

MICHIGAN TRADESMAN

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Forty-second Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 17, 1924

Number 21502



Always Christmas

Used to think that Christmas was nothin' but a day
To get a lot of presents and to give a lot away;
Shouted "Merry Christmas" and helped to trim the tree;
Just a day of Christmas was all that I could see,
Since I found that Christmas is more than any day,
Christmas came to our house—an' never went away.

Struck of a sudden that Friendliness and Cheer
Was meant to be on duty more than one day in the year;
If we're happy Christmas, why not the day before?
An' the day that follows, and so on, evermore?
Got to thinkin' of it—an' that is why I say
Christmas came to our house—an' never went away.

Lots of us go ploddin' along the road of life,
An' think one day of gladness will make up for all the strife;
But the Christmas spirit can show you how you need
To make each day a Christmas in thought an' word and deed.
Used to pack the kindness in camphor balls next day,
'Till Christmas came to our house—an' never went away.

We just keep on givin' to strangers and to kin,
An' find that what is going out is always comin' in;
Makes the sunshine brighter where we've got to live,
To learn that givin's keepin'; what you have you give.
Holly in December and violets in May—
And Christmas came to our house—an' never went away.

Used to think that Christmas was nothin' but a date,
'Till I learned that truly you would never have to wait;
But that it's the spirit that never stays apart
If you let it find you and keep it in your heart,
Since I found that Christmas is more than just a day,
Christmas came to our house—an' never went away.

William D. Nesbit.

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Enjoy Better Health



For sale in pint bottles on which full directions for use are printed. Insist on getting Stanolax, the best of all mineral oils.

Stanolax (Heavy) is a colorless, odorless, tasteless mineral oil which, by mechanical means, relieves constipation by eliminating the cause. It has no medicinal properties but simply softens the hard dry masses of waste matter and lubricates the linings of the intestines so that this waste matter is easily passed.

Unlike purgatives and cathartics, it does not excite or artificially stimulate the bowels to violent action, then leave them exhausted, as an after effect, nor is it habit forming. On the contrary, Stanolax (Heavy) soothes the linings of the intestines, lightens the work they must do and gives them a chance to recuperate. As a result, they again start functioning normally and the use of the oil may be reduced and soon discontinued.

Those who are troubled with constipation will find Stanolax (Heavy), produced only by the Standard Oil Company (Indiana), not only gives relief, but in many instances effects a permanent cure. It is for sale by druggists everywhere.

With the approach of winter, you start eating the more highly concentrated foods and take less exercise in the open. As these two conditions are conducive to constipation, it is the part of wisdom to guard against them.

Constipation is, perhaps, the most prevalent of all human ills and one of the greatest trouble makers. It is not only bad in itself, but it renders the person suffering with it susceptible to the attack of other maladies.

In the fight against constipation, nothing has been found which is so generally efficacious and satisfactory as Stanolax (Heavy). It is effective not only in the less serious cases, but it has also given relief to thousands of sufferers with obstinate cases of long standing.

STANOLAX

(HEAVY)

for constipation

MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 17, 1924

Number 21512

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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STILL SLIPPING.

In the last four years labor-unionism has lost nearly a million and a quarter of its followers.

The peak membership of the American Federation of Labor, attained in 1920, was 4,078,740.

The membership in 1924, reported at the convention in El Paso last month, is only 2,865,979.

The decrease thus totals 1,212,766.

Membership was increased during the war period largely from the ranks of workers in Government positions and in industries under Government control.

In the inflationary boom period following the war, agitators found it easy to gain proselytes.

But since the peak was passed every year has shown a great decline in labor-union membership.

Those who have been criticizing the Federal Trade Commission for its numerous, and apparently unwarranted, interferences in different branches of trade will find support for their contentions in the admission that the number of proceedings is so large as to be beyond the ability of the body to attend to. They have further support in the fact that a large percentage of the findings of the Commission has met with reversal by the courts on appeal. As against these things, however, the friends of the Commission call attention to the looseness of phraseology in the anti-trust laws, which makes interpretation sometimes very difficult, and the lack of precedents to guide the Commissioners in their work, which has been of a pioneer kind. In the course of the past few years since the Commission has been operating, however, much of the law has been clarified and mistakes in policy and procedure have gradually become less frequent. What is and is not unfair competition has been decided in a number of test cases, and

certain tendencies toward monopoly by the crushing of weak competitors have been curbed. Beyond this, it is claimed that the very existence of the Commission has had a deterring influence in preventing the carrying on of practices detrimental to a fair field and no favor in business. Another point stressed is the number of cases thrown out by the Commission, either before or after a hearing in which attempts were made to injure concerns by business rivals. These are not as well known as are those in which "cease and desist" orders were issued, but they form an integral part of the Commission's work. And, in estimating that work as a whole, it is suggested, some regard should be had to this angle.

Out of the confusion of German politics may arise a government that will highly complicate the European situation, which, for the first time since the war, might be described as the enjoyment of a breathing space. All observers on the ground seem convinced that, as a result of the elections, the reactionary groups will take the reins with a policy tinged with monarchism, revanche and opposition to the Dawes reparations program. The Marx cabinet resigned when Foreign Minister Stresemann announced that his People's party favored inclusion of the Nationalists in the government. If the Nationalists gain the preponderance of power in a new coalition cabinet, as is expected, it is scarcely likely that the paths toward European stability will run smooth. The Social Democrats, who are first in Reichstag strength, are counted unavailable for a coalition because of their disinclination to co-operate with other parties. They are the party of fulfillment, favoring the Dawes plan. Petty partisan politics in Germany may react to the confusion of Europe. It should not be so in any country, but there seems no way out of it.

The bill authorizing the expenditure of \$111,360,000 for repair of capital ships and the construction of eight scout cruisers and six river gunboats has at last been passed by the Senate, after having been approved by the House of Representatives at the last session. With the six capital ships put in condition the navy will have attained the 5-5-3 treaty ratio, with the exception of airplane carriers. The extra construction, which will cost about \$90,000,000 does not come under the treaty, but is necessary to bring the general naval strength of the United States nearer parity with Great Britain's. If an armament conference is held and the auxiliary unit strength of Great Britain and Japan can be brought down to the proper ratio with that of the United States, a part of

this expenditure can be avoided. In the meantime we are on the safe side. If the others do not come down, we have at least started to go up. If they are willing to bargain, we can sink our blue prints in exchange for actual reductions on their part.

The indefatigable Scott Bone, editor-Governor of the newest and coldest piece of real estate belonging to the United States, is to the fore again with his annual plea for statehood for his adopted Territory of Alaska. Governor Bone sees trouble in his Northern baliwick if he can't have a regular State government soon. Although he can muster only 60,000 citizens, half of whom are Indians and Eskimos, he can show more land than any other State in the Union—more than Texas twice over. In short, the long-time editor is Territorial Governor of 600,000 square miles of land and water. He says the tourist travel is picking up, the Indians and Eskimos are getting restless and want to vote, people around Juneau can see the sun at midnight, the climate is equable every now and then—and altogether he thinks Alaska would feel better if it could be a State and done with it. Furthermore, the salmon season was good this year and the yield totaled \$39,000,000.

There is something rather startling in the report that Chancellor Marx and President Ebert of Germany may switch jobs. But, at that, worse might happen. Marx has not been particularly fortunate in his handling of Germany's chaotic internal politics. Once elected as President he would be removed from politics, according to the European fashion. On the other hand, Ebert would command the full support of the Socialists; whereas Marx has been able to obtain only their neutrality. Ebert, supported by the Socialists and the Middle parties, that have upheld Marx, would be in complete control of the Reichstag and not under necessity of trucking to the Nationalists and the Junkers would sides, Ebert in the German mind stands for the Republic, which the Nationalists and the Junkers would like to overthrow. With Ebert as the functioning head of the government, hopes and fears that Germany might revert to the old monarchy would be minimized.

Mrs. Calvin Coolidge received her doctorate at Boston in her own right and not merely as the President's wife. Herself a teacher, with a constant, intimate concern in all the influences that are collectively recognized as a liberal education, she impersonates the highest type of American womanhood, and Boston University in bestowing its degree is spokesman for the approval

of the country at large. One is reminded of the action of Cambridge University, which bestowed its degree of doctor of music upon Queen Alexandra, declaring that she had earned it by actual fulfillment of the academic requirements. But in America the First Lady of the Land had qualified by the baccalaureate of the University of Vermont and then by years of experience in giving instruction to others. No consort of the ruler of a state has had superior qualifications for such an academic distinction.

Having caused a fish to grow an eye in the middle of its forehead in place of the usual two eyes on the sides by the simple device of dropping a pinch of magnesium chloride in water, the chemists are talking with considerable more "chest" than formerly. Edwin E. Slosson of Washington is the high priest of chemistry at the moment, and in an address he explained how by feeding lice on sugar they were made to grow wings. And then the professor went on to say: "It is already apparent that the forms of all creatures from the microbe to man, are determined by certain chemical compounds in extremely minute amount. This may put it in the power of the chemist to control the size and shape of plants and animals, to fix the number and location of their branches and leaves or legs and eyes, to modify color and complexion and to determine or alter sex." It looks as if the chemist has everything coming his way.

In the war days it was common to hear that the United States was building the world's largest shipyard, the world's largest warship, etc. With the ending of the war the expansion of the electrical industry resulted in the turning out of turbines of a capacity far in excess of any previous engineering effort. Now comes the announcement that a coffee company's new mill in St. Louis will be equipped with the largest coffee grinder ever constructed. The mill will have a capacity of one and a half tons of ground and purified coffee per hour. In one day it will be able to furnish enough coffee for more than a million cups of the beverage.

Evans Woollen, president of the Fletcher Savings and Trust Company, Indianapolis, finds one unfavorable factor in business conditions. He says industrial costs are too high, first, because of carrying charges on too extensive industrial plans, and, second, because labor has not been deflated. It may be questioned whether labor will be deflated much in the sense of lowering wages, he argues, but he holds that labor will be made more effective by harder work and better spirit.

"Let the Government Do It" a Poor Slogan.

Grandville, Dec. 16—"Let the Government do it" seems to be the slogan to-day. It is a mighty good excuse to avoid it one's self, but it isn't working out perfectly after all.

The Government has a lot of things on hand which need doing aside from meddling with the private affairs of the common people. It has an army and navy to look after, and they need attention right now.

One authority is urging the Government to take a hand in the farmer co-op movement, thinking thus to curry favor with the tillers of the soil against a day of need in the future, but that is not likely to come about. Although Uncle Sam is rich enough to give us all a farm, he isn't constitutionally justified in interfering with the private affairs of one class of citizens as against the well being of another.

This co-op movement hasn't been the unbounded success its sponsors said it would be. Many farmers have gone into it, investing money, which, by the way, has not come back to them in the way of enhancing farm prices, and there is considerable discontent among a good many farmers. It is their own affair, however, and should be left to the solving of the farmers themselves, uninterfered with by the Government.

Too much interference on the part of the Government has often times worked contrary to what it was expected to do. Few people have forgotten the trouble in the Pennsylvania coal fields many months ago. The hand of Governor Pinchot was seen in this, and the serfdom made with the miners and coal barons was hailed as a great victory, which, in a way, it was, judging from the fact that the price of all kinds of coal took an upward scout immediately after the arrangement.

It somehow works out to the detriment of the consumer who is the goat for all the beneficent schemes worked out under Government supervision.

When supply and demand has to be regulated by a Government ukase then will the American public stand in the shadow of a new Russia and the boasted liberty of thought and action, so long a thing of beauty to Fourth of July orators, will be a thing of the past.

Economy in Government means for the Nation to look to its goings in and comings out, seeing to it that no useless barnacles are clinging to the coffers of the ship of state.

During the Kaiser's war lounge lizards existed in all departments of the Government. To-day, with that war six and more years in the past, there is no excuse for an innumerable army of hangers on who draw salaries from the National coffers to feed favorites of the politicians at the expense of honest taxpayers.

Let the Government do it.

That is a sentiment which appeals, yet it very seldom is necessary for Government to interfere with the natural order of internal trade. When it does, it should be in a firm and careful manner, seeing to it that not one class of citizens is boosted to the hurt of another class.

Government of the people, for the people, by the people, is not meant to beslobber one industry with extra privileges to the injury of others, and the sooner this is understood the better for the general public.

There is one industry in our country which stands alone, unique in that there is no other like it. I refer to the production of coal, the peoples' fuel to take the place of which there is nothing.

What a grand good thing it would be if everybody was honest. The coal barons, however, and the miners in their employ, work on the idea that all is gold that comes to their grist. To exploit the people is a part of their life work.

Since a month ago the price of coal to the consumer has jumped one dollar a ton. Why should the price go up? Is there a scarcity of coal? Not that anybody knows of, and yet with the advent of winter the coal producers boost the price beyond all reason, seeming to delight in seeing how much the American consuming public will stand of this sort of robbery.

There is scarcely another commodity on the market in the same class with fuel. "Freeze or pay the price" is the slogan and it works out to perfection. There seems no use to protest. You, good reader, are in the hands of your master and have only to meekly submit and pay the price, however exorbitant it may be.

Should the price of wheat go too far above normal there are other grains to fall back on. Not so with coal. The mine owners have the consumer by the throat and will continue to squeeze as long as there is a chance to get an extra nickel.

If there was ever a call for Governmental interference it is in this graft of the coal lords. The people themselves would be justified in coming out in open rebellion when they find themselves in the grasp of this hideous monster combine, which turns up the screws more and more as the cold increases.

Never was a more complete monopoly than this coal combine, which defies every effort to get justice, and the cries of freezing children of the poor has about as much effect on the hearts of these inhuman ghouls as the chirp of a dying bird in the jaws of a hungry cat.

Let the Government do it. If the Government can throttle this giant robbery of the people on the part of the coal mine owners let it proceed right now to the work and not wait until the whole country is in the grasp of a hard winter.

Old Timer.

Late News From a Progressive Town.

Onaway, Dec. 14—A most interesting write-up of Onaway State Park, at Black Lake, appears in the Outlook this week. It is written by H. Lee North and is the best description ever given of the park. He uses such terms as "the playground of the North," that "the Park is to the North what Florida is to the South," etc.

The first meeting of the Parent-Teachers' Association was held at the high school gymnasium Monday evening and drew an attendance of over fifty. The program was excellent and unusually interesting with members of the school faculty and a number of parents taking part. After the business session a delightful social time was held, featured by games and luncheon.

Judging from the looks of the store windows one could hardly believe that there had been a business depression of any kind. The holiday attires would lead us to believe that prosperity was at hand and truly there seems to be no want or suffering in Onaway. Even the barber shops, shoe repair shops and insurance offices are dressed up. Santa is a jolly old fellow and he will be pleased with such a reception.

The Community Council staged another entertainment at the high school auditorium and played to a full house. Vocal and instrumental music, readings and character sketches composed of all home talent. The public eagerly awaits the next number.

Old man blizzard has always held full sway in Onaway and has monopolized the walks and streets during the life of the town. It is predicted that there is to be a change. The new tractor snow plow of the caterpillar type will hereafter be king of the highways and the low-necked shoe will still continue to predominate.

The senior high produced a drama last night at the high school. Every player was an artist and the appreciation of the audience demonstrated the fact.

Chocolate Fruit

The Cooky with the CANDY FLAVOR!



The combination flavor of chocolate—imported figs—milk cake crust makes Chocolate Fruit a winner and a money maker for the Grocer.

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Quantity Prices Fair and Unfair—

We have never denied that the buyer of a large quantity of our goods is entitled to some consideration, but

We think it would be unfair to make a concession that would give a large distributor such an advantage over a smaller buyer in the open competitive field that the latter could not handle our product at a reasonable and satisfactory profit.

Therefore, we make only one quantity price concession—by carlots—and that is measured only by the actual saving a carlot buyer saves—earns legitimately—by reducing the shipping costs.

We want every buyer to own our product as cheaply as any other buyer. Competition started fairly is more easily kept so than when it starts out on a basis of favoritism and unfairness.



Fels and Company — Philadelphia

"The Golden Bar sold on the "Golden Rule"

Gene Stratton Porter, the Nation's greatest friend and writer, has passed on. The sad news touches the hearts of all who knew her. A woman with a big heart. A woman who could see, enjoy and portray nature in such a way that the reader could not fail to enjoy from her beautiful descriptions more fully the grandeurs of the forests, swamps and fields together with their inhabitants. Gene Stratton Porter was a lover of everything created. She possessed cameras and knew how to use them, to operate them for best results; results that did justice to the subject. She handled with great skill the complicated naturalists graflex camera for photographing butterflies, moths and insects. What an accomplishment for one to be able to select such subjects and develop therefrom a profession that commands the attention of the world. Her books were enjoyed by the little children. "Morning Face" reached the hearts of thousands of young readers, yes, children too young to read, yet susceptible to her teachings and brilliant descriptions. Swerving the hostile minds of young boys wont to destroy, rob and kill, compelling them to love and protect birds. Our home in Onaway is the recipient of two personal letters from Mrs. Porter, which we prize very highly. During our wanderings through our woods and swamps we collected some botanical specimens and sent them to Mrs. Porter. The plants were of a rare variety and were highly appreciated; therefore the letters. She further stated that a visit to our swamps would be a great treat and hoped in the near future to make the trip. We anticipated it with equal pleasure and looked forward to the time when it might be brought about. It is now too late. We feel the loss keenly. Squire Signal.

Death of One of Michigan's Oldest Salesmen.

Traverse City, Dec. 11—Harvey Avery, of E. C. Atkins & Co., dean of saw salesmen, died at his home in this city Dec. 5, following a stroke of paralysis of about a month before. Mr. Avery would have been 86 years old on Jan. 26. After the stroke Mr. Avery apparently recovered from the attack and was looking forward to calling on his old friends in the lumber business, but his advanced age made it impossible for him to regain his lost strength. His death closes a long and honored career during which Mr. Avery became known throughout the country wherever lumber is cut or saws are used. He was one of the most popular of all the salesmen who have won a notable place in the lumber world, was a courtly gentleman, famed as a skillful raconteur, Chesterfieldian in manners and generous to a fault.

Harvey Avery entered the saw selling field about forty-five years ago. At that time he was connected with the Cummer Lumber Co., of Cadillac, but decided that his abilities lay along the line of salesmanship. He entered the employ of the Branch-Crooke Co., of St. Louis, and very shortly showed that he possessed an unusual genius in that particular line. So evident was this that he received an offer from E. C. Atkins & Co., the saw manufacturers of Indianapolis, to manage the branch house in New Orleans and he took up that position on Nov. 1, 1892. He served in the capacity of manager at New Orleans for many years and built up the big business which the company enjoys in that section. He became one of the most valuable men in the Atkins organization and retained his ability and standing up to the very end. Because of his advancing years he was put on the semi-retired list a few years ago, but it was his custom to call on his particular friends in the trade in Michigan until his last illness. He had made his home in Traverse City after his retirement.

Mr. Avery was one of the veteran

members of the Atkins Pioneers, a club composed of the older employees and officers and was a regular attendant at the annual banquets of that organization, where he was a beloved and welcome participant in the enjoyable entertainments for which the club is noted. He was also a veteran mem-

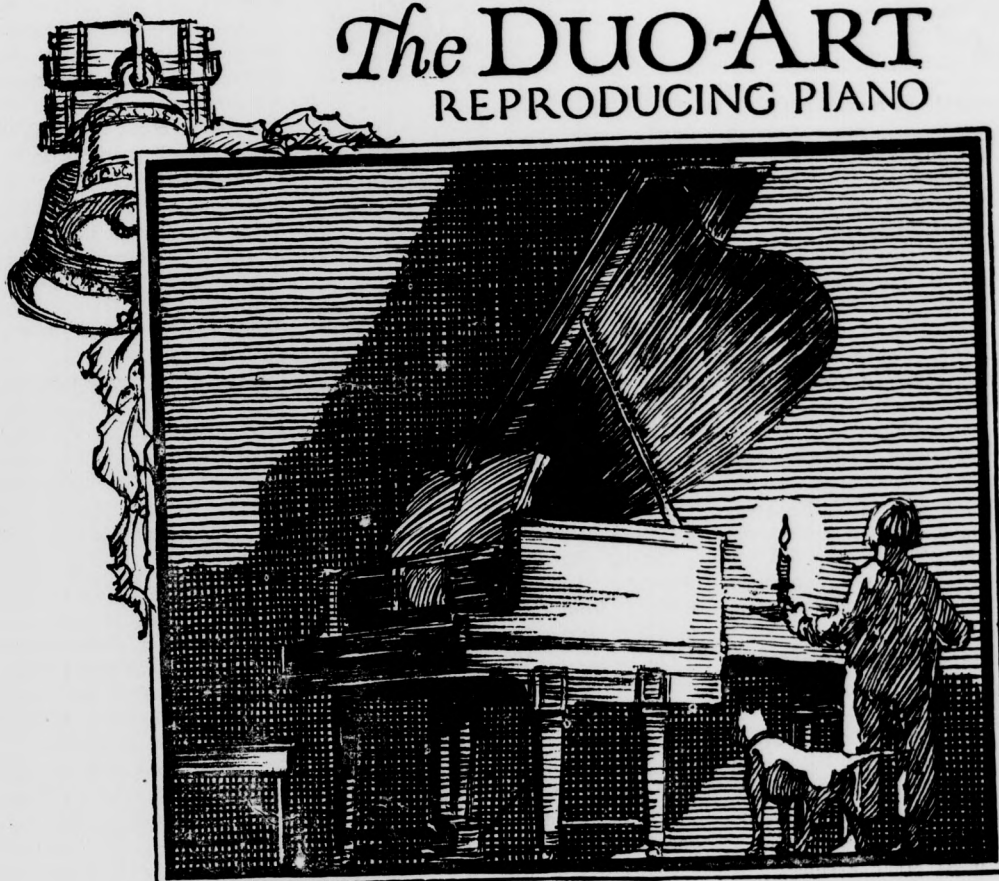
ber of the Hoo-Hoo and formerly very active in that organization.

His widow and one daughter, Miss Frances Avery, survive him. Funeral services were held in this city Dec. 8.

Cleaning a Chicken.

A mother was cleaning a chicken for

Sunday dinner and the little lad of five years was watching the process. When the windpipe was being removed, he called to his sister, who was in another room: "Say, sis, come and see this chicken's pumpin' rope."



What Words Can Picture the Pleasure of Such a Gift!

THERE is no gift more ennobling in its artistic influence than an instrument capable of fine music. And how can one describe Chopin's immortal Sonata in B-Flat Minor, when it comes to passionate, flaming life under the fingers of Josef Hofmann? Or one of Liszt's Hungarian Rhapsodies played by Paderewski? Words alone are inadequate in the face of masterpieces.

But imagine having these great compositions played by the world's foremost pianists in your own home—at **your own piano!** Then you will understand the joys and happy hours to be yours in your selection of the DUO-ART as your Christmas home-gift!

DUO-ARTS (in Steinway and lesser expensive Pianos) are obtainable in Grand Rapids ONLY at Grinnell's! Grand and upright models. \$695 up. CONVENIENT TERMS PLAN! Literature gladly mailed you!

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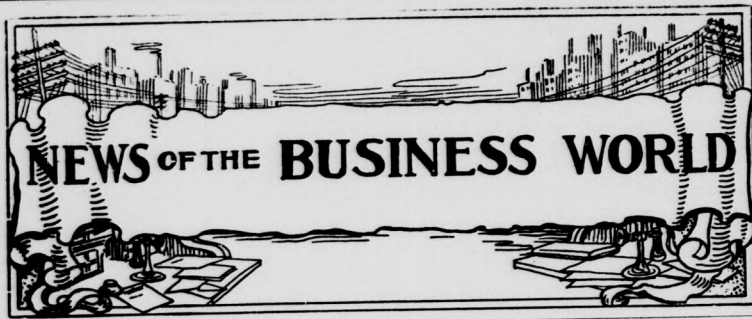
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Movements of Merchants.

Clarenceville—L. Barnes has engaged in the fuel business.

Sheridan—Orman W. Hoyt succeeds Ben Heath in general trade.

Atwood—Burns & Veenstra succeed A. B. Sneller in general trade.

Detroit—R. W. Conn has opened a confectionery store at 8332 Twelfth street.

Detroit—Henry Siebke will open a bakery at 9925 Linwood avenue within two weeks.

Detroit—James Shipman has opened a grocery and meat market at 13409 Gratiot avenue.

Detroit—M. J. and B. Y. Kapetansky have opened a pharmacy at 7003 Warren avenue, West.

Saginaw—The Economy Shoe Store has opened a branch at the corner of Hamilton and Court streets.

Detroit—The Gray Gift Shop, Ethel M. Sloan, proprietor, opened at 12993 Kercheval avenue recently.

Trout Creek—The Trout Creek State bank has increased its capital stock from \$20,000 to \$25,000.

Detroit—Earl Hanson succeeds Glenn Mallory in the confectionery business at 10904 Mack avenue.

Detroit—Joseph H. Cohen will open the Clay pharmacy to 1051 Clay street about the first of the year.

Detroit—Rhoda E. Peck, milliner, has sold her business at 1119 Webb avenue to Maybelle E. Reinhardt.

Detroit—Beulah A. Hazard and Lila Dean have bought the Linwood Sweet Shop, 8029 Linwood avenue.

Detroit—Abraham Michael succeeds Anna Farris in the grocery and meat market at 168 East Columbia street.

Detroit—W. R. Taylor is the owner of the drug store that opened for business at 9247 Charlevoix avenue a while ago.

Detroit—College Inn, a confectionery store, opened at 1314 Cass avenue recently. H. A. Wrock is the proprietor.

Detroit—Oscar Erickson is succeeded by Minnie E. Trudell in the confectionery store at 6416 Gratiot avenue.

Detroit—S. Ledford opened a meat and fruit market a few days ago. It is in the building at 12117 Dexter boulevard.

Battle Creek—Stevens & Gordon, clothing and men's furnishings, has changed its name to the Amos H. Stevens Co.

Detroit—Among the new confectioneries opened recently is that of William A. Keeler, at 4304 Warren avenue, West.

Detroit—The Dexter Dairy & Grocery, 12121 Dexter boulevard, opened

for business recently. Isidor Levin is the owner.

Detroit—The confectionery at 8711 Mack avenue has changed hands. Wm. H. Hardie purchased the stock from Bertha Johnson.

Detroit—The Schneider Tea & Coffee Co. stock at 10518 Charlevoix avenue has been sold to William Trunk and wife.

Detroit—The Bower & Merchant Drug Co. has opened another store at 1904 Springwells avenue. The main store is at 8020 Ferndale.

Saginaw—J. W. Grant, jewelry and silverware, corner of Genesee and Washington avenues, is closing out his stock at special sale.

Detroit—R. P. Hansen, hardware merchant, has moved his place of business from 2118 Woodward avenue to 11540 Dexter boulevard.

Onkema—C. W. Erickson has remodeled the interior of his meat market and installed glass wall cupboards to carry his stock of baked goods.

Kalamazoo—F. Niessink, grocer and meat dealer at 915-17 South Burdick street, has sold his stock to Bos & Sagers, who are now in possession.

Detroit—The Electric Service Co., handling fixtures, lamps, electric appliances and radio supplies, opened at 11723 Dexter boulevard, a short time ago.

Big Rapids—The long established agricultural firm of W. J. Sloss & Son has sold its building to Taggart Bros., who also have bought an adjoining garage.

River Rouge—Max Goldstein, furniture dealer at 10398 West Jefferson avenue, has filed a bankruptcy petition with liabilities of \$10,078.65 and assets of \$4,626.60.

Detroit—John C. Debs has sold his grocery and meat market to M. A. Norman and others, operating as the S. & G. Co. The store is at 1429 Michigan avenue.

Detroit—Louis Epstein, proprietor of the meat market at 13803 Oakman boulevard, Highland Park, will open another meat market at Davison and American avenues shortly.

Hillsdale—The Hillsdale Bottling Works, 66 North street, has been incorporated with an authorized capital stock of \$25,000, \$19,000 of which has been subscribed and paid in in cash.

Detroit—Wm. J. Mallory & Co., jobbers of toys and novelties, are the objects of an involuntary petition in bankruptcy filed in the Federal Court here a short time ago. The bills total \$1,850.47.

Manistique—The Manistique Lime & Stone Co. has been incorporated to deal in cement, lime, stone, marble and lumber with an authorized capital

stock of \$25,000, all of which has been subscribed and paid in in property.

Detroit—An involuntary petition in bankruptcy has been filed against the Frantz-Lorang Co., 221 Michigan avenue, men's furnishings retailers. The claims total \$229. F. P. Lorang and F. X. Frantz are the principal owners.

Negaunee—The Negaunee Oil Co. has been incorporated to deal in oils, greases, gasoline, kerosene, etc., at wholesale and retail, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Lansing—The Big 4 Coal Co., 810 West Washtenaw street, has been incorporated to conduct a wholesale and retail business with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,550 paid in in cash.

Adrian—The Drechsler Shoe Co., 117 West Maumee street, has been incorporated to conduct a wholesale and retail boots, shoes and rubber goods business with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in in cash.

Port Huron—W. H. Nordhouse & Co., 512 West Water street, ready-to-wear garments, etc., has merged its business into a stock company under the style of Nordhouse, Inc., with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in in property.

Pontiac—The Sallan Jewelry Co., branch of the Detroit house of the same name, has merged its business into a stock company under the same style, with an authorized capital stock of \$20,000, all of which has been subscribed and paid in, \$10,000 in cash and \$10,000 in property.

Detroit—The Central States Utilities Co., with business offices in the Union Trust building, has been incorporated with an authorized capital stock of \$250,000 preferred and 75,000 shares at \$15.10 per share, of which amount \$161,500 and 53,000 shares has been subscribed and \$961,927.85 paid in in property.

Detroit—Kaleel B. Bonaboom, 1255 Washington boulevard, oriental rugs, carpets, household furniture, fixtures, etc., has merged his business into a stock company under the style of Kaleel Bonaboom, Inc., with an authorized capital stock of \$50,000, \$30,000 of which has been subscribed and paid in in property.

Eaton Rapids—Minnie, Ramsey & Hartenburg, autos, trucks, accessories, parts, agricultural implements, etc., have merged their business into a stock company under the style of the M-R-H Sales Co., with an authorized capital stock of \$30,000, \$15,000 of which has been subscribed and paid in in property.

Dexter—V. J. Wheeler, who for many years conducted a blacksmith shop and general store on his brother's farm between Dexter and Whitmore Lake, died Dec. 10, aged 73 years. After infirmities compelled him to close the shop he still continued the store. He was never married. Two brothers, numerous nephews and nieces

and his customers will greatly miss "Uncle Jean."

Allegan—Samuel D. Pond has sold his jewelry stock to H. H. Cook. Mr. Pond was one of the oldest merchants in Allegan, having conducted this store for fifty-five years. He came here when a young man of 21 from Boston, Mass. Mr. Pond is prominent in Masonry in the State and has filled many offices in that order. When the State Firemen's Association was organized, more than a quarter of a century ago, Mr. Pond was elected its first secretary and filled the position for several years. Mr. Pond will become probate register Jan. 1.

Allegan—The Allegan Milling Co. has sold its Mill B to Edward Horan and Will Legner, of the grange store force. This mill, which is located near the Kalamazoo river, has been in continuous operation for over seventy-five years. When the Kalamazoo was a navigable stream in reality boats were loaded from the rear doors of the mill and flour and feed carried by the river boats to Saugatuck and there loaded on boats for Chicago and other points. An option on the company's other mill, known as Mill A and which was recently badly damaged by fire, has been given the Allegan Co-Operative Association. At a meeting last Saturday the co-ops decided to buy the mill and part of the stock was subscribed at that time. If the co-ops do not make the purchase, several influential farmers stand ready to take it, add new machinery and complete the repairs now going on. The mill is being operated as a feed mill now, but if flour is again to be made a third story will have to be added to make the mill what it was before the fire. The mill had a capacity of 150 barrels of flour daily before the fire.

Manufacturing Matters.

Detroit—The Ross Twist Drill Co. has increased its capital stock from \$50,000 to \$150,000.

Grand Rapids—The Metzgar Register Co., 503 Grandville avenue, S. W., has changed its name to the Metzgar Co., Inc.

Bay City—The Wolverine Knitting Mills Co., 120 North Jackson street, has increased its capital stock from \$50,000 to \$75,000.

Detroit—The E. S. Bryant Pattern Works, 702 St. Antoine street, has changed its name to the Bryant Pattern & Manufacturing Co.

Greenville—A. B. Thoms, who for the past thirty-five years has been engaged in the wagon building and blacksmith business, has sold it to W. Malicki, who has taken possession.

St. Johns—The Superior Garment Co. has been incorporated to manufacture and sell garments, with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in in cash.

Iron Mountain—The Triple Auto Light Co., manufacturer of a novel new automobile lamp, invented by G. F. Louchin, of Green Bay, Wis., soon will begin manufacturing its product at Iron River. The light, which attaches to a rear fender, may be used as a spot light, tail light or trouble lamp.

Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 8.15c and beet granulated at 7½c.

Tea—The market is moderately active but large buying is still rather backward. Heavy buyers are not coming in very rapidly owing to the fact that they hope for slight concessions which will reduce their costs materially on large parcels.

Canned Fruits—California fruits are not active because there is so little to be had. Coast offerings are almost nil in peaches and pears while there is no abundance of apricots, cherries or other varieties. Local resale blocks are nominal as most dealers are not buying ahead in a big way and they have no surplus to unload. Pineapple is also firm but likewise quiet. Apples are held at former quotations and are fairly active.

Canned Vegetables—Tomatoes are quiet but steady. There was no shading of prices at the factory but dealers have not been anxious to increase their holdings. The market has been uneventful without any change in the situation. Corn is also offered in nominal blocks. No seller is ready to unload when there is every prospect of a higher market and a general stringency in stocks. Cannery are virtually off of the market or are asking above the current range. Resale blocks are not very numerous. The most interesting phase of the pea situation is the general offering of 1925 packs at opening prices. More and more cannery are seeking business at practically the same range. Bookings so far have been moderate. After Jan. 1 and toward convention time interest will be keener. Spot peas are quiet. So little desirable is on the open market that there is not much demand.

Canned Fish—Fish packs were quiet all of the week. Salmon is in nominal demand, wholly for consuming wants, and Coast buying for later outlets has been almost brought to a complete halt. The largest packers, however, are still firm at \$2.75 f. o. b. for reds and \$1.35 for pinks. Sardines are not taken freely. Maine fish are being bought for factory shipment in small blocks and there is no prospect of much activity until in January. Tuna and shrimp are scarce, the result of light supplies, and oysters are firm and packers are making few offerings. They want to complete contract orders before soliciting new business. Crab meat and lobsters are in limited demand.

Dried Fruits—The most encouraging feature of this week's market is the increased interest in Coast offerings of prunes, both in California and in Oregon. Dealers have been asking for quotations and have been putting up bids to packers. At first the offers were entirely out of line with the situation. Buyers bid considerably under the Coast market; they requested deferred shipment and they wanted special assortments. During the week it was noticeable that packers stood pat and refused to make any concessions. When they change their ideas they say that they will advance their quotations. On the other hand, jobbers have been making better bids,

more in line with the ideas of packers, but still not up to the Coast view of values. Hence business for forward shipment last week was moderate. Raisins are in rather limited demand. Buying at the source has been restricted as distributors have bought ahead for the balance of December or until after inventories and they have only passive interest in the Coast. Spot distribution is not spectacular. Apricots are developing more firmness as stocks are limited and are in strong hands. The jobbing demand is light. Peaches are tending upward as supplies dwindle. Currants are without special feature.

Rice—The strength in spot domestic rice is due almost chiefly to the statistical position of the market, backed up by the attitude of Southern millers who firmly maintain their quotations in the South. They continue to hold all grades of rice above their spot replacement cost and this prevents any unloading here. The local trade is on a hand-to-mouth basis, as it has anticipated its wants for the next few weeks and is now buying only in a nominal way. Offerings are not numerous as nearly all factors are marking time until after the turn of the year. Foreign rice is scarce but not active.

Review of the Produce Market.

Apples—Wealthy, Wolf River, Alexander, Maiden Blush and Baldwins command \$1@1.50 per bu.; Spys command \$2.75@3.

Bagas—Canadian, \$1.75 per 100 lbs.

Bananas—9@9½c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. P. Pea	\$5.55
Brown Swede	6.00
Dark Red Kidney	9.50
Light Red Kidney	8.75

Butter—The price has dropped 2c per lb., due to heavy receipts. Local jobbers hold fresh creamery at 42c; June packed, 34c; prints, 43c. They pay 24c for packing stock.

California Fruits—Emperor grapes packed in sawdust, \$3@3.25 per crate; Honey Dew melons, \$3 per crate of either 6 or 8.

Celery—Commands 40@50c a bunch. Cauliflower—\$1.50 per doz. heads.

Cranberries—Late Howes are selling at \$8@8.50 per ½ bbl.

Cucumbers—Illinois hot house command \$3.25 for fancy and \$3 for choice.

Eggs—The market is still steady. Local jobbers pay 54c for strictly fresh. They resell as follows:

Fresh, candled	57v
XX	40c
Candled first	38c
X	36c
Checks	30c

Egg Plant—\$1.25 per doz.

Garlic—35c per string for Italian.

Grape Fruit—\$3@3.25, according to quality.

Green Onions—Home grown are now in market command 25c for Evergreens and 40c for Silverskins.

Honey—25c for comb, 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist	\$7.50
300 Red Ball	7.00

360 Red Ball 7.00
Lettuce in good demand on the following basis:

California Iceberg, per crate\$3.75
Hot house leaf, per bu. 1.75

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

Oranges—Fancy Sunkist Navels are now on the following basis:

252 and larger	\$5.75
288	5.25
324	5.00

Red Ball, 50c lower.

Pears—Bartlett command \$2.25 per bu. Anjous and Clapp's Favorite, \$1.50; Keefer, \$1.25.

Potatoes—Country buyers pay 40@50c per 100 lbs., mostly 40@45c.

Poultry—Wilson & Company pay as follows, this week:

	Live	Dressed
Heavy fowls	18c	22c
Broilers	18c	22c
Light fowls	13c	16c
Heavy springs	20c	24c
Cox	10c	14c
Turkeys	30c	35c
Ducks	18c	23c
Geese	18c	22c

Radishes—75c per doz. bunches for hot house.

Spinach—\$1 per bu. for home grown.

Squash—Hubbard, 3c per lb.

Sweet Potatoes—Delaware Sweets, \$3 per hamper.

Veal—Local dealers pay as follows:

Fancy White Meated	11c
Good	09c
60-70 fair	07c

What Retailers Are Buying.

The demand for toys this year has been stimulated by a number of old-fashioned sales methods, such as shows, circuses, parades and other publicity stunts, until buying began to take on an upward trend. We would say that there are still millions of children who have faith in Santa Claus if the present "toy rush" is any indication of their belief in that myth.

There is a reluctance on the part of the buying public to purchase inferior quality merchandise, and it is interesting to note that while domestic toys have been in greatest demand throughout the East, South and on the Pacific Coast, foreign toys have found an attractive market in the Middle West.

The late buying of toys by stores as well as the public is attributed to the election. The tariff question is of vital interest to the toy trade, and everyone wanted to see "which way the wind would blow."

There has been enthusiastic buying of American sporting goods, but we cannot say as much for this class of imported goods.

Just within the last week or two there has been a sudden picking up in orders for beaded bags for holiday gifts.

Stores report an exceptionally good business in silk lingerie and negligees, all the way from the popular to the high-priced garments. Crepe de chine is wanted first and radium comes second in popularity in gift merchandise of lingerie, while in negligees crepe de chine and crepe back satin is running an even race for popularity. Boudoir ensemble sets have been featured in

the cities for some little time, and calls are just coming in from out-of-town stores for these sets.

Brushed wool scarfs have had a "come-back," if we are to judge from the number of orders coming in for this scarf with pockets and belt. Fiber silk scarfs, Scotch plaids and high shades in solid colors are wanted.

Retailers seem to have bought women's coats sparingly early in the season, and therefore a larger number than usual at this time of year have been in the market to buy sales merchandise. Coat stocks are pretty well picked now, and late comers won't find much of a choice.

There is little activity now in the misses' and women's dress market. There are requests for special styles not usually carried in stock, and some orders have come through for white dresses at prices to range from \$16.75 to \$29.50.

While there is renewed activity in the market for girls' winter dresses, there are few to be found, except some new English broadcloths. Prints seem to be good for holiday dresses.

The small towns want the satin and metal cloth hats which retail around \$5, while the high shades in faille are preferred in the big cities. There are calls also for popular priced felt hats to sell at \$1.95 to \$3.95.

We are getting rush orders to meet holiday trade, for men's neckwear, as well as men's mufflers of cashmere and fiber silk, to sell for \$1 and \$1.50 up. And from all sections orders indicate that men's furnishings will have a good holiday business.

It is a matter of regret that the Grand Rapids League of Women Voters should announce its advocacy of the infamous child labor amendment which has been enacted by Congress as the result of red propaganda from Russia. This is one of the most pernicious pieces of legislation ever perpetrated on a free people by the demons of unrest which have their headquarters in Moscow. There will be great rejoicing in Russia and Leavenworth over the illy advised action of the women on this subject and later on, if they succeed in fastening Russian espionage on this country, we will all have occasion to eat the bread of bitterness.

Hides, Pelts and Furs.

Green, No. 1	09
Green, No. 2	08
Cured, No. 1	10
Cured, No. 2	09
Calfskin, Green, No. 1	15
Calfskin, Green, No. 2	13½
Calfskin, Cured, No. 1	16
Calfskin, Cured, No. 2	14½
Horse, No. 1	8 50
Horse, No. 2	2 50

Pelts.	
Old Wool	1 00@2 50
Lambs	1 00@2 00
Shearlings	50@1 00

Tallow.	
Prime	07
No. 1	06
No. 2	05

Wool.	
Unwashed, medium	@40
Unwashed, rejects	@30
Unwashed, fine	@40

Furs.	
Skunk, Black	3 00
Skunk, Short	2 00
Skunk, Narrow	1 00
Skunk, Broad	50
Muskats, Winter	1 25
Muskats, Fall	1 00
Muskats, Kitts	15
Raccoon, Large	5 00
Raccoon, Medium	3 50
Raccoon, Small	2 00
Mink, Large	9 00
Mink, Medium	7 00
Mink, Small	5 00

Chat With the Ambitious Clerk.

Written for the Tradesman.

Of course you want to get ahead.

Every young man does that's worth his salt.

But how? That is the problem that puzzles you, and a host of other young men. What is the "secret of success"—what is the key which will unlock the door to bigger achievement?

There isn't any secret of success—a host of writers and theorists and essayists to the contrary. The way to success is written in the achievements of a host of men who have succeeded. It is simply this:

Make yourself worth more—and then collect your full value.

Especially, make yourself worth more. That's the primary essential. That done, you won't have much trouble in collecting. The individuals and companies and corporations who purchase service are always looking for the man who is worth more than his fellows—yes, and they see him above and beyond the ruck and rush of ordinary men who are worth just so much and aren't trying to add to their value.

Then make yourself worth more. You've got to do that before you start on your collecting tour. Unless you're worth more, your claim against the world for a better living won't be valid.

You're a clerk—maybe just beginning, maybe long enough in the store for the first enthusiasm to have worn off. What has taken the place of that first enthusiasm—or, if it hasn't vanished yet, what is to take its place? Utter indifference—or businesslike and systematic effort to achieve? Are you letting your initial value decline through neglect to use even your present limited capacities to the full—or are you steadily striving to add to your value, and your capacity for achievement?

There are a good many ways in which an ambitious young fellow in a retail store can make himself worth more. Worth more, not merely to his employer, but to himself. Don't forget that—every volt you add to your capacity for achievement increases by that much your own individual capital. When you make yourself worth more, it's your own property that's being improved.

The first step toward improvement is to stop taking things for granted, and to look about you with wide open eyes.

And, no matter how small and insignificant the store in which you work, it possesses opportunities for development, for achievement that is worth while, for doing more and better work than an ordinary clerk might do.

I believe in a man doing the biggest work of which he is capable, holding the biggest job, drawing the highest wage—but until he reaches that happy point, he must make the best of the opportunities that are his, and must carefully, conscientiously and systematically prepare for the day of greater things.

If your present job isn't all you hope for—and it isn't if you're genuinely ambitious—at least use it to de-

velop yourself. Make it a training course for bigger achievement.

Perhaps your employer himself designs all the window displays. No room for opportunity there? Oh, but there's room for training yourself. Study his displays with a critical eye. Study the suggested and photographed displays in trade papers, wherever you can get hold of them. Study the displays put on by other merchants. Learn to gauge the probable effect of a display upon various classes of customers. You'll find this good practice, even if you never actually trim a window. But you'll find, too, that your study of window trimming as done by others develops original ideas in your own mind; that if you suggest these ideas to your boss they'll more than likely be cordially welcomed—and that larger opportunities will open to you.

What is advertising from your point of view? Something that the boss puts in the paper to induce customers to come to the store—and sometimes they do and sometimes they don't?

If you're ever to be a merchant yourself, you'll find it worth while to be able to write the sort of advertising that brings customers to the store. Study the advertisements and find out which possess the most pulling power; and analyze the cause which renders one advertisement effective and another innocuous. Study competitive advertisements; read up on advertising whenever you get an opportunity. Try your hand at writing advertising copy for your store. Show some of your suggestions to the boss. You'll get a chance to develop, the minute you reveal genuine promise.

Are you the right kind of a salesman—a profit-maker? Have you ever analyzed your own work behind the counter? Salesmanship is the big thing in merchandising, and right now is the time for you to learn its every detail. As a salesman, your value to the store is limited—strictly limited—by the profits you make for the store. The larger the amount of profits you pull in, the more you'll be worth to the business, and the better the chance of advancement.

Salesmanship doesn't consist in handing out the "specials" which attract customers in the first place. It doesn't consist in making friends by dropping an extra half ounce of spice on the scale. It does consist in selling the goods that give the customer thorough satisfaction and make a profit for the store.

That's the kind of salesmanship you ought to learn; and the kind you must learn if you would develop an added earning capacity. Learn tact in dealing with people; learn the goods, that you may talk up their selling points; learn to look at things from each individual customer's point of view, so that you may gauge your salesmanship to the individual. Keep tab on your sales, mentally at least; try to score an increase each day over the corresponding day last week; get the knack of introducing new goods and specialties and suggesting additional purchases.

Make yourself worth more. It's the way to get ahead. Victor Lauriston.

Putnam's

CHRISTMAS

HARD CANDY

A FINE LINE AT VERY ATTRACTIVE PRICES

ORDER EARLY

AGENT FOR

LOWNEY'S

CHOCOLATES

NATIONALLY ADVERTISED

NATIONAL CANDY CO., INC.

PUTNAM FACTORY

GRAND RAPIDS, MICHIGAN

YOUR BUSINESS AND OURS

The health value of Fleischmann's Yeast is established—it does away with constipation and skin troubles and brings better digestion and increased health.

We're sending people by the thousand to their grocers for it. Get your share of them!

This means more customers who will come to you regularly and who will boost your sales of groceries in general.

FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE



Be sure to get the package with the Windmill Trademark

When it comes to foods there is nothing better than

HOLLAND RUSK

If you don't carry it now order a case from your jobber today.

Holland Rusk Company, Inc.
HOLLAND MICHIGAN

HEKMAN'S

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

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



Hekman Biscuit Co.
Grand Rapids, Mich.



In 1806

There was no telephone, there was no electric light, there was no aeroplane—but there was Colgate's soap. In that year of 1806 the House of Cleanliness was founded by William Colgate. Today it is still owned by the grandsons and great-grandson of the founder. The same strict attention is paid now, as then, to quality—the same rule of business applies—"Truth in Advertising Implies Honesty in Manufacture."

Colgate & Co.

Founded 1806

ONE OCTAGON PRODUCT SELLS ANOTHER

Start now to sell the substantial old Octagon family of companion products as a group. No lazy members—they all sell fast. **Every** home can use at least four.

VALUABLE PREMIUM COUPONS



THE TREND OF TRADE.

In mercantile circles, for the time being, interest is centered in what is going in in the retail dry goods stores. The holiday buying period is on at full blast in all portions of the country and is attracting attention in the jobbing markets for more reasons than one. This buying appears to be not only generous of volume but also broader in its scope than usual. It is by no means confined to the ordinary gift articles, although these are making a good showing in the sales. Merchandise of a useful character is looming up well. The weather has restricted sales of certain kinds of apparel, especially those for women's wear, and this department continues as the weaker portion of the market. But there are signs of improvement even in this direction. A noticeable thing about all the buying is that price remains, in many instances, a somewhat controlling factor. Frugality is apparent in all the extensive purchasing, as is indicated by the amount of shopping around that is done and by the response to the various bargain announcements. Retailers are convinced of the resistance of customers to price advances and appear to be doing their best to meet that frame of mind. This is a circumstance that is seemingly being taken into account also by producers as a guide in their selling policies, although in certain lines it is difficult to see how to avoid increases in price for the near future.

Necessaries of life remain high and, so far as food is concerned, appear to be going upward rather than downward. Extravagance in certain directions, moreover, is tending to reduce the purchasing power of many. A striking instance of this was given during the week at the meeting in Chicago of the so-called automobile bankers. These persons are the ones who help finance the purchase of motor cars. Their business is of rather large proportions, the estimates running up to \$2,000,000,000 or over in a year. It is asserted that between 75 and 80 per cent. of the automobile business is done on time payments. What proportion of this consists of advances to dealers to enable them to stock up and what is due to the buying of motor cars on instalments is not exactly clear. The bankers complain that instalments are spread over too long a period of time. In some instances this is as long as thirty months. The purpose is to restrict the period to not more than a year. These data appear to confirm the general impression that there is a good deal of buying of automobiles on the part of persons who really cannot afford them and who, in paying for them, must stint themselves in other directions. Something of the same kind is the case regarding certain other instalment purchases, and the extravagance in such instances must be offset by very rigid economy in what are usually considered necessities.

COTTON AND COTTON GOODS.

Last week's estimate of the cotton crop, the final one of the Department of Agriculture, while not coming up to the more optimistic private ones,

showed a larger yield than that of a fortnight previous. The total as given is for 13,153,000 bales, exclusive of linters. The quantity ginned up to Dec. 1 was 12,225,025 bales, which is rather a remarkable showing. Under ordinary circumstances this would seem to indicate a crop of about 14,000,000 bales. Something curious happened to the market when the official estimate was issued. It had been expected that a report of anything over 13,000,000 bales would result in a drop in the quotations. But, on the very morning when the report came out, there was published a statement, telegraphed from Fall River, stating that all the mills of that city were to begin operations at capacity. If so, this would call for a large quantity of cotton. The effect of the dispatch was to stop any tendency toward lower quotations and to send them up. When the denial of the truth of the report came next day, prices dropped again. The explanations of the matter failed to explain how a dispatch of the kind could ever have been honestly sent. Prices of gray goods have been fluctuating a little because of the changes in the raw material quotations, but the merchandise is apparently held firmly and there is no superabundance of stocks. Not much new business is offered, as buyers are convinced that they will not be at a disadvantage in delaying their orders. Finished goods are passing into distributing channels at about the rate usual at this time of year, but there is promise of much greater activity after the beginning of the new year. Orders are coming in well for heavy-weight underwear for next Fall. State mills have been showing their offerings, although formal opening of certain lines will not occur until tomorrow. They will show decreases comparable with those already made on Southern mill goods. Hosiery lines are being well taken.

LEGALIZE TRADE PRACTICE.

Quite a while ago Secretary Hoover of the Department of Commerce suggested that the Government, instead of harassing business by instituting proceedings for supposed violations of the anti-trust laws, should try and co-operate in giving advice enabling business men to know what they could and could not legally do. Of a similar purport is the minority report of Commissioner Gaskill of the Federal Trade Commission, which was sent to Congress a few days ago. He calls attention to the physical impossibility of the commission to deal with the enormous number of cases brought before it, and suggests legislation to meet the difficulty. One enactment proposed by him would permit a respondent to stipulate an admission of what was charged against him, promise to discontinue objectionable practices and agree that statements to this effect should be used against him in case he did not abide by what he promised. This procedure, however, would help only to lessen the number of cases requiring pleading, trial and argument. But another recommendation by Mr. Gaskill would legalize trade practice and call for government in industries by their own members, thereby lessen-

ing the need of external police regulation. Under this provision any trade rule founded on reason and justice would receive legal sanction, and violators of it would be restrained. In addition, the burden of proof would be on the transgressor to show that the trade rule was unjust or illegal. An enactment of the kind would fit in well with the general movement, now in progress with trade organizations, for more ethical practices.

RESTRICTION OF RUBBER.

Attempts to raise prices by restricting production do not always meet with the success which their projectors figure on. An absolute monopoly is necessary to accomplish that end. In the case of rubber, which attracted much attention some time ago, a determined effort was made by the British interests controlling the output of Malaya and Ceylon to secure at least paying prices by restricting production, the restriction being made dependent on market values. As the latter rose, more rubber was exported. The plan was put in operation when the market was glutted by supplies and demand was low. Its immediate effect was to raise prices to some extent. The rubber growers in the Dutch East Indies were not, however, parties to the scheme and did not abide by it. Neither did the American owners of plantations in Sumatra. Between 60 and 75 per cent. of all the world's production of rubber is used in this country, and the buyers here started taking more of the material from the Dutch East Indies after the British interest got to cutting down exports. In consequence, the Dutch growers are selling about twice as much as the British. Consumption of rubber is also increasing, while stocks are said to be lower than at any time within the past four years. Under the circumstances, the British are beginning to wonder whether the restrictive policy is worth continuing. The best indications are that the whole plan for limiting output will soon go into the discard.

CANNED FOODS MARKET.

The bulk of the buying for the year has been accomplished and it is surprising therefore to see the interest which is still displayed in staples for later distribution. True, this is for no important blocks and is more or less scattered over the whole line, but there is buying going on at a period when often there is very little activity. The great trouble is in finding the lines in demand at quotations which appeal to the holder and the buyer. Owners of canned foods are not anxious sellers. Most distributors are not unloading but are seeking to increase their stocks and where a surplus exists the holder would rather pay a small charge for carrying than to accept to-day's values either for prompt or later shipment. A strong undertone is plainly apparent, with every indication of a healthy movement, increased quotations and a ready clean up when business resumes in 1925.

• When widows rush in it's time for the young girls to look out.

WOOLS AND WOOLENS.

Fog stopped the London wool auctions for a couple of days last week. Prior to that there were indications that the pace with which the present series of Colonial wool sales started could not be kept up. When the sales came to an end, however, most prices were above those obtained in October. About 24,000 bales were left unsold. There was little American buying, the total being only about 2,000 bales. New Zealand and Australian sales still show keen interest on the part of bidders for desirable wools such as the medium and lower grades. The contracting, in advance of shearing, of Western wools has reached quite large proportions and the pooled clips still held by co-operatives are gradually passing into the hands of dealers. Importations, too, are showing an increase and foreign stocks in bond are being drawn on. What amount of wool the mills possess is an uncertain quantity. The biggest of them, which are supposed to have the largest supplies, make no reports. A number of the smaller ones, it is believed, will soon have to come into the market to provide for the needs of the next heavyweight season, the openings for which will probably be held in about a month. Little in the way of feature is shown by the goods market. In the men's wear division the reorders for spring have not come up to expectations as yet, but there is still a prospect for further business before the fall lines are shown. The price increases may have had some effect in slowing down demand. Women's wear fabrics, especially those of the sports variety, have been doing quite well. Novelty has been a taking feature in these. Flannels have been opened at a 10 per cent. advance. A bright spot in woollens continues to be the big trade in rugs and carpets.

Attendance at agricultural colleges has fallen off 34 per cent. during the last ten years. The average enrollment in 1914 was 458; it is now only 289. This is, of course, at least partly, a reflection of the general movement from farm to city, emphasized so decidedly by the war. A readjustment will come in time and the automobile is bound to hasten it. As for the agricultural college itself, it has proved its value in improving the methods of farming; and while this most conservative element in the population may not entirely have accepted book learning at its real value, its results, both in general and in particular, will stand the test. At the twenty-fifth international live stock exhibition in Chicago the text-book farmers of the agricultural schools walked off with the most important honors. Improvement in technique can be taught by experience, but it can be learned from books and teachers much more rapidly. It is a fact, for instance, that the archery amateurs of to-day are much better shots than the longbow men of Robin Hood's time. Farming is older than history, but we are only beginning to learn to get the most out of it.

Some people never have time to do the things they don't like to do.

Some Men I Have Known in the Past.

Standing in front of the retail show windows of P. Steketee & Sons—which are, in my opinion, ahead of any window displays ever shown in Grand Rapids—I cannot help recalling the open face and kindly mien of the friendly founder of that house and I invariably find myself repeating, "I would gladly give \$100 to see Paul Steketee looking at these window displays and be able to listen to his comment thereon."

In 1850 W. S. H. Welton engaged in the clothing trade on Canal street. Some one told him he ought to have a Holland clerk and recommended Paul Steketee for the position. On enquiry, he learned that Paul Steketee was digging lime stone in Grand River. Repairing to the river bank, above the dam, he saw a lusty looking Dutch boy working in the water up to his waist and motioned him to come ashore. When Paul had climbed up the bank, Mr. Welton asked him if he was Paul Steketee. Receiving an affirmative reply, Mr. Welton enquired:

"How would you like to work in a store?"

Paul Steketee countered with a characteristic enquiry which is suggestive of the sturdy race which has done so much to make Grand Rapids great:

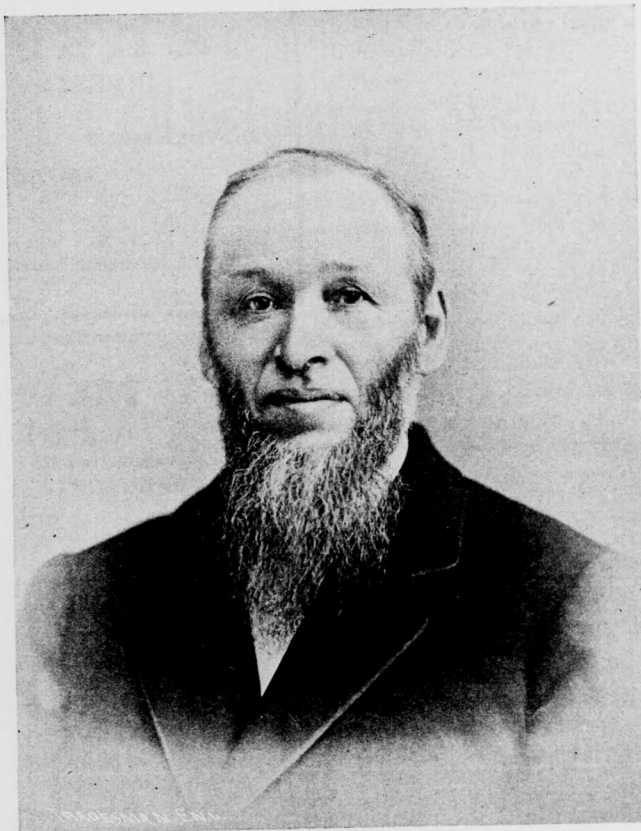
"How much you pay?"

A bargain was struck on the river bank and the next morning Paul Steketee became a retail clerk and started upward on a career which has had few equals in the mercantile history of Michigan. Mr. Steketee subsequently transferred himself to the dry goods store of John & George Kendall and in 1862 he formed a co-partnership with John Doornink under the style of Doornink & Steketee and engaged in the dry goods business in one of the stores now occupied by P. Steketee & Sons. The partners had a combined capital of \$1,650, constituting the savings of years, and Mr. Steketee went to New York to purchase the initial stock. He found the agents of the cotton mills very much disheartened over the war and a general opinion prevalent that the country was going to the bad and that prices were naturally going to pieces. This was not the case with H. B. Claffin, who had great faith in the stability and integrity of the country, and advised Mr. Steketee to buy all the domestics and staples in the cotton goods line he could get hold of. This advice he followed to the letter; and until the death of Mr. Claffin Mr. Steketee was on confidential relations with that eminent gentleman. He invested practically all the capital of the firm in cotton goods and cottonades, and in future years delighted to tell of the panic which seized his partner when the goods were unloaded on the sidewalk in front of the store. Especially was this true of the cottonade purchase, which looked somewhat pretentious, but before the store was open and the goods were on the shelves their market value had nearly doubled, and the cottonades which Mr. Steketee had purchased for 30 cents per yard sold over the counter for \$2 a yard before the last bolt was gone. From that time on the success of the house

was little less than phenomenal, due to some degree, of course, to the remarkable advance which all kinds of goods sustained during the war. Two years after the firm of Doornink & Steketee was organized a branch store was established at Holland City under the management of George Steketee, the firm name being Doornink, Steketee & Bro. In 1868 George sold out his interest in the business and the Holland store was conducted by Andries Steketee. In 1871, the big fire wiped out the business at Holland, but Paul re-established it, with Andries as partner. The latter became sole proprietor of the Holland branch in 1886 and conducted the store there under the style of A. Steketee & Sons, until the death of the senior partner. It is now conducted as A. Steketee & Sons. The co-partnership of Door-

nink & Steketee was discontinued in 1872 and the business was continued by Mr. Steketee alone until 1875, when he retired from trade a couple of years and devoted his attention to his real estate interests. Some of his sons in the meantime having grown to manhood, and feeling the necessity of educating them to pursue a mercantile career, he re-engaged in business at the corner of Monroe and Ionia avenues, where the Home State Bank for Savings is now located. Some years later he purchased one of the several frontages the house now occupies on Monroe avenue, at which time the firm name was changed to P. Steketee & Sons, including John, Peter, Daniel and a son-in-law, Cornelius Dosker. The business naturally grew under the watchful care of Mr. Steketee, supplemented by the atten-

tion to details on the part of the sons, until it has become one of the largest and most profitable in the State. Additional frontages on Monroe avenue, a double frontage on Fountain street and the lot at the corner of Ionia avenue and Fountain street have since been acquired and improved by the construction of buildings adapted to the needs and requirements of the house and in keeping with the progressive spirit of the city.



The Late Paul Steketee.

store. His customers thoroughly understood this characteristic of the dependable merchant and felt no hesitation in purchasing anything that was offered for sale at his store.

Mr. Steketee was not a Twentieth Century business man and would have found it difficult to reconcile his ideas of staple merchandise with the goods now handled in a great department store. While he gradually relinquished the details pertaining to the management of the store to his sons and grandsons as he advanced in years, he retained a keen interest in every branch of the business and kept his fingers on the pulse of the establishment until the Death Angel called him to his reward.

One of the things I admired in Paul Steketee was the manner in which he invariably stayed by his friends. He

never permitted any friend to suffer if it was in his power to relieve the sufferer. Mr. Welton fell in evil days in later years, but he never visited Grand Rapids that he did not receive a handsome gift in cash from his first Dutch clerk. The same was true of the sons so long as Mr. Welton lived. When Paul Steketee died, Daniel C. Steketee came to my office and enquired:

"Where is W. S. H. Welton?"

"Twelve miles out in the country from Owosso," I replied.

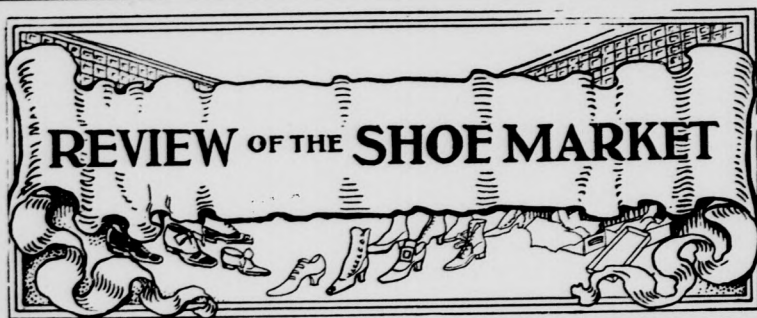
"Get him here in time for the funeral and come with him to the services. You will not understand the preacher, because he will talk Dutch, but father will be happy to know that Mr. Welton was with him on that occasion."

I did as requested and shall never forget the grief of the man of 90 years as he paid his last respects to the man who had been his steadfast friend all through life.

One of the surprises of my life was to see Paul Steketee come puffing up the two flights of stairs in the Eagle building back in 1883—two weeks after I started the Tradesman. Taking a chair and resting long enough to get his breath, he looked at me sharply and asked me what general plans I had in view in connection with the publication of the Tradesman. I told him that I had been working out my plans for several years, that I had talked with merchants of all classes in every part of the State and had formulated a career for the Tradesman that I believed would enable me to be of real service to the retail trade and do much to lessen any friction which might arise between the wholesale and retail trade. He questioned me particularly regarding the moral tone I proposed to give the paper, stating that he believed that a publication which steadfastly stood for the great cardinal principles of right, justice and the Golden Rule could not fail to have a marked effect on merchants, as well as on clerks who will ultimately become merchants. I think I must have entirely satisfied my visitor on these points, because at the end of a two hour interview he made a contract for a good sized advertising space and the Steketee name has never been omitted from the advertising pages of the Tradesman for a single issue—and I hope never will. For many years Mr. Steketee called at the office regularly every three months to satisfy his advertising bills with gold coin. He invariably expressed his confidence in the general policy of the paper and found it in his heart to commend many things I presented in such a way as to meet his unqualified approval. I do not think the Tradesman ever had a more careful reader and generous critic than Paul Steketee. I do not think any man outside of the office had more influence in establishing the policy of the Tradesman and its attitude on trade topics and mercantile conditions than Paul Steketee.

E. A. Stowe.

If your store gets the reputation of having the newest things in its line at all times, it will be counted the best store in its line and it will have the best trade.



The Square Deal in Adjustments on Shoes.

It has always been true that when business is hardest to get, the public generally is hardest to please and demands most from the merchant. There seems to be an uncanny sense on the part of the public of the "distress" of business and to rub it into the harassed merchant and make his lot still harder by demanding redress for more imaginary grievances.

Good ethics in business should call for a square deal all around, but unfortunately "good ethics" often is something that is much too one-sided.

No merchant or manufacturer hesitates to instantly go the distance with a customer who has a plain case of a defective shoe in satisfying the customer, but there is a wide difference of the viewpoint of the customer and what he, or more often she, expects and what the maker or merchant should do in such cases.

Satin shoes which are cut on the heel through contact with a clutch pedal of an auto are often brought back to the merchant and a claim made for a defect.

Some customers who lose a heel from a shoe think they should have a new pair of shoes given them, when the heel can be put back perfectly and be as useful as ever. A rip that can be sewed and make the shoe as good as new will not be accepted by unreasonable customers. The annual crop of first-of-season burnt soles has made its appearance and the customers insist that they haven't been near any heat—and that the shoe is just "rotten." And so on indefinitely.

Local associations, or better still, the N. S. R. A., could go a long way toward softening the sting that results from these daily battles all over the country. Let a few merchants concentrate on the subject and list the major complaints that are of daily occurrence, then print a booklet or leaflet recording in it all these complaints that occur; have it contain a reasonable explanation of these complaints and just what sort of an adjustment may be expected by the customer from the store. Then let the stores live up to these adjustments and stick to their guns. As, for instance:

Sole leather when brought in contact with a very little heat, as resting the foot on a steam pipe, burns and gets brittle and cracks. Your shoe merchant should not be expected to reimburse you for such damage that you may unthinkingly cause yourself.

Wet shoes when dried too quickly by placing them over a register or on a radiator, as is too commonly done, will dry hard, become brittle and are likely to crack. It is unfair to expect the merchant to stand any part of the loss resulting from this treatment, un-

fortunate as it may be for the customer.

Rips in uppers and soles sometimes occur. Any merchant in such case will gladly have the rip sewed up and make the shoe as good as new without charge to the customer. Such inconsequential rips should not be used as a basis for an allowance or a new pair of shoes by the customer, as is sometimes done by a few unreasonable people. And so on through the list of complaints on which demands are based for a new pair.

Finally to cap the whole scheme by an offer prominently brought out that any dispute that may arise of a serious nature will be referred to any competitor by the customer and that the merchant in question will make any adjustment the other merchant suggests.

Such a set of adjustments, and list of the more common causes for complaint for which there should be no redress in fairness to the merchant, will materially help to educate the people as to just what they are and are not entitled to, and if brought out at the time a complaint is made and the very subject pointed out in the pamphlet, will go a long way toward making the kicker see the other side of it.

A few years ago, the merchants of Boston did get out such a booklet and these were bought by practically all the merchants of the city and good results were obtained by their distribution, and by referring to them at the time of the complaint.

Such a booklet with the names of all the merchants of the city who will subscribe to the idea printed on the back page will show the public that the merchants are together in the game of fairness, and net profits can be boosted one or two of the one-tenths of one per cent. that mean the difference between a profit or a loss.—Shoe Retailer.

Shoe Orders Shape Up Well.

A summary of the advance business booked to date in Spring lines of men's shoes of the finer grade not only shows a larger number of pairs under order than was the case last year at this time, which indicates a greater willingness on the part of retailers to anticipate the future than they showed then, but the individual orders are themselves larger than those of a year ago. One of the gratifying things about the business taken is the way in which retailers have accepted the newer things that have been offered to them, especially the models that combine lightness in appearance with actual lightness in weight. These models are of the so-called custom variety and have cut quite deeply into sales of the heavy brogue type that has been in favor for several seasons.

The brogue, however, is by no means out of the running.

A Salesman's Prayer.

Look with a forgiving eye on the buyers who lie to us about the low prices our competitors give them.

Strengthen the memory of those who are always going to give us a good order the next time we come around.

Teach us not to complain at the roller towels that the multitude have used before we got there.

Give us stomachs like alligators that we may digest the stale bread and the lion steaks cut from the neck where the yoke worked.

Teach us to be thankful for the stump water served us and called coffee.

Toughen our hides that we may

sleep soundly in hotel beds that are already inhabited.

And please, above all things, grant our wives patience so they won't expect our wages until we get them.

Stage a week's drive to get more people in your stown to wear caps when the weather is stormy. Caps are ideal for wearing when there is rain, because they won't catch and hold water the way hats do; they are ideal for wear when the wind is blowing because they don't blow off the way hats do and they are ideal for wear when it is snowing or sleeting because they can be pulled low so as to protect the face.

It's a poor bargain for you if it is a poor one for the other party.

AUTOMATIC 4267

BELL, MAIN 2435

A. E. KUSTERER & CO.

INVESTMENT BANKERS & BROKERS

GOVERNMENT MUNICIPAL PUBLIC UTILITY
RAILROAD CORPORATION BONDS

205-217 Michigan Trust Building GRAND RAPIDS

THE UNITED LIGHT AND POWER COMPANY

(Successor to United Light & Railways Company)

DAVENPORT GRAND RAPIDS CHICAGO

The Board of Directors of The United Light & Power Company has declared the following dividends on the stocks of the company:

A quarterly dividend of one dollar sixty-two cents (\$1.62) per share on the Class "A" Preferred Stock, payable Jan. 2, 1925, to stockholders of record Dec. 15, 1924.

A quarterly dividend of one dollar (\$1.00) per share on the Class "B" Preferred Stock, payable Jan. 2, 1925, to stockholders of record Dec. 15, 1924.

A dividend of forty cents (40c) per share on the Class "A" and Class "B" Common Stocks, payable Feb. 2, 1925, to stockholders of record Jan. 15, 1925.

Transfer books will not be closed.
Dec. 5, 1924.

L. H. Heinke, Treasurer.

Herold-Bertsch Shoes

SCOTCH GRAIN,

BROGUE STYLE

STILL GOING STRONG!



A Stormwelt Scotch Grain Oxford makes an ideal shoe for winter.

We carry Scotch Grain Oxfords in Black, Stock Number 983 and Brown, Stock Number 982, popular Campus last, soft tip, heavy sole with waterproof liner.

We make Scotch Grain Oxfords to order with Stormwelt which protects the shoe from dirt and moisture and makes a splendid shoe for wet weather. The H. B. Scotch Grain will find favor with your customers.

HEROLD-BERTSCH SHOE COMPANY
Grand Rapids

Michigan

Why Santa Claus Is Not a Myth.

Grandville, Dec. 16—Do you remember your first Christmas?

Doubtless you do, since it was the most wonderful day in all the year. In the deep woods of the big pineries old Santa Claus came as well as to the wealthy homes of the cities. Every boy and girl thought there was no other saint like St. Nicholas, and revered him above every earthly friend.

He came gliding over the glassy roads of the big woods, his bobsleigh loaded down with good things for the boys and girls. You may think it a disadvantage that the saint had to slide down six inch stove pipes instead of broad chimneys, but he accomplished the feat all the same, and nobody wondered at it.

Children of the woods read fairy stories as well as other children, and Santa Claus was the one big father of them all, fat and fanciful as possible, and yet palpable for all. No children were forgotten, however poor and lowly. There were big hearts in the lumber woods who did not fail to see that old Santa found out the last wee mite of humanity and made that little chap happy before the start of the New Year.

Christmas eve!

Ah, the brightest evening of all the year. Even such it is to-day no matter in what land you go. The Christ child is a living reality throughout the Christian world, and more hearts are made glad because he came to earth as he did in that far off time, at the beginning of our civilization, when man was in need of being saved from his sins and shortcomings as never before.

The fire hissed and sputtered in the box stove in one home seventy years ago. Two strapping boys warmed their chilled feet before the fire, their young faces illumined by the fitful blaze that sparkled upon the hearth as the lads listened to the roar of the winter wind, and knew how deeply snow was falling outside.

"And I sure hope pa'll get home to-night," said the youngest boy, but lately turned six, his brother being two years older, "for I want him to be here when Santa Claus comes."

"I hope he comes too," returned eight year old Dave. "I'm wanting a pair of skates. The pond is nice and glairy now and I can have lots of fun skating with the rest of the boys. I hope old Santa knows me and won't forget to bring them."

"Oh, course he knows. Santa Claus knows everything," said the younger lad with a laugh. The father was late getting home from Muskegon that night. Dave and Jimmie were long since locked in sleep when the lumberman drove up to the door with his sled loaded with provisions for the logging shanties.

Two small stockings were hung up behind the stove and both were full to the top when father and mother retired for the night.

Santa Claus came to the home of the brothers that night and the next morning their eyes glowed at sight of bulging stockings.

That was the first Christmas visit from Santa Claus in that home and it still lingers in the memory of Old Timer to this day.

As long as the world stands there'll be Christmas days, Christmas trees, stockings filled by old St. Nicholas, and the children made happy. Why should it not be so? Who would care to disillusionize the children? Faith in these things is what makes glad the life of the little folks and gives them a happier time than is often vouchsafed to adults, who long since learned of the gentle deception of Santa Claus.

There have been those who would do away with the myth of St. Nicholas, but such people never really enjoyed a happy childhood with that patron saint uppermost in their thoughts on the 25th of each December. It is a kindly and lovable custom. May it

long continue to the betterment of all mankind!

Children indulge in dreams—day dreams, we may call them—and Santa Claus is the master mind of these dreams, the patron saint of all that is good in the makeup of our young folks. Their lives are made better by such indulgences. There will be enough to darken and make afraid in after life, so let us keep good every phantasm of childhood's happy days. Sometimes we old fellows wish we were children again—and why not? That is the happiest, the most thoroughly enjoyed portion of life, and except that ye become as little children ye cannot find favor in the eyes of the most high.

Christmas ought to be the day for rejoicing as is no other day in the whole round year. We know the little folks, holding fast to the belief in a tangible Santa Claus, are happy as larks. Grown people may be happy if they will on that day of all days. Ad-

mitting that sorrow is no respecter of days and that our best loved drop out of our lives at Christmas time, we still feel that the day is one of cheer, so full is it of happiness for the young and imaginative little folks of our acquaintance.

Christmas, the birthday of the most lovable character the world has ever known. On this day every semblance of National as well as individual hatred should be put aside and all nations come together on an equality before the one supreme being in the history of the world.

This is the day of all days for the great world where civilization reigns, and thoughts of war and bloodshed should be banished forever. Of course, our knowledge of human nature precludes belief in the banishment of settling disputes with the sword. Nevertheless, we can all, this one day in the year, kneel before Almighty God and ask his blessing on all mankind, trusting that thoughts of the One we this

day celebrate may influence the nations of the world to become as members of one loving family. Old Timer.

Even Swap.

Cockney motorists, riding near a farm orchard, stopped the car, got out, climbed the wall, and gathered half a peck of apples.

To complete the "joke" they slowed down as they went by the farmhouse, and called out to the owner: "We helped ourselves to your apples. Thought we'd tell you."

"Oh, that's all right," the farmer called back. "I helped myself to your tools while you were in the orchard."

When a customer says, "Don't charge it, I'll come right back and pay you," your business is to charge it just the same.

Life Insurance Safeguarded By a Trust

Suppose you had \$30,000 invested in Bonds or were in a position to buy that amount, returning you an income of approximately \$1,800 per year. Suppose these bonds and your home constituted your entire estate. In the event of your death would your loved ones be adequately provided for?

Suppose that during the active years of your life you leave this income untouched and invest it in such a way that your provision for the family support would be *substantially increased, USUALLY DOUBLED, sometimes more than doubled*, without much delay and without additional resources?

The Michigan Trust Company offers opportunity for this by means of a "Funded Life Insurance Trust."

Every family man should be interested in this opportunity to safeguard properly the welfare of those under his care.

The income from \$30,000 of 6% bonds (not spent but irrevocably set aside for use by the Trustee in purchasing life insurance) in the case of a man of 35 would buy, on present insurance rates, from \$61,000 to \$84,000 of Life Insurance, (depending on the kind taken, whether 20-year paid life or ordinary life); in the case of a man of 40 it would buy from \$54,000 to \$70,000 of Life Insurance; in the case of a man of 45 it would buy from \$46,000 to \$58,000 of Life Insurance; in the case of a man of 50 it would buy from \$39,000 to \$46,000 of Life Insurance.

By this plan, \$30,000 is made to produce from \$39,000 to \$84,000 ADDITIONAL in family protection.

It is well worth your consideration. Let us explain the plan to you in detail.

THE MICHIGAN TRUST COMPANY

Organized in 1889
Corner Pearl and Ottawa
Grand Rapids, Mich.



Odd and Intimate Comment on Business Events.

Men gather millions from oil and steel, from chocolate and realty, from sugar and tobacco, from water powers and railways. Then in the fullness of the days of these gatherers they look around at their fellow men and some of their millions find their way back into the uses of society.

James B. Duke, tobacco and power magnate, and George B. Eastman, whose name is synonymous with cameras, are the latest of the captains of industry to follow a path marked by a long line of American millionaires. Neither man is a college graduate nor famous in the world of religion. Yet both men are setting aside millions for churches, colleges and charities. Within twenty years gifts like these have run into billions. The Rockefellers alone have set aside more than half a billion. The steel people, Carnegies and Fricks, have approached that figure. Never before has wealth seeped, crawled and moved back so amazingly toward the human mass out of which it came. There is a heat and a human pressure in America to-day that melt great accretions of wealth back into the uses of mankind. Never was there so much wealth and never was there so great an effort at leveling wealth. That effort has found its way into politics in an attempt to tax wealth out of existence and return its substance to the common use. Knowingly or half instinctively many of the very rich are moving toward that same end by their own roads.

How much is the good name of a product or the service rendered by the manufacturer of the product worth? It is interesting to note in connection with the question that "Royal" as a trade mark for baking powder is considered by its owners as worth \$8,000,000. Among names considered in the marts of trade as of great value are "Kodak," "Uneceda," "Ivory," "Fels-Naptha," "Coca-Cola" and "Gillette." The American Stores Company carries in its assets good will valued at \$9,808,767.

With the award of \$25,000 to Dr. David Starr Jordan by the World Educational Association for a plan for world peace the business of making peace acquires a more definite status as a sideline occupation. Manifestly there is a good deal of money ready for investment in this newest of the vocations. The Nobel prize, strangely enough, was permitted to lapse for this year, perhaps on account of the growing competition. Following the Bok prize of \$50,000 came the Edward Filene offering of \$40,000. The Wood-

row Wilson Foundation has just dispensed \$25,000 to Viscount Cecil, and several other annual prizes are in the offing. All these efforts are commendable in the highest degree and prophetic of the increasing concentration of thought upon the great subject. And after all, isn't this the democratic way to go about making world peace—by getting the people more and more to think about it?

Participation by the United States in a League of Nations conference on international traffic in arms and munitions will be watched as an experiment. The most interesting question up for determination is whether this country has devised a method by which it can effectively co-operate with the League in a matter that assumes some political importance. The United States can scarcely yield to the League the power to decide where and when and how war materials are to be sent out of the country. But the desirability of some sort of international agreement on this subject has not been seriously questioned. Indiscriminate traffic in arms has long been recognized as a prolific war breeder. It might be regulated by a general treaty which would not give to the League the deciding voice. This, presumably, would satisfy the United States, but not Geneva. There may be a compromise lurking somewhere between the position held by America and that which the League is striving toward. The conference at Geneva next May should show how near America and the League can come toward reaching a *modus vivendi*.

Evidently big sales force conventions will shortly become a thing of the past. Sales executives are inclining toward sectional conventions, because, as they say, it increases efficiency and cuts costs, especially in concerns doing a nationwide business. A number of executives of industrial and commercial organizations hold the opinion that a sales convention of not more than fifty members enables the maintenance of a reasonable degree of intimacy, according to Printer's Ink, and enables expression of individual opinion on various subjects; thus the men share with each other their best sales equipment.

The Chemical National Bank, New York, recently celebrated its 100th anniversary. In connection with its celebration, it is recalled that Frederick W. Stevens has served continuously on the board of directors fifty-three years. He was elected a director of the institution ten years before the president of the bank, Percy H. Johnston,

THE DEMAND FOR ANY BUSINESS IS MEASURED BY ITS GROWTH

Trust Companies are young institutions compared with time. They are public service corporations.

The fact that they are filling a want in our commercial world is evidenced by their phenomenal growth and stability.

Their very existence has resulted from the many conveniences, safeguards and comforts they have given to society.

Inquire and find out how we can serve you. Consult the officers of the

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN



OFFICERS

WILLIAM ALDEN SMITH, Chairman of the Board	CHARLES W. GARFIELD Chairman of Ex. Com.
GILBERT L. DAANE, President	ORRIN B. DAVENPORT Assistant Cashier
ARTHUR M. GODWIN, Vice President	HARRY J. PROCTOR Assistant Cashier
EARLE D. ALBERTSON, Vice President and Cashier	H. FRED OLTMAN Assistant Cashier
EARL C. JOHNSON Vice President	

BRANCH OFFICERS

Grandville Avenue and B Street R. A. Westrate, Manager	East Fulton St. and Diamond Ave. Willis Vandenberg, Manager
West Leonard and Alpine Avenue H. Fred Oltman, District Manager	Wealthy Street and Lake Drive John W. Smits, Manager
Leonard and Turner Chris Riker, Manager	Bridge, Lexington and Stocking Bert Q. Hazlewood, Manager
Grandville Ave. and Cordelia St. Peter Leestma, Manager	Bridge and Mt. Vernon Frank C. Wegenka, Manager
Monroe Avenue, Near Michigan Jacob Heeringa, Manager	Division and Franklin C. Fred Schneider, Manager
Madison Square and Hall Street Edward L. Sikkema, Manager	Eastern and Franklin Tony Noordewier, Manager

The Grand Rapids Savings Bank

60,000 Satisfied Customers

Resources Over \$19,000,000

was born. In the vaults of the bank is the oldest outstanding unpaid Government bond, according to the bank director. The bond is dated May 5, 1794.

There is no law at present in New Jersey that deals with sellers of fraudulent securities. Some day, possibly in the near future, it is the hope of a number of business leaders in that State, especially in Camden, that such a law will be enacted. There is a reason. Since the Pennsylvania "blue-sky" law was put into operation many dealers in securities who were refused licenses to do business in Pennsylvania moved to New Jersey and are now doing a large mail order business.

However, Burlington county, N. J., has a wideawake bankers' association. Without any law in one State to curb the activities of sellers of fraudulent stock, this association has started a co-operative movement to fight the activities of "blue-sky" stock promoters and is pointing out to prospective investors some of the pitfalls that are to be avoided.

Red, white and biege are the colors which the authorities of the style world say will make the biggest flash in the textiles next Spring and Summer. Reds, the authorities say, are the big color note, with white and biege, which is so close to white that in many cases it will matter little which is chosen, occupying the chief position as backgrounds for printing. An old ruling favorite, one that appears to come forward when designers and others are in a quandary, will return to favor. It is royal blue, which has been brought forth from comparative obscurity and is playing a strong comeback. As to browns, they will, as usual, have their place, simply being a question of selecting the right ones. In printed silks, borders from pastels to primaries will be the big feature. A number of jewel tones have been adopted in fabrics, and as a means of further stimulating white and black combinations in dress there are novelty rings of white composition set with black onyx. Featuring of white sapphire as a fashionable jewel is also looked upon to aid in the increased use of white and biege. In the sports wear field, it is agreed that red, yellow and green will prevail, with, of course, white holding an important place.

Bright Outlook For Hearings On Price Protection Bills.

The prospect that hearings will be granted on the price protection bills during the coming session of Congress has brightened materially during the past fortnight. Many members of Congress in reply to appeals from constituents have pledged themselves to use their influence with the chairman and members of the House Committee on Interstate and Foreign Commerce with a view to securing hearings, although in the majority of cases it has been made clear in these letters that there is no prospect that a price protection bill will be actually passed during the short session.

The most that the champions of this legislation hope for is a comprehensive series of hearings that will enable the

business men of the country to get their views before Chairman Winslow and his colleagues, but it is also desired that after the hearings are concluded the committee will draft a well balanced bill based upon the principle which underlies all four of the pending measures.

For some months past efforts have been made by certain champions of independent bills to endeavor to line up leading trade associations in favor of a single measure and against the other three. These tactics are unfavorably regarded by the experienced managers of this campaign, who believe that all discussion of the merits of particular bills should be reserved for the hearings before the committee and that to Chairman Winslow and his lieutenants should be entrusted the task of framing a measure that it is hoped will be satisfactory to all interests.

It would be helpful to the campaign if the House committee should decide to make a favorable report upon such a bill even if it were not intended to ask for a vote on it at the short session. A favorable report would have considerable influence upon the House committee in the new Congress and would doubtless expedite action.

In this connection I wish to correct a misapprehension that appears to have obtained lodgment in the minds of quite a number of my correspondents. It appears that a great many business men are under the impression that Senators and Congressmen who were chosen at the elections on Nov. 4 will take their seats at the opening of the session which begins next Monday.

This is a very natural mistake. Some day Congress will have the courage to launch a joint resolution for a Constitutional amendment under which Senators and Representatives will take their seats at the beginning of the first session of Congress following their election, when the issues upon which they have been chosen are still alive in the minds of their constituents.

At present, however, a Congressman chosen in November does not take his seat until a year from the following December unless the President should summon an extra session after following 4th of March. It therefore happens that the Federal legislators who will meet next Monday will be the same old crowd that struggled along last winter and spring under the incubus of the stubborn opposition of the so-called progressive bloc.

The incubus will no doubt be as much in evidence as ever—probably more so—as this will be their last appearance on the political stage for some years to come, the new Congress being of the same political complexion as the administration in both Senate and House, according to the latest returns.

One of the first subjects that will receive attention at the hands of the Senate will be the veto message of President Coolidge upon the bill increasing postal salaries. The President opposed this bill, not because it raised the postal pay, but because it made no provision for the necessary additional revenue to meet the proposed draft on the Treasury.

It is among the possibilities that a

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We can not speak too highly of your erector who is on the job about sixteen hours a day and busy every minute. He is a competent workman and a gentleman.

Yours Very Truly,

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GRAND RAPIDS, MICH.

drive to pass the bill over the President's veto will be made early in the coming session, but this plan is not favored in conservative quarters, where it is believed that it will be wiser to allow the pending bill to die pursuant to the veto and then to bring in a new measure scaling down the proposed increases somewhat and providing a method of raising the necessary additional revenue. As has been heretofore indicated, the only practicable method of increasing the postal receipts is to raise the parcel post rates, as the Senate and House leaders are opposed to increasing either first-class postage rates or the rates on second-class mail, including newspapers, periodicals, etc.

President Coolidge has indicated during the past week that he will not seek at the coming short session any legislation providing for tax reduction. This does not mean that no consideration will be given to this important subject, as intimations are already abroad that individual members of Congress will present resolutions providing for a 25 per cent. reduction in the taxes to be paid in 1925 on 1924 incomes.

This project is predicated upon the fact that we now have a current annual surplus somewhere between \$300,000,000 and \$400,000,000. The administration, however, feels that the wiser policy will be to defer action until it is apparent that in addition to the surplus recorded on July 1 last there will be an equally large margin on July 1 next.

The Secretary of the Treasury will know where he stands on this point as early as April 1 next, and it is quite within the bounds of possibility that the President may urge tax reduction at a special session to be called next spring. Should a 25 per cent. reduction be provided at the special session, even though the law should not become effective until June 30 or later, the taxpayer would be able to recoup overpayments made on March 15 and June 15 by reducing the payments to be made Sept. 15 and Dec. 15, as was done in the case of the reduction authorized early in the last session in the tax on 1923 incomes.

The administration will make a vigorous effort to secure the repeal or clarification of the provision authorizing publicity for income taxes. In this fight the Chamber of Commerce of the United States has already fired a big gun in a bulletin made public during the past week.

The Chamber is also urging the authorization by Congress of a tax commission to make a thorough study of the general subject of legislation regarding the internal revenues. There are many fundamental questions which the public interest require should receive the thoroughgoing study and investigation possible only for a body of a public nature.

Such a body might be a joint committee of Congress, with members from both houses and also representatives of the public. It should study the entire tax structure of the Federal Government, give attention to the inequalities which affect taxpayers, devise means for simplifying the law, and leave nothing undone to shape up such

an administration as the importance of the law makes appropriate and necessary.

The work of such a commission should result in recommendations made in the light of American experience and the experience of other countries using forms of taxes comparable to those in this country. Through success in the efforts of such a commission taxpayers would get relief from burdens that no law should cause and the Government would obtain increased and more dependable revenues at a less cost of collection.

Business men in all lines will read with great interest a memorandum prepared by the National Chamber concerning the activities of trade associations. The Chamber strongly champions these organizations, defines their important functions and takes the position that if any of their proper activities appear to be inhibited by technical provisions of law Congress should be urged to remove the obstacles.

The Merchants' Creditors Association, 208-210 McCamly Bldg., Battle Creek, Mich., have a Collection Service that Collects at a small cost and the subscribers get every Dollar collected. Try it and be convinced! References: Chamber of Commerce and Old National Bank, Battle Creek, Mich.

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Insurance the Balance Wheel.

Insurance is well characterized as the balance wheel of our industrial and commercial life, says P. F. Garnett, of San Francisco. Insurance companies are guardians of a fund, estimated at \$11,318,000,000, held to indemnify policyholders against every known kind of loss. Statistics indicate that this money is collected from 75,000,000 persons and that claims arise each year requiring loss payments on about one-tenth or 7,500,000 policies.

Practically all of our great industrial and commercial enterprises are financed to an appreciable degree from the funds held by insurance companies. The 4,000 insurance companies operating in this country own approximately 12 per cent. of all the railroad capitalization, and about 15 per cent. of the great public utilities, such as gas and water works, electric light and power plants, traction and trolley lines, the telephone and telegraph. In addition to this these companies have also financed and made possible the great agricultural development of the country by loaning to the farmers the huge sum of \$5,500,000,000, secured by mortgages, and by insuring the physical and material properties of others have made it possible for them to borrow from other financial sources a similar amount. The insurance policy furnishes the basis of credit for all business.

Did He Mean Fire-Bugs?

Well-nigh unbelievable, at times, is the degree of misunderstanding shown by watchmen and janitors in regard to fire protection.

Illustrative of this incredible lack of knowledge is a story told by Captain John J. Sheedy, head of Albany's Salvage Corps. The Captain, a leading fire preventionist of the Capitol District, devotes much of his limited spare time to the delivering of talks at the several schools in his territory, and on one such visit recently he stopped to chat with the janitor of the building in which he had just spoken. In his hand Captain Sheedy carried a two-quart fire extinguisher, in the function and operation of which he had been instructing his youthful audience. Holding it up he enquired of the caretaker whether or not he knew how to use "this thing"—failing to mention it by name. This functionary shook his head, whereupon Captain Sheedy, raising the plunger, squirted on the floor a small charge of carbon-tetrachloride. Conceive of his astonishment upon hearing the janitor's skeptical comment: "I see, Captain, but do them things kill all the bugs?"

Gasolene As a Floor Wash.

Gross misuse of gasolene is an old, old story to fire preventionists; yet not often is there exhibited such complete disregard of the known hazards of this fluid as is disclosed in a report reaching the National Board from a small Texas city. In a power station there, it is alleged, the concrete floors are scrubbed nightly with ordinary brushes and mops soaked in gasolene, about ten quarts of the volatile liquid, in open cans, being used for this work every twenty-four hours.

Not the slightest necessity exists, of course, for employing gasolene to re-

move even grease and oil. A caustic soda solution, together with a good grade of soap, will serve the same end and do it with entire safety. If a small quantity of kerosene be added to this solution it will eradicate the most tenacious dirt and stains. Certainly gasolene should be used for such a purpose as floor cleaning never, nowhere.

Died By Devoting His Life To Others.

John Brown determined to commit suicide. First he took poison; it only made him violently ill. Next he tried jumping off the top of a ten-story building; his foot caught in an eave trough and held him safe until he was pulled back. Then, one morning, he attempted to drown himself in the lake; he was rescued.

This last was too much. He decided that, instead of committing suicide, he would devote his life to Service, to aid and assist his fellowman. In a state of exaltation he commenced to walk up-town. At the corner of the street he saw a man carrying a heavy bag.

Here was his first opportunity to aid a fellow-creature.

"Allow me," he said, stepping up and grasping the handle of the bag.

The man drew a revolver.

"That was a bank messenger," remarked St. Peter casually, as he unlocked the pearly gates.

The Price Cutter.

Tell me not in smiling numbers,
Selling costs are what they seem,
And the man who cuts for orders
Gets the lion's share of cream.

If you strive to build a business,
Do not be a human sieve—
Letting leak your needed profit,
Trusting luck will let you live.

Lives of dead ones all remind us
What it means to sell on guess;
Their departure makes us keener
To sell right and not "for less."

For no trade can long be loyal
To a man who's all regrets,
Can't deliver—who's just living
On the interest of his debts.

**BUY
SAFE
BONDS**



ESTABLISHED 1853

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

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FINNISH MUTUAL FIRE INSURANCE CO. CALUMET, MICHIGAN

ORGANIZED IN 1889.

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A DIVIDEND OF

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For 29 consecutive years.
HOW?

By careful selection of risks. By extremely low Expense Ratio.
Assets 44.11 per 1000 of risk. Surplus 30.89 per 1000 of risk.

Agents wanted in the Larger Cities.

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320 Houseman Bldg..

Grand Rapids, Michigan

Formal Visit To Ancient Home of London Guild.

Written for the Tradesman.

Following the meeting in London of the Institute of Certified Grocers, at which time the annual prizes were awarded, C. L. T. Beeching arranged for my visit of inspection to Grocers Hall. That visit cannot be described properly without a touch of history; but that must be merely a thread of outline, because the Guild of the Pepperers was first heard of in 1180, 744 years ago. The Pepperers were the original grocers.

Funny, too, it was that this first notice is the record of a fine imposed on the guild as an illegal association. It had not paid the king's license and it was, therefore, mulcted in the sum of sixteen marks. That figured out to just about thirty dollars, but thirty dollars was a lot of money in those days. It is interesting to notice that associations had to be "regular" those days to get by—even as they must be to-day.

This guild was important from the beginning of all records. Even in the period from 1231 to 1345, nine Pepperers served as Lord Mayor. That has always been a mighty important office, for the city of London has more than once safeguarded the rights and liberties of our race.

We were called Pepperers in those ancient times because of the great importance of spices to our ancestors. You see, there was no refrigeration. For that matter, there is little refrigeration in Britain even now. Hence, foods could be preserved only with salt or spices or both. Stories of times down to our own day constantly tell of colic, dysentery and other digestive disorders caused by food imperfectly preserved—tainted or poisonous—as we should know them to be to-day.

Even now, the French grocer is known as a "Spicer," and what I have said shows why the emblems of the Grocers Company are the camel ("the ship of the desert") and the date palm (a desert plant). Spices could be brought from the orient only by caravan across desert Africa, Asia and Arabia, even after ships had sailed around Africa, because the land journey was so much shorter. The Grocers Company took its rise from the same cause that now operates to bring men together—necessity, self-protection. The story runs thus:

"In the early part of the reign of Edward III the Guild of Pepperers disappears, ruined by forced loans to enable the king to carry on his war with France, which was financially ruinous in its early stages. It was a time when men trusted for safety more to mutual support and combination than to law. The guild was the natural outcome. In cities every trader had his guild and the guild was an essential part of his life. On the 9th of May, 1345, the archives of the Grocers Company record the foundation of a fraternity which in due time grew into the Company."

We thus see why the great companies of London were formed, mostly about the time of Edward III (1327-1377). The chief ones were the Goldsmiths and Skinners, 1327; Grocers,

1345; Vintners and Fishmongers, 1363; Drapers, 1364. It is interesting to notice that, after protection was assured, the companies were inflexibly loyal to just kings and governments, though they were rigidly insistent on their rights as free citizens of England.

Charlie was waiting for me, ready on the dot, dolled up in his swallow tail coat, with flower in his lapel. For you see we were going on a ceremonious call. Nothing ever goes on at the Grocers Company headquarters that lacks ceremony. Let me hasten to add that this fun I am writing is intended to be innocent and good natured—not in the least flippant or irreverent. For my experiences in England were marked by the most considerate courtesy on everybody's part. Everybody was willing, ready and thoughtful in everything done for me—and lots was done.

I was somewhat late for my appointment, but Londoners understand those things, knowing that one finds his way about that great and ancient city only after an extended apprenticeship, so I was readily excused. Mr. Beeching took me first to a little hole-in-the-wall, thence through a mysterious underground way to a delightful eating place, which we found crowded with Londoners, where we had roast beef and accompaniments, about which I may tell you later when I talk of London eating places.

Then we went through busy thoroughfares and ducked into an arch so sheltered as to be unnoticeable except to the initiated. That led into a passageway which opened into a yard so quiet that you would never think you were in the midst of a bustling city. We entered a stately building by a wide doorway and got into a lofty entrance hall. We mounted a broad, imposing stairway and went through a long succession of richly furnished rooms. Rare oil paintings adorned the walls. On every hand were evidences of wealth and good taste, combined with sumptuousness.

Finally, we came to the great banquet hall, and it was my great good fortune that a feed was on for that very night. This resulted in a complete display of the wonderful plate of the Company. Here were desert scenes wrought in silver, some enriched with gold, of remarkable size. One was a date palm sheltering a well in the desert, beside which stood a camel and two human figures representing a party of voyagers stopping at an oasis; and the tree was all of two feet high. The workmanship was the finest. There were several others of similar size, all solid silver, much adorned with gold. So great is the Grocers Company's store of rich plate that an expert is constantly employed to keep it bright.

The latest acquisition dated only from the kaiser's war. This was a soup tureen awarded in recognition of special war service. It was of solid silver and large enough for a bath for a three-year old child. It was to be used that right.

The offices on the ground floor were as severely plain as the other apartments were luxurious. There I saw the first record book, kept in 1345. I

could not read it, of course, for not only was the script strange, but the language of that time was the transitional French-English of the post-Conquest period. But the work was meticulously neat, the writing clear as ever. The binding and paper were fine. The document was kept in a special case in the vault, of course.

More than the material things I saw—very much more, indeed—was the splendid history of our calling reflected in the Grocers Company. Formed originally for self-protection, as I have related, no sooner were the members secured in their lives and properties than they turned their attention and devoted their funds to the common good. As far back as 1544—380 years ago—Sir William Laxton was Lord Mayor of London and six times Master of the Company. On his death he bequeathed his house and lands to the Company for the purpose of supporting a common school in the North of England.

The Company so long has devoted itself to such works that in time working grocers dropped out. Its immense income is now all paid out in such beneficences. However, the officers still number among them many rich grocers. The entire story is too long even for outline, but it is one to make any man proud to be a grocer.

Incidentally, the name grocer seems to have originated in a weighing monopoly held by the Company for several centuries. All goods en gros, "peso grosso," arriving in the port of London were weighed by the grocers. But here, again, is another story.

Paul Findlay.

Dad's Christmas.

Written for the Tradesman.

In busy ante-Christmas days
A matron, comely, young and fair,
Correctly gowned in latest mode,
And with a smartly prosperous air,
Reviewed a lengthy shopping list:
"The sterling set for Cousin Nell,
That's bought and sent. Expensive, quite,
But beautiful and very swell."

"Fred's sister Anne—a wardrobe trunk;
A beaded bag for Mary Green;
Silk lingerie for Jessie Stark,
The very daintiest I have seen.
I can check off a lot of these,
I'm nearly done, but still must add
Some furs, I think, for Mother, and
Maybe some little thing for Dad."

"And why some little thing for Dad?"
Her husband queried with a smile,
"So long and faithfully he's worked,
Surprise him with some gifts worth
while."

I picked him up just yesterday,
He's bent and worn, his years he shows—
A little shaky on his feet,
And somewhat shabby as to clothes."

She crimson flushed, yet answered gay,
"I'll surely take you at your word
And give dear Dad on Christmas day
A glad surprise, my generous lord."
She called her brothers up by phone
And told them of the plan she had—
Substantial men, each pulling down
At least five times as much as Dad.

"I'll say we should" each made reply,
"Dear Sis, just kindly go ahead,
Buy what you will! We'll gladly share
In paying all the bills," they said.
She shopped all day. Her nimble brain
Took in account his every fad
And sought to please and gratify
Her worthy and unselfish Dad.

A tailor's order, fully paid,
An overcoat so warm and fine,
A hat and shoes and gloves and ties,
An easy chair of good design,
A lamp and books and magazines,
And to replace his timepiece old,
Of famous make and jewelled works,
A watch with case of solid gold.

"Dad, please forgive our past neglect"
—A note that was tucked in, thus read—
"And take these things with our best love
From John and Jim and Kate and Fred
We hope that they may help a bit
To make your Christmas truly glad,
But well we know there is no gift
That's really good enough for Dad."
Ella M. Rogers.

Cotton Blankets Slightly Lower.

Although no official naming of prices on cotton blankets for 1925 delivery has yet taken place, it is becoming more and more of an open secret that business for the new year is being done in a quiet way at prices averaging from 2½ to 5 per cent. under the quotations issued at the opening of the season for 1924. Just how much business has been put through in this manner is a question, but it is fairly definite that prices of the merchandise will not be made generally before the latter part of this month or early next. The thing the trade is now looking for is the naming of prices on napped goods for the cutters-up. In some quarters the opinion is expressed that this action is imminent, while in others the view is advanced that, because of the apathetic attitude of many of the cutters, it will not take place until after the turn of the year.

Woolens Seem Favored Again.

While there may be some improvement in the demand for worsteds when the heavyweight suiting lines are opened next month, opinions expressed are to the effect that woolens are again very likely to lead. Chief among the factors making for this is said to be the matter of price, with manufacturing clothiers countering the advance expected by using the woolens instead of the worsteds, which command a higher price and would have a greater ratio of increase in upward price revisions. It is held certain that the mills in turn, will try to meet the clothiers' price views by offering fabrics in which manipulation enters, and these weaves are almost entirely of the woolen order. Consumption of reworked wool is thus likely to be very large.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Michigan Divanette Co., Detroit. Michigan Rogers Advertising Service, Lansing. Massachusetts Co-operative Creamery Association, Massachusetts. Port Huron Grain Co., Port Huron. United Apparel Stores, Inc., New York and Jackson. Detroit & Cleveland Shoe Co., Cleveland and Detroit. Wentz Co., Philadelphia and Detroit. LaGrave Trucking Co., Grand Rapids. Napoleon Dairy Products Co., Napoleon. Phillips-Michigan Co., Grand Rapids. Laehn Building Co., Detroit. Warren Variety Stores, Inc., Detroit. Parkview Garage, Inc., Detroit.

Military Strategy.

Uncle John watched his nephew and some other little boys playing at soldiers attacking a fort. "Tommy," he said, "if you and your side can take that fort in half an hour I'll give you a quarter."

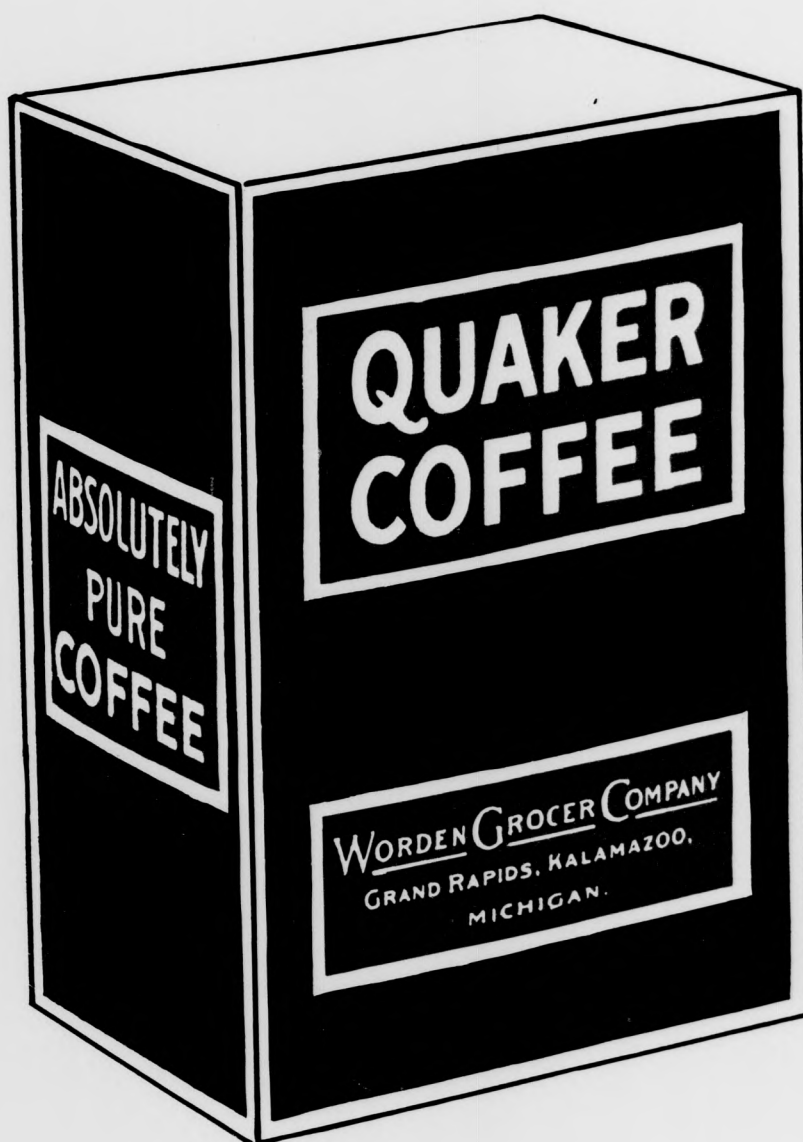
About two minutes later there came an eager cry: "Uncle, can I have that quarter now? We've taken the fort."

"That was very smart," said Uncle John as he handed over the coin. "How did you manage it so quickly?"

"Oh, I just offered the other side a dime to give in," answered Tommy.

The Oldest Member of the
QUAKER FAMILY

A Coffee of unusual merit that satisfies the taste of most coffee drinkers



QUAKER COFFEE

This first child of the family has demonstrated its superiority by tremendous sales to a point where the most aggressive retailers are giving **QUAKER COFFEE** a prominent place on their shelves and find it a distinct drawing card in their stores.

The biggest seller in the
GRAND RAPIDS MARKET

QUICK TURNOVER — SATISFIED CUSTOMERS — GOOD PROFITS

Roasted and Packed by

WORDEN GROCER COMPANY

Wholesalers for Fifty-Six Years.

The Prompt Shippers.



QUAKER CORN

Packed by experts from the choicest of the crop. It's QUALITY has made it the best seller.



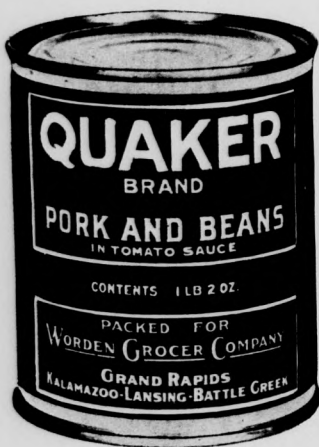
QUAKER PEAS

QUALITY PEAS to suit the average taste. They repeat wherever you place them.



QUAKER TOMATOES

Indiana produces the fanciest tomatoes on the market. Because of our high standards of QUALITY, only the choicest packs are submitted for our selection.



QUAKER PORK AND BEANS

Are Michigan selected beans—therefor the best. Superior to higher priced competition. Repeat business big wherever sold. Your customers will tell you they are better than home cooked.

GREET

As we approach the end of the year, it seems fitting to extend to our present customers and to our prospective customers a New Year's Greeting.

To those of you, who through your appreciation of GOOD GOODS under the QUAKER label, have used these goods to promote your business, we extend our deepest appreciation for your co-operation.

To those of you who have not, as yet, seen the value of using these QUAKER items as trade builders and a real help in the present day competition, we extend to you this invitation to join the QUAKER family.

WORDEN GROC

The Prompt Shippers.

Wholesalers for Fifty

QUAKER POWDERED SUGAR

We are one of the pioneers in grinding powdered sugar and our QUAKER one pound package is the recognized standard of QUALITY.



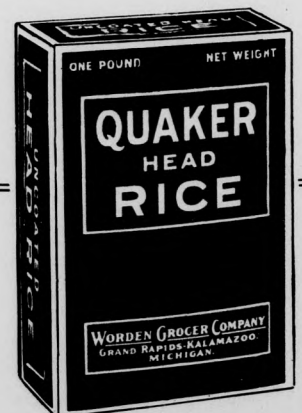
QUAKER JAPAN TEA

WORDEN'S teas come from a certain part of Japan noted for exceptional QUALITY. QUAKER tea has been building good will for retailers and will bring new customers to your store.



QUAKER RICE

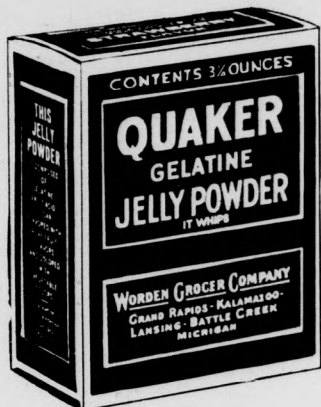
A fancy rice, packed in a convenient one pound package. Same high QUALITY as our QUAKER PRODUCTS.





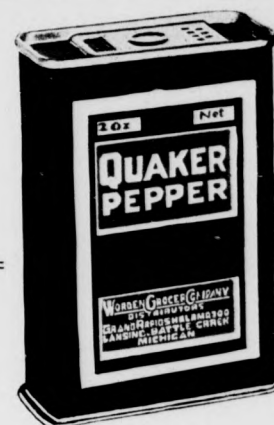
QUAKER MINCE MEAT

QUAKER MINCE MEAT is a revival of the old fashioned, home made mince meat. It is a surprise to house wives and outsells all others.



QUAKER JELLY POWDER

A gelatine powder flavored with true fruit flavors—A delicious dessert—Absolutely superior to any other. Sells for a dime and shows you a good profit.



QUAKER SPICES

"Proven best by the chemists' test." Chemists tests of competitive lines showed QUAKER SPICES to have the greatest strength. The growing sale of QUAKER spices backs our judgment that QUALITY is paramount.

ETINGS

Every item under the QUAKER label is selected after a careful and scientific investigation. Every article under the QUAKER label is the best of its kind that can be produced. Every item under the QUAKER label is proving a big repeater to those retailers who give it their attention.

The co-operation and results which we have obtained thus far have warranted us in continuing a development of this line. We want to assure our friends and customers that we will continue to build this line and aid you in every way possible to meet present day competition, which will promote our mutual interests.

GROCER COMPANY

ers for Fifty-Six Years.

QUAKER MILK

From a scientific standpoint, it is absolutely the best evaporated milk that is produced—and is free from peculiar taste found in other milks.

Because of unusual QUALITY, is used successfully for infants and invalids. Sells readily and repeats constantly with a good profit for you.



QUAKER SAUSAGE

An unusual sausage for homes and restaurants—of special flavor that makes buyers of tryers.



QUAKER SLICED BEEF

Made from choice cuts of beef, sliced very thin—packed in two sizes—sales constantly increasing.



QUAKER LYE

QUAKER LYE is one of the few containing 96% active ingredients. We believe in QUALITY for lye as well as other products.



**QUAKER PRESERVES**

Made of pure fruit and sugar and packed in attractive jars—A preserve of this high **QUALITY** appeals to those of discrimination.

**QUAKER SALAD DRESSING**

Try **QUAKER SALAD DRESSING** on your most fastidious customers. Every retailer pushing **QUAKER SALAD DRESSING** is surprised to find how soon it takes the lead, and how many real customers it makes of transient buyers. It is—A Wonderful Spread for Kiddies Bread.

**QUAKER APPLE BUTTER**

Made from selected fruit blended with spices, making a delicious appetizer. Usual **QUAKER QUALITY** and a trade producer.

In these pages we are showing some of our **QUAKER** family items; we have a large number of other items and we are adding items right along of a proved **QUAKER QUALITY**.

These goods are placed on sale in community stores only. The design of the label furnishes attractive, lively colors for your store and are repeaters that will build business and aid in the development of your program of aggressive merchandising.

In addition to this large and growing family of **QUAKER** items, we have also a large number of other items of unusual value, which are sold by community stores only, including Green and Green Edgemont Crackers, Ohio Blue Tip Matches, Lily of the Valley Canned Goods, Fremont Canned Goods, American Eagle Flour, Ox Heart Candies, and Derby Meats.

We also carry a line of unsual cigars for your cigar case, which will develop your cigar business and make your cigar case contribute its share to your profits.

If these goods are not handled in your town, and you are interested in this line of merchandise and in **WORDEN SERVICE**, just drop us a line and we will come and see you.

WORDEN GROCER COMPANY

Grand Rapids, Mich.

Wholesalers for Fifty-Six Years.

The Prompt Shippers.

QUAKER SWEET PICKLES

In glass and bulk—packed for us by one of the best packers of pickles in the country. **QUALITY IS SO SUPERIOR** that customers will repeat and increase your pickle business.

**QUAKER CIDER VINEGAR**

Packed in pints, quarts and gallons. Double distilled and filtered. The best vinegar we can buy—the best you can buy—and the best your customers can buy. Repeats rapidly.

**QUAKER TOMATO CATSUP**

Made from ripe tomatoes and seasoned to suit particular people. Moderately priced—Big seller—and a trade builder.

**QUAKER PREPARED MUSTARD**

A delightful blend of mustard, vinegar and spices. An unusual product—will increase your sales and pays a good profit.



Automobiles Brought About One-night-stand Tourist.

Once the summer vacationist was a leisurely person, spending solid weeks at his favorite resort hotel or boarding house and repeating season after season so long as nothing unpleasant arose to change his attitude towards the hotel or section.

The automobile altered that condition and now the average vacationist is a hectic individual, speeding about the country and stopping where and how he pleases, along the roadside or at convenient hosteleries. The trouble is, from the hotel point of view, he never stops long enough in one place. At first glance, it would seem that the hotels stood to lose considerable vacation business because of the gas wagon. In fact, the hotel men have felt that way about it for some time.

Not only hotels but many other established businesses have for some time looked with dismay upon automobiles, the movies, radio and other things that seem to be competing today with those who have to market the necessities of life, competing not only for the consumer's dollars but for his interest in advertising. But it is generally true that changes wrought in the habits of a nation by new inventions do not necessarily mean the extinction of established lines of business; rather they signify that the established business must find a proper method of coping with the altered conditions of living and of doing business.

The resort hotels found their problem a mathematical one. That is, if a given hotel could, during a certain season, make a satisfactory profit out of 100 guests averaging three weeks each under the old order of things, it could get along all right if it could swap about for a patronage of 2,100 guests stopping one day each—better, in fact, considering the higher rates charged for transients.

So for some years back various groups of resort hotels have sought through booklets and other means to attract the tourist trade to their respective sections, and some individual hotels have endeavored through the map method to point out in magazines and otherwise the convenient method for the tourist to reach them.

It remained for the Great Lakes Tours Association to carry the idea to its logical conclusion and seek to market its section of the country as "North America's Great Vacationland" through a well rounded out co-operative advertising campaign. Many past efforts in this direction have been instigated by firms whose business it was to produce and sell maps, or advertising literature. The campaign of the Great Lakes Tours Association is the most important instance on record of such an effort, originated and wholly controlled by the hotels participating. It is an example of how it is possible to cope with the changes wrought by modern inventions like the automobile by encouraging their use rather than fighting them.

The Great Lakes Tours Association is now in its second year and a report will be made at the annual directors' meeting showing that the second season of advertising was far more suc-

cessful than the first. Two hotels alone, of the scores participating, the Buffalo and Detroit Statlers, have distributed between them approximately 25,000 booklets on requests originating from advertising.

Approximately 100 hotels are members of the association. The advertising funds are raised by assessment of 50 cents per room per year, with a minimum charge of \$50 a year for each hotel, regardless of size. Hotels represented are located in Canada, New York, Pennsylvania, Ohio, Michigan and Illinois. Although not in the resort class strictly speaking, hotels in the larger cities about the Great Lakes, such as Buffalo, Detroit, Chicago, Cleveland, Toledo and Toronto participate, as these hosteleries catch today a very large share of the one-night tourist business.

As has been indicated, the general idea of the campaign was to sell the Great Lakes section as an ideal playground for the automobile tourist. The newspaper advertising, which was planned to reach some millions of readers over a wide section of the East, West and South, brought out the fact that there are 2,000 miles of fine paved roads in the section bordering on the lakes. It offered a free booklet and maps.

Two principal routes were emphasized, the Lake Erie-Niagara Falls trail and the Michigan trail. The famous beaches, the pleasure land of the Michigan woods, fishing, golfing, canoeing, camping, bathing and good hotels were featured.

During August the advertising was changed to bring out the fact that September and October are delightful months for auto touring.

The Statler hotels supplemented the campaign with full pages in poorly selected, so-called national media which devoted even more space to the delights of the Great Lakes region, pointing out that there are three Statler Hotels on the main route, at Buffalo, Cleveland and Detroit. Statler advertising likewise featured the free booklet and maps.

Other hotels tied in with their personal advertising, adding greatly to the effect of the whole. For instance, Hotel Lenox, Buffalo, advertising itself as a high-class hotel in a residential section of the city, away from the noise, dust and turmoil of the business section, paralleled the work of the Great Lakes Tours Association in pointing out the delights of automobile vacationing. Newspapers in various large cities and American and Canadian magazines were used.

Each hotel added to the effect of the advertising by placing placards reproducing the newspaper advertising in every room.

"Great Lakes Motor Tours" is the title of the 48-page booklet offered. It contains road maps indicating the main trail about the Great Lakes, both in the United States and Canada, and the various side trips. Care is taken to give minute detail so that the tourists will have no trouble following directions.

One indication of the success of the advertising this year has been in the form of requests from several automo-

bile clubs in various parts of the country for quantities of the travel booklet, which they wish to distribute among their members. It is possible that next year's advertising plan will provide extra quantities of the booklet for this purpose.

Although the campaign this year has been a complete and comprehensive one, its expense was not unduly large. A total of \$6,500 was spent in newspaper advertising and the cost of everything this season was only slightly in excess of \$12,000, not counting, of course, the advertising done by individual hotels. Warner Bates.

Success in Making Corn Stalk Syrup.

During 1921 and 1922 five varieties of sweet corn and two of field corn were used in the investigation of the syrup making possibilities of sweet cornstalks as a canning by-product, he said. It has been found that an excellent cooking syrup can be made which rivals the best quality of molasses and the second grade sorghum syrups.

If the cornstalks are allowed to stand in the field for 10 to 20 days after the removal of the ears for canning the sugar content increases rapidly. By sampling the field from time to time the stalks can be caught at the maximum production of sugar. At this stage the purity of the juice is also at its best and clarification is most readily accomplished. All varieties responded to this field treatment.

The best process for making the syrup is essentially the same as that for making sorghum syrup. The leaves are stripped from the stalks and the juice expressed in regular cane mills. The juice is then heated to the boiling point, its acidity determined, lime added to reduce the acidity to the proper degree, then kieselgahr is added to assist filtration and the juice pumped through a filter press. It is then boiled down in a vacuum evaporator to about 75 to 78 degrees Brix and packed in containers.

An acre of stalks yields from 40 to 110 gallons of syrup, depending on the size of the variety. The yield per ton is from 11 to 12 gallons. It is believed that only the larger varieties will lend themselves profitably to syrup manufacture because of the low yield per acre.

The average one line corn cannery, using about three-fourths of their acreage, will produce about 38,000 gallons of syrup per season. The total cost per gallon of the syrup will be about 55c allowing \$3 per ton for the stalks. The bagasse is used for fuel and the leaves should be dried and baled for hay.

The syrup is very clear, dark amber in color, and makes an excellent cooking syrup. J. J. Willaman.

Rat Control Effective.

As a result of control measures quietly inaugurated by the Biological Survey of the United States Department of Agriculture, Center Market, in Washington, D. C., has been made one of the most satisfactory markets from the standpoint of rat-free conditions in the country. When the department took over the management of this great city market, which covers an

area equal to two city blocks, the place was found to be badly infested by rats. There was not only loss in food products but also danger to health through contamination of foods. So serious was the infestation that some who had noticed conditions hesitated to purchase their food supplies there. To clear up the situation without unduly disturbing the public, the Biological Survey, co-operating with the Bureau of Agricultural Economics, began work very inconspicuously. Barium carbonate was distributed under carefully controlled conditions and 300 rats were found killed at one time. Traps were also used on a large scale. Accumulated rubbish was cleared away, infested hollow walls and other structures were replaced by rat-proof construction, more sanitary and rat-proof booths were built of concrete, and a large incinerator was installed to consume garbage and rubbish.

Special attention was given to rat-proofing food-storage places, including all cold storage. The interest of the dealers was enlisted in the effort, and many neighboring commission houses, at their request, were assisted and have adopted measures recommended for the protection of the food products which they handle. While the market is still subject to invasion by rats from surrounding property and through introduction with shipments of food, necessitating careful follow-up work, conditions have been vastly improved, and the market is a valuable example of what can be accomplished when proper effort is made.

One Lone White Star.

Written for the Tradesman.

The wind had ceased with the sun,
And down in the valley,
Where night was begun;
The home-lights twinkled and blinked,
Blinked and twinkled afar,
While over the village there hung,
One lone white star.

Two travelers out of the West,
Watched the flickering lights
And their fitful unrest;
But they shone not for them;
From the hearth-fires within;
So they journeyed alone
To the door of the Inn.

No room but the stable, and straw
From the field for a bed;
But two earnest souls,
By prophecy led,
Awaited with awe and with trembling
The Christ-child from above, the Saviour,
The Son of God's love.

No mind can fathom His plans,
Or tell how the lilies unfold;
And thus when the angels
Their story had told,
The shepherds and wise men from afar,
Rejoiced as they followed
The gleaming white star.

Oh, Bethlehem star! Who guided, who led
You that night to the Inn,
Where the conquering Jesus his life
Should begin?
Ah, yours was the mission
To guide from afar,
The world to its Master,
Thou lone white star.
Jessie Allen Siple.

Guilty.

The school board visited school the other day, and, of course, the principal put his pupils through their paces for the benefit of said austere board.

"James," he asked, turning to one boy, "who signed the Magna Charta?" "Please, sir, 'twasn't me," whimpered Jimmy.

The teacher, in disgust, told the boy to sit down; but old Jed Smith, chairman of the board was not satisfied. "Call back that there boy," he said, vehemently, "I don't like his manner. I believe he did do it."



Michigan Retail Dry Goods Association.
 President—J. B. Sperry, Port Huron.
 First Vice-President—Geo. T. Bullen, Albion.
 Second Vice-President—H. G. Wesener, Saginaw.
 Secretary-Treasurer—H. J. Mulrine, Battle Creek.
 Manager—Jason E. Hammond, Lansing.

Hats For Early Winter.

Style data of considerable value to the millinery trade throughout the United States, and relating particularly to the early Winter, has been assembled by the Retail Millinery Association of America and is embodied in the current bulletin of that organization. The data covers shapes, materials, colors and trimmings.

Of the shapes the bulletin says that, during the period in question, tall, conical crowns, dented or sloping, will be much in vogue, as will be helmets and tricorne in every interpretation. Visored small hats; Empire and other poke effects, wide in front; draped toques and turbans of the tiara and rajah types, large-crowned Henry II, and Rembrandt shapes with small up-turned brims, and large and small shapes raised high on one side are all thought well of for the next two months. Other favored shapes will be capeline, cloche and "portrait" effects with irregular lines; berrettas and berretta toques; Breton, Spanish and other sailors for Winter resort wear, and classic, medieval and Oriental effects for evening use.

These are some of the materials that are touted: Faille, satin in various finishes, gros de Londres, bengaline, moire, crepe, wide ribbon and felt, all of which will be used either by themselves or will be combined with milan or pedal straw, visca or hemp. Exotic straws in novel textures, as well as Bangkok, leghorn and pedaline bodies, are also slated for successful sale. Other favored materials include all-over visca and haircloth in many finishes and combinations; duvetyn, suede, gelatine, visca, pyroxylin and maline braid in all widths; satin and gros-grain ribbon for entire hats; mohair and alpaca combined with straw or fabrics; lace veilings, and maline and lace for formal hats.

A wide range of trimmings is also given, among the more novel of which are applique motifs of kid, silk, velvet, metal, plumage, flowers and fruits, and novelty plumage in many finishes. Painted and metallic touches on flowers, plumage, ribbon and fabric trims are also mentioned, as are all treatments of ostrich, from tiny tips to long plumes. Coque, cassowary and blondine are the other feather trimmings to be specified.

Women's Ready-to-wear.

New York, Dec. 15—There is ample evidence in general business conditions

to warrant the belief that the Spring season in the ready-to-wear trade will not suffer from the dullness and poor sales which featured the Fall, according to an executive of the Merchants Ladies' Garment Association. With the turn of the year retail buyers will be in the market in greater numbers to buy their Spring requirements, said this official and it will be an entirely unlooked for development if their activities do not show the influence of the optimistic reports being made in many of the basic industries of the country.

"The newspapers lately have been full of these reports of better conditions, and it is to be noted that these deal with actual improvement, not merely the substance of things hoped for," he continued. "All of them show that there are further business gains ahead which cannot fail to be reflected in the garment industry. Ready-to-wear business was admittedly poor during the Fall, and it is not too much to figure that the turn has come."

"We are observing signs of this in the Spring activity of buyers thus far. Their reactions are being carefully studied in order to get a gauge on what to expect when the bulk of the buyers come into the market during January and February. A tangible indication of how ready-to-wear jobbers and manufacturers feel about improved prospects for Spring is their readiness to place a greater volume of advertising to retailers."

"Unquestionably, the ensemble suit will be the big thing for Spring, and will play a large part in the stimulation of business. The attention given the ensemble in the trade has been one of the big things of the year, and it promises to be even greater during the coming season. The trade has been greatly interested in the consolidations of leading dress and suit firms to make the ensemble costumes in the best manner that they can be made."

Nothing New Under the Sun.

The old adage that what is old is new is apparently very well demonstrated by the wide belts now in vogue, which are a repetition of the idea of a generation ago. At that time, however, the belts were shaped to the figure, whereas now they are worn with straight-line dresses and sport wear. Many new and original ideas are embodied in the belts of to-day; in fact, they are considered by the foremost designers among the most indispensable dress accessories of the moment. A manufacturer who specializes in women's belts is showing an extensive line. They include not only his own creations, but copies of imports that have been adapted by American designers. Belts of unusual width are being shown for Spring, some of them running as wide as seven inches. They are shown in all leathers and novelty effects.

Useful Gifts Have the Call.

Although reports from retailers both in and out of this city indicate that more consumer purchasing of mer-

chandise of a luxury nature has been done so far during the holiday buying season than was the case a year ago, there seems to be little question that usable gifts still have the call. This is said particularly to be so in cities in sections of the country where industrial conditions have not been the best this year, and where the wage earners, if they have any money to spare for gifts, are seeing to it that they are of a serviceable nature. There is a tendency in this direction from all accounts, except in the case of gifts for children. Here the usual volume of toys, books, games, etc., is moving over the counters.

Novel Items in Glassware.

New items being shown in glassware for the coming season are table lamps of dark colored glass with gold encrustation as ornaments, and also ones of colorful iridescent glass in gold and silver effects, the surface of the glass having irregular, wavy raised effects. The lamps have the usual fringed silk shade and frequently have imitation jewels crowning the shade. Gold incrustated glassware generally continues its strong hold on consumer favor, and new items having this form of decoration are being brought out in a large range of patterns. Included are glasses for table service, cake trays, fruit bowls, candy jars, salad and lay plates, etc.

Slicker Vogue Runs Strong.

The vogue of slicker raincoats for women and misses, which began in the colleges, is spreading throughout the country. Manufacturers here re-

port the largest business in years in these coats. The yellow slicker is well to the fore in preference, but the wholesalers say that the trend is also swinging into those having highly elaborate patterns worked out in various color combinations. Oilskins, regulation raincoatings and rubberized silks are the leading fabrics of which the coats are made. The yellow slicker is also in demand by retailers having a distinct young men's trade, principally in the college centers.

Features of New Overcoatings.

Fawn, heather mixtures, blues and light grays are ranked as probable leading shades in the new lines of overcoatings being prepared. The trend toward fawn and the heather mixtures is said to be quite marked, particularly in the domestic. Prices of the latter will likely be advanced by about 15 per cent., according to mill representatives. Owing to their lower base price, the increase on the moderate-priced fabrics or those selling around \$3 or \$4 per yard, it was said yesterday, will figure higher, running to 20 per cent.

The merchant who puts out advertising minus street and number is not making the right appeal to newcomers. To have to search a directory to find the store's location is irritating at least. Some people would not think to do that.

There are too many clerks whose first attitude toward a new rule of the store or toward a set of rules is how can I get out of obeying that rule?

Great Values in Mackinaws

Men's All Wool Dark Plaid, Belt. 36/42 -----@ \$5.75
 Men's 75 % Wool Dark Plaid, Belt. 36/46 -----@ 4.00
 Youths' 75 % Wool Dark Plaid, Belt. 28/36 -----@ 3.62 1/2
 Boys' 75 % Wool Dark Plaid, Belt. 6/9 -----@ 3.00

WHY PAY MORE?

Daniel T. Patton & Company

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

THE SEASON'S GREETINGS

You have made possible the good year we have had. In appreciation of your business and with thankful hearts, we wish you a Very Merry Christmas and a Happier and More Prosperous New Year than you have ever had, and it is our opinion that this hope and wish will be an accomplished fact.

GRAND RAPIDS DRY GOODS CO.

Western Michigan's Dry Goods Wholesaler

All of these bonds having been sold, this advertisement appears as a matter of record only

\$650,000

Central States Utilities Company

INCORPORATED

First Mortgage 6% Gold Bonds

Series "A"

Dated December 1, 1924

Due December 1, 1949

Interest payable semi-annually December 1st and June 1st, at Guaranty Trust Co. of New York, and the The Union Trust Co., Detroit, Michigan. Redeemable on or before December 1, 1929, at 105 and accrued interest; if redeemed after December 1, 1929, but on or before December 1st, 1939, at 104 and accrued interest; if redeemed after December 1st, 1939, at 102½ and accrued interest. Coupon Bonds. Denominations \$1,000, \$500, \$100. Registerable as to principal only. The Company agrees to pay the Normal Federal Income Tax not in excess of 2%, and will refund upon proper application presented within 60 days after payment thereof, the 4½ mill tax in Maryland and 4 mill tax in Pennsylvania. Tax free in the State of Michigan.

This Issue has been approved by the Michigan Public Utilities Commission.

The Union Trust Co., and Charles R. Dunn, Detroit, Michigan, Trustees.

BUSINESS—The Central States Utilities Company, Inc., is engaged in the manufacture and sale of artificial gas for domestic and industrial consumption, serving without competition the following cities in the State of Michigan: Monroe, Coldwater, Hillsdale, Grand Haven, Ferrysburg, Spring Lake and Highland Park. The properties have been in operation more than 40 years.

TERRITORY—The cities served by the Company are growing and prosperous communities in southern and western Michigan. Monroe is the home of many diversified industries, such as paper mills, steel cabinet works and automobile accessory plants. It is 40 miles southwest of Detroit and is served by the Pere Marquette, Baltimore & Ohio and Pennsylvania Railroads. Hillsdale and Coldwater are near the southern boundary of the state and are surrounded by rich agricultural country. Both are cities of industrial activity served by the New York Central Railroad. Grand Haven is a port on Lake Michigan. Its harbor accommodates the largest lake steamers, and rail facilities are provided by the Pere Marquette and Grand Trunk Railroads, shops of the latter being located there. Ferrysburg, Spring Lake and Highland Park are adjacent to Grand Haven.

SECURITY—The bonds are secured in the opinion of counsel by a direct first mortgage on all physical property, rights and franchises now owned or hereafter acquired by the Company. The valuation placed on these properties by William A. Baehr & Company, Engineers, as of November 1st, 1924, based on reproduction new less depreciation, is \$1,695,460.50, against which there are outstanding only \$650,000 bonds. This shows a property value of \$2,608.40 for each \$1,000 bond.

EARNINGS—

	*1923	*1924	**1924
Total Revenue -----	\$308,688.19	\$322,769.88	\$325,269.83
Operating Expenses, Maintenance & Taxes -	209,271.51	216,148.72	218,029.77
Net Income -----	99,416.68	106,621.16	107,240.06
Annual Interest on Funded Debt -----	24,344.65	24,680.69	24,687.70

*Years Ending June 30th. **For 12 months ending October 31st.

For the years ending June 30, 1923 and 1924, interest charges were earned on an average of 4.19 times. For the 12 months ending October 31, 1924, interest charges on the funded debt, after giving effect to this new financing, were earned 2.75 times, although no benefit had yet been received from the funds resulting from the sale of these bonds.

PURPOSE OF ISSUE—Proceeds from the sale of the \$650,000 Series "A" bonds will be applied to the retirement of all outstanding bonds and to additions and betterments to the Company property.

Application will be made to list these Bonds on the Baltimore Stock Exchange.

All legal matters in connection with the issuance of these bonds have been passed upon for the bankers by Messrs. Janney, Ober, Slingluff & Williams of Baltimore, Md., and for the Company by Messrs. Beaumont, Smith and Harris of Detroit, Mich. We offer these bonds when, as and if issued and received by us, subject to approval by our counsel.

Price 98 to yield over 6.15%

HOWE, SNOW & BERTLES

(INCORPORATED)

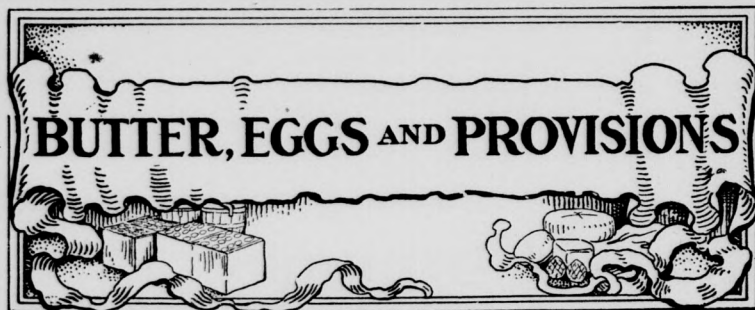
NEW YORK

GRAND RAPIDS

DETROIT

CHICAGO

The statements contained in this advertisement while not guaranteed are based upon information which we regard as reliable, and were used by us in the purchase of the Bonds for our own account.



Sausage-Buying Customer Passed Queer Money.

In the house still standing—and only slightly changed from what it was fifty-seven years ago, William J. Flynn late head of the U. S. Secret Service, was born on Nov. 18, 1867. The house stands one door East of Ninth avenue in Forty-first street, New York, on the uptown side.

William J. was the son of Michael Flynn, a native of Ireland, who, as a promise to a successful career for his son, carried on successfully the calling of butcher. These facts are stated by Mr. Flynn, in "My Life in the Secret Service," now appearing in the new and interesting magazine known as "Flynn's."

After recounting his boyish ambitions to become a detective—the same as a million other boys have done—he lets us into the secret of how he first became attached to the local New York force, following which is named a series of picturesque malefactors that it was his and his associates' task to apprehend.

Largely through circumstances, the quest of counterfeiters fell to the lot of Mr. Flynn, and the methods used to trace them down, as recounted by him, appear almost uncanny. Generally successful, he cites one instance where he, as well as others, was foiled. Quoting from the "Life":

I knew of but one counterfeiter who managed to avoid arrest. He was the famous Sausage Man. I never learned his name. In fact, I never saw him that I knew of. We were so close to him on a number of occasions that he might have heard our footsteps, but he vanished. So did his spurious bills. He must have changed his line of business. I haven't any idea what became of him.

It was in January, 1897, that I received a call from Washington from John Wilkie, then chief of the Secret Service. My interview with Mr. Wilkie was brief. He told me that there were several vacancies in his staff and asked me whether I would care to accept one.

Would I? What would any man say if a job he had been coveting for years was suddenly offered him. I started work at once, but I failed to land the first real counterfeiter they sent me after. However, I was permitted to take what small solace I might out of the fact that no other operative had been able to do better.

My first assignment was to locate and arrest a man none of the Secret Service men had ever seen. Indeed, we didn't know his name or what he looked like. He was the celebrated Sausage Man.

Previously I have referred to him

as one of the few counterfeiters who was never caught. I have no idea how many bogus five dollar bills this man unloaded. Certainly he did quite a thriving business until we apparently hounded him out of the country. I only assume we drove him out. At any rate, he ceased operating. Possibly he made a sufficient pile to warrant him in taking no further risks. If that is so, he was even more extraordinary, for the conscientious counterfeiter does not understand the word quit. That's his trouble. Also it accomplishes his downfall.

Inasmuch as my specialty was to be counterfeit stuff, I was handed, one beautiful day in February, 1897, five probably fraudulent five-dollar notes. The paper was thin and the notes were greasy—of that slickness peculiar to the bogus bill turned out by the poor workman. Immediate deduction suggested the cheap Italian product. I was ready to agree that I would be able to find the manufacturer of this queer stuff in some foreign colony and that it would be shown eventually that these notes had been turned out for passage among the ignorant aliens.

But I was quite wrong in that. By the merest accident I ran across another of the same brand of counterfeits in Pottsville, Pennsylvania. The police had it and told me that they had received it from a butcher. This butcher had as his customers the better class of Pottsville folks not primarily interested in prices. He was quite prosperous and his shop was a large one. He employed a young woman cashier.

"We have been trying to recall who it may have been who gave us this note," said the butcher to me, "and the best we can do is to wonder about the identity of a tall, well-dressed stranger who came in here a couple of days ago and bought a pound of sausage."

"The only reason why I remember this man is that he took the sausage, which I had wrapped up in brown paper, and thrust it into his coat pocket. It amused me to see a man do that, that's all. But my cashier doesn't recall him, and, of course, she cannot remember whether he paid for the sausage with a bill or with change, or whether he gave her the exact amount or not. Very few people have the precise amount. It would be so unusual to have a customer give us the exact sum called for on their slip that we would likely remember such a person."

"I have no way of telling who gave me this five dollar bill, of course. I have not seen the stranger since. Probably he is quite all right and is the sort of man who dislikes carrying

AS December brings the turning of another page in Life's Book of Time the glorious Christmas spirit envelopes the entire world. A spirit that casts aside the past unpleasantness of life and lets every man look out upon a future of undaunted happiness—happiness in home and in business. Let this inspiring spirit hold sway throughout the months that follow and your reward of happiness will be closely followed by success.

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parcels in his hand. They are like that, you know—some of them."

That night I was informed by the chief in Washington that more of these same bills were appearing in and around New York City. One of them was turned in to the Secret Service by a butcher named Gruening on Third avenue. All that Gruening knew was that some one had worked off a spurious bill on him and he was not at all pleased. I asked him whether he had ever sold sausage to a man who thrust the package into his pocket. It was a long shot and a mere chance.

"No," replied Gruening, "but there was a man in my shop the day I received this bum bill who bought sausage and then crushed the package into a small lump and tucked it under his arm as he went out."

"What did he look like?"

"Oh, he was tall and thin and—and—well, he was tall and thin and he wore a black or a blue suit, I don't remember which. I don't remember anything, except that he was tall and thin and all right looking."

That was rather hopeless as descriptions go, but I was making progress. I had every reason to believe that the man I was looking for was a buyer of sausages. Just why this sausage fervor was another matter. Of course, there was nothing conclusive about it. Two tall, thin men might crush packages of sausage into their pockets or under their arms. Still—

Another butcher in One Hundred and Twenty-fifth street produced one of the sleazy counterfeits.

"How they slipped a thing like that over on me is more than I can account for," he said. "Why, the very feel of the thing should give it away."

"Have you sold sausage to any man whose actions fixed that one man in your mind? Some tall, thin chap, let's say, wearing a black or dark suit? Possibly he may have thrust the sausage into his pocket or balled it into a small roll and clamped it under his arm."

"No, but there was a man in here the other day who bought a pound of sausage and went away without it. I ran to the door with it to call him, but—"

And then a surprised look came into this butcher's eyes.

"Good Lord!" he said. "I remember now that he paid me with a five dollar bill. I remember. He didn't want link sausage. He wanted the unbroken length kind—the kind you snip off with your knife. I remember him. But I don't remember being suspicious about that five of his."

"Tall and thin, was he?"

"Yes, I believe he was."

"That gentleman buys nothing but sausage, it seems," I replied. "And he always asks for the same sort."

"What do you make out of that?" demanded the butcher.

"Not much—yet," I replied—which was utterly true.

Then began an amazing chase that took me to Boston and back again. Then to Philadelphia and West to Pittsburg. From New York I jumped to Bridgeport, Connecticut. A butcher named Wahl or Wohl (it makes little difference) told me a story that removed whatever doubt I may have had.

A tall, thin man came into his shop and demanded a pound of sausage. He wanted the sort that is not made up into links, but is stuffed into one continuous skin. He handed the shopkeeper a five dollar bill, received his change and then, outside the shop, but in full sight of the butcher, threw the sausage into an ash barrel. That was a most unusual procedure, and the butcher, for some unfathomable reason, took another look at the bill the stranger had given him. One look was enough—one close look.

"I might have been deceived by the looks of the bill," the butcher explained. "But I should have known by the feel of the thing that it was phony."

In all probability all of you have jumped to the inevitable conclusion by this time. Possibly you are wondering why I did not see it at once. But I confess that it never occurred to me until I talked to this Connecticut butcher.

Of course, this tall, thin lover of macerated pork bought sausage so that the butcher's hands would surely be greasy when the greasy note was handed him. And he always purchased the sort of sausage that required that it be grasped while being snipped to length. Of course! Of course!

Well, that answered a question, but it fetched me no nearer an arrest. In Boston two Secret Service operatives joined me and we watched the markets. We set traps for the man. We caused five large butcher shops (our man frequented none but the large ones for obvious reasons) to make great displays of sausage in their windows.

I grant you that it sounds a bit foolish, but it sounds no more so than we felt. Think of the great Secret Service of the United States of America trying to trap a counterfeiter with pork sausage! We dreaded the day when the newspapers should get hold of the fact that we were trailing a sausage hound—three large and worried sleuths. We might have been laughed out of the service.

Those show windows should have lured any real lover of sausage. We had it all arranged that any one of those butchers selling sausage to a tall, thin man offering a five dollar bill in payment should notify us at once. We took up headquarters nearby. We could jump over to any of those shops in two minutes. We depended upon the butcher to hold the man on some pretext. Nothing happened. We received word that Altoona, Pennsylvania, was reporting the counterfeits.

We followed the trail to Pittsburg and there it vanished. We waited. No more of the sausage buyer's money appeared. I have heard of none since. That was twenty-three years ago. I have often thought of him and wondered what happened to him? Maybe he retired to a farm and raised hogs and settled down to enjoy sausage. Certainly he bought a ton of it that he never ate.

It is all very plain when you think it over. He bought sausage because it was greasy, because it could be obtained quickly, because it could be jammed into a pocket, because it was easily disposed of. That's all.

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 Treasurer—William Moore, Detroit.

How To Follow Up the Christmas Holiday Trade.

Written for the Tradesman.

The wide-awake hardware dealer is always looking ahead. He cannot afford to be satisfied with the immediate advantage; but even now, while he is making the most of his Christmas trade, he must also plan what to do when the holiday rush is over, and the after-holiday period of slackness sets in.

Merchants are no different from other people in this respect: they are apt to fall into a certain rut. They allow their business to run them, often without knowing it. Whereas the successful merchant is the one who runs his business; and who sees to it that he, himself, is the one dominant factor in the enterprise which provides him with a livelihood.

One of the first lessons the shrewd merchant learns is that business is, not a succession of isolated seasons, but a continuous campaign. The modern merchant always plans ahead. In early October he is looking ahead to Thanksgiving and Christmas, in early December he plans for his annual inventory. He does not allow this planning to interfere with the immediate selling; but he does plan sufficiently to carry on from one stage of the year's business to the other with the least possible delay.

Right now the hardware dealer's immediate problem is to clean up his seasonable stock. Push the goods while they are still saleable. Remember that left-overs, goods carried over from one season to another, are almost certain to lose money.

Right here a word as to the Christmas holiday is quite in order. Take that holiday. Enjoy it to the full. Forget your business and its problems for the day. Don't go near the store at all. A day off, after these recent strenuous weeks, is a first essential preparation for dealing with your after-holiday problems.

Next, the morning after Christmas sit down with a sheet of paper and a pencil and plan just what you are going to do.

Between the Christmas holiday and, say, Washington's birthday, your inventory should be taken. Before or after the inventory you may want to put on a special sale, for the double purpose of stimulating winter trade and turning your slow-selling lines into cash.

Your present problem is to decide just when to take stock, and just how

to go about it; whether to hold a special sale or not; and if you favor such a sale, whether to hold it before or after stock-taking.

Why paper and pencil to outline your plans? Because it is the practical experience of most business men that better work is done, and work of any kind is done with less effort, when the worker has before him a fairly clear outline or memo of what he wants to do. It is not sufficient to just put the memo on paper; get it clearly printed on your mind as well.

So, take time right after Christmas to map out your program for the next few weeks. Whether you're fagged out or not, start your plans working at once. You'll get your needed rest in the greater ease with which you'll do the necessary after-Christmas work.

Quite likely the stock is rather disordered, after the Christmas eve rush. Everybody in town has pawed it over. Get the salespeople to work re-arranging it properly. This is a necessary preliminary to stock-taking.

Some hardware dealers stage a special sale right after the Christmas holiday and before the stock-taking. Some people, they argue, are sure to receive unexpected gifts and to want to return them, even if they do so a day or two late. A few people will be apt to purchase belated gifts. Children clamor for things they wanted and didn't get. Then, too, price concessions will induce some people to purchase gifts now and store them for next Christmas. That sort of thing is done more often than most people suppose.

This sale should not, of course, take the place of the annual stock-taking sale. The special sale right after the holiday is designed to clear out odds and ends of gift lines for whatever they will bring, rather than carry them over at a probable loss. Occasionally damaged articles, of which there are sure to be a few, can be got rid of at a sacrifice—though, of course, the damage must always be made known to the purchaser.

While this hurry-up sale is being held, the hardware dealer should go steadily ahead with his preparations for stock-taking.

Incidentally, some hardware dealers have had pretty good success with stove sales put on the first two weeks in January. There is really no reason why stoves and ranges cannot be sold. The first pull of winter is apt to show up the weak spots of the old range or heater. During the Christmas season most people are too engrossed in their Christmas buying to face the necessity of taking on a new stove. But after the holiday, when Santa Claus is off the map for another year, that old stove becomes a



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nightmare; and it is then the hardware dealer can put across a few sales in his stove department.

A good many of the hardware dealers who hold a January stove sale make a practice, not of cutting prices, but of offering some small article from the regular stock as a premium. These premiums are selected from slow-selling articles, of which quite a few are sure to be uncovered in going over the stock. For instance, the purchaser of a stove would receive a razor, a carving knife, a lamp or some other article sufficiently valuable to prove an inducement.

Such sales are most successful where the ground is to some slight extent prepared. Thus, in the holiday season, stoves, instead of being shoved entirely out of sight, and kept on the floor and salespeople are instructed to call the attention of customers to the line of stoves handled, though they do not push hard for sales. After the Christmas season is over, these "stove suggestions" are apt to recur to such customers as need new ranges or heaters. Meanwhile, following his preholiday preparation, the hardware dealer brings the stoves once more well to the front, advertises them, and displays them in the windows. This stove-selling campaign, to be effective, must be short, sharp and decisive, in order not to hold back the necessary stock-taking.

Tinware and kitchen utensils can be featured in connection with such a stove sale. These lines will respond even at this quiet season to the stimulus of a little pushing; and the purchaser of a new stove is usually in the mood to add to his generally inadequate equipment of kitchen utensils.

The possibilities in this line may be gauged by the fact that some years ago a hardware store in a city of 20,000 population sold upwards of \$500 worth of kitchen utensils in connection with a two weeks sale early in the winter—which is a pretty fair showing, considering the articles are mostly low-priced and buying at this season is generally slack.

The shrewd hardware dealer does not allow the normal slackness of the season to intimidate him. Even if trade is slow to respond to the hardware dealer's efforts at this time of year, pushful methods even now are bound to elicit some response, in addition to paving the way for a rousing spring trade.

Meanwhile, there is a lot of work preparatory to the spring selling campaign that can be done in the winter months. The annual inventory is the first big item of preparation. Whether the real stock-taking sale should be held before or after the inventory is a matter for the individual merchant to determine. No two hardware dealers are in precisely the same situation; and upon local conditions and established store methods the decision in this matter must largely depend.

Victor Lauriston.

Evils Growing Out of the Present Peddling Pirates.

Coshocton, Ohio, Dec. 15.—To my mind house-to-house canvassing, as it is conducted to-day, is a strong competitor to the retail interests of all crafts, and how to remedy this

evil is a serious thought for consideration on the part of us all.

In my opinion such an evil cannot be controlled by legislation, except in a limited way. Some have thought that this practice of selling would kill itself eventually because of the annoyance to the housewife, but I am not so sure of this.

I know of a case where a distinguished lady whose husband is connected with the hardware business, purchased a dress and silk hose from one of those smooth tongued, well dressed peddlers, believing that she had saved money and had really purchased exceptional articles, which turned out afterward to be just the reverse.

I would suggest that this evil might be remedied if there would be a concentrated effort on the part of all merchants to send out local canvassers from their stores. I feel sure that would be much easier and safer for the public to purchase articles from canvassers of their own community, coming from stores that they know are fair in their dealings, and stand back of the merchandise purchased. Then, too, there would not be so much danger of houses being broken into and robberies committed as when unknown canvassers are admitted to homes—strangers, who in some instances, no doubt locate the house and gain some idea of where the valuables are kept. Is it not possible that robberies are sometimes committed because of the admittance of strangers to our homes on pretended missions of selling goods?

I would recommend that a committee be appointed by the state associations to study this question with a view of correcting as soon as possible the evils growing out of the present plan of house-to-house canvass.

George M. Gray,

Pres. National Retail Hardware Association.

Ira Barkley, dealer in general merchandise at Climax and a long time subscriber to the Tradesman, writes us as follows: "Enclosed find check for \$6 for two years subscription for the trade journal that is worth while."

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News and Gossip About Michigan Hotels.

Lansing, Dec. 16—This week Friday and Saturday the members of the Michigan Hotel Association from all parts of the State will be the guests of Fred Z. Pantlind, of the Hotel Pantlind, Grand Rapids, and Mr. Pantlind has backed up the general invitation of the Association's Secretary, by personal letters, extending the courtesies of his hostelry to all who can make it convenient to attend.

The ball will start rolling with a complimentary dinner dance on Friday evening, but all day Saturday will be devoted to the discussion of hotel topics, such as the economical operation of the food department, satisfactory laundry equipment for country hotels, posting of room rates, etc.

The question box which has been an interesting feature of all sectional meetings will be resumed and everyone will have an opportunity of participating in the discussions.

There will be no set speeches or long-winded addresses, but every spare business moment will be given up to worth while short talks.

A stenographic report of this meeting will be published in a bulletin to be supplied all members soon after the holding of the meeting.

Every year there has been an unnecessary delay in the printing of the membership roster—to be framed and posted in all Association hotels—for that reason that a small percentage of the membership neglect to send in their annual dues to the treasurer. I say "neglect" for the reason that I have always found upon making a personal visit to delinquents, they expeditiously produce a check book and remark that it was pure oversight in not remitting. Why not minimize this handicap by washing the slate at once? Ten cents per room, with a minimum of \$5. No further assessments of any kind will be made. New members will be welcomed on the same basis. The co-operation of all hotel men is requested in trying to secure this result.

Last week I had the pleasure of attending the annual convention of the Ohio Hotel Association, held at Toledo, where the members and visiting guests were taken care of by the Toledo Hotel Association, H. J. Keenan, of the Hotel Waldorf, and Smith Welsh, of the historical Boody House.

The Ohio Association is fourth in point of membership of all State organizations, Michigan now being third. Among the many interesting addresses given was one by our own W. L. McManus, Jr., Cushman House, Petoskey. Co-operation with traveling men's organizations, especially the U. C. T., was recommended by resolution.

Michigan has already made provisions for an interchange of ideas by appointing a committee consisting of Fred Pantlind, of Hotel Pantlind, and C. H. Montgomery, Post Tavern, Battle Creek. Whenever any request is made of the Association or complaint against any member is received, it is carefully threshed out by a joint committee from both organizations, always with a satisfactory outcome.

I was much impressed with the discussion of hotel publicity at this meeting. The large hotels offered much statistical evidence to prove that

advertising in regular newspapers and periodicals was far more productive of results than any other method. Much evidence also came from small operators who discovered from experience that an investment in advertising space in local papers was highly beneficial. Some of the larger hotels make enormous investments in this species of publicity, and the fact that they keep it up continuously is pretty good evidence that they are getting their money back with interest.

Women manned hotels are getting to be quite the thing throughout the entire country and in most cases are showing marked success. I will eventually, mention several such hotels as I have done with the Hotel Wolverine, Boyne City, which was operated for several years by experienced hotel men, but which was eventually made a financial success by Miss Mortensen, who is now in full control of that establishment. Hotels at Jackson, Ludington and other Michigan cities are women operated, with satisfactory results.

The Porter apartment hotel, at Lansing, patronized by governors, supreme judges, various State officials and politicians, is under the direct charge and control of Miss Agnes Schelling and has been for several years. This charming woman not only has every detail of operation of this hotel in hand, including the accounting department, but is a most wonderful and popular hostess. Her ideas of hospitality coincide with such as we have talked of by successful landlords and read of in hotel journals.

Miss Schelling never considers that anything less than a 100 per cent. service is perfect; keeps posted on all educational topics calculated to excite interest by hotel men, attends hotel conventions, participates in all the business services and stores away a fund of technical knowledge which she applies whenever occasions present themselves. The Porter is one of the most complete residential hotels in Michigan and, in addition to fifty-odd apartments, contains thirty transient rooms. An excellent cafe where good, wholesome food is dispensed at reasonable prices, is one of its features.

The other day Ernie McLean, of the Park-American, Kalamazoo, drove me out to Lake Farm, four miles out from that city, to visit what to me seems to be one of the most deserving philanthropic institutions ever brought to my attention. Here on the shores of a wooded lake, in a group of modest buildings are housed some twenty-five boys between the ages of six and sixteen. These boys come from homes where the parents are unable or unwilling to take care of them. Whenever possible a small fee is paid, but in most cases it is impossible to make any charge for the maintenance of these boys.

These boys come from all over Southern Michigan and frequently are recommended by the county agents of the State Welfare Commission. They are not delinquents, but in many cases they are the material from which delinquency is recruited. The school is maintained by the Kalamazoo Rotary and other similar clubs.

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Rooms with bath, double \$3 to \$3.50

HOTEL CHIPPEWA

HENRY M. NELSON
Manager

European Plan

MANISTEE, MICH.

New Hotel with all Modern Conveniences—Elevator, Etc.

150 Outside Rooms

Dining Room Service

Hot and Cold Running Water and Telephone in every Room

\$1.50 and up

60 Rooms with Bath \$2.50 and \$3.00

homeless boy whose needs are not being met by the public school, and is in no wise a reformatory. To give him the proper social training Lake Farm is also responsible, but Superintendent Sweet, who is in charge of this work tells me that the organization feels that all of these boys must begin immediately to learn to earn their own way in the world and possibly contribute to the support of unfortunate others. As a consequence, the six hours each day required from each boy are divided between sturdy, farming and industrial work, a department in manual training now being organized. The boys all have excellent food, playrooms and a comfortable dormitory, all in charge of real people who are devoting their time to this work, with little or, at least, inadequate compensation, but the real fact remains that Kalamazoo is setting an example of accomplishment which might be followed to good advantage by other organizations in communities where such work is needed, and they are numerous. Landlord McLean is a busy man, but he extracts pleasure and satisfaction in doing his share toward securing a continuance of this worthy effort.

Lansing is still undergoing the throes of a hotel promotion scheme. Lansing needs a new hotel about as bad as any of these other cities who have tried it and paid the fiddler. A few days in the year Lansing hotels sell out their accommodations. At all other times they have 40 per cent. of their stock of rooms left on hand, for which they realize nothing. If the patriotic citizens of this town, who think Lansing should have more hotel rooms added to those they already have, will co-operate with some of the hotels already established, they will be acting sensibly.

To-day Detroit has over 7,000 vacant rooms in hotels already constructed and opened. If fortune smiles next year they may have twenty days during that entire period when they will be rented, but at all other times Detroit will have 7,000 vacant rooms and stockholders will be charging off investment losses.

Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 16—The case of E. A. Stowe vs. Carl Mather, in which the latter was convicted of fraud in the Kent Circuit Court, has been appealed to the Michigan Supreme Court by the attorney for Mather. The only possible excuse for such action is to make expense and secure delay, because the plaintiff wins, no matter which way the Supreme Court may decide. If the verdict of the jury in the Kent Circuit Court is sustained, Clay H. Hollister will pay the judgment and costs out of funds in his hands sent him by John D. Case, Mather's father-in-law. If the case is reversed and a new trial ordered, the plaintiff will look to Meyer May for satisfaction because he signed Mather's bond when he was lodged in jail on a criminal charge and will be unable to produce Mather for another trial. A situation like this—where the plaintiff wins either way—seldom presents itself in legal procedure.

Cornelius Hoffius relinquishes the arduous duties of Prosecuting Attorney Dec. 31 after eight years of faithful service in behalf of the people of Kent county. No more painstaking official ever devoted his time and talents to the exacting duties of the most difficult position in the entire range of county administration. Mr. Hoffius has been exceptionally successful in securing convictions in criminal cases and his safe and sane advice to county boards and officials has saved the county many thousands of dollars. Mr. Hoffius will now devote his entire time to private practice.

At the annual stockholders meeting of the Kent State Bank in January, the directors will recommend that the

capital stock of the institution be increased from \$500,000 to \$1,000,000 by the capitalization of \$500,000 of the \$1,250,000 surplus of the Bank. This will reduce the surplus to \$750,000, but it is believed it can be increased to \$1,000,000 inside of two years. Such an arrangement would give every stockholder a stock dividend of 100 per cent. It is believed the new stock will have a market value of \$200 or better as soon as the distribution is made.

The hearing of the habeas corpus proceeding in the Colfax Gibbs case in Chicago was set for Dec. 6. Prosecuting attorney Hoffius took three essential witnesses to Chicago to the hearing in Judge Lindsey's court, only to find Judge Lindsey out of town and the case postponed to Dec. 13 without notice to Mr. Hoffius. Dec. 12 Mr. Hoffius received a telegram from Chicago, stating that the hearing had again been postponed until Dec. 20, when Mr. Hoffius will again make an effort to secure the presence of the notorious criminal in Grand Rapids. It is like pulling teeth to get a criminal out of Chicago with the horde of shyster lawyers and indifferent judges who disgrace that city.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Dec. 16—W. J. Bell, formerly one of our leading business men, left Sunday for Hollywood, California, where he will enjoy a short visit with his sister and family, after which he will go on to Seattle and join his family in their new home. Mr. Bell expects to return to the Soo about next May to dispose of the remainder of his property here.

Dr. Webster, one of our prominent physicians, is paying considerable attention to his farming interests and has just completed a new up-to-date dairy barn near Rudyard. Everything in the line of modern equipment is embodied in this barn. A large number of barns have been remodeled this year in order to keep cattle comfortable and to make the work easier. Drinking cups are slowly finding their way in the dairy equipment.

According to reports received here last week Wilder Rich, formerly city manager here, is making quite a hit as city manager at Alexandria, Va. He has completely re-organized the city government and the citizens are proud of his work. He has many friends here who are pleased to note his success.

Amiel Anderson, of Manistique, moved to Iron Mountain last week, where he will open a second-hand store.

The bill collector's work is always dun.

M. A. Fair, popular meat merchant of St. Ignace, paid the Soo a visit last week. He was accompanied by his wife.

Leon Winkelman left last week on a purchasing trip to Chicago. He stopped en route to visit relatives at Gladstone.

The road to success is not confined to one way traffic—you meet many coming back.

It is reported that the wolves in the vicinity of Bar River, in Canada only fifteen miles from here, are killing off many sheep and deer. They seem to be running in packs of half a dozen or more. A party of 100 hunters made a day's hunt last week, but succeeded in getting only one wolf, which was caught in a trap and afterwards shot. According to reports, other parties will take up the hunt. Some from the American Soo want to participate in the sport. William G. Tapert.

A large volume of sales is not necessarily an indication of great business success. Look to the net profits figure at the end of your year if you want to measure your success.

Death of Two Representative Merchants.

Petoskey, Dec. 16—Charles L. Moody, Petoskey merchant, died last night at the home of his daughter, Mrs. F. P. Geiken. Mr. Moody had been ill for some time. He was 69 and had been in business in Petoskey for the last twenty-two years.

Belding, Dec. 16—Frank H. Hudson, pioneer groceryman of this city, died in an Ann Arbor hospital and his body was brought here to-day for burial. He was born in Hudsonville 60 years ago and was a brother to E. E. Hudson of this city. The widow and a daughter also survive.

Both men were good merchants, good citizens and high grade Christian gentlemen.

Mr. Moody was for many years manager of the mercantile department of the Sands & Maxwell Lumber Co., Pentwater, before going to Petoskey.

Wm. D. Batt FURS Hides Wool - Tallow

Agents for the
Grand Rapids By-Products Co.'s
Fertilizers and Poultry Foods.

20-30 Louis St.
Grand Rapids, Michigan

LAST MINUTE MERCHANDISE!

Don't lose sales because you think merchandise will not reach you in time. We give careful and very prompt attention to rush mail orders.

Quality Merchandise—Right Prices—

Prompt Service

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich

HIGH-WATER MARK

The sales of some products are a barometer of industrial conditions. The sale of

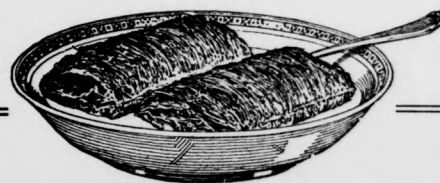
Shredded Wheat

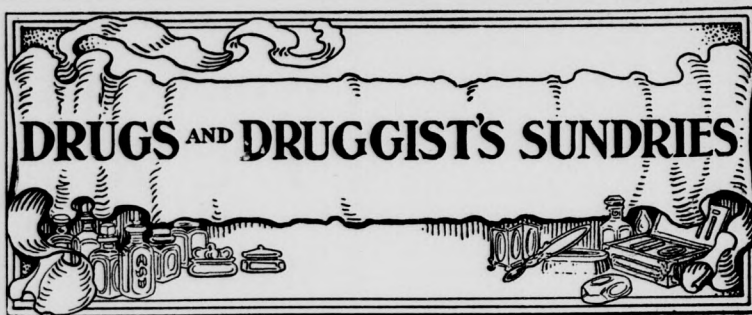
reflects the spread of food intelligence. It is not a barometer of good times or bad times.

October sales of Shredded Wheat were the largest of any October in the history of the Company—not because people had more money, but more food sense. Our plans for increasing the consumer demand for this product in 1925 are generous and far-reaching.

The Shredded Wheat Company

Niagara Falls, N. Y.





A Story About Bran.

The gray of a rainy morning had crept into the drug store. Some customers, so exacting, complained about the service they were getting, others returned goods to exchange for something else, and the usual routine work, the sweeping, dusting and re-arranging of stock never seemed more irksome.

"Well, aren't you down town rather early, and on such a rainy morning, too?" the clerk asked, as Col. Butterfield, a Civil war veteran and a genial character about town, entered. "You are looking better than the last time I saw you," he continued, as he made into a neat package several articles the old gentleman had just purchased.

"Yes, I'm feeling tolerably better, Col. Butterfield replied, adjusting his glasses. "You probably noticed I haven't bought many drugs lately, but that's not the reason. I'll tell you, it's all on account of eating bran."

The clerk was busy with another customer some time, and when he returned, the old gentleman, having seated himself on a convenient stool for a long story, continued: "No, sir, it ain't more than fifty years ago that old man Mangold built the mill now known as the Star mills in Grand Rapids. I remember him well, a fine old man. He used to come out to our home.

He made a big spout to carry the bran off into the river. Thought those little scaly yellowish brown particles or husks of grain were worthless. Threw every bit of it away.

After a few years, the farmers bought a whole ton of it, to feed their stock, for seven dollars."

"Yes, I remember when my father bought it for cow feed," remarked the clerk.

"Sure you do, and it made good feed, too," the old gentleman said, as he arose and leaned against the case. "It wasn't long before they doubled the price on the farmers and they paid fourteen dollars a ton for it for quite a while. The price of bran has been raising. It's been forty dollars a ton for some time now and since they've found out that it's good for folks, it is most too expensive to feed to horses and cows.

Why, look a there, I pay four hundred and eighty dollars a ton for what I eat for my breakfast, but it is making me healthy. There, 'tis, ten ounces for fifteen cents. You can figger it out," and he deposited upon the case, beside his other purchases a carton of the bran.

With a chuckle he added, "I read a piece in the Advocate a spell back. Some preacher who was in the hospital wrote it. He called it An Ode to Bran."

Some folks get sick so awful quick They're dead before you know it. If they'd made bran their daily plan 'Twould ne'er have happend so.

It's bran, me boy, it's bran, me boy That does the trick for man,

It gives him health, And gives him wealth,

So says the branny fan, Why use cheap paint,

And lip stick taint To gain a ruddy glow?

When rosy cheeks In just two weeks

Are made from bran, you know?

A broad smile played on the face of the clerk and a ripple of laughter from a group of customers followed the old gentleman's recitation.

The old gentleman turned to leave, "Well, you are quite an advertiser, Col. Butterfield," said the clerk, "but I'm afraid that kind don't help the drug stores much."

When the old gentleman was gone, the clerk had forgotten the sky was gray. Nim Hathaway.

List of Successful Candidates at the November Examination.

Registered Pharmacists.

Ernest B. Adelman, Detroit.
Bryan H. Baker, Flint.
John A. Barnet, Port Huron.
A. Earl Bower, Detroit.
Ralph B. Carpenter, Flint.
Nellie L. Cass, Harbor Beach.
Gale R. Conklin, Battle Creek.
Chas. B. Graham, Owosso.
Mrs. Olive N. Grunow, Detroit.
Russell E. Hanlon, Wayland.
Chas. E. Kirchner, Detroit.
Gordon Sep Kolfage, Detroit.
Glenn E. Mitchell, Detroit.
Harold F. Newton, Detroit.
Ives F. Paris, Grand Ledge.
Ida H. Protasiewicz, Hamtramck.
Glenn G. Seekings, Flint.
Herl D. Wood, Flint.
Walter A. Baumgartner, Detroit.
Ray E. Bower, Detroit.
George E. Callanan, Detroit.
Anthony A. Golembiewski, Detroit.
Michael A. Hennes, Benton Harbor.
Thomas P. McCullough, Detroit.
John F. Pilznienski, Detroit.
Harold A. Rooney, Windsor, Ont.
Walter H. Scott, Detroit.
Fred H. Sieg, Charlotte.
Francis J. Woodward, Detroit.

Registered Assistant Pharmacists.

Gordon Besvinick, Detroit.
Harold P. Brieske, Saginaw, W. S.
Milton Brown, Deckerville.
Alvin E. Carter, Lapeer.
John Crippio, St. Charles.
Glenn J. Edick, Gladwin.
Robert C. Gamble, Hastings.
Clayton Gould, St. Charles.
Royce A. Griffin, Muskegon Heights.
Forris D. Hagens, Grand Rapids.
Charles L. Hall, Detroit.
Irvine W. Hewer, Grand Rapids.
Leo Charles Hick, Detroit.
Gayle H. Mehney, Big Rapids.
Elden R. Myers, Holt.
Ross L. Restorick, Detroit.
Harold Geo. Sadowski, Detroit.
Melvin A. Smith, Detroit.
Alva L. Summerlott, Burr Oak.
Stanley J. Treadwell, Pontiac.

Edwin D. Van Blarcom, Kalkaska.
D. B. VanderLeest, Grand Rapids.
Charles Stanley Wade, Saginaw.
Leonard J. Warner, Leland.
Sam Watnick, Detroit.
Joseph Weinshelboim, Detroit.
A. B. Young, Detroit.
Harold H. Bosney, Marine City.
Wayne W. Emerson, Battle Creek.
Oliver C. Jenicke, Port Huron.
John F. Pesta, Detroit.
Leverne J. Piercy, Detroit.
Robert L. Zieve, Detroit.

Eyebrow Pencils.

A good basis for eyebrow pencils, as well as for stick cosmetics, may be made according to the following formula:

White wax	12 parts
Ceresin	3 parts
Petrolatum	4 parts
Wool fat	4 parts
Olive oil	6 parts
Pigment	sufficient
Talc	sufficient

Melt the white wax and ceresin together, add the petrolatum and wool fat and when all are melted, incorporate the oil. The coloring substance should be triturated with powdered talc, after which it is to be incorporated with the fatty mixture. The whole should then be cast into suitable molds.

The pigment to be used depends on the color desired. Sienna, umber, carmine, animal charcoal, lampblack and many of the anilins, as eosin, rhodamin, etc., are employed for coloring.

How Much Should Ice Cream Weigh?

The Department of Agriculture proposes a tentative standard of 4¾ pounds per gallon, subject to discussion and possible change before it is incorporated in state laws.

Department officials suspect that neighborhood ice cream makers now and then take advantage of the fact that all of their product is sold by volume rather than weight. Yet there should be a standard density which the public could demand.

A few states have adopted laws dealing with this situation. Kansas has the 4¾ standard on its statute books. Wisconsin requires that the volume of the ice cream when melted shall not be less than one-half that in its frozen state, as it is manufactured and sold.

A few experiments to determine a proper standard have been conducted in Washington.

Scouring Soap Powder.

Silica powder	60 parts
Dried carbonate of soda	15 parts
Oleic acid	13 parts

Mix, then add, all at once, the following solution:

Caustic soda	2 parts
Water	22 parts

Stir well until a granular powder is formed. Set on one side in shallow trays for twenty-four hours in a warm room, and reduce to about a No. 40 powder.

Perfumed Sea Salt.

Ordinary sea salt	5 lbs.
Cumarin	3 drs.
Oil of bergamot	1 dr.
Anisic aldehyde	30 min.

Mix the perfumes together, then pour over the salt, mixing well by rubbing between the hands. A more convenient way of doing is to dissolve the

perfumes in alcohol before mixing with the salt.

Health Saver For Consideration of the Salesforce.

If you want to be really merry at Christmas time, it will be well to bear in mind during this busy month at least these few health-savers:

Every night try to get eight good hours of sleep.

All day try to keep an even temper and a ready smile.

Remember that five minutes lost in the morning means additional pressure all day long.

Try to make your extra effort a steady one—not allowing yourself to get excited and rushed, so that you make careless mistakes.

Try to eat regularly three good nourishing meals, relaxing completely while you are at the table and for a little while afterward.

Breathe deeply and as often as you can good fresh air—it cures weariness.

And don't forget that a brisk walk, a sensible dinner, an hour's relaxation, and then a hot bath before retiring, make a refreshing end for one business day and a splendid preparation for the next.

If the good die young it's up to the oldest inhabitant to explain.

Ideal Location For New Drug Store.

located in our new building at the corner of Third street and Clay avenue, just across from the Hackley Park. A large number of people pass this store every day. The room has a frontage on Third street of 52 feet and on Clay avenue of 51 feet. There is also a basement with a high ceiling, dimensions 29 x 36. Its location directly across from the park, will make it an especially desirable place for a soda fountain. We will rent this space to responsible parties at \$200 per month for the first year and at \$250 per month for an additional four years, making the total term of the lease five years.

Occidental Hotel

Edward R. Swett, Manager

Muskegon, Michigan.



TYPEWRITERS

Used and Rebuilt machines all makes, all makes repaired and overhauled, all work guaranteed, our ribbons and carbon paper, the best money will buy Thompson Typewriter Exchange 85 N. Ionia Ave., Grand Rapids, Mich.

It is the earnest wish of the
Hazeltine & Perkins Drug Co.

that you may enjoy

A Very Merry Christmas

and a

Happy and Prosperous New Year

Lee M. Kutching

President



Parchment Bond
Writing Paper
for everybody.

Nice, white writing paper for pen or pencil
Letter Size
5 lbs. approx. 500 sheets \$1.00

The universal writing paper for Home, School or Office. Every dealer should carry a stock of all sizes.

"Personal Stationery—Cheaper than scratch pads, said one man. "The most good paper I ever got for my money," said another.

Say to our Dept. C. "Here's a dollar. Send me five pound package." Try it!

KALAMAZOO VEGETABLE PARCHMENT CO., Kalamazoo, Mich.
The home of Quality Papers.

Brooks
Value
BITTER SWEETS



Walker
MUSKEGON
MICHIGAN

**Makes
Good
Chocolates**

WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavender Flow.	8 00@8 25	Cinchona	@2 16
Boric (Powd.)	15 @ 25	Lavender Gar'n	85@1 20	Colchicum	@1 80
Boric (Xtal)	15 @ 25	Lemon	1 50@1 75	Cubebs	@3 30
Carbonic	40 @ 47	Linseed, bld. bbl.	@1 15	Digitalis	@1 80
Citric	59 @ 70	Linseed, bld less	1 22@1 35	Gentian	@1 35
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@1 13	Ginger, D. S.	@1 80
Nitric	9 @ 15	Linseed, ra. less	1 20@1 33	Gualiac	@2 20
Oxalic	15 @ 25	Mustard, artifil. oz.	@ 60	Gualiac, Ammon.	@2 00
Sulphuric	3 1/2 @ 8	Neatsfoot	1 35@1 50	Iodine	@ 95
Tartaric	40 @ 50	Olive, pure	3 75@4 50	Iodine, Colorless	@1 50
		Olive, Malaga, yellow	2 75@3 00	Iron, Clo.	@1 35
Ammonia		Olive, Malaga, green	2 75@3 00	Kino	@1 40
Water, 26 deg.	10 @ 18	Orange, Sweet	4 50@4 75	Myrrh	@2 50
Water, 13 deg.	8 1/2 @ 13	Origanum, pure	@2 50	Nux Vomica	@1 55
Water, 14 deg.	6 1/2 @ 12	Origanum, com'l	1 00@1 50	Opium	@3 50
Carbonate	20 @ 25	Pennyroyal	3 00@3 25	Opium, Camp.	@ 35
Chloride (Gran.)	10 1/2 @ 20	Peppermint	12 00@12 25	Opium, Deodor'd	@3 50
		Rose, pure	13 50@14 00	Rhubarb	@1 70
Balsams		Rosemary Flows	1 25@1 50		
Copaiba	75@1 20	Sandalwood, E.	10 00@10 25	Paints.	
Fir (Canada)	2 55@2 80	Sassafras, true	2 50@2 75	Lead, red dry	15 1/2 @15 1/2
Fir (Oregon)	65@1 00	Sassafras, arti'l	80@1 20	Lead, white dry	15 1/2 @15 1/2
Peru	3 00@3 25	Spearment	6 00@6 25	Lead, white oil	15 1/2 @15 1/2
Tolu	3 00@3 25	Sperm	1 80@2 05	Ochre, yellow bbl.	@ 4
		Tansy	5 00@5 25	Ochre, yellow less	2 1/2 @
Barks		Tar, USP	50@ 65	Red Venet'n Am.	3 1/2 @
Cassia (ordinary)	25 @ 30	Turpentine, bbl.	@94 1/4	Red Venet'n Eng.	4 @
Cassia (Salgon)	50 @ 60	Turpentine, less	1 01@1 14	Putty	5 @
Sassafras (pw. 50c)	@ 55	Wintergreen, leaf	6 00@6 25	Whiting, bbl.	@ 4 1/2
Soap Cut (powd.)	18 @ 25	Wintergreen, sweet	3 00@3 25	Whiting	5 1/2 @ 10
30c		Wintergreen, art.	80@1 20	L. H. P. Prep.	2 80@3 00
Berries		Wormseed	6 50@6 75	Rogers Prep.	2 80@3 00
Cubeb	@1 25	Wormwood	8 50@8 75		
Fish	@ 35			Miscellaneous	
Juniper	10 @ 25			Acetanilid	47 @ 55
Prickly Ash	@ 30			Alum	08 @ 12
		Extracts		Alum, powd. and	09 @ 15
Licorice	60 @ 65	Licorice	@1 00	Bismuth, Subn-	22 @ 43
Licorice	@1 00			trate	3 22@3 43
Flowers				Borax xtal or	07 @ 13
Arnica	25 @ 30			powdered	07 @ 13
Chamomile (Ger.)	20 @ 25	Potassium		Cantharades, po.	1 75@2 25
Chamomile Rom.	75	Bicarbonate	35 @ 40	Calomel	1 79@1 99
Gums		Bichromate	15 @ 25	Capsicum, pow'd	48 @ 55
Acacia, 1st	50 @ 55	Bromide	69 @ 85	Carmine	6 00@6 60
Acacia, 2nd	45 @ 50	Bromide	54 @ 71	Cassia Buds	25 @ 30
Acacia, Sorts	20 @ 25	Chlorate, gran'd	23 @ 30	Cloves	50 @ 55
Acacia, Powdered	35 @ 40	Chlorate, powd.	16 @ 25	Chalk Prepared	14 @ 16
Aloe (Barb Pow)	25 @ 35	or Xtal	16 @ 25	Chloroform	55 @ 65
Aloe (Cape Pow)	25 @ 35	Cyanide	30 @ 50	Chloral Hydrate	1 35@1 85
Aloe (Soc. Pow.)	65 @ 70	Iodide	4 66@4 86	Cocaine	10 60@11 25
Asafoetida	65 @ 75	Permanganate	20 @ 30	Cocoa Butter	50 @ 75
Pow.	1 00@1 25	Prussiate, yellow	65 @ 75	Corks, list, less	40 @ 50
Camphor	1 05@1 15	Prussiate, red	@1 00	Copperas	2 1/2 @ 10
Guaiaac	@ 70	Sulphate	35 @ 40	Copperas, Powd.	4 @ 10
Guaiaac, pow'd	@ 75			Corrosive Sublim	1 43@1 64
Kino	@ 85	Roots		Cream Tartar	30 @ 35
Kino, powdered	@ 90	Alkaest	25 @ 30	Cuttle bone	40 @ 50
Myrrh	@ 60	Blood, powdered	35 @ 40	Dextrine	6 @ 15
Myrrh, powdered	@ 65	Calamus	35 @ 50	Dover's Powder	3 50@4 09
Opium, powd.	19 65@19 92	Elecampane, pwd	25 @ 30	Emery, All Nos.	10 @ 15
Opium, gran.	19 65@19 92	Gentian, powd.	20 @ 30	Emery, Powdered	8 @ 10
Shellac	90 @ 1 10	Ginger, African, powdered	30 @ 35	Epsom Salts, bbls.	@ 10
Shellac Bleached	1 00@1 10	Ginger, Jamaica	60 @ 65	Epsom Salts, less	3 1/2 @ 10
Tragacanth, pow.	@ 75	Ginger, Jamaica, powdered	55 @ 60	Ergot, powdered	@1 00
Tragacanth	1 75@2 25	Goldenseal, pow.	5 50@6 00	Flake, White	15 @ 20
Turpentine	@ 25	Ipecac, powd.	3 75@4 00	Formaldehyde, lb.	13 @ 30
		Licorice	35 @ 40	Gelatine	1 10@1 25
Insecticides		Licorice, powd.	20 @ 30	Glassware, less	55 %
Arsenic	15 @ 25	Oris, powdered	30 @ 40	Glassware, full case	60 %
Blue Vitriol, bbl.	@ 07	Poke, powdered	35 @ 40	Glauber Salts, bbl.	@ 03
Blue Vitriol, less	8 1/2 @ 15	Rhubarb, powd.	1 00@1 10	Glauber Salts less	04 @ 10
Bordea. Mix Dry	12 1/2 @23 1/2	Rosinwood, powd.	@ 40	Glue, Brown	21 @ 30
Hellebore, White	20 @ 30	Sarsaparilla, Hond.	@ 40	Glue, Brown Grd	15 @ 20
Insect Powder	75 @ 85	ground	@1 00	Glue, white	27 1/2 @ 35
Lead Arsenate Po.	24 1/2 @39	Sarsaparilla Mexican, ground	@ 60	Glue, white grd.	25 @ 35
Lime and Sulphur	9 @20 1/2	Squills	35 @ 40	Glycerine	25 @ 45
Dry	32 @ 48	Squills, powdered	60 @ 70	Hops	65 @ 75
Paris Green	32 @ 48	Tumeric, powd.	17 @ 25	Iodine	6 45@6 90
		Valerian, powd.	40 @ 50	Iodoform	7 35@7 65
Leaves				Lead Acetate	20 @ 30
Buchu	1 35@1 50	Seeds		Mace	@1 20
Buchu, powdered	@1 50	Anise	@ 35	Mace, powdered	@1 25
Sage, Bulk	25 @ 30	Anise, powdered	35 @ 40	Menthol	19 50@19 85
Sage, 1/2 loose	@ 40	Bird, ls	13 @ 17	Morphine	11 18@11 93
Sage, powdered	@ 35	Canary	13 @ 20	Nux Vomica	@ 30
Senna, Alex.	50 @ 75	Caraway, Po.	30 @ 35	Nux Vomica, pow.	17 @ 25
Senna, Tinn.	50 @ 75	Cardamon	@3 00	Pepper black pow.	32 @ 35
Senna, Tinn. pow.	25 @ 35	Celery, powd.	45 @ 50	Pepper, White	40 @ 45
Uva Ursi	20 @ 25	Coriander pow.	35 @ 40	Pitch, Burgundy	10 @ 15
		Dill	25 @ 30	Quassia	12 @ 15
Oils		Fennell	25 @ 30	Quinine	72 @1 33
Almonds, Bitter, true	7 50@7 75	Flax	07 1/2 @ 12	Rochelle Salts	30 @ 35
Almonds, Bitter, artificial	4 00@4 25	Flax, ground	07 1/2 @ 12	Saccharine	@ 34
Almonds, Sweet, true	1 25@1 50	Foenugreek pow.	15 @ 25	Salt Peter	11 @ 22
Almonds, Sweet, imitation	60 @1 00	Hemp	@1 25	Selditz Mixture	30 @ 40
Amber, crude	1 50@1 75	Lobelia, powd.	@1 25	Soap, green	15 @ 30
Amber, rectified	1 75@2 00	Mustard, yellow	15 @ 25	Soap mott cast.	22 1/2 @ 25
Anise	1 00@1 25	Mustard, black	20 @ 25	Soap, white castile	@11 25
Bergamont	5 75@6 00	Poppy	22 @ 25	case	
Cajeput	1 50@1 75	Quince	1 50@1 75	Soap, white castile	@1 40
Cassia	4 25@4 50	Rape	15 @ 20	less, per bar	@1 40
Castor	1 95@2 20	Sabadilla	25 @ 35	Soda Ash	3 1/2 @ 10
Cedar Leaf	1 75@2 00	Sunflower	11 1/2 @ 15	Soda Bicarbonate	3 1/2 @ 10
Citronella	1 50@1 75	Worm, American	30 @ 40	Soda, Sal	03 @ 08
Cloves	3 25@3 50	Worm, Levant	6 00	Spirits Camphor	@1 35
Cocoonut	25 @ 35			Sulphur, roll	3 1/2 @ 10
Cod Liver	1 65@1 85	Tinctures		Sulphur, Subl.	04 @ 10
Croton	2 00@2 25	Aconite	@1 80	Tamarinds	20 @ 25
Cotton Seed	1 50@1 70	Aloes	@1 45	Tartar Emetic	70 @ 75
Cubebs	7 50@7 75	Arnica	@1 10	Turpentine, Ven.	50 @ 75
Eligeron	5 00@5 25	Asafoetida	@2 10	Vanilla Ex. pure	1 75@2 25
Eucalyptus	1 25@1 50	Belladonna	@2 65	Vanilla Ex. pure	2 50@3 00
Hemlock, pure	1 75@2 00	Benzoin	@2 55	Zinc Sulphate	06 @ 15
Juniper Berries	2 75@3 00	Benzoin Comp'd	@2 85		
Juniper Wood	1 50@1 75	Buchu	@2 20		
Lard, extra	1 50@1 70	Cantharadial	@2 20		
Lard, No. 1	1 35@1 50	Capsicum	@1 75		

GROCERY PRICE CURRENT

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

ADVANCED

Evap. Apricots
Some Cheese
Beans
Some Nuts
Macaroni
Molasses

DECLINED

Twine

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



AXLE GREASE
48, 1 lb. ----- 4 60
24, 3 lb. ----- 6 25
10 lb. pails, per doz. 8 20
15 lb. pails, per doz. 11 20
25 lb. pails, per doz. 17 70

BAKING POWDERS
Arctic, 7 oz. tumbler 1 35
Queen Flake, 25 lb. keg 12
Royal, 10c. doz. ----- 95
Royal, 6 oz., doz. ----- 2 70
Royal, 12 oz., doz. ----- 5 20
Royal, 5 lb. ----- 31 20
Rocket, 16 oz., doz. 1 25

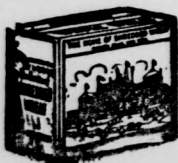
BEECH-NUT BRANDS.



Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Sliced bacon, large 3 60
Sliced bacon, medium 3 25
Sliced beef, large 5 10
Sliced beef, medium 2 80
Grape Jelly, large 4 50
Grape Jelly, medium 2 70
Peanut butter, 16 oz. 4 70
Peanut butter, 10 1/2 oz. 3 25
Peanut butter, 6 1/2 oz. 3 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 1 80@3 45
Pillsbury's Best Cerl 2 20
Quaker Puffed Rice 5 45
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
Instant Postum, No. 8 5 40
Instant Postum, No. 9 5 00
Instant Postum No. 10 4 50
Postum Cereal, No. 0 2 25
Postum Cereal, No. 1 2 70
Post Toasties, 36s ----- 3 45
Post Toasties, 24s ----- 3 45
Post's Bran, 24s ----- 2 70

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

BRUSHES
Scrub
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 50@5 50
Apple Sauce, No. 10 8 00
Apricots, No. 1 1 35@1 90
Apricots, No. 2 ----- 2 85
Apricots, No. 2 1/2 2 60@3 75
Apricots, No. 10 ----- 8 00
Blackberries, No. 10 10 00
Blueberries, No. 2 2 00@2 75
Blueberries, No. 10 ----- 12 00
Cherries, No. 2 ----- 3 00
Cherries, No. 2 1/2 ----- 3 75
Cherries, No. 10 ----- 10 75
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 ----- 1 25@1 80
Peaches, No. 1, Sliced 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 Mich. 2 45
Peaches, 2 1/2 Cal. 3 25@3 75
Peaches, 10, Mich. ----- 6 50
Pineapple, 1, sl. 1 80@2 00
Pineapple, 2, sl. 2 80@3 00
Pineapple, 2 br. sl. 2 65@2 85
Pineapple, 2 1/2, sl. 3 35@3 50
Pineapple, 2, cru. ----- 2 90
Pineapple, 10 cru. ----- 12 00
Pears, No. 2 ----- 3 25
Pears, No. 2 1/2 ----- 4 00@4 50
Plums, No. 2 ----- 1 75@2 00
Plums, No. 2 1/2 ----- 2 50
Raspberries, No. 2, blk 3 25
Raspb's, Red, No. 10 12 00
Raspb's, Black, -----
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 5 25

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, Mince, 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 90
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 s 2 75
Salmon, Red Alaska ----- 3 10
Salmon, Med. Alaska 2 75
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, Albocore ----- 95
Tuna, 1/4, Curtis, doz. 2 20
Tuna, 1/2, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT.
Bacon, Med. Beechnut 2 70
Bacon, Lge. Beechnut 4 50
Beef, No. 1, Corned ----- 2 75
Beef, No. 1, Roast ----- 2 75
Beef, No. 2 1/2, Eagle sil 1 25

Beef, No. 1/4, Qua. sil. 1 75
Beef, 5 oz., Qua. sil. 2 50
Beef, No. 1, B'nut, sil. 4 05
Sap Sago ----- 35
Beefsteak & Onions, s 2 75
Chili Con Ca., 1s 1 35@1 45
Deviled Ham, 1/4 s ----- 2 20
Deviled Ham, 1/2 s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby 52 1/2
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 35@2 65
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20@1 35
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 45
Corn, No. 2, Fan. 1 60@2 25
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb. 45
Mushrooms, Hotels ----- 42
Mushrooms, Choice ----- 55
Mushrooms, Sur Extra 75
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 25@1 50
Pumpkin, No. 10 4 50@5 00
Pimentos, 1/4, each ----- 27
Pimentos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/4 1 60
Sauerkraut, No. 3 1 40@1 60
Succotash, No. 2 1 65@2 50
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60@1 90
Spinach, No. 3 ----- 2 10@2 50
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 1 40@1 60
Tomatoes, No. 3 2 00@2 25
Tomatoes, No. 2 glass 2 60
Tomatoes, No. 10 ----- 7 50

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 ----- 55
Kraft Small tins ----- 1 40
Kraft American ----- 1 40
Chili, small tins ----- 1 40
Pimento, small tins ----- 1 40
Ramenfort, small tins 2 25
Camenbert, small tins 2 25
Wisconsin Old ----- 29
Wisconsin new ----- 26
Longhorn ----- 26
Michigan Full Cream 26
New York Full Cream 28
Sap Sago ----- 42

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

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

COCOANUT.
Bunte, 1/4 s ----- 42
Bunte, 1/4 lb. ----- 35
Bunte, 1/4 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, 1/4 s ----- 33
Hersheys, 1/4 s ----- 28
Huyler ----- 36
Lowney, 1/4 s ----- 40
Lowney, 1/4 s ----- 40
Lowney, 1/4 s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/4 s ----- 32
Runkles, 1/4 s ----- 36
Van Houten, 1/4 s ----- 75
Van Houten, 1/4 s ----- 75

COCOANUT.
1/4 s, 5 lb. case Dunham 42
1/4 s, 5 lb. case ----- 41
1/4 s & 1/4 s 15 lb. case ----- 40
Bulk, barrels shredded 24
48 2 oz. pkgs., per case 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 ----- 30
Santos ----- 33 1/2@35 1/2
Maracaibo ----- 38
Gautemala ----- 40
Java and Mocha ----- 46
Bogota ----- 42
Peaberry ----- 35

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 15
Quaker, Baby, 8 doz. 4 05
Quaker Gallon, 1/2 dz. 4 00
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
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
Webster's ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 30
Starlight P-Club ----- 135 00
La Azora Agreement ----- 58 00
La Azora Washington ----- 75 00
Little Valentine ----- 37 50
Valentine Broadway ----- 75 00
Valentine Delux Im ----- 95 00
Tiona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars ----- 75 00
1-20, per M ----- 75 00
Worden's Havana ----- 75 00
Specials, 1-20, per M ----- 75 00
Little Dutch 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
Italian Bon Bons ----- 19
Atlantic Cream Mints ----- 31
Silver King M. Mallows ----- 31
Walnut Sundae, 24, 5c ----- 80
Neapolitan, 24, 5c ----- 80
Yankee Jack, 24, 5c ----- 80
Mich. Sugar Ca., 24, 5c ----- 80
Pal O Mine, 24, 5c ----- 80

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

CREAM OF TARTAR
6 lb. boxes ----- 38

DRIED FRUITS
Apples
Evap. Choice, bulk ----- 15
Apricots
Evaporated, Choice ----- 24
Evaporated, Fancy ----- 27
Evaporated, Slabs ----- 22
Citron
10 lb. box ----- 48
Currants
Package, 14 oz. ----- 17
Greek, Bulk, lb. ----- 16

Dates
Hollowi ----- 09
Peaches
Evap., Choice, unp. ----- 15
Evap., Ex. Fancy, P. P. 20

Peel
Lemon, American ----- 24
Orange, American ----- 24
Raisins.
Seeded, bulk ----- 9
Thompson's seedless blk 9 1/2
Seeded, 15 oz. ----- 11
Thompson's seedless, 15 oz. ----- 11 1/2

California Prunes
70@80, 25 lb. boxes ----- 003
60@80, 25 lb. boxes ----- 009 1/2
60@70, 25 lb. boxes ----- 011
40@50, 25 lb. boxes ----- 014 1/2
30-40, 25 lb. boxes ----- 017
20-30, 25 lb. boxes ----- 023

FARINACEOUS GOODS

Beans
Med. Hand Picked ----- 07
Cal. Limas ----- 16
Brown, Swedish ----- 03 1/2
Red Kidney ----- 09 1/2

Farina
24 packages ----- 2 30
Bulk, per 100 lbs. ----- 06

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. 2 25
Quaker, 2 doz. ----- 1 80

Pearl Barley
Chester ----- 5 50
00 and 0000 ----- 7 25
Barley Grits ----- 06

Peas
Scotch, lb. ----- 7 1/2
Split, lb. yellow ----- 08
Split, green ----- 10

Sago
East India ----- 10

Tapioca
Pearl, 100 lb. sacks ----- 9 1/2
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant ----- 3 50

FLAVORING EXTRACTS

Doz. Doz.
Lemon ----- 2 00
Vanilla ----- 2 65

1 50 ----- 1/2 ounce ----- 2 00
1 80 ----- 1 1/4 ounce ----- 2 65
3 25 ----- 2 1/4 ounce ----- 4 20
3 00 ----- 2 ounce ----- 4 00
5 50 ----- 4 ounce ----- 7 20
9 00 ----- 8 ounce ----- 12 00
17 00 ----- 16 ounce ----- 24 00
32 00 ----- 32 ounce ----- 48 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
Assorted flavors. ----- 2 25
Mason, pts., per gross 7 00
Mason, qts., per gross 9 70
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 35
One pint ----- 7 70
One quart ----- 9 00
Half gallon ----- 12 00

Ideal Glass Top.
Half pint ----- 8 85
One pint ----- 9 20
One quart ----- 10 90
Half gallon ----- 15 25

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

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

HORSE RADISH	
Per doz., 5 oz.	1 20

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	
8 oz., per doz.	35

OLEOMARGARINE	
Good Luck, 1 lb.	26
Good Luck, 2 lb.	25 1/2
Gilt Edge, 1 lb.	26
Gilt Edge, 2 lb.	25 1/2
Delicia, 1 lb.	21
Delicia, 2 lb.	20 1/2

Van Westenbrugge Brands
Carload Distributor



Nucoa, 1 lb.	25 1/2
Nucoa, 2 and 5 lb.	25
Wilson & Co.'s Brands	
Certified	25 1/2
Nut	20
Special Role	25 1/2

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

Safety Matches	
Quaker, 5 gro. case	4 75
MINCE MEAT	
None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby, Kegs, wet, lb.	22

MOLASSES.	
	
Gold Brer Rabbit	
No. 10, 6 cans to case	5 95
No. 5, 12 cans to case	6 20
No. 2 1/2, 24 cans to case	6 45
No. 1 1/2, 36 cans to case	6 50

Green Brer Rabbit	
No. 10, 6 cans to case	4 60
No. 5, 12 cans to case	4 85
No. 2 1/2, 24 cans to case	5 10
No. 1 1/2, 36 cans to case	4 30
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	74
Choice	62
Fair	41
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 70
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	5 15

NUTS.	
Whole	
Almonds, Terregona	20
Brazil, New	18
Fancy mixed	22
Pilberts, Sicily	22
Peanuts, Virginia, raw	11 1/2
Peanuts, Vir. roasted	13
Peanuts, Jumbo, raw	15
Peanuts, Jumbo, rstd	13
Pecans, 3 star	23
Pecans, Jumbo	20
Walnuts, California	31
Salted Peanuts.	
Fancy, No. 1	14
Jumbo	23
Shelled.	
Almonds	62
Peanuts, Spanish	13
125 lb. bags	32
Filberts	32
Pecans	1 02
Walnuts	63

OLIVES.	
Bulk, 2 gal. keg	3 35
Bulk, 3 gal. keg	4 75
Bulk, 5 gal. keg	7 50
Quart Jars, dozen	5 00

Dry Salt Meats	
S P Bellies	18 00@20 00
Lard	
Pure in tierces	17 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1/4
Compound	14 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.	23
Hams, 16-18, lb.	24
Ham, dried beef	34
sets	34
California Hams	35
Picnic Boiled	30
Hams	32
Boiled Hams	32
Mince Hams	14
Bacon	18

Beef	
Rumpless, rump	18 00@22 00
Rump, new	18 00@22 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
3/4 bbls., 35 lbs.	4 00
1 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 skeln	1 75@2 00

RICE	
Fancy Blue Rose 7 1/4@7 1/2	
Fancy Head	8@9
Broken	3%
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, Ill'num	3 25
Silver Flake, 18 Reg.	1 60
Sacks, 90 lb. Jute	3 40
Sacks, 90 lb. Cotton	3 50

RUSKS.	
Holland Rusk Co.	
Brand	
36 roll packages	4 50
18 roll packages	2 30
36 carton packages	5 10
18 carton packages	2 60
SALERATUS	
Arm and Hammer	3 75
SAL SODA	
Granulated, bbs.	1 80
Granulated, 100 lbs. cs	2 00
Granulated, 36 2 1/2 lb. packages	2 25

COD FISH	
Middles	16
Tablets, 1 lb. Pure	19 1/2
Tablets, 1/2 lb. Pure	1 40
Wood boxes, Pure	28
Whole Cod	11
Holland Herring	
Mixed, Kegs	1 10
Queen, half bbls.	9 00
Queen, bbls.	17 50
Milkers, kegs	1 05
Y. M. Kegs	10 00
Y. M. half bbls.	19 00
Y. M. bbls.	19 00
Herring	
K 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

Mackerel	
Tubs, 100 lb. fncy fat	24 50
Tubs, 60 count	5 75
White Fish	
Med. Fancy, 100 lb.	13 00
SHOE BLACKENING.	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixby's, Doz.	1 35
Shinola, doz.	90

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

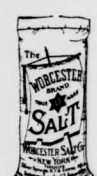
SALT.	
Colonial, 24, 2 lb.	95
Log Cab., Iodized, 24-2 1/2	40
Log Cabin 24-2 1/2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Crushed Rock for ice cream	100 lb. each
Butter Salt, 280 lb. bbl	4 50
Blocks, 50 lb.	42

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.	2 40

Worcester



Bbls. 30-10 sks.	5 40
Bbls. 60-5 sks.	5 55
Bbls. 120-2 1/2 sks.	6 05
100-3 lb. sks.	6 05
Bbls. 280 lb. bulk:	
AA-Butter	4 20
AA-Butter	4 20
Plain 50-lb. bbls.	5 2
No. 1 Medium bbl.	2 75
Tecumseh 70-lb. farm	sk.
Cases, Ivory, 24-2 cart	2 32
Bags 25 lb. No. 1 med.	26
Bags 25 lb. Cloth dairy	76
Bags 50 lb. Cloth dairy	76
Rock "C" 100-lb sacks	70

SOAP

Am. Family, 100 box	6 30
Export 120 box	4 90
Big Four Wh. Na. 100s	3 90
Flake White, 100 box	4 25
Fels Naphtha, 700 box	5 50
Grdma White Na. 100s	4 10
rub No More White	
Naptha, 100 box	4 00
Swift Classic, 100 box	4 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 50
Jap Rosin, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Octagon	6 45
Fummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 lge.	3 45
Quaker Hardwater	
Cocoa, 72s, box	2 70
Fairbank Tar, 100 bx	4 00
Trilby Soap, 100, 10c.	
10 cakes free	8 00
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

Proctor & Gamble.	
5 box lots, assorted	
Ivory, 100, 6 oz.	6 50
Ivory, 100, 10 oz.	10 85
Ivory, 50, 10 oz.	5 50
Ivory Soap Flks., 100s	8 00
Ivory Soap Flks., 50s	4 10

CLEANSERS.



80 can cases, \$4.80 per case	
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WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 75
Climaline, 4 doz.	4 20
Grandma, 100, 5c	4 00
Grandma, 24 Large	4 00
Gold Dust, 100s	4 00
Gold Dust 12 Large	3 20
Golden Rod, 24	4 25
Jinx, 3 doz.	4 50
La France Laun., 4 dz.	3 60
Luster Box, 54	3 75

Miracle C., 12 oz., 1 dz	2 25
Old Dutch Clean, 4 dz	3 40
Queen Ann, 60 oz.	2 40
Rinso, 100 oz.	5 75
Rub No More, 100, 10	oz.
Rub No More, 18 Lg.	4 00
Spotless Cleanser, 48,	20 oz.
Sani Flush, 1 doz.	2 25
Sapoline, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	7 20
Speedee, 3 doz.	4 00
Sunbrite, 72 doz.	4 75
Wyandotte, 48	4 75

SPICES.

Whole Spices.	
Allspice, Jamaica	@15
Cloves, Zanzibar	@40
Cassia, Canton	@25
Cassia, 5c pkg., doz.	@40
Ginger, African	@15
Ginger, Cochinchina	@25
Mace, Penang	@1 00
Mixed, No. 1	@22
Mixed, 5c pkgs., doz.	@45
Nutmegs, 70-80	@70
Nutmegs, 105-110	@65
Pepper, Black	@18
Pure Ground in Bulk	
Allspice, Jamaica	@20
Cloves, Zanzibar	@42
Cassia, Canton	@25
Ginger, Co-Fin	@40
Mustard	@23
Mace, Penang	@1 15
Nutmegs	@70
Pepper, Black	@24
Pepper, White	@38
Pepper, Cayenne	@32
Paprika, Spanish	@38

Seasoning	
Chili Powder, 15c	1 35
Celery Salt, 3 oz.	95
Sage, 2 oz.	90
Onion Salt	1 35
Garlic	1 35
Ponety, 3 1/2 oz.	3 25
Kitchen Bouquet	4 50
Laurel Leaves	20
Marjoram, 1 oz.	90
Savory, 1 oz.	90
Thyme, 1 oz.	90
Tumeric, 2 1/2 oz.	90

STARCH	
Corn	
Kingsford, 40 lbs.	11 1/4
Powdered, bags	4 50
Argo, 48, 1 lb. pkgs.	3 75
Cream, 48-1	4 80
Quaker, 40-1	7
Gloss	
Argo, 48, 1 lb. pkgs.	3 75
Argo, 12, 3 lb. pkgs.	2 74
Argo, 8 1/2 lb. pkgs.	3 10
Silver Gloss, 48 ls	11 1/4
Elastic, 64 pkgs.	5 00
Tiger, 48-1	3 50
Tiger, 50 lbs.	05 1/2

CORN SYRUP.



Penick Golden Syrup	
6, 10 lb. cans	3 20
12, 5 lb. cans	3 40
24, 2 1/2 lb. cans	3 50
24, 1 1/2 lb. cans	2 38

Crystal White Syrup	
6, 10 lb. cans	3 70
12, 5 lb. cans	3 90
24, 2 1/2 lb. cans	4 05
24, 1 1/2 lb. cans	2 73
Penick Maple-Like Syrup	
6, 10 lb. cans	4 45
12, 5 lb. cans	4 65
24, 2 1/2 lb. cans	4 80
24, 1 1/2 lb. cans	3 23

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Dec. 9.—In the matter of Henry Wells, Bankrupt No. 2950, the funds for the first meeting have been received, and such meeting has been called for Dec. 22.

In the matter of John J. Spykerman, Bankrupt No. 2591, the first meeting funds have been furnished and such meeting called for Dec. 22.

In the matter of Louis V. Claire, Bankrupt No. 2598, the funds for the first meeting have been received, and such meeting has been called for Dec. 23.

In the matter of Olive K. McGannon, Bankrupt No. 2502, the trustee has filed his final report and account, and a final meeting of creditors has been called for Dec. 22. The final report and account of the trustee will be considered, administration expenses paid and a final dividend to creditors declared and paid.

Dec. 9. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Peter H. Fox, Bankrupt No. 2600. 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 filed list assets of \$557, of which \$400 is claimed as exempt to the bankrupt, with liabilities of \$5,915.98. The court has written for funds for the first meeting, and upon receipt of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

State of Michigan, taxes	\$ 25.00
Abfalter Motor Co., Grand Rapids	708.31
Industrial Mortgage & Investment Co., Grand Rapids	70.00
Young & Chaffee, Grand Rapids	88.75
E. A. Botsford, Grand Rapids	10.34
J. A. Borgman, Grand Rapids	5.53
Pastor Bros., Grand Rapids	7.15
Adam Morrison, Grand Rapids	5,000.00

Dec. 10. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Peter Voshel, John Voshel, Bankrupts No. 2601. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupts are residents of Grand Haven. The schedules do not indicate what the occupation of the bankrupts are. The schedules of the partnership list assets of \$3,425, of which \$500 is claimed as exempt to the bankrupts, with liabilities of \$5,846.04. The schedules of John Voshel list the liabilities of the partnership and in addition a personal liability of \$17. No further assets are listed in his schedules. The schedules of Peter Voshel list the liabilities of the firm and in addition thereto, the following creditors:

J. J. Boer, Grand Haven	\$ 14.00
Poel & Hoebeke, Grand Haven	13.50
Cook's Grocery, Grand Haven	1.50
Hetzel Drug Co., Grand Haven	7.00
Dr. W. Young, Allegan	16.50
Dr. S. L. De Wit, Grand Haven	35.00

The individual Peter Voshel lists no individual assets. The schedules of the partnership creditors lists the following:

McMullen Machinery Co., Grand Rapids	\$380.00
Peoples Sav. Bank, Grand Haven	155.00
Burrell & Goodenow, Marne	4.97
Johnson Bros., Inc., Ferrysburg	6.04
Standard Oil Co., Grand Rapids	701.65
Peter Van Zyl, Grand Haven	2.52
Cooks Oil Co., Allegan	51.87
Molt Mfg. Co., Peoria, Ill.	97.87
J. E. Clark, Coopersville	1.50
J. F. De Gloppe, Grand Haven	9.60
Western Oil Co., Ludington	355.16
Behm's Garage, Grand Haven	2.50
Lennox Oil & Paint Co., Cleveland	42.50
Chevrolet Sales & Service Co., Grand Haven	97.86
Boongard Hardware, Grand Haven	20.70
H. J. Dornbos Bros., Grand Haven	10.72
Michigan Road & Pavements, Lansing	3.00
Jas. W. Oaks Co., Grand Haven	88.00
Vanden Berge Oil Co., Zeeland	274.57
B. & T. Hughes, Hudsonville	200.00
N. Voshel, Grand Haven	200.00
Paulison & Walle, Scottville	6.00
Peoples State Bank, Scottville	40.00
G. H. State Bank, Grand Haven	100.00
Cora Voshel, Grand Haven	50.00
Martha Dornbos, Grand Rapids	50.00

The following are liabilities on secondary endorsements:

G. H. State Savings Bank, Grand Haven	\$ 425.00
G. H. State Bank, Grand Haven	2,575.00
Peoples State Bank, Scottville	40.00

Dec. 11. On this was held the first meeting of creditors in the matter of Michael Mazurkiewicz, Bankrupt No. 2585. The bankrupt was present in person and by attorney R. L. Newham. No creditors were present or represented. No trustee was appointed. The bankrupt was sworn and examined by the referee without a reporter. The meeting was then adjourned without date and the case closed and returned to the district court as a case of no assets.

On this day also was held the first meeting of creditors in the matter of Mabel Grannis, Bankrupt No. 2584. The bankrupt was present in person and by attorneys. Francis Campau was present for creditors. One claim was proved and

allowed. No trustee was appointed. The bankrupt was sworn and examined by the referee, without a reporter. There being no assets in the case the meeting was adjourned without date and the case closed and returned to the district judge.

On this day also was held the first meeting of creditors in the matter of Daniel R. Rairigh, Bankrupt No. 2586. The bankrupt was present in person. Several creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was appointed trustee and the amount of his bond placed by the referee at \$100. The mortgagees were directed to foreclose their mortgages and make a report to the court. The meeting was then adjourned without date.

Dec. 12. On this day was held the first meeting of creditors in the matter of Leon H. Kuzniak, Bankrupt No. 2583. The bankrupt was present in person. No creditors were present or represented. The bankrupt was sworn and examined by the referee without a reporter. No trustee was appointed. The meeting was then adjourned without date and the closing of the case held until the bankrupt should comply with the referee's order requiring him to pay the filing fee.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Edward L. Hooker, Bankrupt No. 2603. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and is a clerk by occupation. The schedules list assets of \$300, of which \$250 is claimed as exempt to sail bankrupt, with liabilities of \$626.65. The court has writ-

ten for funds for the first meeting, and upon receipt of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Rapids	\$ 24.90
Carr-Hutchins-Anderson Co., Grand Rapids	33.54
Paul Steketee & Sons, Grand Rapids	177.78
A. J. Stryker, Grand Rapids	9.00
J. Den Herder, Grand Rapids	9.00
Mrs. Stryker, Grand Rapids	29.00
Fox Jewelry Co., Grand Rapids	92.00
National Clothing Co., Grand Rapids	31.00
G. R. Gas Light Co., Grand Rapids	65.00
Palmer Photo Play Corporation, Los Angeles, Calif.	1.90
Lamberts & Kamminga, Grand Rapids	26.50
Century Fuel Co., Grand Rapids	5.00
Okma Optical Co., Grand Rapids	37.00
Dr. Earl Lossing, Grand Rapids	4.00
Dr. Easton, Grand Rapids	72.28
Commercial Finance Corp., Grand Rapids	4.25
Johnson Auto Parts, Grand Rapids	4.50
Tubergen & Broene, Grand Rapids	4.50

Dec. 12. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Wallace B. Barnum, Bankrupt No. 2604. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Hastings. The occupation of the bankrupt is not stated, though the schedules indicate that of a farmer. The assets of the bankrupt are placed at \$333.96, of which \$434.50 is claimed as exempt to the bankrupt, with liabilities of \$1,660.66. The court has written for funds for the first meeting and upon receipt of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Babbitt & Reigler, Freeport	\$ 60.00
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Clarence V. Kinny, Hastings	210.00
Peters & Munger, Charlotte	95.00
Internat. Harvester Co., Jackson	60.00
R. C. Fuller Lumber Co., Hastings	4.50
Co-operative Oil Co., Hastings	3.98
M. Dryer, Hastings	57.50
Jason McElwain, Hastings	10.50
W. J. Reed, Hastings	1.75
Mahon Fuller, Hastings	11.12
Leslie Daniels, Hastings	4.00
Dr. Willard Perry, Hastings	15.00
John Ross, Hastings	1.75
John McLeavy, Hastings	3.50
Charles De Valant, Hastings	10.00
Lester Ames, Hastings	50.00
Cutrate Shoe Stores, Hastings	3.65
Dr. C. S. McIntyre, Hastings	25.00
Dr. C. D. Mohler, Hastings	2.00
Ray Cook, Hastings	.75
John Mead, Hastings	.65
Roy Hincley, Hastings	5.25
W. A. Hall, Hastings	28.00
Waters & Sons, Hastings	37.00
Bert Lichty, Hastings	22.00
Scott Implement Co., Hastings	34.00
Geo. Nichols, Hastings	143.43
Charles Wolf, Hastings	42.40
Waldorf & Son, Hastings	58.00
Universal Garage, Hastings	6.99
Peoples Shoe Store, Hastings	6.99
E. G. Smith, Hastings	12.00
Elonzo Wool, Hastings	18.00
Herbert Sprague, Grand Rapids	34.00
B. A. Ly Barker, Hastings	5.48
J. V. Wyckhan, Hastings	15.00
N. B. Waterman, Hastings	8.20
D. O. Ritchie, Hastings	29.50
Co-operative Elevator Association, Hastings	37.50
Fred Fleming, Hastings	10.20
Weissart Bros., Hastings	7.00
Smith Bros. & Bulte, Hastings	27.00
Feldpausch & Fedewa, Hastings	1.75
Bessemer Bros., Hastings	4.00

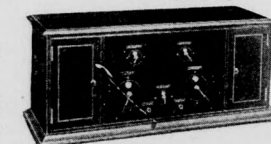


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Grand Rapids, Mich.

Charley Hall, Hastings	3.00
Roy Norton, Hastings	3.00
Scott Priest, Hastings	9.00
Dr. Adronnie, Hastings	1.00
Ray Pierce, Hastings	9.00
Wm. Webster, Chippewa Lake, Ohio	30.00
Carrie Edmund, Hastings	80.00
Elwood Slocum, Morgan	34.00
A. W. Mills, Hastings	34.00

Dec. 12. On this day was held the first meeting of creditors in the matter of Robert R. Gilmore, Bankrupt No. 2563. The bankrupt was not present or represented. The trustee was present in person. The trustee's final report and account was considered and approved and allowed. An order was made for the payment of administration expenses as far as the funds on hand will permit. No dividend will be paid to creditors. There were no objections entered to the discharge of the bankrupt. The meeting was then adjourned without date and the case will be closed and returned to the clerk of the district court.

In the matter of Christian Coffee Corporation, Bankrupt No. 2568, the trustee has reported the receipt of three offers covering the entire assets of the bankrupt, as follows: The offer of D. H. Helmer, of Grand Rapids, of \$450 for all of the stock and equipment of this estate, appraised at \$1,172.25; the offer of F. H. Peck, of Grand Rapids, of \$50 for the office furniture and equipment, appraised at \$341.50; the offer of Fred G. Timmer, of Grand Rapids, of \$202.71, for the balance of the accounts and bills receivable of a face value of \$782.63. The date fixed for sale of such assets is Dec. 23. At this time such assets will be sold to the highest bidder.

Dec. 15. On this day was held the first meeting of creditors in the matter of Cornelius Walsweer, Bankrupt No. 2553. The bankrupt was present in person. Several creditors were present in person. Claims were proved and allowed against the estate of the bankrupt. The bankrupt was sworn and examined by the referee without a reporter. Chester C. Woolridge was appointed trustee and his bond placed at \$500. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Jerry Clark, Lawrence L. Lobenstein, and as Palace Cafe, Bankrupts No. 2592. The bankrupts were present in person and by Hilding & Hilding, attorneys for the bankrupts. Mr. Robert Tubbs was present for Roger I. Wyker, as attorney for the mortgagee. Certain creditors were present in person. Claims were proved and allowed. The creditors failing to elect a trustee, the referee appointed Chester C. Woolridge as such and placed the amount of his bond at \$500. The bankrupt Jerry Clark was sworn and examined before a reporter by Messrs. Hilding, Woolridge and Tubbs. The trustee was directed to dispose of the property at a prompt sale and report the amount realized. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of William Ginsburg, Bankrupt No. 2580. The bankrupt was present in person and by attorney. Geo. B. Kingston was present for petitioning creditors. Corwin & Norcross and Renihan & Lillie were present for creditors. Several creditors were present in person. Claims were proved and allowed. The Grand Rapids Trust Company was elected trustee, and its bond placed by the referee at \$100. The meeting was then adjourned to Dec. 23 for examination of the bankrupt.

On this day also was held the sale of assets in the matter of William Ginsburg, Bankrupt No. 2580. Several parties were present, the original offer of J. Tenenbaum, of \$2,000 and the assumption of the lien of Challenge Machinery Co., was accepted and an order confirming the same made. The sale was then adjourned without date.

Dec. 13. On this day was held the final meeting of creditors in the matter of Benjamin Harmelink, Bankrupt No. 2571. The trustee was present in person. There were no creditors present or represented. Additional claims were proved and allowed. An order was made for the payment of administration expenses and for the payment of the bill of the attorney for the bankrupt as far as the funds on hand will permit. There will be no dividend for creditors. There were no objections entered to the discharge of the bankrupt. The final meeting of creditors was then adjourned without date. The case will be closed and returned to the District court in due course.

Dec. 16. On this day was held the sale of assets by the receiver in the matter of Joseph Polinski, Bankrupt No. 2594. The bankrupt was present in person and by attorney Earl W. Munshaw. George S. Norcross was present for petitioning creditors. Several bidders were present in person. The property of the estate, less exemptions, was sold to A. Harlick, of Grand Rapids, for \$3,130, which is slightly more than 100 per cent. of the appraised value. The sale was immediately confirmed by the referee as receiver. The special meeting and sale was then adjourned without date.

On this day also was held the first meeting of Milford J. Sawyer, Bankrupt No. 2595. The bankrupt was present in

person and by attorney Judson E. Richardson. Claims were proved and allowed. The bankrupt was sworn and examined and C. C. Woolridge was appointed trustee and directed to abandon the assets of the estate as burdensome, the same being more than covered by valid mortgages and exemption claims and of no sale value to the estate. The meeting was then adjourned without date. The matter will be closed and returned to the district court upon action of the trustee.

On this day also was held the first meeting of creditors in the matter of Charles E. Marsh, Bankrupt No. 2598. The bankrupt was present in person and by W. F. Humphrey, attorney for the bankrupt. Several claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The assets being fully incumbered by valid chattel mortgages, the creditors voted to appoint Chester C. Woolridge as trustee of the estate and directed him to abandon the assets forthwith as burdensome to the estate and of no value over and above the liens and exemptions. The case will be closed and returned upon report of the trustee.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Christ Kalfis, Bankrupt No. 2606. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and has conducted a confectionery and lunch counter at such city. The schedules show assets of \$150, all of which is claimed as exempt to the bankrupt, with liabilities of \$1,317.01. The court has written for funds for the first meeting and upon receipt of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

State and county taxes, 1924	\$ 2.81
Woodhouse Co., Grand Rapids	161.47
National Biscuit Co., Grand Rapids	5.00
G. L. Cavera & Co., Grand Rapids	62.69
Hoekstra Ice Cream Co., Grand R.	314.30
General Cigar Co., Grand Rapids	7.00
I. M. Shaw, Grand Rapids	28.62
Russell's Railway Guide Co., Cedar Rapids, Iowa	8.82
N. Coca Cola Bottling Co., Grand Rapids	10.60
Kuppenheimer Cigar Co., Grand R.	14.15
Fallas & Co., Lowell	15.00
Ellis Bros., Grand Rapids	51.20
National Grocer Co., Grand Rapids	26.01
Lee & Cady, Detroit	13.10
Tunis Johnson Cigar Co., Grand Rapids	11.25
Vandenberg Cigar Co., Grand Rap.	39.69
Specialty Candy Co., Grand Rapids	36.60
A. L. Joyce, Grand Rapids	42.42
Holland Cigar Co., Grand Rapids	18.75
Roseberry-Henry Co., Grand Rapids	1.46
McInery & Warner, South Bend, Ind.	23.30
Plumbing & Heating Co., Grand Rapids	76.43
Levellyn & Co., Grand Rapids	26.58
C. W. Mills Paper Co., Grand R.	6.45
G. R. Paper Co., Grand Rapids	5.27
Tennison Cigar Co., Grand Rapids	3.50
G. H. P. Cigar Co., Detroit	23.20
Bayuk Co., Detroit	11.60
E. B. Gallagher, Detroit	11.24
John E. Muller, Grand Rapids	13.70
Crystal Candy Co., Grand Rapids	15.15
Hazeline & Perkins Co., Grand R.	46.90
M. J. Garrett, Grand Rapids	3.60
Coffee Ranch, Grand Rapids	20.00
American Pie Co., Grand Rapids	8.00
Venus Chocolate Co., Sidney, Ohio	20.00
A. B. Shefman Co., Grand Rapids	9.39
Blatz Brewing Co., Grand Rapids	74.00
Herald, Grand Rapids	3.35
X Cigar Co., Grand Rapids	32.91
G. R. Gas Light Co., Grand Rapids	4.72
J. C. Thies & Co., Chicago	8.88
A. Vidro & Son, Grand Rapids	17.55
A. May & Sons, Grand Rapids	11.20
Friedman-Spring Co., Grand Rapids	21.58
Foster, Stevens Co., Grand Rapids	6.18
Cut-Rate Tire Co., Grand Rapids	36.00
Herpolsheimer Co., Grand Rapids	57.32
Wurzburger Co., Grand Rapids	24.85
Fox Jewelry Shop, Grand Rapids	11.75
Paul Steketee & Sons, Grand Rap.	44.65
C. K. & C. Importing Co., Chicago	15.37
T. W. Hammond, Grand Rapids	37.50
S. A. Morman Co., Grand Rapids	25.00
G. R. Gas Light Co., Grand Rapids	25.22
National Credit Clothing Co., Grand Rapids	5.50
S. Meretsky, Grand Rapids	28.00
Mich. Bell Tele. Co., Grand Rapids	6.98
Kapenga & Co., Grand Rapids	52.50
Geo. Connor & Sons, Minneapolis	4.50

Dec. 16. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Phineas M. Tyler, and also being business as Tanner Coal Supply Co., Bankrupt No. 2607. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The schedules filed list assets of \$4,630, of which the bankrupt claims \$100 as exempt, with liabilities of \$16,527.38. The bankrupt is a resident of Grand Rapids, and is a coal dealer. The first meeting of creditors will be called and note of the same made here when called. A list of the creditors of the bankrupt is as follows:

Bank of East Aurora, East Aurora, N. Y.	\$1,667.00
Oliver Cabana, Buffalo, N. Y.	1,000.00
J. B. Kennedy, East Aurora, N. Y.	475.00
Madeline Allen, Galt, Ontario	600.00

Peoples Bank, Buffalo, N. Y.	1,950.00
W. H. Bradford & Co., Detroit	172.11
Ohio & Kentucky Fuel Co., Cincinnati	243.18
Stearns Coal & Lumber Co., Stearns, Ky.	47.61
Logan Pocahontas Coal Co., Charleston, W. Va.	441.66
Ogle Coal Co., Indianapolis, Ind.	4,935.43
Imperial Coal Sales Co., Cincinnati	857.21
Kanawha Eagle Coal Co., Grand Rapids	123.30
Bog Mountain Coal Co., Middlesboro, Ky.	654.14
Holmes Coal Sales Co., Cincinnati	232.82
Kitchell Fuel Co., Elkhart	533.17
Franklin Fuel Co., Grand Rapids	146.96
Burlingham Coal Co., Cincinnati	396.83
P. G. Hartwell & Co., Chicago	402.68
R. R. Smith Coal Co., Huntington, W. Va.	157.81
R. J. Bek, Grand Rapids	13.00
Steel Bros., Grand Rapids	20.00
Alb. Hake Coal & Coke Co., Grand Rapids	150.00
Dr. Dunbar Robertson, Grand R.	25.00
Dr. A. B. Dorland, Grand Rapids	65.00
Dr. Alfred Dean, Grand Rapids	27.00
Vruwink Co., Grand Rapids	20.75
Industrial Laboratories, Grand R.	18.00
W. U. Tel. Co., Grand Rapids	10.87
Mich. Bell Tel. Co., Grand Rapids	41.65
Fourth Nat. Bank, Grand Rapids	1,100.00

Dec. 15. On this day was held the first meeting of creditors in the matter of John J. Miller, Bankrupt No. 2588. The bankrupt was present in person. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date and the case closed and returned to the district judge.

The Voice of the Christ Child.

The earth has grown old with its burden of care,
But at Christmas it always is young,
The heart of the jewel burns lustrous and fair,
And its soul full of music breaks forth on the air
When the song of the angels is sung.

It is coming, old earth, it is coming to-night,
On the snowflakes which cover the sod;
The feet of the Christ Child fall gently and white,
And the voice of the Christ tells out with delight,
That mankind are the children of God.

On the sad and the lonely, the wretched and poor,
That voice of the Christ Child shall fall,
And to every blind wanderer opens the door
Of a hope which he dared not to dream of before,
With a sunshine of welcome for all.

The feet of the humblest may walk in the field
Where the feet of the holiest have trod;
This, this is the marvel to mortals revealed,
When the silvery trumpets of Christ-mas have pealed,
That mankind are the children of God.

Don't deride the hobby of your neighbor while riding your own.

A. E. BEEBE & SONS

Glenwood, Mich.

Are offering at wholesale their crop of Golden Heart Celery.

Our stock was gathered before the frosts and is tender and crisp.

Sample orders make continuous customers.

Michigan's Largest Celery Growers.

Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

Business Wants Department

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

For Sale—Grocery store fixtures, including large McCray refrigerator, electric coffee mill, three floor show cases, computing grocery scales, etc. Cheap for quick sale. Address No. 773, c/o Michigan Tradesman. 773

WANTED—Set of drug store fixtures, including good soda fountain, cigar and wall cases. No junk wanted. Address No. 774, c/o Michigan Tradesman. 774

FOR SALE—About 150 feet of hard wood up-to-date shelving and about ninety feet hard wood counters. Also show cases at a bargain. Possession given July 1, 1925. John Vandersluis, Dry Goods Store, Holland, Mich. 775

Bargain in grocery display counters. Good as new; glass front display, thirty-drawer, beautiful finish. Less than half price. Hickok Grocery Co., Kalamazoo, Mich. 776

Wanted—Middle-aged man who has had experience in selling goods to merchants to act as subscription representative for the Tradesman. Must be active, energetic and resourceful. Address, giving length of experience and houses represented in the past, Subscription Department, Michigan Tradesman, Grand Rapids, Mich. 777

FOR SALE—GROCERY AND MEAT business in live Southern Michigan city of 7,000. Doing business of \$85,000 annually. Will sell stock and fixtures at inventory figures. Selling reason, ill health. Address No. 777, c/o Michigan Tradesman. 777

Signs Made To Order—Send description for prices. Drake's American Sign Works, Reed City, Mich. 778

SALESMAN—Acquainted with dry goods and clothing retailers of Southwestern Michigan, Northern Indiana, and Ohio to represent well known, established line of hosiery and knit goods; commission basis. Salesman must be capable and reliable. References required. Address No. 779, c/o Michigan Tradesman. 779

GROCERY—In live Michigan city of 70,000. Established on main street in residential district for thirty-five years. Doing business of \$45,000 yearly without cutting prices. Will sell stock and fixtures at inventory figures, about \$5,500 cash. Full equipment of modern fixtures and good clean stock of quality groceries. Owner going into other business. Address No. 771, c/o Michigan Tradesman. 771

SPLENDID OPENING for attorney or dentist. Attorney can secure appointment to the office of city attorney. Present incumbent elected county prosecutor. We have for rent in our new bank building strictly modern office. First State Savings Bank, Owosso, Mich. 772

Dr. Barrett's St. Vitus Dance Remedy. Wholesale and retail. Wm. M. Olliffe, 6 Bowery, New York. 767

DRY GOODS—Establish yourself in a reliable, profitable business. We are the largest wholesale distributors of dry goods, men's and women's furnishing goods in Michigan. We can furnish you with a list of good locations and complete service that will spell success to new merchants. Several good established stores doing good business in Detroit on our list for sale. Address No. 768, c/o Michigan Tradesman. 768

FOR SALE—General store located on best corner in a prosperous small town in Southern Michigan, doing a good cash business. Clean, up-to-date merchandise. Best of reasons for selling. W. J. Hacker, Battle Creek, Mich. 762

ICE MACHINES FOR NEXT SUMMER—We have several small machines traded in on larger. A-1 standard makes, at or about 1/2 price. Will erect and guarantee. Born Refrigerating Co., 208 N. Wabash Ave., Chicago. 764

General Store For Sale—Successful general store. Long established business located in town of 1,300 in South Western part of state. In prosperous community of general and fruit farming. Six churches, electric lights, good sewage and water and an active chamber of commerce. Annual sales about \$100,000. Stock will invoice about \$30,000, including dry goods, clothing, shoes, groceries, and meat market. Address No. 765, c/o Michigan Tradesman. 765

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.

ONE PRICE FROM ALL.

How Anything Looks To Those Inside.

Article II.

Written for the Tradesman.

Last week the Tradesman published an article that is the twin to this. It was hard to decide which should precede the other because each treats of a vital aspect of the same subject. In that piece the aim was to show how any juggling of prices looks to patrons and to the public generally. In this the object will be to bring out the psychological effect of all such maneuvering on those who are employed in the store.

We will suppose the case of a business that has been built up from small beginnings by one man who is still proprietor, manager, main push—in short, "the boss," and we shall address him directly.

It always has been your custom to make reduction from regular prices under stress of circumstances and to favored customers. You haven't much system about doing this. Whether you lower much or little may depend on your mood, or your feelings toward the person you are dealing with. But you have thought it necessary to continue the practice, in order to meet competition and to gain and hold desirable patronage.

Generally speaking, you alone can make these special reductions. Perhaps if you have an extra good man who has been with you a long time, he is allowed to use his own judgment in this respect, but obviously the privilege cannot be extended to the whole force, where more than two or three are employed. This being so, the principle remains the same, and for the sake of clearness we will assume that you keep this power in your own hands.

You have working for you a force made up of different types and varying in age, experience and capability. Don't grumble because every one of them has shortcomings. Don't complain because Heaven doesn't let down from the skies store helpers possessed of all kinds of angelic attributes. Don't register a kick against the powers that be, because, when you get hold of a brainy, forceful fellow, you can't keep him with you very long; or because the fellow who is neither brainy nor forceful has such painfully narrow limitations. Your task is to take them as they are and get the best out of them for your store. Their best, on the average, will not be your best or the best of any man of your ability. But it is well worth your while to secure their best, even though it requires great patience and considerable gumption. In the degree that you succeed, you and your business will profit; insofar as you fail, you and your business will suffer loss.

It is not for a moment assumed that your attitude toward your assistants is a purely selfish one—that you are looking but only for your interests and not at all for theirs. But, fortunately, your interests and theirs are, in the main, identical. When they are giving their best to you, they are getting what is best for them in training and development.

In your efforts to secure the best service from your helpers, are you going to be wise or foolish? Will you apply to the greatest advantage the means you have at your disposal, or will you stupidly insist that methods that were good enough for your great-grandfather are good enough for you?

Let us see how reduction of prices to favored customers works out. First as to honesty.

You want your clerks to be honest, straightforward, trustworthy. Then you must be honest and square yourself. You know that it isn't exactly on the level to charge one customer more than another for the same article—that it is giving an unfair advantage to the one who is better informed or more exacting. You stultify your conscience. You say that the exigencies of business demand manipulation of prices, together with the prevarication and other questionable practices that inevitably accompany it. But you have to admit to yourself that it is not only an outgrown method, it is a rotten method. The youngest helper you have knows this just as well as you do. It is dishonest and it fosters dishonesty in your helpers.

You want all your workers to be advertisers among their friends, so as to draw patronage to your store. To do this wholeheartedly, they must feel that your prices are right. They can not have this feeling so long as you make these special reductions. As with those outside, so with those inside, the natural reasoning is that if you can drop so easily when you desire to in a particular case, your regular prices must be too high.

You want an efficient corps of workers. To be efficient they must be happy, hopeful, enthusiastic, ambitious to accomplish all they can. The worst thing you can do is to dampen their ardor, or, to use a stronger figure, to take the wind out of their sails. And what is more disheartening to a faithful helper than, when he has labored long and patiently with a difficult and perverse customer to see that customer hang around until he can get the ear of the boss, in order to obtain a better price than the helper was able to give?

For customers will go to the person who can give them the best price. Your being able to lower a price when occasion seems to demand, while they cannot do this places all your employees at a disadvantage in making sales—a disadvantage that from their point of view is nothing short of appalling. Even on an equal footing you could sell more goods than anyone who works for you. Against such odds it seems to them of little use to try.

You want and need the loyalty of your helpers. You want they should show a pride in you and in your store. You want to see a strong esprit de corps in your force. You cannot expect these fine manifestations on their part, so long as you practice a method that is unjust to them and which marks you as hopelessly a back number. There is no single measure that will do more to secure the best service from all, than an inviolable rule that there is only one price for any item in your stock. Let customers know that, in every instance, they will be given exactly the same figure, whether

it is stated by you, the proprietor, or by the smallest scrap of a boy who comes in on Saturday afternoons to help out. Let it be that whoever, by dint of tact, patience, courtesy and painstaking showing of goods, does the actual work of making a sale, he or she shall not be robbed of the glory of closing the deal and taking the money.

Increased efficiency will bring results not alone in the prevalence of a better spirit, but in a far larger share of the work being actually taken off your shoulders. A system that causes three-quarters of your best customers to insist on being waited upon by you personally, is obviously faulty. It keeps you balled up with work, while your salespeople, even when doing all they can under the circumstances, are not effecting enough by their efforts. This mistaken system makes it almost impossible for you to get away from your store for a week or even for a day. You haven't trained your helpers so that they could carry on in your absence.

When a business has gotten to any considerable size, the manager should have most of his time for other things besides showing and selling goods. Especially should he be able to give deliberate study to all serious problems that arise. The proprietor who always is on the keen jump is not the one who makes his efforts count for most.

Does there remain down in some dark corner of your mind a feeling that you want people should prefer to come to you? Do you so much like being pretty much the whole works that you are reluctant to abandon your prerogative of making reductions to favored customers? Should you hate to feel that your business could go on all right if you were away for a short time?

If so you are in an undeveloped state and need further evolution. You are still only a boss. But your business has passed far beyond the one-man stage of its existence. Your brain must now function through other minds and other hands than your own, to achieve best results. It is not what can be done by your efforts alone, but what can be accomplished by your working through and with a force of helpers who have been brought to a high degree of efficiency, that will spell success. Get this idea straight and clear, carry it out logically, and soon you will be quite a distance on the long way between being a mere boss and being a capable and far-sighted executive.

Ella M. Rogers.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Lima, Ohio, Dec. 15—H. C. Jones, of Toledo, was arrested recently on a warrant issued by Ernest Botkins, justice of the peace at Lima, charging him with obtaining \$10,000 of merchandise through false pretenses from B. E. & Blanche Bumgarner, of Marion, Ohio. The affidavit charges that Jones represented that he owned a farm of 150 acres near Blair, Michigan, of the value of \$25,000 and five lots in Fairhaven sub-division of the city of Toledo of the value of \$4,000, while in truth and in fact the lands in

Michigan were not of the value to exceed \$2,500 and the lots of a value not to exceed \$400 and that through said alleged misrepresentations as to the property holdings and value of the same, Jones procured from B. E. & Blanche Bumgarner chattel property of the value of \$10,000.

Jones is one of a gang working out of Toledo, which includes one Golner, Goldstein, Cross, Golin and Golden, who go about the country buying property and giving notes in payment of the same, later selling the property without paying the notes. Jones contends that he has already sold the stock of merchandise.

The Lowell Ledger utters the following timely warning:

Business men and newspaper publishers should be on the watch for a sleek agent proposing to introduce a coupon trading scheme; but which really seems to be a blind for selling coupons at \$3 per thousand, regardless of the local printer's readiness to furnish same at a \$2 rate. A Lowell business man was about ready to sign up, when he discovered the trick. "I can beat that price right here in Lowell," he said; and promptly secured The Ledger's job department's pledge to the \$2 price. Then, the agent disappeared. His real interest was in the little dollar per rake-off. And well it might be. He'd soon be rolling in wealth—just as easy.

Quincy, Dec. 15—At the first of the school year two agents came to the school where I am teaching. It is a small rural school. These two women were selling "Standard Reference Work and Loose Leaf Extension Service." They were the third agent that day, and I signed up for them. I knew as soon as they were gone that I shouldn't have done it. I was to pay in installments. The books soon came, but the loose leaf holders did not. I am not yet 21. Must I pay for these books if I do not want them? The price is \$71.26. The address of the company is Standard Education Society, 189 W. Madison street, Chicago, Ill.

C. G.

The stock in trade of agents for concerns of this kind seems to be to take advantage of the youth and inexperience of teachers in country schools. Since this girl is under 21 she has no legal responsibility in the contract she signed, and if the methods used by the agents of the Standard Education Society were those criticized by the Federal Trade Commission, we should regard that she has no moral responsibility either. When an order or contract is entered into on a fair and equitable basis by both parties to it, The Tradesman regards such a contract sacred and should be lived up to at any cost, but where the signature to an order is secured by deceit and trickery it is quite another matter.

Clarkston, Dec. 15—Found at last a trade paper that really tries to protect its subscribers. A friend put me wise. Your article on that disgraceful fraud, the National Remedy Co., of Maumee, Ohio. We have been taking a number of pharmaceutical magazines and drug journals, but they are all afraid to expose fraud unless the perpetrators have been literally hammered out of existence in the courts. Please send us a copy of your issue of Nov. 28, containing article on this Jesse James gang in Maumee. We are dropping all other trade papers and subscribe for a real one.

Edwin F. Steet.

Every spinster insists that she is one because she wants to be.