAGO

ROYAL is a cream-of-tartar baking powder, and always produces most excellent results.



Wise women are glad to pay the slightly higher price of Royal in order to enjoy the security of Royal. It is good judgment to recommend

ROYAL BAKING POWDER

Absolutely Pure

Contains No Alum—Leaves No Bitter Taste

RENEWAL OF CONFIDENCE.

With the coming of Fall weather more note is taken of the gradual improvement in mercantile conditions. This is not shown by any large commitments, but by the increasing number of small orders for goods which have come into the market from a great variety of sources. The volume, too, appears to be growing as the Fall retail selling season is getting nearer its peak. As traders have not been very venturesome, their buying betokens an urge from the consuming public whose wants must be met, and this augurs well for a fairly prosperous period ahead. A comfort which producers have just now is that they have not to contend with the cancellations and returns so bothersome in a time of speculative buying. The purchasing at the present is "for keeps." As manufacturers in many lines have not been making up much, if any, in advance of real orders, occasional complaints are heard from buyers because they cannot be assured of prompt deliveries. Values, while by no means settled in all instances, are regarded as reasonably stable for all practical purposes for quite a while to come. They are less likely to go down than to rise, according to the general impression. The only exception is in the case of articles in which the cost of cotton is a factor, and this will not be long in doubt. As to practically everything else, trading may be done with assurance just as well as a month or so hence.

While the truth of all this is pretty generally recognized, it is not leading buyers into providing for their needs much in advance. In the case of buyers for retail stores, this is due in great measure to the restraining influence of merchandise managers who are willing to go almost to the verge of "starving" their stocks rather than run the risk of having them too large for the demand. This is regarded as a safe policy at a time when no very great price advances, if any at all, are imminent. The effect of it is felt in the primary markets, which are adapting themselves to the present methods of doing business and are minimizing, as far as possible, the danger of giving undue credits. Circumstances at present are such as to warrant careful scrutiny of the resources of customers. The business failures continue on rather a large scale. In August, for example, they were 1,520 in number, as against 1,319 in the corresponding month of 1923, and for the first eight months of this year they were over 1,600 more than for the similar period the year before. If the indications for a good Fall season now apparent hold out, there ought to be a different story to tell for the remainder of the year. But, until this is shown, there will be abundant justification for the caution displayed by producers, as well as distributors, of merchandise. A single good season, however, will witness a renewal of confidence.

WOOL AND WOOLENS.

Wool markets continue to show strength with a tendency toward price advances. This was markedly apparent during the past week at the auction sales in Brisbane, Australia. At those sales the competitors, aside from

home interests, were from Great Britain, Japan and France. In the past few years Japan has become quite a factor in the wool markets. Her people have been taking more and more to the wearing of garments of wool instead of cotton or silk. China it is said, is showing a disposition in the same direction. Such an expansion of the market for wool is what is back of the assertions of a future world scarcity of the article. But there is little reason to doubt that supply will increase as the demand grows. Prices in this country are holding up well in spite of the lessened demand from the mills, which have not been overwhelmed with orders for Spring fabrics any more than they had been for Fall ones. Significant in this respect was the action of the American Woolen Company the other day in passing its quarterly dividend. Its looms are said to be working only at 40 per cent. of capacity and to be especially weak on the worsted end as distinguished from the woolen. Aside from the effects of the company's action on the quotations of its stock, there is the possibility that it may further encourage the dilatoriness of cloth buyers in putting in reorders. As against this, however, will come the real needs of the cutters, the outlook for whose products appears better than usual. In a week or so, the openings of the American company's Spring lines of women's wear fabrics will take place. Last week those of the Juillard company were had. The highest class of dress goods for Spring will probably not be shown until next month. Trade in men's clothing is beginning to show up well. It has been helped by the moderate temperatures of the week just closed.

POLITICAL PIE EATERS.

There are styles in politics, as in everything else. The politician always has his weather-eye for new fields to exploit; hence the proposal that crops up intermittently to have the state operate insurance funds of various kinds. Several states, in fact, now sell compensation insurance covering accidents to workers, and in some cases the state maintains a monopoly of this form of indemnity, while in others private companies compete with the commonwealth.

Politicians who bring about such interference with the economic function of private business do so for certain practical reasons and those who listen to the noisy advocates of the "sovereign state" should remember that such paternalistic individuals have a dull axe to grind. That portion of the unsuspicious public that falls for the promise of perfection in the guise of state or municipal ownership should ask themselves why politicians urge such methods so indefatigably. There is a clear answer: state operation supplies political pie in the form of funds for contracts to favored henchmen; it furnishes numerous jobs for those who help the machine to operate, and thus affords a means of building up a political organization to perpetuate itself. There are not many business men in politics, but there are plenty of men who make politics a business.

To become a director, learn to direct.

TRADING IN COTTON GOODS.

With only a fortnight elapsing between successive Government estimates of cotton conditions, speculative activity in the exchanges is subject to regular alternations based on what has been reported and what is to be. Last week, for a great part of the time, the quotations were based on guesses as to what would be shown by the official report to be made public this week. These were tempered at times by weather reports from the growing districts. It is conceded that the percentage of condition of the crop will be reduced from the 64.9 previously reported, but most of the guessers are still holding to a crop of over 13,000,000 bales. Whatever the ultimate yield may be, this week's statement will approximate it more than has any previous one. The only factor to be thereafter considered will be the weather, the boll weevil being now negligible. Spinners' takings are very small as yet. They are waiting to see prices better stabilized. Margins on fabrics are so small that a slight variance in the cost of the raw material may upset calculations even if it does not convert a profit into a loss. Some weakness was shown during the week in the prices of unfinished fabrics, although the transactions were not in any large volume. Finished goods are moving in small quantities through distributing channels, but there is not much vim to the buying. Not much feature is shown in knit goods of any description. Balbriggan underwear lines for Spring were opened during the week by some concerns at a small reduction from former prices.

SIMPLIFYING THE CALENDAR.

How to simplify the calendar will be the most important subject for consideration at the International Geodetic and Geophysical Union, which will meet in Madrid shortly. Before sailing for Spain, Dr. Henry J. Cox, of the United States Weather Bureau, outlined the plan, which meets with approval among the American meteorologists. They favor changing the number of months from twelve to thirteen of twenty-eight days each, making the extra day that will come each year a floating day, to be called "New Year's Eve." By this change the months will be four weeks each, the first day being Sunday and the concluding day of the week Saturday, falling always on the 7th, 14th, 21st and 28th. No single thing could affect the daily lives of more people than this simplifying of the calendar. Books, laws, contracts, legal documents—everything that goes to make up our written civilization would be affected, and no doubt there would be a variety of organizations which would hold out against the change "on conscientious grounds"—the usual nomenclature for opposing anything new. But this would be much less than formerly for the daylight saving movement has done a great deal to destroy the sacredness of the calendar.

THE CANNED FOODS MARKET.

More enquiries are developing for nearly all of the canned food staples, enquiries, however, which it is difficult to fill, as there are no free sellers among first hands and the season has

not advanced far enough to cause resales. Frequent prediction is made that local operators have misjudged the market, and where they refused earlier in the season to lower their requirements by placing contracts for future delivery these dealers have placed themselves on the wrong side of the market. Now they face the assurance that they will have to pay substantial advances and run the chance of not being able to get, even at higher levels, the various grades wanted and in the quantities desired. This has been a freak season as to producing canned foods in almost every district, and it has been impossible to predict with any accuracy just what will happen. Even now, the outcome cannot be determined. Greater firmness than ever exists at primary points, and there is a reluctance to sell, which indicates strength on the part of the packer and no surplus to cause him alarm.

The League delegates at Geneva have taken eagerly to the idea of holding an armament limitation conference of their very own. They want it prepared and staged in Europe, under the full and strict control of the League of Nations, far from the maddening power and prestige of the United States, which they felt so heavily at the Washington conference. Their eagerness may, in part, be accounted for by their jealousy for the cause of the League and their confidence in its strength. But there seems to be another element present. The European nations admittedly were caught unawares at Washington. They were not at all prepared for either the manner or the method of American leadership. They do not care to go through such an ordeal again. Better do their own preparing, reach their own multifarious agreements, and then invite the United States to have a taste of European manners and methods. At Washington, they had to do things they had not wanted to do. The idea seems to be to turn the tables on America—to have her come in on European terms, or refuse and give American professions of peace a black eye.

Cables are an old story, but not such a cable as is being laid between New York City and Italy. The new cable—the first one direct between America and Southern Europe—will transmit messages from five to eight times as fast as cables now in operation. In an experiment messages have been sent at the rate of 1500 letters a minute which is five times as fast as the standard rate. The speed of the new cable will be so high that new receiving apparatus will be required. Six automatic printing machines can be kept busy recording the messages received. Almost as impressive as this speed is the rapidity with which the cable is being laid. It has just been started from Rockaway Beach and is expected to be completed to the Azores in two weeks. From there it will be extended to Malaga, Spain, and then to its final destination, Italy. Its total length will be more than 5,000 miles.

Debt is the secret foe of thrift, as vice and idleness are its open enemies.

Early Lumbering Days on the Muskegon River.

Grandville, Sept. 9.—The winding course of the Muskegon has many peculiarities, as an artist from Chicago found a few days ago when he first visited that stream at Croton dam, a place where fish abound in profusion, we are told.

The scenery in and about the dam was so interesting the artist forgot his fishing tackle, and took up his artist's brush instead, the result being several sketches of artistic value.

It was near the Oxbow, above the dam, where the gentleman operated, and a more pleased week-ender it would be hard to find.

Tourists seldom linger so far South, seeking the cooling shades of the Petoskey dells and wooded forest aisles about Traverse City and Charlevoix. However, the artist discovered a new world to him and, doubtless, will again drop off in the region of the Muskegon to rusticate another season.

The Oxbow is but one of the many beauty spots on that historic stream; historic because of its associations with early lumbering operations when men from the Pine Tree State sought new worlds to conquer here in the early forties. Sawmills dotted the bank at intervals of a few miles, and the crash of falling timber, hum of the saw and rumble of machinery greeted the ear for many months each year.

John A. Brooks, the founder of Newaygo, I. D. Merrill, Tom Stimson and a host of others were the mill-owners of that early day.

From Newaygo to the mouth, which our Chicago artist did not see, has its associations which linger long, and many incidents of that time have been handed down from father to son through a long stretch of years.

Lumber cut by the up-river mills was rafted to the mouth, where it was loaded onto schooners for the Chicago market. Sometimes it was no easy job to get a raft of lumber through on time. Many obstacles were met with. The fact that the Muskegon millmen at the mouth of the river, who received their raw material from the forests far up the stream, oftentimes blocked the stream with logs.

More than one boom which held back logs for use in the Muskegon mills, was cut and the pine cylinders sent hurtling on their way, that rafts of lumber from up the stream might be sent through. In fact, there was at one time a state of war existing between the mills at the mouth and those along the upper reaches of the river.

It seems a wonder that no pen of novelist has sought this prolific field of love and adventure for the laying of a story that could not but be full of the most thrilling interest. Later day lumbering has been exploited in other parts of the State, but never the Muskegon valley, which at one time led the world in its output of pine logs and lumber.

The Muskegon is the longest river in Michigan, although the Grand is the larger. It is 300 miles from Houghton lake to the mouth of the Muskegon, following the tortuous course of the stream. Moreover, it produced a larger cut of pine logs than any other single stream in the world.

Hundreds of millions of feet were floated down that stream every year for a number of years, and to-day the Muskegon is one of the most picturesque streams in the West.

Not far below Newaygo we have a curve in the river called in the olden time "Old Woman's Bend." An ancient Ottawa squaw occupied the bend in the stream for a long period of time, hence the name.

Between Bridgeton, ten miles below Newaygo and once the seat of three bustling lumber mills, and the mouth of the river is "The Dam," so named because of a one time dam of

floodwood which completely changed the course of the stream for a time.

Next we have "Maple Top," where the whirl of the current rendered navigation with rafts very dangerous. Still lower down came "Three Rivers," where the Muskegon divides its waters into three separate streams, then "Mill-iron Point," so named from the fact that a lot of mill irons were landed here at one time, but never utilized in the building of a mill nearby.

Among the first lumbermen were men from the pine woods of Maine who learned the business through hard knocks on the Penobscot and Kennebec, and also the Androscoggin, a lesser stream, yet one to be reckoned with.

Where the lumbering was done in that Eastern State to-day are some of the finest farms in the whole State, and Maine was well named the Pine Tree State in the early settlement of the Nation.

Many men made fortunes in the pine lumber business, some of them migrating to Chicago, where their children have grown to be among the millionaires of that famous windy city.

Muskegon, at the mouth of the river, was long the principal lumber mart in the State. Finally, when the last pine log went past, leaving a desolate stretch of cut-over lands to grow up to brush and weeds that city languished, going into a decline which served notice that a new business must be discovered if the place was to remain long on the map.

However, the port of Muskegon was too valuable to shippers to remain long on the dump heap. New industries were induced to take the place of the half hundred lumber mills which were silenced by the destruction of timber, and to-day Muskegon, at the mouth of the river of that name, is one of the most prosperous towns in the State, and every indication points to the still farther advance of its population until it becomes the metropolis of Western Michigan.

There were many tragedies in those old days on the Muskegon which never saw the light of day. Old Timer.

Grape Deal To Start in Michigan Shortly.

Lawton, Sept. 8.—The grape crop in this territory is now shaping up rapidly for fine quality fruit, despite the late season, according to the Southern Michigan Fruit Association, which will shortly start its 26th consecutive shipping season.

Early varieties will move out of Southern Michigan in car quantities beginning about Sept. 12. First commercial varieties to move will be Champions and Fancy Moores Early while the movement of Wordens will start shortly after or from Sept. 15-20. Delawares and Niagaras will move Sept. 15 to 25.

Concord, which is the chief variety throughout this territory, will be ready Sept. 20-25, the practice of commercial growers in this area now being to hold Concorde until fully ripened. The late August inspection of vineyards shows larger and more compact bunches of Concorde, rapidly reaching maturity than usual. Weather conditions throughout the latter part of the growing season have been excellent and the vineyards, which have been under modern methods of culture, are practically free of insect pests, indicating an excellent quality of fruit throughout the Southern Michigan fruit territory.

Grapes produced by the members of the Southern Michigan Fruit Association and sold through the Federated Fruit & Vegetable Growers, of which the organization is a member, will be graded under the new law and marketed under loading point inspection.

Most of our industrial troubles are caused by workers who do not think and thinkers who do not work.

Business in Country Newspapers.

County seat newspapers over the country depend very largely on business for their income. The advertisements of merchants make it possible for such papers to exist. But as a rule business in general receives scant attention from them in either news or editorial columns. Court proceedings, accidents, weddings, deaths, social events and columns of personal mention, with correspondence from village and neighborhood, the simple annals of country life, fill their pages. These are all good, although much that is trivial gets into print. They make the paper interesting to thousands, and are a proper function of the country press.

But there is a field of business information which might be occupied with profit both to the rural papers and their readers, which is much neglected. Merchants are close observers of all business conditions. They must be, in order to thrive. Crop prospects and agricultural production is valuable news for them and for the county paper. The fruit crops in the townships, wheat, corn, potatoes, dairy products, poultry, stock, all the things the farmers raise have a direct bearing on the prosperity of both county and county seat.

In the town of publication the manufactures, small though they be, have constant news value. The factory and foundry conditions, the flour mills, the lumber and building interests, the brick yards and fuel, the canning concerns, the laundry and other domestic utilities, each and all constitute a live news field. For editorial discussion, there are all the fundamental principles of business on the farm, in the village, and in the town, which need constant attention, and are worth more to the readers of country paper than all the politics to which most of their editorial work is devoted. Industry, thrift, profits, accumulation, property and its conservation, money and its sound investment, affords a wide range for careful and impartial editorial articles. Adventurers take heavy toll from rural populations largely because their home newspapers do not educate their readers in the primary principles of sound investment, and warn them against dealings with strangers. Constantly the people in small communities are being separated from their savings because the country papers do not impress upon them the hazards of expecting big profits in distant and doubtful enterprises. One admonition, repeated monthly in the country press, would save millions that go to crooks. It is this: "Do not invest your savings without first consulting the trade journal which makes a specialty of passing on securities offered for investment."

Almost every older man in a responsible position is searching earnestly for a young man to whom he can transfer some of his burdens and responsibilities—a young man in whom he has confidence and who he thinks will conserve and carry on the work already started; and when a young man begins to rise above his fellows and shows that he has the simple fundamental qualities there is more than one bidder for his services.

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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.
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Write for Bulletin.

C. P. Steimle, Registrar

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REVIEW OF THE SHOE MARKET

Encouraging Outlook For the Shoe Dealer.

Written for the Tradesman.

The average—certainly the veteran—retail shoe dealer sees nothing in the present business outlook to fill him with apprehension. On the contrary, the impression amongst shoe dealers both large and small, seems to be one of good courage and rather confident expectation. Though this is what Edgar Allen Poe would call an "immemorial year" for business generally, being an election year; and though the textile industry of New England and the South has exhibited a perceptible slowing up within the last six months, the volume of business for the spring and summer, 1924, is far from disappointing, as viewed by the average retail shoe dealer. And the outlook for the fall and winter, 1924-25, is even more encouraging.

Insofar as the textile industry is concerned, mills that have been running on short time are already getting back to full time schedule or are announcing that they will do so in the near future; and as for the psychological handicap incident to the election of a president, that will automatically adjust itself when somebody is elected.

Bipolar Stabilization.

The writer is inclined to believe that the retail shoe dealer will find the going better from now on.

Broad prognostications are not looked upon with favor by some people, to be sure, yet if they are based upon and occasioned by a study of fundamental business conditions effecting a given line, they may have a certain value. And herewith is the reason for the hope that is within the writer of this communication. The shoe industry of America seems now to have happily achieved what may be called a bi-polar stabilization.

In the first place, there has been an unheralded, but none the less thoroughgoing, stabilization of prices. Consumers have come at length to realize that this industry is not dominated by a remorseless and unscrupulous trust; that manufacturers and dealers have not entered into a gigantic scheme to fleece the public by demanding exorbitant prices for footwear of all kinds. In other words, the average customer is after all a pretty intelligent individual who has come to realize that the old pre-war price of shoes belongs to a by-gone era. As he shops about, the customer discovers that a shoe of such and such a grade costs approximately the same no matter whether he buys it in a big store or a little one, in the down-town shopping district or out in the suburbs, in the village or in the big city.

And along with the process of

stabilization in prices, there has gone forward a stabilization of styles. Freak shoes have become a memory. Shoes carry style, to be sure, but these style-features are along what may be termed accredited lines. Compared with those sudden and erratic departures by means of which style-effects were once achieved, new footwear creations are more conservative, more refined. New things are coming in all the while, but they are mostly new modes whose coming may be anticipated. To put it in another way, the wild, unrestrained impulse for spectacular effects in shapes, colors and combinations has been curbed. Designers and manufacturers have tacitly agreed to strive for new effects within more judicious bounds.

Shoes as Dress Essentials.

In further justification for this rosy outlook on the retail shoe business, it should be noted that shoes are coming more and more to be style-carriers or dress essentials. To be sure this is not a brand new thing, but it has new implications and even undeveloped potentialities. It has been some time since shoes were regarded largely as articles of necessity, and began to be looked upon as dress features. This, insofar as the general public is concerned, represents a change of attitude which has been coming about for a good many years; but definite advance along this line has been made within the last twelve-month.

This new feeling towards footwear—this popular recognition of their importance from the standpoint of dress—is not an accident. Back of it lies a lot of merchandising genius, hard work and daring. Shoes will never again be relegated to a subordinate place in the dress scheme of the person who wishes to appear well dressed. They are now recognized as essential style carriers.

Style authorities are generally agreed—and the public generally has been persuaded to concur in the belief—that incorrect footwear kills an otherwise faultless toilet ensemble. Insofar as women's footwear styles are concerned the short skirt vogue of recent years has played an important part in bringing about this new appraisal of footwear, and the idea became so firmly rooted in the feminine mind that it has held tight during the more recent vogue of long skirts. But even with men, young men and children, there has been a revolutionary change of sentiment about the correctness of shoes for times and occasions.

This well known fact is here mentioned not because it is new, but because it has, the writer believes, a bearing on the present outlook for business. In the very nature of the

case shoes are going to be in demand, even if they must be had at something of a sacrifice, simply because folks have become to appreciate the essentiality of footwear style-qualities.

For these reasons—and perhaps others could be set forth—the writer

is of the opinion that business this fall and winter is going to be good—provided the dealer has fresh, snappy lines and backs up the merchandise with the type of service shoe store patrons have come to demand.

Cid McKay.

Herold-Bertsch Shoes



No. 983
\$3.50



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

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Grand Rapids, Michigan

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Our company is now finishing the tenth season and we have built up large assets with one yearly payment.

Total assets December 31, 1921,	\$137,392.51
Total assets December 31, 1922,	\$226,449.45
Total assets December 31, 1923,	\$407,683.55
Total assets August 1, 1924,	\$561,543.26
Claims paid since organization	\$1,930,195.26
Claims paid the first six months of 1924	\$222,021.73

The above assets have been accumulated with one annual payment per year. The rate charged has been sufficient to pay the claims each year and to add something to the surplus. The company has never made a special assessment and has, therefore, been non-assessable by experience. The yearly charge being sufficient to meet the claims each year and to increase the assets, placing the company on a firm financial basis.

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Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Sept. 2—Peter Westdye, of Kalamazoo, a member of the firm of Westdye, Shawd & Co., filed a voluntary petition and was adjudged bankrupt. The matter was referred to Referee Banyon. The schedules disclose no assets over and above the bankrupt's statutory exemptions, and the following are listed as creditors:

Individual Creditors.	
Frank D. Frampton, Kalamazoo	\$100.00
Frank Clay, Kalamazoo	75.00
Firm Creditors.	
Armstrong & Veley, Kalamazoo	\$800.00

Total \$975.00

Request has been made by the referee for costs to call the first meeting of creditors and, upon receipt of the same, the meeting will be called.

Sept. 3. In the matter of Nathan Cooperman, bankrupt, of Dowagiac, the trustee has been directed to file his supplemental final report and account, for the purpose of calling the final meeting of creditors, the declaration and payment of a first and final dividend and the payment of administration expenses.

Sept. 4. Benjamin M. Ziegler, engaged in the retail grocery and produce business at Niles, filed a voluntary petition and was adjudicated a bankrupt. The matter was referred to Referee Banyon, who was also appointed receiver. The Referee entered an order appointing Thomas Cain, of the latter place, custodian. The schedules of the bankrupt disclose the following assets and liabilities.

Secured Creditors.	
City Treasurer of Niles	\$59.50
Unsecured Creditors.	
S. Fox, South Bend	\$1,649.95
F. Jacobson & Son, New York City	149.63
R. H. Lane & Co., Toledo	233.88
Silver-Cone Co., Chicago	259.55
Meyer J. Rubin & Co., Chicago	183.45
J. W. Jackson & Sons, Indianapolis	66.00
Selz, Schwab & Co., Chicago	207.96
G. A. Sullivan & Co., Chicago	48.90
Meyer Suit Case Co., Toledo	20.00
Butler Bros., Chicago	24.43
So. B. Mercantile Co., South Bend	124.56
Irving Brandt & Co., Chicago	61.27
Chas. Alshuler Co., Racine	29.00
Cluett, Peabody & Co., Chicago	48.95
National Cap Co., Toledo	135.39
C. J. Wolfson & Co., Chicago	46.06
Shapiro & Beitler, New York City	15.60
Mishawaka Rubber & Woolen Co., Mishawaka	328.60
Endicott, Johnson & Co., Endicott, N. Y.	103.00
U. S. Rubber Co., Chicago	512.01

Bray, Robinson Clo. Co., Louisville	126.00
G. R. Dry Goods Co., Grand Rap.	358.00
Textile Shirt Co., Cincinnati	96.00
Phillips-Jones Corp., New York	25.70
Edson, Moore & Co., Detroit	278.67
George Keith Co., Brockton, Mass.	716.97
Hand Made Shoe Co., Chippewa Falls	167.20

Rohn Shoe Co., Milwaukee	250.00
Pyramid Pants Co., Michigan City	400.00
Joseph M. Herman Shoe Co., Millis, Mass.	178.00

H. D. Lee Merc. Co., South Bend	278.03
Converse Rubber Co., Chicago	202.20
Moyer Mfg. Co., Youngstown, O.	105.00
Lion Collars and Shirts, Inc., Chicago	133.00

W. L. Douglas & Co., Brockton, Mass.	82.00
Cooper Underwear Co., Kenosha	79.00

Parrottee, McIntyre and Co., Chicago	50.00
Office Bros. Mfg. Co., Columbus, Rockford	107.00

Wolverine Shoe & Tanning Corp.	34.61
Frances Ziegler, Niles	600.00

Niles City Bank, Niles	500.00
Chicago Sheepskin Clothing Co., Chicago	40.50

A. W. Cowen & Bros., New York	27.70
Masonic Building Assn. Niles	120.00

Total \$9,203.77

Assets.	
Cash on hand	\$ 20.00
Stock in trade	3,100.00
Household goods	100.00
Machinery tools, etc.	400.00
Accounts receivable	81.55
Policies of Insurance	30.50

\$3,732.05

Sept. 6. In the matter of Forrest J. Mosgrove and Jessie L. Eddy, bankrupt, of Vicksburg, the final meeting of creditors was held at the referee's office and the trustee's final report and account, showing total receipts of \$145.61 and no disbursements were approved and allowed. The administration expenses were ordered paid to date and a first and final dividend of 1 per cent. declared and ordered paid. The final order of distribution was entered. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge, and no cause having been shown, it was determined that such favorable certificate be made. It was further determined that the trustee be not authorized to interpose objection to the bankrupt's discharge. The first and final dividend list of creditors was filed and the meeting adjourned without day.

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Registration, October 1; Assembly, October 3; Class Work, October 6.
Foreign Trade Division Will Resume Classes October 2.

The School of Commerce and Finance offers a Four-Year Course, requiring attendance on Monday, Wednesday and Friday evenings, from 7:30 to 9:45 o'clock, for two semesters of each college year. Day Course five days a week from 8 a. m. to 12.

The Courses of the School Cover instruction in Higher Accounting, Economics, Credits, Industrial Engineering and Management, Taxation, Banking, Real Estate Development and Administration, Secretarial Science, Cost Analysis, Corporate Finance, Transportation and Cognate Subjects. These courses are taught by persons in actual practice in the various fields of activity enumerated. Their purpose is to furnish a rounded and cultural education to young men and women who are devoting or intend to devote their energies to business life.

Applications for admission to these Courses should be made to the Registrar of the School of Commerce and Finance of the University of Detroit at as early a date as possible. Experience has shown that, in the past, it has not been possible to accommodate all the later registrants.

The announcements of the School will be mailed to those who apply for them, addressing

The Registrar, School of Commerce and Finance

University of Detroit

651 Jefferson Avenue East,

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Some Fun I Have Had in Business.

In 1889 the Harrison Administration invited the independent nations of the Western Hemisphere to send delegates to an International American Conference to be held in Washington for the purpose of cementing diplomatic and political relations and extending commercial and financial relations among the conferring nations.

The United States delegates to the conference were U. S. Senators Davis and Henderson, William Henry Trescott, T. Jefferson Coolidge, Cornelius N. Bliss, Andrew Carnegie, Clem Studebaker, George H. Hanson, Morris M. Estee and myself. I was the youngest delegate to the conference, having been appointed on account of my seventeen years' active experience in international trade. The official name of the conference was the International American, but it became popularly known as the Pan-American Conference. Congress appropriated \$100,000 to cover expenses, and the Wallack Mansion was rented for our use.

The first important matter requiring official action was the election of a president. A few days before the date of the official opening all of the delegates assembled at the Wallack Mansion. While we were talking informally in groups, Mr. Trescott came to me and suggested that the United States delegates should retire, in order that the Latin-Americans might meet by themselves.

I replied: "As we are meeting on the basis of equality and fraternity, I see no reason for separate meeting."

Mr. Trescott then told the other United States delegates and me that the Latin-Americans had requested this privilege.

An intimate friend, a Latin-American delegate, warned me that the idea of electing Trescott president of the conference was taking shape. It seemed that something was up!

On the following day the Latin-American delegates met in the large room, and the United States delegates in an adjoining room where all were present except Mr. Trescott. A letter from him was read, stating that he would be unable to attend the meeting because of illness in his family. I immediately moved that a committee be appointed to go to Mr. Trescott's residence in order to impress upon him the importance of attending this first meeting of the United States delegation.

I was appointed chairman of the committee with Mr. Hanson, a Democrat, of Georgia.

Mr. Trescott was not at home, so we proceeded to the State Department

and there found him closeted with one of the Latin-American delegates.

At this discovery I said to Mr. Trescott: "It is important for you to come with us at once to meet your colleagues of the United States delegation. And, by the way, there is a rumor that you are a candidate for the presidency of the conference."

This speech seemed to embarrass him a little, and he replied with question: "Well, what had I better do?"

"I have been in diplomacy one day," I answered, "and you have been in it thirty years; I would not presume to give you any advice except to say that it is very important for you to come with us at once to the meeting of the United States delegation."

As soon as we arrived at the meeting in the Wallack Mansion, I moved that we proceed in a body to the State Department and ask Secretary Blaine to act as president of the conference, which notion, of course, was unanimously carried. Secretary Blaine accepted the nomination.

Returning to the seat of our deliberations, our chairman, Senator Henderson, went into the room where the Latin-Americans were assembled and announced that Secretary Blaine had accepted the nomination for the presidency of the conference.

The men in Trescott's confidence, some of whom were his clients, who were endeavoring to bring about his election as president, had advanced the idea that Secretary Blaine, not having been appointed a delegate to the conference, was not eligible for the office.

This move on the part of Trescott's friends would not have assumed importance had not the renowned orator of South America, Manuel Quintana, who later became president of the Argentine Republic, upheld this point of order. But that wise old diplomat, Consellero Lafayette, the senior representative of Brazil, spurred by the rivalry between his country and Argentina, saw his opportunity to score a point against the senior delegate of the Argentine and immediately arose to combat Quintana, stating that it is an invariable custom that the Secretary of State of the nation where an international conference meets shall be elected president of the conference.

A heated discussion ensued. Quintana was the better speaker, but Lafayette was right. Senator Henderson retired while the dispute was still unsettled.

When the Senator reported the situation to his colleagues, Carnegie said that evidently the matter was not understood by our friends from the South, and that he would go and arrange it. He came back without success. Then the genial Mr. Bliss went

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to talk to the Latin-Americans, and returning, announced: "I don't understand those people."

He then turned to me.

"Flint," he said, "you are the only one here who has had extensive and intimate relations with the Latin-Americans. We don't understand them. We have met to celebrate the good will existing between the eighteen independent nations of the Western Hemisphere. If we start in with a row over the presidency, it would add to the gaiety of Europe, but in the interest of the Americas this matter must be immediately and unanimously settled. We appoint you a committee of one with full power to settle it."

At my request Minister Romero, of Mexico, arranged for me to meet the delegates of Argentina under his auspices. Realizing that the repetition necessitated by translation would be most impressive, I asked Romero to act as chairman and interpreter. I then addressed the Argentine delegates.

"Excellencies," I asked, "am I correct in understanding that you regard Secretary Blaine as qualified to fill the position of president of the conference?"

"Undoubtedly," they replied, "there is no man in the Americas who is so well fitted to head the conference as Secretary Blaine."

"I understand," I continued, "that you have only one objection to his election, which is that he has not been appointed a delegate to the conference."

"Yes," they replied, "that is our only objection."

"I will settle this difference," I quickly said. "I am the youngest member of the United States delegation; I will resign to-night; and Secretary Blaine will be appointed a delegate, so that he can be unanimously elected president of the conference at the meeting to-morrow."

I had worked hard and against many aspirants for the honor of being a delegate of the United States to this conference; and when I made that proposition, I felt I was making a great personal sacrifice. But I had in mind that Dr. Quintana had admired a black pearl I had worn. As is the custom between Spanish gentlemen, I had said, "It is yours." And, like a true hidalgo, he had returned it to me. When I offered to resign, Dr. Quintana, high spirited Spanish gentleman that he was, handed me back my "verbal pearl."

"We have come eight thousand miles," he said, "to attend the first meeting of this conference; and we know that another meeting is not to be held for two months, but rather than have you, a friend of Latin-America, resign, we will be too ill to-morrow to attend the conference. Then Secretary Blaine can be elected president, unanimously, and you can remain as United States delegate."

Before this I had had only one interview with Secretary Blaine; but when the other United States delegates told him of this incident, it naturally brought about an entente cordiale between Secretary Blaine and myself; and from that time on, although I had been appointed as a Tilden Democrat, I enjoyed his entire confidence.

The day after Blaine's election he asked me to call at what was known as the Red House, in contradistinction to the White House.

"The most serious purpose of my life," he told me, "has been the creation of means to prevent war, and now the height of my ambition is to bring about the celebration of a treaty by which all Inter-American disputes will be settled by arbitration."

He added that within a few days he would formulate such a treaty, which he had every reason to expect would be adopted by the conference.

In reviewing the history of the efforts which had been made to bring about international arbitration, I found that in 1881—eighteen years before the establishment of the Hague Tribunal—Blaine, then Secretary of State, foreseeing the dangers of industrial greed, initiated a movement to bring about precisely such a world court.

Realizing that America should take the lead in this, as she had in the development of representative government, Blaine had sent invitations to the American nations to participate in a general peace conference. He seemed to have a vision of the frightfulness of a world war and its calamitous consequences, which he expressed in his invitation, written thirty-three years before the World War, defining the purposes of the conference:

Its sole aim shall be to seek a way of permanently averting the horrors of cruel and bloody combat between countries, or the even worse calamity of internal commotion and civil strife; that it shall regard the burdensome and far reaching consequences of such struggles, exhausted finances, oppressive debt, onerous taxation, ruined cities, paralyzed industries, devastated fields, ruthless conscription, the slaughter of men, the grief of the widow and orphan, with a legacy of embittered resentments that long survive those who provoked them and heavily afflict the innocent generations that come after.

Unfortunately Blaine was succeeded by a Secretary of State who withdrew this invitation, so the International American Conference of 1889-90 came to Blaine as a long-awaited opportunity, and he felt that the practical operation of an Inter-American Arbitration Treaty would prove an object lesson to the Old World.

Realizing the dangers of competitive armaments, Blaine was never deceived by the propagandist argument of the European munitions profiteers that increasing military power is a guarantee against war.

After a few days I again called on Secretary Blaine, and he handed me his proposed Inter-American Arbitration Treaty to read.

The treaty suffered the usual fate of being translated literally into Spanish for the benefit of the Latin-American delegates, which eliminated all of the genius of expression which Blaine had put into it. Very naturally the eloquent rhetoricians among the Latin-Americans, having only the Spanish translation, felt that Blaine had not done the subject full justice and they drew up a treaty in Spanish, of course a very creditable document, but which, on being turned over to the official translators, met the same fate as the Blaine draft, being robbed of its eloquence when reduced from Spanish to English.

Dr. Mendonca, the Brazilian Minister, and I, took this English translation to Secretary Blaine at the Red House. Dr. Mendonca was a loyal friend of the United States and was treated by Secretary Blaine with great frankness. Blaine did not hesitate to show before us his disgust at this translated copy. He tore it into bits and threw it up in the air. But that was only an incident.

Most of the countries represented in the conference, appreciating the generosity of the United States in subordinating its superior power to arbitration, and foreseeing the great benefits to be gained, expressed their desire to enter into the treaty; but the signature of Chile was necessary for its execution.

Now the Chilean delegates had in general favored arbitration, but unexpectedly the junior member of the delegation announced in a long speech that Chile would not sign the treaty at this time. The Chileans realized that such an agreement would fix territorial boundaries in the Americas, and might interfere with plans to unite Chile with land recently won from Peru by annexing a portion of Bolivia.

Secretary Blaine, presiding, ordered a recess. I went to him to ascertain his views regarding the unfortunate

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refusal of Chile to sign the arbitration treaty at this time. Blaine had a keen sense of humor to which, like Lincoln, he often had recourse in illustrating the true inwardness of political situations.

"Flint," he said, "I am reminded of the position finally taken by Isaiah Smith, of Augusta, at a revival meeting. Isaiah listened to the fervent revivalist night after night until he took a seat under the pulpit, and at last declared to a friend: 'I've made up my mind to jine the church; but as I have a woman scrape on my hand, I don't want to jine just yet!'"

That evening the Chilean delegates invited me to dinner, and were anxious to obtain from me the views of my Government as to the refusal of Chile to sign. I said I would state its views provided they would agree to cable them to their Minister of Foreign Affairs in the exact words of our Secretary of State. This they promised to do so, so that Blaine's illustration may now be solemnly reposing in the archives of the Chilean Government.

The itinerary of the 5,200 mile trip made by the delegates included three days in Chicago. On our arrival at the railway station guns boomed and a regiment of soldiers escorted us to the Grand Pacific Hotel, where the mayor delivered an address of welcome. After that we were taken in charge by a reception committee, comprised of prominent citizens, and it was manifest to me that, while Chicago in any event would have entertained the representatives of the nations of the Americas most generously, our hosts were not neglecting the occasion to further their claims that Chicago was the best place in which to hold the World's Fair in 1893.

The delegates were entertained privately by the members of different committees, much champagne was opened, and late suppers were enjoyed, always with the hope that one of the Latin-Americans would express his opinion that Chicago was the ideal place for the World's Fair. But my Latin-American colleagues were all experienced diplomats, and they dodged every trap that was designed to evoke from them any expression of opinion regarding the purely domestic question in which their Chicago hosts were interested.

The Chicago entertainment ended with a great banquet at which I spoke as the United States delegate to the conference. My speech dealt with the proposed intercontinental railway, with the unification of the customs regulations, and with the establishment of Inter-American arbitration.

It was not until I neared the close of my speech that I took advantage of the anxiety of the Chicago Committee to get an expression of opinion regarding the World's Fair. Feeling my way, I made the commonplace remark that while we had had an excellent op-

portunity of forming an opinion of the manufacturing industries of the United States, the best opportunity of judging the products of our farms and factories would be at the world's fair in 1893.

This commonplace reference provoked applause. As soon as the diners became quiet, I ventured the statement: "All of the men with whom I have talked seem to think that the best place in which to hold the World's Fair in 1893 is the city of Chicago!"

The audience went wild, they rose and waved their napkins and the chairman of the World's Fair Committee of Chicago stood up on his chair and proposed three cheers for the Honorable Charles R. Flint! I then held up my hand and said: "A moment, gentlemen, I desire to explain. I have talked with only three on the subject and they all live in Chicago."

This was followed by much groaning.

I then proposed a toast, having in mind the fact that the Latin-American delegates had accepted the invitation of the United States to meet us at the conference in Washington as a demonstration of good will, that Inter-American peace was to be assured by a treaty of arbitration, that the great constellation in the heavens of South America stood for that sentiment, and remembering that the Latin-American nations had modeled their constitutions and forms of government after their Big Brother of the North, and that the best known constellation of the North was relied on for direction. I proposed a toast in Spanish:

"El Cruz del Sur—emblema de Paz y Concordia; la Estrella del norte—un guia seguro." Following in English: "The Southern Cross—Emblem of peace and good-will; the North Star—a sure guide."

James G. Blaine, while a man of remarkable ability, did not have a commanding presence like Daniel Webster and Grover Cleveland. He was, however, impressive and magnetic. He had a genial nature, was tactful and had a wonderful memory, which enabled him to recall names of persons and incidents of special interest to his listener. He had a fine sense of humor, and I found it a great pleasure to work with him. And he assumed that you would sometimes read between the lines!

At one time Blaine was being attacked by the New York Times. I told Blaine that I was on good terms with its editor and that I thought I could exert some influence in causing the newspaper to be more careful in the attacks that it was making on him, to which Blaine quickly replied: "Don't take the trouble, Flint, I don't mind being abused so long as I am not forgotten."

It was the irony of fate that Chile, the one country which refused to sign

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at the International American Conference, should be the first South American nation to need the benefit of arbitration. Early in 1892 some citizens of Valparaiso assaulted the crew of the U. S. Cruiser Baltimore. "Fighting Bob" Evans was in command, and when he learned of the outrage he remarked: "This may end in a row; but if they fire on my ship, all hell will smell of garlic."

Shortly after this Mr. Blaine telegraphed me, asking if it would be convenient for me to come to Washington. On my arrival I went to the Red House. To my surprise he did not specifically explain the object of his telegram.

He merely said, "It is unfortunate that the President is writing a message to send to Congress, bulldozing the little republic of Chile, which will have a very bad effect on all the Latin-American states and to a large extent will nullify the work of the International American Conference in furthering friendly relations with the Latin-American countries."

There was no question as to the soundness of Blaine's views. Also there was no question that President Harrison intended to follow his own.

I realized the delicacy of Blaine's situation, and bade him good morning. I knew that he had said all that he could say. From the Red House I went to the Brazilian legation where I told Dr. Mendonca, the Brazilian Minister, of the proposed message of President Harrison, and suggested to him that it was his duty, with his complete knowledge of Inter-American politics, to send a cable advising his government to offer mediation between Chile and the United States.

Mendonca replied: "It is the invariable rule that before a minister sends a cable of that character he must receive the approval of the government to which he is accredited."

I told him that I was familiar with that fact, but there had been cases where strong, able men had made exceptions to that rule.

"This is your opportunity," I pointed out. "You can render a service not only to Brazil but to all the nations of the Americas."

He finally asked me to write out a message that I would recommend him to send, which I did, as follows:

War possible between Chile and United States unless Brazil offers mediation to both countries in order to settle matters by arbitration in accordance with existing American international law.

The cable went out. And of course Blaine knew about it. He then called President Harrison's attention to his address as Secretary of State to the

Latin-American delegates in closing the conference:

If in these closing hours the conference had but one deed to celebrate, we should dare call the world's attention to the deliberate, confident, solemn dedication of two great continents to peace and to the prosperity which has peace for its foundation.

The differences between the United States and Chile, which Blaine called "our younger sister," were finally removed without the employment of menace or force. Charles R. Flint.

A \$6,000 Fire Engine Which Cost \$23,300.

Why should a group of intelligent men pay \$23,000 for a \$6,000 fire engine? The answer is, they ought not, but yet, when they are spending the taxpayer's money and not their own, they do this very thing and do it continually. The following true and typical story is a record of what actually happened in one of our little middlewestern cities.

The city fathers, the taxpayers, voted to buy a fire engine, price \$6,000. This sum of money is, relatively speaking, a large amount to add all at once to a little city's regular house-keeping budget. So this municipality went in debt for the fire engine—that is, in official language, issued bonds. And here is where the story really begins.

The bonds bore interest at the rate of 7 per cent. and ran fifteen years. When the bonds came due, the city had of course paid \$6,300 in interest, but nothing on the principal. The city chest now contained \$1,000 in cash—which was paid on the principal.

The balance, \$5,000, was, in official language, "refunded," that is, bonds were issued for this amount running for twenty years and bearing 6 per cent. interest.

But alas, after the fashion of some of our cities, the mayor and aldermen refrained from taxing the voters to provide funds for paying these bonds when due. For, in human fashion, they wanted to point with pride to their cheap and efficient administration of the city government. And so the bonds came due. And like Mother Hubbard's cupboard, the city treasury was bare. Borrowing money is all too easy for a city, and the interest rate is low. So again the debt was "refunded," this time the bond issue bearing interest at the rate of 5 per cent., and ran twenty years.

Let me hasten to the end of my history of this fire engine. The last bond issue on the engine is due in 1938. So the record of this financial transaction to date may be briefly stated as follows:

(Continued on page 23)

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Uncertainty in the Field of Party Politics.

Grandville, Sept. 9.—Running for President of the United States is really a serious matter. So many very ordinary citizens having done this very thing, however, seems to cast aside any thought of it being other than an ordinary event.

The rather humiliating part to it is the fact that some of the ordinary citizens who did the running in the past succeeded in winning the prize.

I might mention several who won out and ascended the Republic's throne at Washington who would better have filled the position of foreman in a third rate lumber mill—but I refrain. Suffice it to say that it is no disgrace to lose the presidency, even after a nomination, and still less a humiliation never to even win a nomination.

With few exceptions our Presidents have been of ordinary timber.

The greatest men of the Nation have never sat in the chair of state. It seems almost impossible for a brilliant statesman to secure the Presidency. A glance back over the period since Washington occupied the chair will demonstrate the fact I have mentioned.

Abraham Lincoln was and is the greatest American, hence it seems almost a miracle that he became President. His presidential honors came to him at a time in the Nation's history when to have chosen a lesser man might have sacrificed the life of the Nation. In this there was an act of Providence which even the veriest dullard does not deny.

This Nation has been one of the few favored by a Divine Providence which passeth understanding.

The crime of slavery could in no way be wiped out save in the blood of the citizens of the Republic. It was so wiped out, and during the fiery process many great men sprang into the lime light of history, among them Grant and Sherman in the military department, with Lincoln, Douglas and others in civil life.

Had Douglas not died at the outbreak of the Civil War his name might have become illustrious as one of our greatest statesmen. Nevertheless it was ordained by Providence that he should pass off the stage of action at the very summit of his fame.

Douglas could not be elected President. Although defeated by Lincoln, he held no resentment toward the great Emancipator, and the two were the closest of friends up to the hour of the Little Giant's passing to the other side soon after the outbreak of the slaveholders' rebellion.

"Of all sad words of tongue or pen, the saddest are these, 'it might have been.'" These refer to the untimely death of Stephen A. Douglas in the early sixties, as well as to other sad incidents in our National history.

As said at the outset, our ablest statesmen seldom gain the chair of state at Washington. Secretary Hughes, an exceptionally able man, need not feel lonesome because of his failure to carry off the prize. He has only to look back to the time when that brilliant statesman, Henry Clay, missed the Presidency by a hair's breadth.

Some of the first men of the Nation won the nomination, only to lose out in the election, while others even more brilliant failed in the nominating convention.

Henry Clay won the nomination and had all the anti-slavery voters cast their ballots for him he would have won out. A third party vote lost the election to Clay, many of those third party men regretting ever after their folly in not voting for the brilliant Kentucky statesman who was far more acceptable to them than the man who was elected.

In later times we find the brilliant James G. Blaine a candidate for his party's nomination. The mistake made was at Cincinnati in '76, when Hayes

carried off the plum as against Blaine. Had the latter been nominated at that time, there is no doubt he would have been elected.

Two of the most brilliant men of that time were Roscoe Conkling, of New York, and James G. Blaine, of Maine. Two such leaders in the same party at one time rather spoiled the chances of both.

Had Blaine in 1884 unbended sufficiently to ask the aid of Conkling in his campaign for the Presidency there is not the slightest doubt of the Maine statesman's election. A change of only 600 votes in New York would have turned the scale. Conkling sulked in his tent and thus was that great state turned over to the opposition.

It has been said by friends of the New York senator that he would have gladly taken the stump for the man who had on former occasions ridiculed him before his conferees in Congress. Pride is a stubborn characteristic. Both these men had a full supply of this, and so the lives of both were embittered to the day of their deaths.

Daniel Webster, the god-like Daniel, aspired to the Presidency. Many lesser men had been chosen and it seemed fitting that the party to which Webster adhered should have considered his claims as pre-eminent, and yet small jealousies kept the Massachusetts statesman from the nomination. It is said that Webster compromised his anti-slavery opinions in order to win Southern votes, and at that lost out. Even our greatest men make mistakes.

William H. Seward was the idol of the young Republican party in the days preceding the Civil War, and yet in a certain speech, while seeking the nomination of his party, he compromised some of his former opinions and fell between two stools, the gaunt rail splitter of Illinois carrying off the prize. Such is life on our political battle fields.

Old Timer.

More Life As Lived at Carlsbad.

Carlsbad, Bohemia, Aug. 10.—If there ever was an orderly parade, they had one here to-day. Fifty-two extra trains brought Turners from all over, even as far away as Russia and Poland. They claim they had 60,000 in line and about fifty brass and other instrumental bands. I never saw more barefooted and barelegged boys and girls from 15 to 18 years of age in line and they surely marched some. They carried many banners and some with the inscription, "No more war for us." This afternoon they gave exhibition drills. I took a few snapshots from my window. If they come out right will send you one or two.

This morning I met our friend, McAdoo, at the springs. He is here for the cure and seems to do like the rest of us human beings. He and President Mazarek, of the C. S. Rep., are at the same hotel, the Savoy, and the paper stated they exchanged cards. I wonder if that means that they are to play a game of pinochle together. This morning I bought my roll, a ¼ quart cherries and a cup of coffee and that was my breakfast. This afternoon I went up the mountains. They have four inclined cable roads here for the lazy fellows like yours truly. When you get up there you have a fine view of the valley. There is a first-class restaurant up there and in cool weather or on a foggy morning they furnish you with a shawl or blanket. I tell you they look out for your comfort.

Aug. 13.—They soaked me 300 kronen for the cure. Thank the Lord the kronen is not \$1. The moment they know you come from the United States they get after your dollars. In Prague I paid 6 kronen for a haircut. Here I got a trim for 10 kronen. I asked the fellow why the difference. Well he said, they work only three months in the year and have to make up for it on the tourist. Home folks pay only 6 kronen for the same service.

I lead a quiet life—don't use my dress suit too often, don't go to night cabarets, nor do I attend fashionable dances, but I am pleased to state that the diet of green vegetables and raw fruit I use for my nourishment has reduced my blood pressure, so I will continue to be good for a while anyway.

Aug. 15.—Time sure does fly. So you folks celebrated the forty-first anniversary. Heartiest congratulations, even if they are somewhat belated. I have read the Tradesman for forty years. It seems to me as if it were only a few days ago when first I met Mr. Stowe. His paper was then published in newspaper form. See what it is to-day—the greatest trade journal in the United States. This is the third time I have had the pleasure of reading it in the old country and I feel highly honored that my friend Stowe is reprinting some of my descriptive letters. I wish I could better describe the beauties of this country and the healing qualities of this Carlsbad, where the boiling Sprudel does wonderful cures. It is the greatest cosmopolitan center. Rich and poor are here treated alike—so far as the healing is concerned—but they soak it to the rich and give it free of charge to the poor.

Aug. 16.—Yesterday was one rainy day. Pitchforks came down and turned the little creek in front of our window into a roaring stream. Of course, the water came down the mountain. It almost wanted to turn up, but Mr. Brennan would not let it (in future Mat for short, in spite of the fact that he is six feet tall, but a legion of men and the girls are after him here just as well as in Florida. So Mat and I could not go out for our hash. You know I take the cure and my table diet is greens only. They give you plenty of them. Well, a cow can live on greens. Why not I? But there is where the cussedness of Mat comes in. The fellow will order a steak with mushrooms, French fried potatoes, tomatoes, bread and butter and every little while he will say, "Louie, have some," and he knows well enough that I dare not indulge. You know it is nice to have a pal, but he should not tempt a fellow.

We have a nice orchestra of three pieces. They play good music. It is a strict Bohemian hotel where we are located and the rooms and the food are good and reasonable. They oblige us Americans in every way, but Mat did not like their church music. He sent for the boss and told him he would like to hear some American music. It did not take but a few minutes and they played the latest hit from little Jessie James, "I love you." Well, it took the house. Before long we had the leader at our table with about thirty of the latest American pieces and he asked Mat to select what he wanted and they surely played his selections for us. Mat is some sport. He offered them a treat. We thought they would take a drink. Instead they ordered three veal chops and three beers for the three of them. Mat took a Benedictine. I had coffee and Mat paid \$1.50 good American money. From now on when we (Mat and his interpreter) enter the dining room Sousa will be heard.

L. Winternitz.

Encore.

At a local concert given in a small country hall about ten miles from Orono, Ontario, a singer of comic songs made a big hit, and the crowd began to yell, "Encore, encore!" When the din had died down a bit husky six-footer at the back of the hall stood up and shouted:

"To h— with Mr. Encore! I want to hear the same man sing again."

Difficulties overcome the weak, but strengthen the strong.

How Would It Look?

The other day a man who ought to have known better dictated a foolish letter. From hand to hand it passed through a business office, and ended in a conference where it was read aloud.

How would the writer feel, I wondered, if he could have heard the comments that followed the reading. Of course, he had no idea that the letter would ever go beyond the desk of the man to whom it was addressed. But that is no excuse. One of the first things a mature person ought to learn is that words have wings; you never can tell where a remark or a letter will go. Most men pay a high price for that bit of knowledge.

Woodrow Wilson, reaching out toward the Presidency, must have had a bad morning when the newspapers spread broadcast his good-natured note about "knocking Mr. Bryan into a cocked hat."

The fatal phrase, "Rum, Romanism and Rebellion," locked the gates of the White House against James G. Blaine. Theodore Roosevelt, exultant on the eve of his election, gave out the wholly unnecessary statement that he would "under no circumstances be a candidate for or accept another nomination." Talking with H. H. Kohlsaat years afterward, he pointed to his wrist and said: "I would cut my hand off right there, if I could recall that written statement."

During one of the big war-work campaigns, George W. Perkins strolled into my office. A bunch of requisitions had just been laid on my desk; I picked up a pencil and began to O. K. them.

"Don't do that," said Perkins. I looked at him in surprise. "Use a pen," he continued. "Remember that we're gathering in a great many million dollars from the public. Everything we do, every record we make, will be subject to investigation when the war is over. Never sign anything without stopping to ask yourself: 'How would this look if it were printed on the front page of a New York newspaper?'"

Framed and hung in every office, that remark would make a great difference in business conversations and correspondence.

In what you are about to write or say were printed on the front page of to-morrow morning's paper—

"How would it look?"

Bruce Barton.

Trim: ings Help Belt Sales.

The increased use of leather as a trimming material for dresses is one of the reasons cited for the unusually good business in women's belts this Fall. Concerns doing business with the dress manufacturers are not only supplying belts with collar and cuff sets to match, but various motifs of leather or kid which are applied by stitching or metal fastenings to the cut pieces which are assembled for a dress. Where the belt does not match other leather trimmings it frequently harmonizes with the contrasting color in the silk and woolen plaids that are also used for dress trimmings. One novelty is a set of collar, cuffs and belt made of leather to which gold leaf has been applied.

THOMAS K. KELLY

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2548 NICOLLET AVENUE
MINNEAPOLIS
MINNESOTA

PRESIDENT OF:
LIBERTY STATE BANK OF ST. PAUL
FIDELITY STATE BANK OF MINNEAPOLIS

PRESIDENT OF
26TH STREET ST. BANK OF MINNEAPOLIS
T. K. KELLY INVESTMENT COMPANY

Sept. 10, 1924

TALKING THINGS OVER

This is straight talk about the selling of your merchandise at a profit.

You want more business, more customers, more cash -- you want to get away from excessive overhead, slow business and carry-overs. You want a bigger percentage, and a bigger volume, of net profit.

You can get all of them.

Just as surely as we sold profitably, \$9,500 worth of merchandise for Engholm & Engholm of Madison, Wisc., we can sell, profitably, for you.

The Sierra Merc. Co., of Hanover, New Mexico, are mighty well pleased with our work in moving at a good profit, over \$5,000 worth of their stock; better than two-thirds of this was old stock and "stickers".

In our sale for the Geo. P. Burdick Co. of Sparta, Ga., mighty good results were obtained, -- good prices prevailing on all the merchandise.

Optimists and statisticians tell us about the good business that is to be enjoyed this Fall and Winter, but it is up to you and me to start the ball rolling.

You get a straight-forward explanation of our new sales plans showing just how they will produce profits for you -- and you do not obligate yourself one bit.

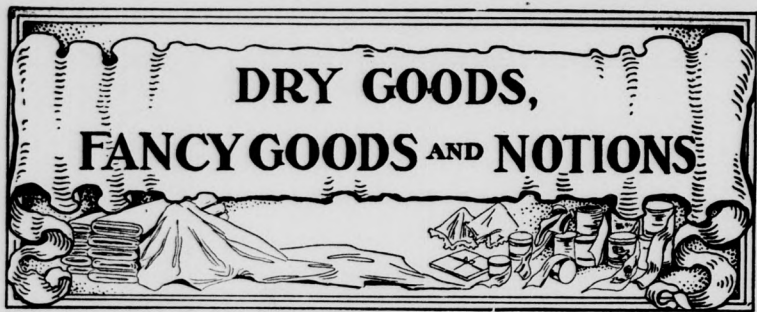
So send for full information today.

Sincerely yours,

T. K. Kelly.

TKK:HT

President
THE T. K. KELLY SALES SYSTEM



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.

Novelties in Pouch Bags.

Manufacturers of the higher-priced handbags are working on the assumption that the pouch effect will dominate in this type of merchandise, although the under-arm style still sells well in the cheaper lines. Novelties are being brought out in variation of the pouch type. One style seen yesterday had as its patented feature a novel kind of opening. In one bag this was on the side and in another it was placed so that the cover opened like a gate. The former come in pine seal and beaver calf leathers and wholesale from \$78 per dozen up. The latter, with the "gate opening," are made in fancy silks and are priced at \$60 per dozen. The same firm is offering a new vanity case of novel oval shape made of ecrase and velvet calf leathers. Between the oval sides the bag interior is placed, the leather sides being blocked and forced into the frames. This bag wholesales at \$72 per dozen.

Price Is the Potent Factor.

Price is sad to be by far the governing element in the present merchandising situation. In fact, according to an executive of a leading factoring concern, it is amazing what results can be obtained when a product is priced at an attractive level. This executive outlined a definite example in the case of a Southern underwear account which his firm factors. This mill is making underwear 50 cents a dozen cheaper and has been running day and night for the past year. "If you tempt the consumer with the right price he will buy," said the executive. "The people unquestionably have the money to spend, but they are in the frame of mind where they want to be certain they are getting value received for what they spend. The large increases in the savings bank deposits eliminate any idea of consumers lacking purchasing power."

No Trend To Old-Type Corset.

One of the largest manufacturers of corset elastic disputes the statement recently credited to a prominent corset manufacturer that there is "a trend toward the old-fashioned garment." He takes the stand that "women are never going back to the old-style corset," but qualifies this by adding that because some will continue to demand this type it will always have a place in the trade, no matter which style is most popular. "The

use of elastic," he continued, "has taught women that they can be well gowned and still be comfortable. While there is no assurance that the present elastic girdle will always be in style, that also will find a definite place in the trade. The reducing garment at the present time is exceedingly popular, and while some do not care for it this garment will also find its definite place."

Ribbons Active in Millinery.

All indications, both in this country and abroad, point to a general use of ribbons in millinery during the coming season. Wide ribbons, which are used as trimmings, are especially well thought of. They are shown in a series of loops, according to the bulletin of the Retail Millinery Association of America, as well as in large, flat-tailored side bows or jaunty bows on the wing order. Failles, grosgrains and circes have been manufactured in new widths, colors and patterns to meet the increased demand. Velvet and metal ribbons also appear to be in for an active season, as do some heavy satins made especially for the millinery trade. Entire hats of ribbon are not infrequent and buyers returning from the other side call attention to the increasing importance of ribbons there.

Push Sept. 15 as Glove Day.

The men's glove trade is setting Sept. 15 as the day for consumers to purchase their Fall gloves. The reasoning is that, if this day signalizes the date for donning Fall headgear, it can also serve a similar purpose as far as gloves are concerned, provided that the idea is forcefully and persistently "put across" to the consumer. It is recognized, however, that much of the success of the movement depends on the weather at that time. Capeskins are setting the pace in the gloves that leading retailers have been buying, although gray mochas have by no means lost their popularity. Deerskin gloves are more to the fore than they have been. Buying in general by retailers is somewhat below last year at this time, according to prominent wholesalers here.

Knitted Tie Still in Favor.

The knitted tie has come to stay, says a leading manufacturer of this type of neckwear, and efforts to discount its popularity are misleading both to the buyer and the public. The knitted fabric should be regarded as a staple, he says, only styles of pattern and coloring from season to season being the criterion of the ever-changing popular taste. The newest designs which cut-silk manufacturers are showing are reproduced in the knitted fabrics, such as regimental stripes,

checks, London lavender effects and jacquard patterns. The manufacturer quoted reports that, while business has, as in other quarters, suffered a period of depression during the early Summer months, it now shows indications of catching up with or surpassing last year's total.

Shows Novelties For Children.

Not all of the imported jewelry of the popular-priced variety is for adults this season. Included in the lines of one of the most prominent concerns in the country are a number of items that have particular appeal to children. These include little bracelets and necklaces, but the outstanding thing is an imitation platinum and diamond wrist watch. It is actually set with brilliants and effectively adorned with colored stones by way of contrast. A real glass crystal completes the illusion. Another feature of the watch which can be retailed with profit at 50 cents, is that it is held in place by a narrow silver and black ribbon with an adjustable fastener.

Buttons Are Called For.

Buttons have been exceptionally popular for the past six months and stocks have been depleted, with the result that some manufacturers are unable to supply the big demand at present. One large concern has been working two shifts for the last four weeks, but despite this emergency measure, is unable to ship merchandise fast enough to meet customers' needs. Buttons are sure to be much used for the next year at least, it is said, as Paris is still employing them as the major trimming on all the late Fall models. Styles are all-embracing, including domestic ivory, imported crystal and porcelain, jet, celluloid and pearl.

Wholesalers Sometimes Guilty.

Not all of the trade tricks of which manufacturers complain are played by retailers, as is witnessed by the current news letter of the National Association of Hosiery and Underwear Manufacturers. The letter warns its members against a certain Middle Western jobbing house, and brands a practice of a hosiery buyer in the employ of this concern as pernicious. The game of this man is to demand that samples shipped to traveling salesmen be billed at a discount of 33 1/3 per cent. Several mills are said by the letter to have refused this demand, and to have "passed up" large orders from this house because of it.

Slips and Petticoats Selling.

While there is a big demand at present for dark satin slips, the sale of these garments is not eclipsing petticoats, says a bulletin of the United Petticoat League of America. The slip is sharing the popularity of the tunic blouse, but the petticoat is said by the bulletin to be a utility garment that is kept "alive" by a steady demand throughout the year. Particularly for wear with the wrap-around skirt it has an important place in the scheme of things, as conservative women will not wear a skirt with a full-length opening without a silk petticoat underneath.

When You Sell Our Line of Popular Priced Trimmed Hats

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

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

Let us convince you. Write for an assortment.

CORL-KNOTT COMPANY

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CHRISTMAS DOLLS and TOYS



We are pleased to offer for your early inspection a complete line of dolls, toys, books, and games for the holiday season. Our Christmas perfumes, leather goods, scarfs, and fancy garter line is now ready.

PAUL STEKETEE & SONS
 Wholesale Dry Goods
 Grand Rapids Michigan

Trimming in Millinery.

Flowers and fur applique, fringed ribbons and buttons are among the newest trimmings of millinery mentioned in cabled information from Paris that has reached the Retail Millinery Association of America.

"Flowers and fur applique," the bulletin of the association says, "are seen in many houses. Germaine, like many another of the leading modistes, is making fur her chief trimming. She shows a tall-crowned beretta toque—really a draped helmet—which is draped with velvet in a brilliant pansy tone and trimmed with two giant begonias. One of the begonias is made of Russian ermine, while the other, a deep black, is made of baby lamb. She also employs fur bands around deep crowns, and makes little fans and loops of variegated forms and sizes with which to trim the sides of her hats.

"Lucie Hamar's smartest designs are small toques of felt, with loops of the same material placed vertically all around the crown, extending from base to top. These loops are either embroidered in brilliant colors or are merely buttonholed with floss, although sometimes they are piped with a contrasting material.

"Lanvin's smart button trimming has been adopted by a number of Rue de la Paix houses. It is featured in some of the most exclusive hats for early Winter in the shape of borders and motifs formed by tiny buttons in a tremendous variety of styles and colors. Louison's and latest smartest designs are gay with touches of bright colored velvets, such as the new geranium shade or a brilliant rose tone that is almost a cerise. Her hats have much handwork this season, and the felts are treated in many original ways."

Belt Lengths Changed.

A new set of standards of women's belt lengths is to be followed by members of the United Belt League of America, after careful consideration of reorders for this merchandise that have lately been received from the retail trade. Announcement is made to this effect in a statement sent out by the league, which said:

"With the increased sales of leather belts measuring two and a half inches or more in width and the present tendency toward a higher waistline, it has been found out that the lengths in the majority of orders have shifted. Instead of the 34 to 44 measurements, which governed the narrow belts of last season, the wide belts are sold mostly in sizes ranging from 30 to 40 inches. The belts sold by the dozen in these sizes should, it was decided, contain one belt of 30 inches, one of 40 inches and the rest distributed according to individual experience.

"Among the dress manufacturers using leather belts this season there is a similar tendency to place belts higher than they were last season. For this reason many dress designers do not put slits in the dresses through which a belt may be slipped or use any other method for determining where the waistline should be. The final adjustment is left to the placing of pockets necessitates a higher waistline. Particularly among the younger

women, there is a noticeable inclination to wear the wide belts around the waist instead of the hips, so that it has been found advisable to make a sufficient number of belts to meet this demand."

Some Increase in Shirt Buying.

Some stiffening to the demand for men's shirts for immediate delivery is noted by manufacturers here, but the general situation in this merchandise, they say, continues rather quiet. Within the next few weeks the trade expects considerable more activity, as the buying by retailers of holiday shirts is scheduled to set in. According to leading markers, there is some headway to the trend away from white and solid color shirts to fancy stripes. The former are still in a strong position, however, the broadcloth shirt continuing its popularity as a volume proposition in many centers. Collar attached models are also retaining their vogue and, if anything, are being featured more than heretofore by retailers.

Toy Business a Little Behind.

Business in toys has not yet revived sufficiently from the slump of the past few months to justify the expectation that it will reach the proportions of last year, according to some importers and jobbers, although it has reached 90 per cent. of last year's figures. Up to two months ago the percentage was only 80 per cent., and there is, therefore, ground for a more optimistic feeling, it is pointed out. The mamma dolls are still a mainstay of the trade, it is said, with a large num-

ber of novelties among the mechanical toys.

Prevailing Furniture Styles.

The prevailing style in furniture, especially for the dining room, will be adaptations of the Spanish Renaissance periods. This style is characterized by massive effects, with iron or bronze hinges and other metal decorations. It is finished in walnut. Italian period dining room furniture will continue in popularity. The Adam, Hepplewhite, Sheraton and Chippendale adaptations are no longer in vogue, nor are the French styles, so far as dining room furniture is concerned. For the bedroom the Queen Anne and Louis XV periods will prevail, mostly in French walnut. Overstuffed pieces in plain and striped mohairs will continue the

favorites for the living room. Tapestries will also be popular. Odd pieces, principally with carved frames, with genuine or imitation needle-point, will be much in demand. Breakfast room suites in light-toned enamel, striped and flowered, will be much in evidence. Gate-leg tables and Windsor chairs, in Antique finished mahogany with high-lighting will continue strong. Prices are lower than in several years, and in many cases have reached pre-war levels. The season on the whole has been backward, but much improvement has been noted in the last two weeks.

The difference between a barber's chair and a dentist's chair is that in the barber's chair you don't pay extra for the gas.

LOOK FOR OUR CIRCULAR ANNOUNCING OUR FAIR WEEK SALE SEPTEMBER 15 TO 19

Free Fair Tickets to every Merchant and family visiting us during the above days.

SEE CIRCULAR FOR PARTICULARS
GRAND RAPIDS DRY GOODS CO.
Wholesale Only

We Go On Record

As Stating That WE DO NOT BELIEVE that the

Delion Cord Tire

Has An Equal On
The Market To-Day!

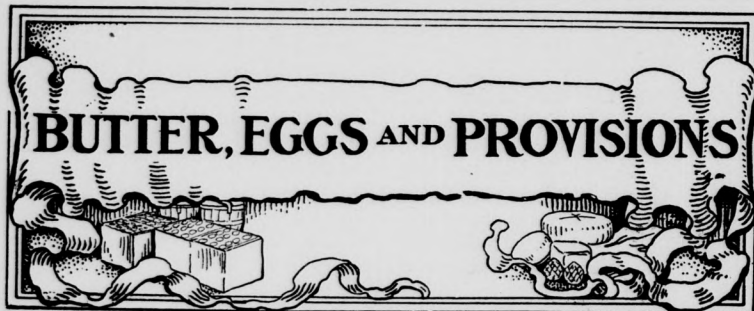
The very finest of construction—the best of materials obtainable are put into DELIONS. It is absolutely a *Hand Built Tire*.

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

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

Wurzburg's





Rising Standard of Living Shown by Cantaloupe.

Home grown canteloupes now perfume the sidewalks. They also tell their chapter of the ever rising American standard of living and increasing variety of foods.

A good way to get properly "oriented" to our own time is to tell a child of 7 some of the things that they didn't have when dad was a boy. The incredulity that breaks out all over his face brings home the speed of this changing world. What more commonplace to-day than the breakfast cantaloupe? But for the majority of Americans they only became noticeable about the time the first street car horses were being retired in favor of the trolley.

The big yellow muskmelon or the long, snaky green varieties of Louisiana then played minor parts to the watermelon in the summer gastronomic pageant. To-day California alone puts 300,000,000 canteloupes on the American breakfast table. That is only 41 per cent. of the National crop.

Melons are "vegetables," according to the classification of the department of agriculture, and all melons that are not watermelons are "cantaloupes," but the increase in varieties is almost as notable as the increase in production.

Last year growers received \$23,379,000 for canteloupes grown on 82,040 acres of land. What consumers paid can only be guessed. One thing that increases the price of such specialty crops is the out of season demand for them. We insist on eating canteloupes in the spring and early summer. It costs \$1.75 per crate to send canteloupes from the Imperial valley to New York in special trains. Before June 30 this year 16,000 carloads had been sent from that distant garden, mostly to New York, Illinois, Pennsylvania and Massachusetts.

Surprising as it may seem to the housewife, there was a debacle in cantaloupe prices early this summer, but the disaster didn't leave many marks on the fruit stands.

The cool weather cut the demand. In California the price per crate dropped from \$3.50 to \$1.05 at the point of shipment from May 26 to June 14.

Figures given out by the Mercantile Trust Company of California show that between June 22 and 28 this year the price of canteloupes to the grower reached the lowest point in four years, with the exception of the first week in July, 1922.

Why such price changes fail to register to the family budget is one of the grievances that have become standard home talk. People know about them.

They know but little of the exhaustive studies and investigations in re-

cent years that have shown that inevitable costs of distribution often make the first cost or production cost of an article a minor factor in the retail price. It might be a good idea for some sales organization to devote a small part of their advertising effort to education on those lines.

Too many are assuming that it is useless to disseminate such facts. There is too much assumption that people will not believe what they do not want to believe.

When people are told by men from whom they have a right to expect the truth that the railroads are guaranteed 6 per cent. profit or that the Government guarantees the producer of gold a fixed value for his dollar, there is little wonder that they feel that cards are stacked against them in the purchase of daily necessities.

Can You Paint With Eggs?

Many pictures which pass as oil paintings were not done with oil at all, according to the directors of the Foss Art Museum at Harvard. As early as the 12th century eggs were used for mixing paint in Italy, and for hundreds of years painters all over Europe did their work with pigments so made.

The white of the eggs replaced vegetable gums as a binding medium for many of the pigments; often the white and yolk were mixed with water and fig juice, forming a tempera, from which fine colors were ground and laid on white, plaster-covered surfaces.

In the perfection of the art the yolk alone was used, and the quality of that article was closely examined. A manuscript from the 15th century, directs that "for the faces of young people you shall use the yolk of the egg of a city hen, as it is lighter and less red in color than the yolk of the egg of a country hen."

The rivalry between city and country hens in the 15th century in Italy is said to have been intense. During the intervening centuries this has fallen off greatly, owing to intermarriage, and the joint descendants of those early families now unite enthusiastically in welcoming American tourists to the scenes of their ancestors' triumphs.

The white of an egg was used for gilding to hold the gold leaf on pane's and frames. The yolk and white were often mixed with colors for putting the finishing touches on fresco paintings. Mixtures of egg, oil and varnish were used in glass painting; the women of the Renaissance favored the use of egg in the decoration of their dresses, and painting with egg adorned the finest furniture.

It is said that in Russia the use of eggs persisted long after the introduc-

FLOUR



Uniformly good flour is the strongest safeguard for the protection of your good name as a distributor of fine flour. A considerable number of dealers who realize the truth of this have for years depended upon

FANCHON & RED STAR

JUDSON GROCER COMPANY
DISTRIBUTORS

GRAND RAPIDS, MICHIGAN

Headquarters for
THURMOND GRAY
WATERMELONS
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ELBERTA PEACHES

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M. J. DARK & SONS
GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable
Fruits and Vegetables

tion of oil, as it was considered more appropriate to the representation of the Trinity than a man-made product.

The art of egg painting reached its perfection in Italy in the 15th century and, having reached it, vanished. Nothing in the history of art is more striking than the fall of tempera painting, which, having spent 300 to 400 years in achieving completion, died of its own perfection.

Egg Standardization.

In the interests of egg standardization, a mimeographed circular setting forth a "National Program of Egg Standardization and Its Value to the Farmer" has been prepared by Roy C. Potts, in charge of the Division of Dairy and Poultry Products, Federal Bureau of Agricultural Economics. Copies of the circular are being distributed among extension workers at the various state agricultural colleges. In summarizing the possibilities and advantages of such a program, the following facts are brought out:

1. Egg standardization is a very important subject to the egg industry.

2. National standardization of eggs is preferable to regional, state or local standardization.

3. Standardization consists of the establishment of "quality standards" and "grade classes."

4. An egg standardization program at first must be largely educational and include all agencies in marketing channels from producer to consumer.

5. The Federal Government can be of great assistance to all educational agencies in "putting across" an egg standardization program and in establishing inspection services at shipping points and in terminal markets.

6. The state agricultural extension department and the county agents can do a most useful and valuable work in egg standardization in educating producers, country buyers and others to apply and use National standards and grades for eggs.

7. Egg candling and grading schools for the benefit of employes in country egg-packing plants would be most valuable.

8. Egg standardization implies marketing eggs on a quality or graded basis with the higher qualities or grades bringing higher prices.

9. Standardization of eggs would eliminate risks and reduce costs of marketing eggs.

10. Standardization would increase egg consumption and permit further profitable expansion of the egg industry.

Egg Candling Before Shipment a Great Benefit.

Washington, Sept. 9—Eggs in the shell showed improvement in quality

during 1923 over preceding years, according to a recent report of the officials of the Bureau of Chemistry, who have been watching interstate traffic in eggs. This improvement, officials believe, may be attributed chiefly to the growing practice of candling before shipment. The bureau has maintained for a number of years that it is practicable to eliminate by candling most of the bad or questionable eggs in a consignment and that any material amount of bad eggs in a case is sufficient basis for either prosecution or seizure basis under the Federal Food and Drugs Act. Many of the larger shippers seem to have come to a realization that it is more profitable to candle eggs before shipment than to run the risk of having their shipments seized, reconditioned, or destroyed on account of spoilage that might easily have been prevented.

The volume of business in eggs in the United States is enormous, the 1923 crop being estimated by the Department of Agriculture as worth \$602,000,000. In the 20 middle states, where three-fourths of the eggs of the country are produced, 6,799 cases were seized during the year, but practically all the shipments were released under bond and reconditioned under the supervision of Federal inspectors, resulting in the destruction of 1,183 cases.

In previous years carload lots arriving in the Eastern states had been found, as a rule, to have been candled, and the work was concentrated on shipments from the smaller dealers who send their country eggs to produce dealers in the larger cities. The inspectional work in the East would indicate that suggestions as to properly caring for eggs are still necessary and that the economic advantage to be gained by shipping good stock only is not as yet realized by the smaller dealers.

The better character of interstate shipments of eggs in the Western states in 1923 was partly due, it is believed, to the effort of the egg dealers to improve their output and partly to the favorable weather conditions prevailing during the season when spoilage is most likely to occur.

The activities of state officials in enforcing egg candling laws have also been a contributing factor in improving the egg supply. The candling method of determining the quality of eggs is the best known for commercial purposes, and a number of the states are enforcing this system of grading in order to lessen the illegal traffic in bad eggs.

Outward Signs of Character.

In the opinion of George Horace Lorimer the following is an effective method of sizing up men:

Look in his eyes for honesty.

Around his mouth for weakness.

At his chin for strength.

At his hands for temperament.

At his nails for cleanliness.

His tongue will tell you his experience and prove or disprove his statements as it runs along.

Try out the test for yourself.



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

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The Sunshine Mills
PLAINWELL, MICHIGAN

Fiegle's Chocolates

Package Goods of
Paramount Quality
and
Artistic Design



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Made and Guaranteed by

THE BEST FOOD, INC.

Who make the Famous Nucoa.

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

Write us or see our Salesmen.

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5c. and 10c. Bars.

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

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NUTRITIOUS
WHOLESOME

Mail orders solicited and given prompt service.

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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.



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

It Pays To Keep the Hardware Stock Clean.

Written for the Tradesman.

"I've just finished a beast of a job," said my friend, Jones. "I've spent a good part of the last few weeks cleaning up and realizing on the stock of a defunct drug store. You know the one I mean—Thompson's, at Wallace-town. In old man Thompson's day, it was the liveliest drug store in Wallace-town. After the boys started it looked for a few years like the biggest business in six counties, with a whale of an annual turnover and a wonderfully comprehensive stock. And then—it just seemed to peter out.

"Well," pursued Jones, "it didn't take me many minutes to discover what was the matter. That business had been more or less rapidly transforming itself from a live store to a junk pile—a hopeless conglomeration of unsaleable stock."

There is an old saying that in one respect the hardware business is ideal. So few perishable lines are handled, there is practically no danger of depreciation. Drugs fall out of popularity, clothes go out of style, foodstuffs are perishable—but hardware is always good.

In a measure true, that familiar axiom should not be too implicitly relied upon by the hardware dealer. His position may be basically more fortunate than that of other merchants. Yet I have known hardware stores, even to come to the same end as Thompson's drug store at Wallace-town; and in which the stock, when looked over, proved to be merely an accumulation of left over goods, that should have been turned into cash while they were still seasonable or timely but instead were allowed to accumulate until they grew entirely unsaleable.

Every store, no matter in what line of trade, constantly accumulates such odds and ends. They gather in every household and in every office—the things we hate to get rid of because getting rid of them involves some immediate sacrifice. In the case of timely goods—of, say, hot weather hardware lines—the hardware dealer is apt to reason:

"It ought to be perfectly safe to carry this stuff over until next year. Prices may go up, conditions ought to improve, and in either event or both, it is a good bet to hold."

Just as the Thompson boys at Wallace-town, when their drug business seemed to be going ahead swimmingly, contemplated the slow-moving lines and told one another:

"These are standard advertised goods. There won't be any sale for them in the fall or winter, but next spring they'll be in demand once more and we'll clean them out and make the regular profit. That's better than cutting the price to pieces."

And next spring the manufacturers had quit advertising, or some new competitive line was becoming more popular, or the Thompson boys were engrossed in pushing some new line, or the cartons were dusty and unattractive so that customers wouldn't buy at any price. And in another year the goods were completely out of date; so they were hidden away and forgotten until Jones unearthed them.

Yet there was, Jones told me, enough stock on the Thompson shelves saleable when it was new, to have put that business on its feet and kept it going—if only that stock had been converted into cash right at the time by the condemned process of "cutting the price to pieces." In other words, the accumulating profits of that business went into slow-selling stocks.

The time to clear out odds and ends of stock is now—now, while the goods are still relatively new. They will, in nine cases out of ten, never be more saleable than they are at this present moment. You will sell them at far less sacrifice now than if you carry them over a year and have to make allowance for interest on the money invested, storage and depreciation.

I remember one time that this point was raised in discussing the methods of a couple of clothing stores, competitors in the same town.

"Smith is holding a big clearing-out sale," commented one of the speakers. "It's a good idea. It keeps your stock clean."

"Oh, it's good enough, I suppose," was the reply. "But Rogers has a better way of dealing with the problem than Smith has. Smith allows a pile of stuff to accumulate and then holds a big sale. So he reduces the overstock about half, and spoils his next season's business. Rogers buys carefully, and watches his stock like a cat watches a mouse. The minute any line starts to lag, it goes into the window and is advertised at a special price, and turned into cash. Rogers has the cleanest stock in his line, the cleanest profit and the quickest turnover, in this town."

Though, as stated, the hardware business has a distinct advantage over drugs, dry goods or groceries in respect to depreciation and breakage, there is always some risk involved in carrying over stock from year to year. There is particularly the risk that some specialty, very popular this year, may next season be overlooked until it is no longer saleable, or may be

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crowded out entirely by some new and well advertised line. Goods carried over from one season are apt to be forgotten when the same season comes around again. So it pays to closely watch the stock, to push the goods for all they are worth while they are still seasonable, and to clear them out at a sacrifice rather than hold them until they become absolutely unsaleable.

Isolated cases do, of course, occur where goods held over from one year to another are sold the second year at an enhanced price. Most of these cases occurred, however, during the way, in a time of phenomenally advancing prices; and all are exceptional—so exceptional that the hardware dealer who takes a chance of such a thing occurring in his experience is chancing far too much. It is a safe, sound rule of business to turn the goods back into money at the earliest possible moment.

I got some figures from Jones as to his Wallacetown experience. They show that of a drug stock nominally worth \$1,200, there was approximately \$100 worth of real live goods. This stuff had cost \$50 to put in; and the enhanced values were due to war time increases still fairly well maintained. The remainder of the stock, nominally worth \$1,100, was really worth, so far as an immediate sale was concerned, less than \$300. In other words, a net loss of \$750 resulted from the mistaken policy of putting off until "next year" the bargain sale that would have turned the stuff into real money and probably saved the business.

Bargain sales can undoubtedly be overdone; but quick sales and quick turnovers are necessary if any business is to keep going. When a line of goods is seasonable, push that line for all it is worth. Buy always to meet a carefully calculated demand; and while the season is on, put all your energies into selling. Pushful methods while the goods are seasonable will clear out the bulk of such stock at a regular margin of profit.

Then—and then only—do your cutting. Cut on these goods to turn them into cash at once; and use these bargains as features to attract customers to your store.

A dry goods man told me this the other day:

"For Dollar Day, I have a lot of out-of-date suits, accumulated at one time or another when I didn't understand business as I do not. Every Dollar Day I take some of these suits, high priced when they were new, and advertise them at a dollar. A suit for a dollar! Folks gasp. They are curious. They crowd in to see these suits. Most of my customers are pleased because they're able to buy something better—and they do. A few are pleased because they can get, at so low a price, something in good materials that can be made over. So everybody is pleased. Say a suit cost me \$20. I sell it for \$1. But the advertisement is worth \$19, and that's all there is to it."

It is a safe, sound policy in merchandising to keep the goods moving, to work for quick turnovers, and to keep the stock clean as you go along. A vacuum cleaner that does its work every day requires less effort and is

more effective than the old-fashioned house-cleaning at long intervals. The same principle works in any business. Victor Lauriston.

A \$6,000 Fire Engine Which Cost \$23,300.

(Continued from page 15)

Principal paid on fire engine---- 1,000
Interest paid on fire engine----14,050

Total paid to date -----\$15,050
Engine went to junk heap twenty years ago.

Still due on engine, interest and principal -----\$8,250

In short, if these bonds are paid when due, it means that a \$6,000 engine cost \$23,300; that it took fifty-five years to pay for it; that those who enjoyed its use did not pay for it; that those who finished paying for it, assuming that the present bond issue will be paid at maturity, did so thirty-four years after the engine went to the junk pile.

The moral is a big one. I can best express it in two sentences. City governments, and all the other political divisions and subdivisions—National, state, local—issue tax-exempt securities and hence can borrow money easily in large amounts, and at low interest rates. Easy money leads to extravagance, loose financial management, and to a rapidly growing burden on the taxpayer.

The increase in our public debts and in our tax burdens is indeed a matter to cause alarm. Notice the recent newspaper discussion of Toledo's quasi-bankruptcy. Also note that our National debt in 1915 was \$10 per capita; now, only nine years later, it is \$300 per capita. In 1913 taxes took 10.16 per cent. of the farmer's income; nine years later, 16.6 per cent.

The debts of our cities are increasing at the rate of one billion dollars a year, and this is added to the many billions of tax-exempt securities already outstanding. This tax-exempt security situation is an economic crime and blunder. Now Congress, in a jaunty manner, has voted the bonus bill—some four or five billions more—on the taxpayer.

Farmers are undoubtedly the worst sufferers from the increasing tax burden, although the evil exhibits itself most dramatically in the cities. Notice, for instance, the situation in the agricultural areas which have been fighting for congressional relief:

North Dakota's population increased 12 per cent. from 1910 to 1920, but her total state and local taxes, voted almost entirely by the farmers themselves, increased 300 per cent.

South Dakota's population in the five-year period, 1915-1920, increased 4 per cent.; her taxes increased 170 per cent.

Montana's population in the five-year period, 1916-1921, increased 10 per cent.; her taxes 115 per cent.

Wisconsin's taxes increased in the years 1913-1922 from \$40,000,000 to \$120,000,000. Michigan's taxes, in the same period, increased from \$11,000,000 to \$50,000,000.

One of the chief sources of expenditure is for improved highways. Now that the automobile is universal, and is sold on credit, and since these highways are also improved on credit, we

have developed a terrific example of credit inflation. But what goes up must come down. So the next step in our economic life is a deflation of this credit. Somebody must pay the fiddler.

The first evidence of a crack in this form of inflation came from Arkansas, where farmers in a certain area were taxed so much for highway "improvement" that their farms were taken for taxes. Issuing bonds is magnificently easy; paying the freight is hard on the farmer, or any other taxpayer. That other states will crack sooner or later under the strain of carrying such burdens is self-evident unless some effort is made to lighten the load and the prodigal use of public funds is checked.

It is a wise man that knows how to use credit. There are few such men. There are still fewer members of our taxspending legislative bodies who have the ability to use credit wisely. There is too much danger of selfish opportunism, in addition to the elements of bad judgment. There are too many errors, or worse, in tax spending.

When the individual uses bad judgment in employing credit, he is simply thrust aside by bankruptcy; when the city is guilty of error (or worse) in using credit, it takes it out of the taxpayer's hide. Hence the city, or the county, the state or the Federal Government may be a spendthrift or a speculator, and yet never run short of funds—as long as the taxpayer, in his ignorance, inertia, or indifference can and will contribute.

The tax-gathering, tax-spending mechanism is so vast that the individual taxpayer is well nigh voiceless and powerless before it. It is time for the worm to turn. He must rid himself of the twin-evils, tax-exempt securities and high tax rates. He is paying too much for his fire engines.

James E. Boyle.

Business Frogs.

A frog jumps readily enough when put in warm water, yet a frog can be boiled to death without knowing it if the water is heated slowly enough.

In certain psychological experiments at Yale some years ago, water was heated at the rate of thirty-six ten thousandths of a degree Fahrenheit per second.

The frog never moved and at the end of two and one-half hours was found dead.

He had evidently been boiled to death without knowing it.

There are thousands of business frogs. They are not sensitive to business changes. They are being slowly boiled to death by the imperceptible degrees of change taking place in the businesses in which they are engaged.

The man with the most loyal heart usually gains an entire lap in the race, before it actually starts.

INVESTIGATORS

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

Day, Citz. 68224 or Bell M800
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Brick is Everlasting

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

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USED SHOW CASES

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

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7 Ionia Ave., N.



What Makes a Traveling Salesman?

There is a lot to be learned by watching the work of a traveling salesman. In his daily contact with customers, there are lessons in courage, diplomacy, courtesy, kindness. At times he is a dynamic power, driving home his sales message. On the next call he is the very essence of patience as he presents his line to a buyer afflicted with mental dyspepsia. He is the big brother to the beginner in business and the confidant of the old timer. He is a Claim Department and a Collection Bureau, an advertising man and a book-keeper—the truckman calls him Bill in the stores where, to the proprietor, he is Mister; among the village bankers he is respectfully referred to as a most able representative, while the waitresses in the same town discuss him as a "fine feller." The modern traveling man is so many things to so many different people that it is really difficult to say just what single thing most points him out as an exceptional man.

One of the greatest sales managers in the world was recently asked what type of man he would select if he could have any salesman of his most aggressive competitor. There wasn't a second's delay in his answer—"Give me," he said, "the man most invited into homes of his customers."

There is certainly food for thought in that answer. We all know scores of salesmen whom we wouldn't think of asking home. Some of them royal good fellows, as the world knows men, but rotters in one way or another.

Old timers on the road know and appreciate the high compliment a buyer pays them when he asks them "up to the house," and especially so if there are children in the home: for a father's out-of-town business friends are apt to be accepted as model men by the kiddies.

The other type of buyer, and particularly the proprietor, feels that friendships are the breeding ground of fairness—that a salesman who is made a family friend will watch more closely and more conscientiously the interests of one with whom he breaks bread. And in most cases he is right. The traveling men of to-day are the most carefully picked group of all high-salaried employees. They are truly representatives of the big institutions employing them and in their home towns move in society circles that compare favorably with that of the best customers. Travel a week with a salesman who works on a fixed territory and you will know the man. If he works six days without a single invitation to his customers' homes, or reference to such visits in the past, you may feel certain that he is either too

self-centered to see the light or that some other part of his general make-up is holding confidence at arm's length.

If, on the other hand, your traveling salesman is constantly asking about "little Jack," or "that sweet little daughter of yours," or "Mrs. Smith," or "your mother"—if he uses the dealer's phone to call up these friends so well worth making—and keeping—if he is constantly invited to the homes of his customers, you may safely chart him as a man of character—and more than 50 per cent. of a real salesman's selling power is character.

You can pay a man no higher compliment than to take him home with you.

Making a Business Man.

1. In the first place, never take a safe job simply because it is safe and carries a good salary. Don't ask what it is, ask rather what it will lead to.

2. If a young man is not loyal to his firm he will never rise in it. Think well of your firm and then you will speak well of it. How many men drift without any real bad intent into a kind of subconscious attitude of hostility towards their employer? This leads to crabbing the business outside and to friction in the working of it inside.

3. The next rule is do not waste your time watching the clock. The clock watcher is learning not to concentrate on the matter in hand, and concentration is the key to success in business.

4. Man is human, and therefore all men grumble at times—but a persistent grumbler is a terror to business and a curse to himself. Chiefs do not believe in men who are always full of grievances.

5. Never say: "That's not my job." If you are wrong, it is inexcusable; if you are right, it is all the more irritating. Your job is to make the firm a success; how the work is distributed is a matter of small importance.

6. The man who does his work only because he is afraid of being fired should leave his business and find another job at once. If he does not leave, his firm should fire him—it would be a real act of mercy to him.

The Biggest Business.

The biggest single business in the world is the United States Postal Service, says a recent bulletin from that department of Uncle Sam's Government. Twenty-three billion articles are handled every year. One hundred and twelve letters are delivered to every man, woman and child in the country every year, so if you average better than about one in three days you are favored more than most.

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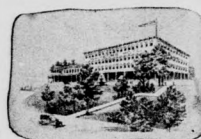
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Used and Rebuilt machines all makes, all makes repaired and overhauled, all work guaranteed, our ribbons and carbon paper, the best money will buy.
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When in Grand Rapids you are cordially invited to Visit, Dine or Dance in this new and Beautiful Center of Hospitality.

400 Rooms—400 Baths At Rates from \$2.50 Menus in English
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The Center of Social and Business Activities THE PANTLIND HOTEL

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



WHEN IN KALAMAZOO Stop at the Park-American Hotel

Headquarters for all Civic Clubs
Excellent Cuisine Luxurious Rooms
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Three Blocks Away

150 Fireproof Rooms

Rooms, duplex bath, \$2
Private Bath, \$2.50, \$3
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HENRY M. NELSON
Manager

European Plan
New Hotel with all Modern Conveniences—Elevator, Etc.

150 Outside Rooms
Hot and Cold Running Water and Telephone in every Room

\$1.50 and up 60 Rooms with Bath \$2.50 and \$3.00

Wearing Overcoats in August.

Carlsbad, Aug. 28—I just returned from the hotel, where I had my afternoon tea and listened to a fine concert. This afternoon the bands all played mostly American melodies. Just think of a place where about one-fourth of the people are served in the open at one and the same time—and everybody wants something cooked differently in accordance with the cure orders. They have about 100 girl and also as many men waiters and there is little confusion. They are drilled and march in order. The food is good. That's why Max and I go there. Even if I can eat only greens, I enjoy watching him fill up, also watching the mass of people at the springs, each with his individual glass or cup, sipping the hot fluid for his health. There are at least 500 people down there now and it is 6 p. m. We all have to wear our overcoats, while you are probably enjoying some hot weather.

Aug. 25—Here I am in old Bohemia enjoying the perusal of your forty-first anniversary paper. Had any one told me forty years ago, when I first attempted to read the little Michigan Tradesman of those days, that you would develop your journal to the exalted position it holds to-day in the United States and that I would be able to read it for forty years (missing very few issues), I might have expressed my doubts. Now I am proud to say that through all my travels for the Fleischmann Co., covering every city in the United States and Canada, I found the Tradesman following me wherever I went. In 1912-13 I made two trips around the world and wherever I landed I was sure to find the Tradesman awaiting me. I am now in old Bohemia and, sure enough, I am able to enjoy the Michigan Tradesman. I leave the paper here in the library, hundreds of Americans are eager to read it. I regret that my congratulations came too late, but I hope that your wish will come true and that you can continue in the harness until your paper is fifty years old.

L. Winternitz.

Insist on Stock Limit in Pattern Contracts.

An outstanding cause of trouble between retail merchants and the pattern companies is the failure of store owners to demand a stock limit clause in their contracts. The stores which have this condition in their agreement are able to keep their stocks down within reasonable limits and thus avoid a common cause of friction. If, for example, the original order and limit calls for a thousand dollar stock, the merchant is privileged to return not only discards but additional stock to bring his total within that limit should it run over at any time. The Tradesman is called on constantly to assist merchants in straightening out arguments over pattern contracts, many of which could be avoided by insisting on a stock limit clause before signing any agreement.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Sept. 9—J. J. Berg (Pitkin & Brooks) completed his summer stay at Baptist Lake, as usual, and then rounded out a long respite from business cares by having a fit of sickness. He hopes to be sufficiently recovered to start out on the war-path again next week.

Henry Dawley, who left the city about two years ago for Point Loma, Calif., has recently become both blind and deaf. On hearing of his condition his Grand Rapids friends made up a little purse and sent it to him as a token of their esteem for their stricken brother.

G. W. Rouse (Worden Grocer Co.)

is spending a couple of days in Detroit.

Grandpa (Lee M.) Hutchins carries his new honors with becoming grace and dignity. Wilson Hutchins is the happy father of the lad, who already acts as though he would develop into a speechmaker.

Charles G. Graham, the dry goods salesman, is spending a few days in the city. He was made a 33 degree mason at the same time the same honor was conferred on the late President Harding.

D. G. Shaw, senior partner in D. G. Shaw & Co., wholesale grocers of Pittsburg, is spending the week in Michigan, as is his custom once a year. His house handles the W. R. Roach & Co. canned goods line in Pittsburg and this year he has visited the Roach canneries at Crosswell, Yale and Owosso, as well as putting in some time at the Roach headquarters in Grand Rapids.

Julius L. Dziesinski, the Alpena druggist, has purchased a complete equipment of new store fixtures of the Hazeltine & Perkins Drug Co.

Good Citizen Removed To New England.

Boyne City, Sept. 9—With the closing of the Boyne City Lumber Co.'s mill at Boyne City we are losing a citizen who has made a distinct place for himself in the city and State. F. O. Barden, who came here as general manager of the White interests under the Michigan Trust Co., receivership, and after the conclusion of the receivership, was general manager of the Boyne City Lumber Co., has gone to North Stratford, New Hampshire, as general manager for the New Hampshire Stave and Heading Co., which has large holdings of timber in Northern Vermont and New Hampshire. In addition to his business activities, both Mr. Barden and his wife have been very active in social and community work. They will be greatly missed, but we can be assured that wherever they are, the place will be benefited by their presence.

The second county picnic at the Whiting memorial park was a decided success. The grounds were crowded all day with people from all parts of the county. The program committee had a fine line of entertainment and the speakers' program was well filled. Mr. Whiting, of Los Angeles, the donor of the park site, being the principal speaker. The picnic at Whiting park is a regular thing now, along with the county fair and election day. The Boyne City furnace of the Charcoal Iron Co. of Amerca started last Monday, after a shut down of a year. Joe says he is going to keep it running, as it is the best furnace in the circuit. Maxy.

Your Child's Eyes.

Investigations have disclosed the fact that, at a conservative estimate, at least 2,000,000 of the 6,000,000 retarded school-children in the United States fall behind a year in their studies because of weak eyes. The United States Bureau of Education says that it costs something like \$64 a year to maintain a pupil in the public school. At that rate 2,000,000 retarded children who were obliged to drop back a year cost the Nation \$128,000,000.

Directors in summer schools throughout the country are being asked by the Eye and Ear Conservation Council of America to investigate conditions of sight among their students. The Council says that "a large percentage of the pupils attending summer schools are obliged to do so merely because they have not kept up with their classes; due in large measure to defective vision."

The loss in money and time is in-

considerable when compared with the moral loss to the individual. Not only does he drop back a grade, but he is less fitted to render efficient service in the economic system, for weakened vision is likely to lead to further physical infirmity. Proper attention to the eyes of children will prevent much of this economic and moral loss. Records of 20,000 children who were sent to a public school eye clinic show that the vision of three-fourths of the cases treated became strengthened to such a degree that the pupils made progress and were able to do the the work of normal children in the class room.

"The light of the body is the eye," reads the wise Scripture injunction. "If thine eye be single, thy whole body shall be full of light. But if thine eye be evil (i. e., ill), thy whole body shall be full of darkness." To take a child to an eye-clinic requires no great effort, yet it may make all the difference between a body full of light and one full of darkness. What of your child?

Comfort For Hotel Guests.

Guests of the Eureka Inn, at Eureka, Cal., who are apt to squirm when they think of the drenching they would receive if the overhead automatic sprinklers discharged a stream of water, are comforted by a card placed in each room by the hotel management. The card reads:

Now I lay me down to sleep
Statistics guard my slumber deep;
If I should die, I'm not concerned;
I may get wet, but I won't get burned.

Don't be afraid to remain boyish in spirit.

Men and Boys.

Written for the Tradesman.

If men were boys and boys were men
With promise not to change again
I think before a dozen days
We'd find them both at boyish plays
For there is something in a boy
That's bound to get whatever joy
There is in life
And even strife
Is but a thing that brings him joy
So let me always be a boy.

If boys were men and men were boys
They'd want to promise that the joys
Which come to them in boyhood days
They'd pass to others when memory plays
The greater part in every game
And be there fanning just the same
To get the fun
As they begun
In tender years—chuck full of joy
So let me always be a boy.

Yes let me always be a boy
And like him find the round of joy
In every day if rain or shine
In heat or cold just feeling fine
And when at night I hit the bed
Have not a worry in my head
To rob my sleep
While pillows keep
Still adding something to the joy
That God has given every boy.
Charles A. Heath.

Hides, Pelts and Furs.

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
Unwashed, fine	@35

A shiftless man hates the efficiency of an alarm clock more than anything else in all the world.

Enjoy the Best

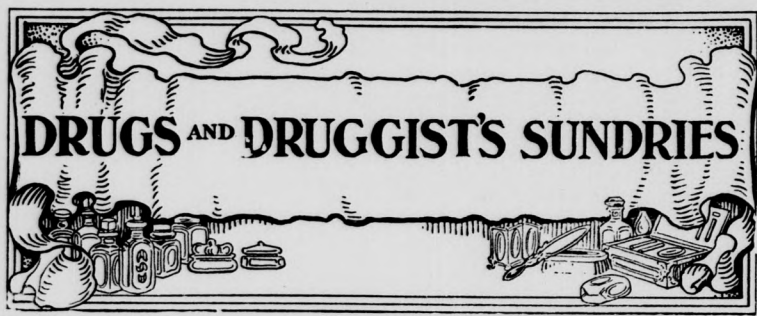


Tasty, wholesome Zion Fig Bars are easily distinguished from the ordinary bars, because of their wonderful eating qualities.

Samples promptly sent upon request.

Ask your wholesale grocer today to show you the Zion Line of cooky specials.

Zion Institutions & Industries
ZION, ILLINOIS



Striving For the Patronage of the Child.

When the druggist desires to attract new customers to his store, has he any certain classes in mind? To be sure, this is an important question. Often it will develop profitably for the druggist when concentrates for a time on certain classes of patrons. This suggests some interesting experimentation. Yet, there is one particular class of customers that is not always rightly appreciated; we have in mind the class to which the little customers belong—our future big customers. What druggist is bending every effort in trying to interest these little people and incidentally make steady patrons of them?

There are countless ways to reach the heart of our diminutive customers. The druggist will do well to give the matter some little study, for if his store is favored by the children it is sure to be chosen also by the grown-ups. On the other hand, it is not a very good sign if the druggist cannot number a certain percentage of little ones as his patrons.

Now let us turn to the various methods whereby the druggist can command the interest of the child, and keep that interest alive, at the same time commanding its trade. Naturally, it is now suggested that the druggist have available such goods that appeal to the child. That is paramount. Perhaps the druggist has never sold candies, beverages, toys and kindred child delights. Might not, now, the druggist well do some experimenting here? Might he not, even, make an attempt to learn, from the children themselves, what particularly pleases them? And could he not, by instituting the suggested moves, bring about a decided child interest certain to assure him a worthwhile volume of extra business that else would never attend? Let the druggist, be on the lookout for more trade, ponder these interrogatives—and then act!

At the outset, too, it is expedient that the druggist apprise the kiddies of his interest for them. Here some advertising will have a place. Newspaper advertising. Blotter advertising. In fact almost any kind of advertising specifically intended for the child, sure to reach and impress the child. Let us consider newspaper advertising. Perhaps heretofore the druggist has not done much advertising, for the child's attention particularly none at all. In that case it would well repay the druggist to put to the test a few advertisements designed for the child's interest. Let him probe possibilities and determine whether trade from the little ones cannot be augmented.

Such advertising, of course, should be constructed in a way understand-

able and appealing to the child. Little words; happy words. These will have the call here. Various little interesting incidents could be told about in these advertisements. When the druggist changes his advertisements regularly, offering always something new, he will the more quickly and effectively win the child's interest and trade.

So much for advertising. Now, it will prove a futile procedure to expend the initial outlay entailed in advertising, window displays, etc., in trying for the child's interest, if this work is not backed up. And backed up by everybody at work for the druggist. There is a good deal to be said here in this connection. We may see a druggist go to some expense in developing the little one's interest, only subsequently to have all this preliminary work neutralized by lack of concurring methods. For instance, through some interesting advertisement, only to be disappointed because of the disregard of some laggardly salesman. Question:—and an important one! Does your sales force treat all the patrons, including the children, alike? Of what profit will it be to the druggist if effort in every way is not exerted to retain the child's good-will once it comes to the drug store? If there is any possible flaw of this kind in your establishment, by all means weed it out now!

The little ones should be encouraged to purchase goods from you unaccompanied by parents. Thereby, thus, you can impress the parents because of your impartial policies, naturally also encouraging greater patronage from them. When a mother realizes that her child can buy a certain article as well as could she, then more visits by the child also are sure to result. In various ways, to be sure, the druggist's business will be stimulated when all are aware that there is no adult favoritism.

The child should invariably be treated with courtesy, for only in that way can its business be encouraged. Too, it must be borne in mind, the little boy or girl who is given good service by the druggist and his salesmen, as good at least as that accorded adults, is certain to tell playmates of the experience. Contrarily, to the druggist's loss, when the child is given questionable service, an adverse effect attends. Is it not worth while to do everything possible offering pleasing service to the children and thereby attract others because of the good word by mouth? One good step leads to several others.

Not unlikely it would represent a worthy investment were the druggist to reserve a special section in his store, exclusively for the children. This would particularly be practical when the establishment is large. Yet, even

in the smaller store something could be done so that children would be bound to patronize the druggist more frequently, be, in fact, heartily glad to bring in addition their friends. At the same time, where feasible, the druggist could play a big part in giving his attention to the children's clubs, offering his suggestions, thus stimulating interest all around, which, in the end, is sure to react to his credit.

It is also important for the druggist to retain the names and addresses of his little customers; any time their patronage drops away an effort can be made to ascertain reasons. With the names and addresses, also, it is always possible to mail special literature appealing to the child mind. Very early should such names and addresses be collected; parents will then realize that you are doing something for their children, simply because of the interest shown. There are, naturally, divers ways whereby the druggist can acquire suitable lists of the little people and that lend themselves to successful solicitation. From the public schools in your neighborhood you can obtain the desired information; prize contests, where the entrants are required to fill out a card of questions, also proving productive of more prospects. You might even explain the nature of various articles in your store, enlisting at the same time the co-operation of the teachers in the schools. Surely the druggist could make for much good in more than one way through the exercise of some novel methods. Anything that is of an educational character is certain to excite interest of young and old and repay the druggist in many ways later.

It is desirable, too, to solicit suggestions from the children calculated to stimulate still greater interest. Just how could your store be improved? Bear in mind, even the young child is on the alert looking for flaws; if you incur its disfavor in any way it is to the store's discredit. And surely the child will be flattered when querying it regarding possible pointers. It all depends on experimentation without which nothing new can be found out. Let the druggist capitalize his opportunities!

The child, always bear in mind, will go to the places where its presence is welcomed. If some sour salesman scowls upon a child he is doing a great damage, if not immediately then sooner or later, as has already been suggested. This also brings to mind the importance of selecting only those salesmen who are interested in children. The salesman whom a boisterous child can irk is out of place in your store. Too, let no one be annoyed because of a little noise made by the child. Its co-operation can better and more quickly be won by getting into its good graces. Disapproval and complaints only have the opposite effect. One druggist declared that he would rather lose older customers than discourage in any way the children's patronage. He is appreciative of the future value of the child of today. He is, therefore, managing his store accordingly. In one instance a gruff salesman was dispensed with, simply because of lack of regard for the child, the druggist well realizing that this man had been counterbalanc-

ing many of his good efforts. Thus is again suggested a compatible policy in your store; see to it that all value the interest and patronage of the child alike. Only then can the store operate to best advantage and the more readily achieve its object.

Let the druggist scouting for more business consider the child for a spell! Do everything possible commanding its interest! And then keep that interest alive! A means to this end is to present little souvenirs from time to time, perhaps on special occasions, such as when the child has a birthday. It's a big opportunity for the druggist and he cannot give too much thought to it. Frank V. Faulhaber.

Why Sell Stamps.

Most citizens seem to be opposed to laying in a supply of stamps.

This takes them out frequently in quest of stamps.

Some never have any stamps at home.

When letters are written they are taken to the postoffice to be mailed.

But suppose the postoffice is closed?

Or suppose it is some distance away?

The Postoffice Department tries to provide adequate accommodations by establishing substations and stamp agencies.

These usually go to drug stores, a tribute to the drug business, by the way.

And the druggist is just the man. He runs an attractive establishment and keeps open late.

Getting a substation or even a stamp agency is bound to bring extra business to a store.

Being in partnership with Uncle Sam, so to speak, carries prestige.

Running a substation means work, too. But nothing drops into your lap in this life. We have to work for everything we get.

The store with postal facilities does draw people. They must go there to transact postal business. When people go often to a place they get the habit more or less. They buy other goods.

A stamp agency is a good thing. If you can't get one from the postal authorities, you can run one on your own account. Any store is entitled to sell stamps.

A citizen living in a good residential neighborhood of one of our largest cities recently went out at night to try to buy an ordinary 2-cent stamp. There is a regular branch postoffice on his own block. But it was closed. Six drug stores were visited. Not one had stamps.

By this time the citizen was raging. He even tried a grocery and delicatessen shop. No stamps. They refer you to the postoffice in this neighborhood. That institution closes at six o'clock.

The moral seems to be: If you are near a branch postoffice, be sure to sell stamps.

One reason the extra sale is not made is that many salespeople are afraid to try for fear of being turned down.

It is a hard world, and if the average man had absolute freedom his conscience would hold him in check.

Mosquito Powder.

1. Oil Eucalyptus ----- 1 oz.
Powdered Talcum ----- 2 ozs.
Powdered Starch ----- 14 ozs.

This powder is to be rubbed into the exposed parts of the body to prevent the attack of the insects.

2. Oil Pennyroyal ----- 4 ozs.
Powdered Naphthalin ---- 4 drs.
Starch ----- 16 ozs.

Mix well and sift. This is to be used like the preceding.

Cuticle Ice.

- Menthol ----- 3 grams
Salol ----- 5 grams
Paraffin ----- 40 grams
Petrolatum, white ----- 52 grams

Melt the paraffin and add to it the petrolatum. Liquify the menthol and salol, and add this mixture to the

melted paraffin and petrolatum, stirring until solution is effected. Then mix thoroughly while cooling.

"Magnetic" Liniment.

- Oil of Turpentine ----- 9 fluid oz.
Tincture of capsicum ----- 12 fluid oz.
Spirit of camphor ----- 96 fluid oz.
Stronger ammonia water ----- 9 fluid oz.
Alcohol ----- 18 fluid oz.
Oil of sassafras ----- 1/2 fluid oz.

Dissolve the oils in the alcohol, and the stronger ammonia water and mix well.

The Only Difference.

He—This is my photograph with my two French poodles. You recognize me heh?

She—I think so. You are the one with the hat on, are you not?



Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

Brooks Valeur

BITTER SWEETS

SCHOOL SUPPLIES

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

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

HAZELTINE & PERKINS DRUG CO.

Manistee

Michigan

Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow		Cinchona	
Boric (Powd.)	15 @ 25	Lavendar Gar'n	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 10	Digitalis	@ 1 80
Citric	59 @ 70	Linseed, bld. less 1	17 @ 1 30	Gentian	@ 1 35
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@ 1 08	Ginger, D. S.	@ 1 80
Nitric	9 @ 15	Linseed, ra. less 1	15 @ 1 28	Gualiac	@ 2 20
Oxalic	20 1/2 @ 30	Mustard, artifil. oz.	@ 60	Gualiac, Ammon.	@ 2 00
Sulphuric	3 1/2 @ 8	Neatsfoot	1 35 @ 1 50	Iodine	@ 95
Tartaric	40 @ 60	Olive, pure	3 75 @ 4 50	Iodine, Colorless	@ 1 50
Ammonia		Olive, Malaga,	2 75 @ 3 00	Iron, Clo.	@ 1 35
Water, 26 deg.	10 @ 18	green	2 75 @ 3 00	Kino	@ 1 40
Water, 18 deg.	8 1/2 @ 13	Orange Sweet	4 50 @ 4 75	Myrrh	@ 2 50
Water, 14 deg.	6 1/2 @ 12	Origanum, pure	@ 2 50	Nux Vomica	@ 1 55
Carbonate	20 @ 25	Origanum, com'l	1 00 @ 1 20	Opium	@ 3 50
Chloride (Gran.)	10 1/2 @ 20	Pennyroyal	3 00 @ 3 25	Opium, Camp.	@ 3 50
Balsams		Peppermint	6 00 @ 6 25	Opium, Deodorz'd	@ 3 50
Copaiba	60 @ 1 00	Rose, pure	10 50 @ 10 90	Rhubarb	@ 1 70
Fir (Canada)	2 55 @ 2 80	Rosemary Flows	1 25 @ 1 50	Paints.	
Fir (Oregon)	65 @ 1 00	Sandalwood, E.	10 00 @ 10 25	Lead, red dry	14% @ 15 1/4
Peru	3 00 @ 3 25	Sassafras, true	2 50 @ 2 75	Lead, white dry	14% @ 15 1/4
Tolu	3 00 @ 3 25	Sassafras, arti'l	80 @ 1 20	Lead, white oil	14% @ 15 1/4
Barks		Spearment	4 00 @ 4 25	Ochre, yellow bbl.	@ 2
Cassia (ordinary)	25 @ 30	Sperm	1 80 @ 2 05	Ochre, yellow less 2 1/2	@ 6
Cassia (Saigon)	50 @ 60	Tansy	6 00 @ 6 25	Red Venet'n Am.	3 1/2 @ 7
Sassafras (pw. 50c)	@ 55	Tar, USP	50 @ 55	Red Venet'n Eng.	4 @ 8
Soap Cut (powd.)	18 @ 25	Turpentine, bbl.	@ 99 1/4	Putty	5 @ 8
Berries		Turpentine, less 1	07 @ 1 20	Whiting, bbl.	@ 4 1/2
Cubeb	@ 1 25	Wintergreen,	6 00 @ 6 25	Whiting	5 1/2 @ 10
Fish	25 @ 30	leaf	3 00 @ 3 25	L. H. P. Prep.	2 80 @ 3 00
Juniper	7 @ 15	Wintergreen, sweet	3 00 @ 3 25	Rogers Prep.	2 80 @ 3 00
Prickly Ash	@ 30	Wintergreen, art.	80 @ 1 20	Miscellaneous	
Extracts		Wormseed	7 50 @ 7 75	Acetanalid	47 @ 55
Licorice	60 @ 65	Wormwood	6 00 @ 6 25	Alum	08 @ 12
Licorice powd.	@ 1 00	Potassium		Alum, powd. and	09 @ 15
Flowers		Bicarbonate	35 @ 40	ground	09 @ 15
Arnica	25 @ 30	Bichromate	15 @ 25	Bismuth, Subni-	3 70 @ 3 90
Chamomile (Ger.)	20 @ 25	Bromide	59 @ 75	trate	07 @ 13
Chamomile Rom.	--- 1 75	Bromide	54 @ 71	Borax xtal or	07 @ 13
Gums		Chlorate, gran'd	23 @ 30	powdered	07 @ 13
Acacia, 1st	50 @ 55	Chlorate, powd.	16 @ 25	Cantharades, po.	2 00 @ 2 25
Acacia, 2nd	45 @ 50	or Xtal	16 @ 25	Calomel	1 79 @ 1 99
Acacia, Sorts	20 @ 25	Cyanide	30 @ 50	Capsicum, pow'd	48 @ 55
Acacia, Powdered	35 @ 40	Iodide	4 66 @ 4 86	Carmine	6 00 @ 6 60
Aloes (Barb Pow)	25 @ 35	Permanganate	20 @ 30	Cassia Buds	25 @ 30
Aloes (Cape Pow)	25 @ 35	Prussiate, yellow	65 @ 75	Cloves	50 @ 55
Aloes (Soc. Pow.)	65 @ 70	Prussiate, red	@ 1 00	Chalk Prepared	14 @ 16
Asafoetida	65 @ 75	Sulphate	35 @ 40	Chloroform	55 @ 65
Pow.	1 00 @ 1 25	Roots		Chloral Hydrate	1 35 @ 1 85
Camphor	1 05 @ 1 15	Alkanet	25 @ 30	Cocaine	10 60 @ 11 25
Gualiac	@ 70	Blood, powdered	35 @ 40	Cocoa Butter	50 @ 75
Gualiac, pow'd	@ 75	Calamus	35 @ 60	Corks, list, less	40 @ 50
Kino	@ 85	Elecampane, pwd	25 @ 30	Copperas	2 1/2 @ 10
Kino, powdered	@ 90	Gentian, powd.	20 @ 30	Copperas, Powd.	4 @ 10
Myrrh	@ 65	Ginger, African,	30 @ 35	Corrosive Sublim	1 43 @ 1 64
Myrrh, powdered	@ 65	powdered	30 @ 35	Cream Tartar	30 @ 35
Opium, powd.	18 15 @ 18 45	Ginger, Jamaica	60 @ 65	Cuttle bone	40 @ 50
Opium, gran.	18 15 @ 18 45	Ginger, Jamaica,	60 @ 65	Dextrose	6 @ 15
Shellac	90 @ 1 00	powdered	55 @ 60	Dover's Powder	3 50 @ 4 00
Shellac Bleached	1 00 @ 1 10	Golden seal, pow. 5	50 @ 60	Emery, All Nos.	10 @ 15
Tragacanth, pow.	@ 1 75	Ipecac, powd.	@ 3 50	Emery, Powdered	8 @ 10
Tragacanth	1 75 @ 2 25	Licorice	35 @ 40	Epsom Salts, bbls.	@ 3
Turpentine	@ 25	Licorice, powd.	20 @ 30	Epsom Salts, less 3 1/2	@ 10
Insecticides		Poke, powdered	30 @ 40	Ergot, powdered	@ 75
Arsenic	15 @ 25	Rhubarb, powd.	1 00 @ 1 10	Flake, White	15 @ 20
Blue Vitriol, bbl.	@ 07	Rosinwood, powd.	@ 40	Formaldehyde, lb.	14 1/2 @ 30
Blue Vitriol, less 8 1/2	@ 15	Sarsaparilla, Hond.	@ 1 00	Gelatine	1 25 @ 1 50
Bordeaux Mix Dry	14 @ 29	ground	@ 60	Glassware, less 55%	
Hellebore, White	20 @ 30	Sarsaparilla Mexican,	@ 60	Glassware, full case	60%
powdered	20 @ 30	ground	@ 60	Glauber Salts, bbl.	@ 03 1/2
Insect Powder	75 @ 85	Squills	35 @ 40	Glauber Salts less 04	@ 10
Lead Arsenate Po.	26 @ 35	Squills, powdered	60 @ 70	Glue, Brown	21 @ 30
Lime and Sulphur	8 1/2 @ 24	Tumeric, powd.	17 @ 25	Glue, Brown Grd	15 @ 20
Dry	32 @ 43	Valerian, powd.	40 @ 50	Glue, white	27 1/2 @ 35
Paris Green	32 @ 43	Seeds		Glue, white grd.	25 @ 35
Leaves		Anise	@ 35	Glycerine	23 1/2 @ 45
Buchu	1 35 @ 1 50	Anise, powdered	35 @ 40	Hops	65 @ 75
Buchu, powdered	@ 1 50	Bird, ls	13 @ 17	Iodine	6 45 @ 6 90
Sage, Bulk	25 @ 30	Canary	13 @ 20	Iodoform	7 35 @ 7 65
Sage, 1/4 loose	@ 35	Caraway, Po. .50	@ 2 75	Lead Acetate	18 @ 25
Sage, powdered	@ 35	Celery, powd.	45 @ 50	Mace	@ 1 10
Senna, Alex.	75 @ 80	Coriander pow.	35 @ 40	Mace, powdered	@ 1 15
Senna, Tinn.	30 @ 35	Dill	12 1/2 @ 20	Menthol	16 00 @ 16 25
Senna, Tinn. pow.	25 @ 35	Fennell	25 @ 40	Morphine	11 18 @ 11 93
Uva Ursi	20 @ 25	Flax	07 1/2 @ 12	Nux Vomica	17 @ 25
Oils		Flax, ground	07 1/2 @ 12	Pepper black pow.	32 @ 35
Almonds, Bitter,	7 50 @ 7 75	Foenugreek pow.	15 @ 25	Pepper, White	40 @ 45
Almonds, Bitter,	4 00 @ 4 25	Hemp	8 @ 15	Pitch, Burgundy	10 @ 15
Almonds, Sweet,	80 @ 1 20	Lobelia, powd.	@ 1 25	Quassia	12 @ 15
Almonds, Sweet,	60 @ 1 00	Mustard, yellow	15 @ 25	Quinine	72 @ 1 33
imitation	60 @ 1 00	Mustard, black	20 @ 25	Rochelle Salts	23 @ 30
Amber, crude	1 50 @ 1 75	Poppy	22 @ 25	Saccharine	@ 35
Amber, rectified	1 75 @ 2 00	Quince	1 75 @ 2 00	Salt Peter	11 @ 22
Anise	1 00 @ 1 25	Rape	15 @ 20	Seidlitz Mixture	30 @ 40
Bergamont	5 75 @ 6 00	Sabadilla	23 @ 30	Soap, green	15 @ 30
Cajeput	1 50 @ 1 75	Sunflower	11 1/2 @ 15	Soap mott cast.	22 1/2 @ 25
Cassia	3 50 @ 3 75	Worm, American	30 @ 40	Soap, white castile	@ 10 80
Castor	1 90 @ 2 15	Worm, Levant	6 50	case	
Cedar Leaf	1 50 @ 1 75	Tinctures		Soap, white castile	@ 1 30
Citronella	1 50 @ 1 75	Aconite	@ 1 80	less, per bar	@ 1 30
Cloves	3 00 @ 3 25	Aloes	@ 1 45	Soda Ash	3 1/2 @ 10
Cocunut	25 @ 35	Arnica	@ 1 10	Soda Bicarbonate	3 1/2 @ 10
Cod Liver	1 55 @ 1 75	Asafoetida	@ 2 40	Soda, Sal	03 @ 08
Croton	2 00 @ 2 25	Belladonna	@ 1 35	Spirits Camphor	@ 1 35
Cotton Seed	1 50 @ 1 75	Benzoin	@ 2 10	Sulphur, roll	3 1/2 @ 10
Cubebs	7 50 @ 7 75	Benzoin Comp'd	@ 2 65	Sulphur, Subl.	04 @ 10
Elge-on	3 00 @ 3 25	Buchu	@ 2 55	Tamarinds	20 @ 25
Eucalyptus	1 25 @ 1 50	Cantharadics	@ 2 85	Tartar Emetic	70 @ 75
Hemlock, pure	2 00 @ 2 25	Catechu	@ 1 75	Turpentine, Ven.	50 @ 75
Juniper Berries	2 25 @ 2 50			Vanilla Ex. pure	1 75 @ 2 25
Juniper Wood	1 50 @ 1 75			Vanilla Ex. pure	2 50 @ 3 00
Lard, extra	1 50 @ 1 70			Zinc Sulphate	06 @ 15
Lard, No. 1	1 25 @ 1 45				

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

Veal
Salmon
Cheese
Currants

DECLINED

Sardines
Prunes
Dill Pickles
Pure Jelly

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., doz. ----- 31 20
Rocket, 16 oz., doz. 1 25



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

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

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



Shred. Wheat Biscuit 3 85
Vita Wheat, 12s ----- 1 80
Post's Brands.
Grape-Nuts, 24s ----- 3 80
Grape-Nuts, 100s ----- 2 75
Postum Cereal, 12s ----- 2 25
Post Toasties, 36s ----- 3 45
Post Toasties, 24s ----- 3 75
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

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

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

CANDLES
Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. ----- 12.8
Paraffine, 6s ----- 14 1/2
Paraffine, 12s ----- 14 1/2
Wicking ----- 40
Tudor, 6s, per box ----- 30

CANNED FRUIT.
Apples, 3 lb. Standard 1 50
Apples, No. 10 ----- 4 00@4 50
Apple Sauce, No. 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 00@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, cru. ----- 2 90
Pineapple, 10 cru ----- 14 00
Pears, No. 2 ----- 2 90
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
Raspb's, Red, No. 10 13 00
Raspb's, Black, -----
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 4 75

CANNED FISH.
Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00@3 40
Clams, Steamed, No. 1 1 80
Clams, Minced, No. 1 2 50
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. ----- 1 75
Lobster, No. 1/4, Star 2 70
Shrimp, 1, wet 2 10@2 25
Sard's, 1/4 Oil, ky 5 75@6 00
Sardines, 1/4 Oil, k'less 5 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2 3 00
Salmon, Red Alaska ----- 3 10
Salmon, Med. Alaska 2 50
Salmon, Pink Alaska 1 75
Sardines, Im. 1/4, ea. 10@28
Sardines, Im. 1/2, ea. 25
Sardines, Cal. ----- 1 65@1 80
Tuna, 1/2, Albacore ----- 95
Tuna, 1/2, Curtis, doz. 2 20
Tuna, 1/2, 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 50
Potted Meat, 1/2 Libby 90
Potted Meat, 1/2 Rose 85
Potted Ham, Gen. 1/4 1 85
Vienna Saus., No. 1/2 1 35
Veal Loaf, Medium ----- 2 30

Baked Beans
Campbells ----- 1 15
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
W. Beans, 10 ----- 8 50@12 00
Green Beans, 2s 2 00@3 75
Gr. Beans, 10s 7 50@13 00
L. Beans, 2 gr. 1 25@1 35
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20@1 25
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 45
Corn, No. 2, Fan. 1 60@2 25
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb 45
Mushrooms, Hotels ----- 38
Mushrooms, Choice ----- 45
Mushrooms, Sur Extra 50
Peas, No. 2, E. J. 1 65@1 80
Peas, No. 2, Sift. -----
June ----- 1 90@2 10
Peas, No. 2, Ex. Sift. -----
E. J. ----- 2 60
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35@1 50
Pumpkin, No. 10 4 50@5 60
Pimentos, 1/4, each 12@14
Pimentos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1 60
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 25@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
Pimento, small tins ----- 2 25
Camembert, small tins 2 25
Wisconsin Old ----- 28
Wisconsin new ----- 24
Longhorn ----- 24
Michigan Full Cream 24
New York Full Cream 26
Sap Sago ----- 35

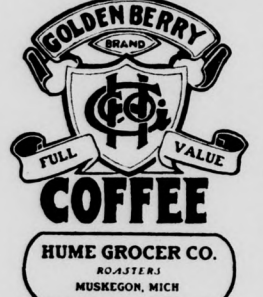
CHEWING GUM.
Adams Black Jack ----- 65
Adams Bloodberry ----- 40
Adams Dentyne ----- 40
Adams Calif. Fruit ----- 65
Adams Sen Sen ----- 65
Beeman's Pepsin ----- 70
Beechnut ----- 65
Doublemint ----- 65
Juicy Fruit ----- 65
Peppermint, Wrigleys ----- 65
Spearment, Wrigleys ----- 65
Wrigley's P-K ----- 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
Runkle, Premium, 1/4s ----- 29
Runkle, Premium, 1/2s ----- 32
Vienna Sweet, 24s ----- 2 10

COCOA.
Bunte, 1/4s ----- 43
Bunte, 1/2 lb. ----- 35
Bunte, lb. ----- 32
Droste's Dutch, 1 lb. ----- 9 00
Droste's Dutch, 1/2 lb. 4 75
Droste's Dutch, 1/4 lb. 2 00
Hersheys, 1/4s ----- 33
Hersheys, 1/2s ----- 38
Hersheys, 1/2s ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 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 42
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 dz. 4 40
Every Day, Tall ----- 4 50
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 00
Cabinets, 50s ----- 73 00

Tilford Cigars
Tuxedo, 50s ----- 75 00

Worden Grocer Co. Brands
Master Piece, 50 Tin. 37 50
Henry George ----- 37 50
Harvester Kiddies ----- 37 50
Harvester Record B. ----- 75 00
Harvester Delmonico ----- 75 00
Harvester Perfecto ----- 95 00
Websteretts ----- 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 ----- 20
Malted Milk Lozenges 22

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
Atlantic Bon Bons ----- 19
Atlantic Cream Mints ----- 31
Silver King M. Mallows 31
Walnut Sundae, 24, 5c ----- 30
Neapolitan, 24, 5c ----- 30
Yankee Jack, 24, 5c ----- 30
Mich. Sugar Ca., 24, 5c ----- 30
Pal O Mine, 24, 5c ----- 30

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 printed 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. ----- 17
Greek, Bulk, lb. ----- 16

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

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

Raisins
Seeded, bulk, Calif. ----- 09 1/2
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 ----- @09 1/2
60@70, 25 lb. boxes ----- @11
40@60, 25 lb. boxes ----- @14 1/2
30-40, 25 lb. boxes ----- @11
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
Fould's, 2 doz., 8 oz. 1 90
Quaker, 2 doz. ----- 1 80

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

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

Sago
East India ----- 11

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

FLAVORING EXTRACTS
50 YEARS STANDARD EXTRACTS

Doz. Lemon
1 20 ----- 1 65
1 65 ----- 1 14
2 75 ----- 2 14
2 40 ----- 2 14
4 50 ----- 4 14
7 75 ----- 8 14
15 00 ----- 16 14
29 00 ----- 32 14

Doz. Vanilla
1 65 ----- 1 65
2 20 ----- 2 20
3 60 ----- 3 60
6 00 ----- 6 00
10 90 ----- 10 90
20 00 ----- 20 00
38 00 ----- 38 00

Arctic Flavorings
Vanilla or Lemon
1 oz. Panel, doz. ----- 1 00
2 oz. Flat, doz. ----- 2 00
3 oz. Taper, 40 bot. for 6 75

Jiffy Punch
3 doz. Carton ----- 2 25
Assorted flavors.
Mason, pts., per gross 7 70
Mason, qts., per gross 9 00
Mason, 1/2 gal., gross 12 05
Ideal, Glass Top, pts. 9 20
Ideal Glass Top, qts. 10 80
gallon ----- 15 25

FRUIT CANS.
Mason.
Half pint ----- 7 10
One pint ----- 7 55
One quart ----- 8 85
Half gallon ----- 11 10
Ideal Glass Top.
Half pint ----- 9 60
One pint ----- 10 10
One quart ----- 10 90
Half gallon ----- 15 10

Rubbers.
Good Luck ----- 75@80

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

HORSE RADISH

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

Pure, 30 lb. pails	3 75
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
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OLEOMARGARINE

Kent Storage Brands.

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

Swift Brands.

Gem Nut	24
Special Country roll	27

Van Westenbrugge Brands

Carload Distributor



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

MATCHES

Crescent, 144	5 75
Diamond, 144 box	8 00
Searchlight, 144 box	8 00
Red Stick, 720 lb. bxs	5 50
Red Diamond, 144 box	6 00

Safety Matches

Quaker, 5 gro. case	4 75
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MINE MEAT

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

MOLASSES.



Gold Brer Rabbit

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

Green Brer Rabbit

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

Aunt Dinah Brand.

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

New Orleans

Fancy Open Kettle	68
Choice	52
Fair	32

Half barrels 5c extra

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

NUTS.

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, rstd	15
Pecans, 3 star	23
Pecans, Jumbo	24
Walnuts, California	28

Salted Peanuts.

Fancy, No. 1	17
Jumbo	23

Shelled.

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

OLIVES.

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

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, dz.	2 50
9 oz. Jar, stuffed, doz.	3 50
12 oz. Jar, Stuffed.	
doz.	4 50@4 75
29 oz. Jar, stuffed dz.	7 00

PEANUT BUTTER.



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

PETROLEUM PRODUCTS

Perfection Kerosine	12.1
Red Crown Gasoline	16.7
Tank Wagon	36.2
Gas Machine Gasoline	20.6
V. M. & P. Naphtha	42.2
Capitol Cylinder	23.2
Atlantic Red Engine	13.2
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.	1.70
Parowax, 100, lb.	7.7
Parowax, 40, 1 lb.	7.9
Parowax, 20, 1 lb.	8.1



Semdac, 12 pt. cans 2 80

Semdac, 12 qt. cans 4 15

PICKLES

Medium Sour	
Barrel, 1,200 count	19 25
Half bbls., 600 count	10 50
10 gallon kegs	9 50

Sweet Small

30 gallon, 3000	43 00
5 gallon, 500	8 40

Dill Pickles.

600 Size, 15 gal.	12 00
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PIPES

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

Battle Axe, per doz.	2 65
Blue Ribbon	4 25
Bicycle	4 50

POTASH

Babbitt's 2 doz.	2 75
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FRESH MEATS

Beef.

Top Steers & Heif.	@17
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	13
Good	12
Medium	10
Common	09

Veal.

Good	17
Top	18
Medium	14

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	19
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 1/2
50 lb. tubs	advance 1 1/2
20 lb. pails	advance 1 1/2
10 lb. pails	advance 1 1/2
5 lb. pails	advance 1 1/2
3 lb. pails	advance 1 1/2
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
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California Hams

13@ 14	
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Picnic Boiled

Hams	30 @32
Boiled Hams	35 @38
Minced Hams	14 @15
Bacon	18 @30

Beef

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

Mince Meat.

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

Pig's Feet

1/2 bbls.	2 50
1/4 bbls., 35 lbs.	4 00
1/2 bbls.	7 00
1 bbl.	14 15

Tripe.

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

RICE

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

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, 11/2 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.	
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Brand

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

SALERATUS

Arm and Hammer	3 75
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SAL SODA

Granulated, lbs.	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

Lake Herring

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

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

White Fish

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

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

STOVE POLISH.

Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 40
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 85
654 Stove Enamel, dz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, 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
Butter Salt, 280 lb bbl	4
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



Bbls. 30-10 sks.	5 40
Bbls. 60-5 sks.	5 55

Items From the Cloverland of Michigan.

Sault Ste. Marie, Sept. 9.—The Soo suffered a severe loss last Wednesday, when fire almost destroyed the Cadillac Lumber Co. plant, resulting in a loss estimated at \$150,000 and the destruction of important company records. Explosions of chemicals in the distillery, coupled with the fire, caused that portion of the plant to be a complete loss. The office building was burned to the ground. The employees of the company are on the job of cleaning up the debris and, according to reports, the mill will be rebuilt. It is expected to be ready to resume operations in about 60 days. The Cadillac Co. is our latest industry and has timber enough to keep the mill in operation for the next twenty years.

The Chippewa county fair came to a close last Tuesday. Fair weather all the time resulted in a record breaking attendance; Monday, being labor day, the gate receipts showed over 5,000 attendance with nearly as large for the preceding day. The exhibits were the best; also the attractions. A movie film was made of the stock and other features which will be shown in many theaters throughout Cloverland as a means of advertising the agricultural progress of this county.

Raymond Hossack, son of W. D. Hossack, the merchant at Cedarville, was drowned last Sunday in an effort to save the life of Miss Margaret Hauck, of Geneva, N. Y., who was spending the summer at the Les Cheneaux Islands. According to the story told by two other members of the Hossack party, they had just started out for a ride in a launch when the accident occurred. They did not see the light carried by the canoe until it was too late. It had been placed in the bottom of the craft. Miss Eleanor Kelley, of Cleveland, companion of Miss Hauck, swam to the launch with ease after the crash, but Miss Hauck immediately sank. Seeing her plight, Hossack went to the rescue, brought her to the surface and called for help. Wind and current had carried the stalled launch away from the spot and assistance could not be given. Ray, as he was known to a host of friends in both Cedarville and at the Soo, is survived by his parents, a sister and two brothers.

Dr. and Mrs. Charles McCandless entertained thirty of their friends at the opening of their cosy country home on the banks of the beautiful Saint Marie River, near Brimley. A sumptuous dinner was served on the large porch facing the water. Numerous after dinner toasts were given, after which the men folks enjoyed the afternoon sports on the horseshoe links.

One of the saddening things about returning from a summer vacation is to discover that the business apparently ran along as usual in your absence.

Prof. and Mrs. J. G. Lamson, of Bethel, Wis., motored to the Soo last week and will spend a few days visiting relatives and friends. They will return via the Roosevelt highway. They report the roads from Chicago to the Soo in good condition.

An old man on Sugar Island died recently at the age of 112 years who used tobacco and whisky regularly. They finally got him, however.

William G. Tapert.

No Lull in Amusements at Onaway.

Onaway, Sept. 9.—There will be no lull in amusements or exhibitions around Onaway this fall. This week the Presque Isle county fair opens with the biggest and best prospects ever anticipated. The fair grounds and exhibition buildings at Millersburg are centrally located. The best of roads enter from all directions and with unusually large premium lists and race purses there is no reason why this year should not eclipse any pre-

vious record. So much for the county fair. Then comes the Onaway-Cheboygan fair, to be held at Recreation park, just out of Onaway. This is in its infancy somewhat but, together with the new art hall, grand stand and improved race track, it will undoubtedly attract visitors from distant points. Dates, Sept. 30, Oct. 1, 2 and 3. Nature seems to be putting forth its best efforts to mature crops in time for these events. It is fine to live in the land of plenty.

More traffic, more good roads, more business. Nothing will put things in motion like good roads. Yes, and they bring returns, too. Onaway is taking advantage of this fact and gradually improving her streets.

Squire Signal.

To Rehear Mileage Book Case Sept. 24

The rehearing of the interchangeable mileage book case by the Interstate Commerce Commission, made necessary by the United States Supreme Court having set aside the Commission's former order, will be resumed on September 24, 1924, at Washington.

The Interstate Commerce Commission has issued the following notice:

"The above entitled proceeding is assigned for further hearing September 24, 10 o'clock a. m., at the office of the Interstate Commerce Commission, Washington, D. C., before Commissioner Meyer.

"It is directed that all parties desiring to introduce rebuttal exhibits shall transmit to the Commission twenty-five copies of each of them on or before Sept. 15, instead of Sept. 1, as directed in the Commission's notice dated April 28, 1924."

The carriers have submitted exhibits and the request of the commission is now for rebuttal testimony from those who desire the establishment of interchangeable mileage books.

The American Wholesale Grocers' Association, Travelers' Protective Association and numerous other organizations are expected to present argument in favor of an interchangeable mileage book at reduced prices.

Applies As Large As Melons.

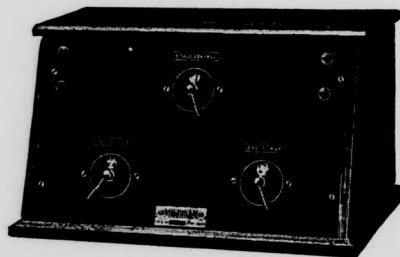
Italy now claims a super-Burbank in Albert Pirovano, who, according to reports from his laboratory, has wrought wonders in making cherries as large as plums, plums as large as apples, and apples as large as melons. So successful has the work of this naturalist and botanist been that banks and electrical companies have joined to give him assistance in carrying on further experiments. Besides using the Burbank method of mating and crossing certain types of plants to produce a new or better fruit, he also uses an electric current. He applies electrical energy to the plant itself. By regulating the current, he claims, he can hasten or retard its growth, and thus cause the current to act upon it to bring the right result.

The difference in men is the thing they offer the world. Brains with character come high, brains without character, medium; character without brains is not in demand. Muscle with character gets listed low; muscle without good character is a drug on the market.

Sets that Sell Quickly and Stay Sold



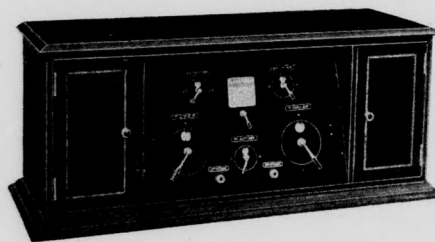
MRC-2. Michigan Midget One Detector and one-stage Amplification ----- \$32.50



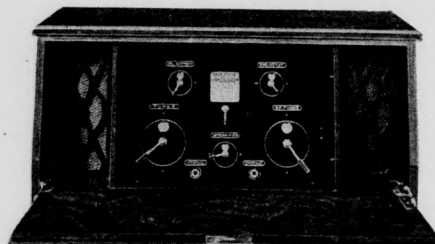
MRC-11. Michigan Midget 2-stage Amplifier ----- \$30.00



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



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



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

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 807,388.

Michigan Radio Corporation
Grand Rapids, Michigan

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Sept. 4.—On this day was held the first meeting of creditors in the matter of Klaas J. Mulder, Bankrupt No. 2537. The bankrupt was present in person and by attorney, S. Wesselius. Carroll, Kerwin & Hollway were present for creditors. No claims were proved and allowed save one. The bankrupt was sworn and examined by Mr. Kerwin without a reporter. No trustee was appointed at present. The meeting was then adjourned to Sept. 11 for further examination of the bankrupt.

On this day also was held the first meeting of creditors in the matter of Nathan H. Smith, Bankrupt No. 2540. The bankrupt was present in person and by Horace T. Barnaby, attorney. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed at present. The bankrupt was sworn and examined without a reporter, and by the referee. The meeting was adjourned to Sept. 11, to permit information as to surrender value of a policy of life insurance to be received.

On this day also was held the adjourned first meeting of creditors in the matter of Fred W. Forrester, Bankrupt No. 2541. The bankrupt was present in person and by attorneys. No creditors were present or represented. C. C. Woolridge was appointed trustee and the amount of his bond placed by the referee at \$100. The meeting was further adjourned to Sept. 11.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Peter Hopp, Bankrupt No. 2550. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a dealer in second hand goods. The schedules filed list assets of \$2,400, of which the sum of \$200 is claimed as exempt to the bankrupt, with liabilities of \$1,065.97. The court has written for funds for the first meeting owing to the fact that the assets have been foreclosed upon by a party holding a chattel mortgage, schedules filed list assets of \$2,400, of and upon receipt of such funds the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Arthur Wolf, Grand Rapids	\$300.00
Mrs. Peter Hopp, Grand Rapids	275.00
Wolf Lockwood Lumber Co., Grand Rapids	300.00
Ann Arbor Furniture Co., Ann Arbor	9.00
David B. De Young, Grand Rapids	16.70
Wherley Co., Newark, Ohio	60.00
A. L. Levine & Sons, Bay City	82.27
Morrison Iron & Metal Co., Grand Rapids	23.00

Sept. 6. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Theophilus W. Coyer, Bankrupt No. 2551. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a salesman by occupation. The schedules of the bankrupt list assets of \$200, of which the sum of \$125 is security for debt, with liabilities in the sum of \$4,297.86. The court has written for funds for the first meeting, and upon receipt of the same the first meeting of creditors will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

First National Bank, Breckinridge, N. D.	\$125.00
Hankinson Nursery, Hankinson, N. D.	200.00
Rutland Garage Co., Rutland, N. D.	24.00
Havana Co-operative Grain Co., Havana, N. D.	500.00
G. P. Kreiger, Havana, N. D.	25.50
Rasmussen Harness Co., Havana, N. D.	5.50
R. L. Lyle, Havana, N. D.	3.75
Holmes Drug Store, Havana, N.D.	3.50
Farmers Co-operative Store, Kidder, S. D.	400.00
Farmers State Bank, Havana, N.D.	880.00
W. W. Gilham, Jacksonville, Ill.	1,400.00
Shaffer & Rossman, Minneapolis, Minn.	176.00

Hawkeye Tire Corporation, Aberdeen, S. D.	66.50
Edward McDugal, Britton, S. D.	6.00
H. E. Shearns, Minot, N. D.	85.00
Standard Oil Co., Fargo, N. D.	107.05
J. R. Jones, Rutland, N. D.	136.00
L. S. Larson, Hendrick, Minn.	50.00
Sears, Roebuck Co., Chicago	79.06

Sept. 8. In the matter of Theophilus W. Coyer, Bankrupt No. 2551, the funds for received, and the first meeting has been the first meeting of creditors have been called for Sept. 22.

Sept. 9. On this day was held the first meeting of creditors in the matter of John J. De Jonge, Bankrupt No. 2544. The bankrupt was present in person and by attorney, B. J. Jonkman. Creditors were present in person and by W. N. Snow, attorney. Claims were proved and allowed. Harper W. Moore, of Grand Rapids, was appointed trustee and the amount of his bond placed at \$300. The bankrupt was sworn and examined before a reporter. The meeting was then adjourned without date.

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.

MICHIGAN'S NEWEST AND BIGGEST SALES BOOSTER. Fourteen big BOOSTER CAMPAIGNS finished and some of MY NEW WAY SALES also have made "return dates" for me. I have already repeated CAMPAIGNS for merchants in three towns. Finished two sales for individual concerns the last two weeks and these have given me future dates. E. B. Davis, Alma, Michigan. 704

RICH GRAPE 16c GALLON. Big glass for a penny. Recipe 15c. John Wright, Box 2130, Denver Colorado. 705

For Sale—Stock of general merchandise in farming district near Traverse City. Excellent high school. Would consider Detroit lots in or near Detroit. Stock inventories between three and four thousand. For further particulars, write D. A. C., 7247 W. Lafayette Blvd., Detroit, Mich., c/o Martin Costello. 706

For Sale—Three-story building. Two stores on ground floor. Hotel on second and third floors. Or will trade for city property. F. J. Leach, Coopersville, Mich. 707

For Sale—Well established Coffee Ranch in city of 45,000. Address No. 708, c/o Michigan Tradesman. 708

FOR SALE—On account of poor health will sell my garage and battery station, located in Middleville, Mich., a good live town of 1200 inhabitants on Trunk Line 37. Garage and battery station completely equipped; also two 550 gallon gasoline curb pumps. Garage is 36x150 ft., with nine-room flat above, a complete bathroom, all steam heat. Write Simpson's Garage, Middleville, Mich. 709

FOR SALE—600 acres hardwood. Extra fine lot of hickory; saw mill, logging equipment, switch. Good HOME MARKET for hardwood sheathing. The Flomich Co., Daytona, Florida. 710

FOR SALE—Grocery, meats and tinware, stock and fixtures, \$4,500. Annual sales \$40,000. Located in fast-growing suburb. Business has wonderful future. Part cash, balance terms. Address No. 711, c/o Michigan Tradesman. 711

FOR SALE—Stock of general merchandise and store building. BEST dry goods and grocery business in town. On M47. Outlook good. Jas. K. Rundel, Oakley, Mich. 712

FOR SALE—100,000 4/4 hardwood dry mostly gum. The Flomich Co., Daytona, Florida. 713

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—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

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

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

For Sale Or 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

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

Howe, Snow & Bertles

(INCORPORATED)

Investment Securities

GRAND RAPIDS

New York

Chicago

Detroit

Your customers demand fresh goods

Just as your customers want only fresh eggs, fresh butter and fresh green goods—so do they demand only fresh biscuit.

You can satisfy this demand for fresh biscuit by buying "Uneeda Bakers" products in small quantities—often.

The N. B. C. system of delivery service will help you keep your stock always fresh.



The best imported figs—from Smyrna—and the world's best cake—by "Uneeda Bakers"—make Fig Newtons. Tell your customers how good they are for children.

NATIONAL BISCUIT COMPANY "Uneeda Bakers"



Mr. Jones, please send me another package of

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

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

YOUR STATIONER OR DRUGGIST HAS IT.

RANDOM REFLECTIONS.

Pertinent Reference To Michigan's Most Useful Citizen.

Written for the Tradesman.

"Except Charles W. Garfield."

These three words and the initial, parenthetically interjected into an admirable and well-timed article in the Tradesman two weeks ago, made a deep and more lasting impression upon the mind of this writer than any, or all, of the page beside.

It is one of those abiding impressions which stick in the mind because of its larger significance, rather than merely its immediate application.

There is no further reference to it in the article. Indeed, it has no essential connection with the article, except as a qualifying statement by its writer and apparently in his mind, necessary to its truth.

The article was dealing with the political situation in Michigan and was devoted to the particular qualifications of a distinguished citizen of Grand Rapids and of Western Michigan for the nomination for Governor.

The services of Senator Sligh to his community as an industrial leader, as a man of vision and action were cited in well deserved praise, and as a philanthropist he was placed equal to that of any man in the community—"except Charles W. Garfield—."

Most writers, engaged with the enthusiasm which that article indicated, would have missed in thought and quite overlooked in action, that little parenthetical qualifying clause—"except Charles W. Garfield—."

But in a mind accustomed by long habit to an expression of truth, as its possessor sees it, these words were written—although quite extraneous to the subject—just as naturally as was any part of the accompanying context.

A sermon might be preached upon that clause, or a book might be written upon its significance, quite aside from the personality involved—but I am not going to attempt either in this contribution.

In expressing the lasting impression upon the mind of this excerpt of a few words from an article devoted to another person I am thinking particularly of the type and quality of service rendered to communities and to society rather than the personality of the individual.

Yet I have some knowledge, and much appreciation, of the personality which the Tradesman editor took the literary license to interject into an article primarily devoted to another person, and a—. I was about to say a foreign subject. But as it was devoted to good citizenship and State welfare I could not truthfully from it—"except Charles W. Garfield—."

Sometimes I have wondered why the people did not call him as they did Cincinnatus and Israel Putnam. Perhaps some persons will find something quite funny in the possibly strained simile between the crooked stick scratching the soil under the guidance of the great Roman warrior or the crude harrow of our Revolutionary hero, and the polished desk in the Grand Rapids Savings Bank.

But each task is as honorable or as humble as another according to the measure of accomplishment and the

spirit of service which accompanies it.

But political preference means nothing to men of his type except as an opportunity for service—and it is by no means the measure of service. Once I asked him if he was related to our second martyred President, and he replied with one of those whimsical smiles and characteristic expressions, "Not close enough to ask for a post-office," yet almost any man would have thought so—"except Charles W. Garfield—."

And he is not alone the possession of Grand Rapids, either in service or appreciation.

A long time ago the writer, with the enthusiasm and confidence of youth, attempted an absurd undertaking—or so it seemed to all of my friends who took a great deal of delight in kidding me about what they termed an attempt to "change the geography of Michigan by moving the fruit belt a hundred miles North." Or at least, about all—"except Charles W. Garfield—."

Having spent my early life along the Lake Michigan shore, and seen thrive the meager fruit plantings of the pioneers, and having been informed by those who knew of the scientific reason—climatic and soil conditions—why this section was naturally adapted to fruit culture I entered into a pomological promoting propaganda.

On leaving the staff of the Tradesman to cast my journalistic bark upon the uncertain sea, whose shore line was then, and still is, littered with the debris of wrecks, I had drawn and engraved by the late Warren N. Fuller, of the Tradesman Company, a map of the Lake Michigan shore line which did advance the fruit belt North from the then accepted section of fruit growing in Southwestern Michigan up to and beyond Oceana county.

This map was printed in every newspaper that I could get it into—without expense—and it was printed upon the backs of all the envelopes that I could inveigle people to pay for.

Perhaps it was a presumptuous attempt at map changing, and the youthful ardor might have been discouraged and squelched, but for the happy fact that there were a few men who knew that the real fruit belt extended the full length of the Eastern shore of the big lake and around its big bays at the North.

In those days the fruit men knew less than they now do and there was much to be done by Horticultural Society workers and Farmers' Institutes, and no such meeting in the early days of the new belt was considered complete—"except Charles W. Garfield—"

was present. And if I were to name any man who was responsible for the understanding of the opportunities in the particular line which has made the Lake Michigan shore prosperous beyond most others, and for the practical information as well as for the vision essential to the accomplishments of to-day, I should be compelled by the same recognition of truth which prompted the Tradesman editor, to qualify that name with—"except Charles W. Garfield—."

Yet, let me tell you of a real incident which illustrates the character-

istic wit and modesty which so often delights his many friends.

It occurred at one of those farmer meetings above referred to and the chairman of the meeting, who was somewhat given to multiply loquacity—though a well-informed and practical horticulturist—spoke somewhat at length, though appreciatively of the vocal contributions of the principal speaker, and, commending him for his useful leadership, with all seriousness and kindly intent, introduced him for a discussion of the then ever present topic, as the man who had more than anyone to say on the subject. And immediately upon arising Mr. Garfield, in modest depreciation, said, "except yourself, Mr. chairman; except yourself."

Harry M. Royal.

Buyers of Canned Foods Are Active.

The market for canned foods is growing interesting to buyers, while canners apparently have lost interest in the market from a selling standpoint. The latter evidently are giving all their attention to canning a sufficient output to fill the orders they already have.

There is going to be a large number of short deliveries in canned tomatoes and canned corn in the Central West canning district, not because the canners are not anxious to deliver every case they have sold, but because shortages in the various crop yields will prevent them from securing a sufficient supply of the raw product to fulfill their contracts.

This has already been the case in some grades of canned peas, and of some kinds and grades of canned cherries, and berries, and will be the case in graded stringless beans, white and green. The supply of canned beets will also necessarily be a short delivery.

Wholesalers who have placed liberal orders in advance of the pack of canned foods are fortunate for their orders, will, of course, be taken care of first, while those who have waited will have difficulty in supplying their requirements, even at higher than opening prices.

Buyers have been faithfully advised by the commercial papers in relation to the unpromising crop conditions, but many of them have been indifferent or incredulous and now they are rushing the brokers and exciting the market in order to get under cover.

Further information in relation to crop conditions is of no avail as the story has been told. All that can now be done is to watch the market for offerings, which are fewer in number every day, and to hope that frosts will be deferred.

A telephone message from a big central Wisconsin corn canner stated that he had not yet begun to pack and that there was a light frost in his locality.

Several Iowa canners who have been accepting orders for fancy narrow grain canned corn in No. 2 cans at \$1.15, canneries, have either withdrawn entirely from the market or have advanced their price to \$1.25 per dozen; and there are no offerings of standard No. 2 canned corn of the new or old

pack to be found, so the brokers state, for less than \$1.10 per dozen.

It is reported that the carry-over of barreled and boxed apples of the 1923 crop in cold storage warehouses has not kept well and that pie bakers find that they cannot use the stored fruit to advantage. If this is generally the case, canned apples are going to be in better demand soon, and at higher prices, for the crop condition of apples throughout the United States is not so good as was that of 1923 at this date, and apples are likely to be higher.

John A. Lee.

Crooked Collection Agency Swindles Merchants at Wholesale.

A fake collection agency in New York was raided by the postal authorities last week, the proprietor Julius Klein arrested, and all the letters, books and documents seized.

It operated chiefly under the name of the Consolidated Credit Organizations, and had secured accounts from over 30,000 grocers, confectioners, and druggists.

It is claimed that Klein, the head of the fake collection agency collected and kept over \$250,000 which did not belong to him.

His victims were scattered all over the country. He operated under various names, such as The Confectioner's Mercantile Agency, The Drug and Chemical association, the General Food Products Credit association. The headquarters were at 434 Broadway.

According to Federal authorities thousands of reputable mercantile concerns have been defrauded out of approximately \$250,000 by the collection agency by Klein. One firm alone is said to have been defrauded out of \$75,000, and Prosecutor Mattuck said that he has been informed that nearly a hundred civil suits have been instituted against Klein or his companies to recover various sums.

According to Prosecutor Mattuck, when clients of the Klein collection agency inquired relative to accounts which had been transmitted for collection, they frequently received replies stating that the account was uncollectible, owing to bankruptcy or voluntary liquidation or discontinuance of business.

As a matter of fact, it is charged, that the accounts were actually collected, and Klein is accused of appropriating the money received to his own use, according to Prosecutor Mattuck, who estimated that the sum alleged to have been so misappropriated aggregates over \$250,000.

The raid conducted by the post office inspectors resulted in the seizure of the files and records of the Klein companies. Several truck loads of reports, books, letters and bills relating to the transactions of the several companies were removed to the Post Office building, where the contents will be duly inspected.

When the commercial agency wants a financial statement from you, a refusal will probably do you more harm than anything the figures would show.

Books give you intimate companionship with the greatest men that ever lived.