

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. EST. 1883

Forty-second Year

GRAND RAPIDS, WEDNESDAY, JANUARY 28, 1925

Number 2158

## FAILURE



ALL honor to him who shall win the prize,  
The world has cried for a thousand years;  
But to him who tries and who fails and dies,  
I give great honor and glory and tears.

O great is the hero who wins a name,  
But greater many and many a time  
Some pale-faced fellow who dies in shame.  
And lets God finish the thought sublime.

O great is the man with a sword undrawn.  
And good is the man who refrains from wine;  
But the man who fails and yet fights on,  
Lo, he is the twin-brother of mine!

Joaquin Miller



# Thousands Using STANOLAX

## 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.

# STANOLAX

(HEAVY)

*for constipation*



# MICHIGAN TRADESMAN

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## MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

### Subscription Price.

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Entered Sept. 23, 1883, at the Postoffice  
of Grand Rapids as second class matter  
under Act of March 3, 1879.

### FAIRNESS FOR FRANCE.

The Tradesman does not often find it necessary to express serious dissent with the conclusions of its wise and venerable contributor, Old Timer, but his conclusions on the subject of the French reparations, reproduced in another column, are not in keeping with the ideas of the Tradesman on that subject.

The Tradesman does not believe that France honestly owes us one penny.

Sixteen years before the kaiser precipitated the war, his cousin told Admiral Dewey in Manila bay what the autocrat of Germany planned to do in about fifteen years—to destroy France, humble England and subjugate the United States. Admiral Dewey transmitted this threat to the Navy Department at Washington, where it has been seen and read by hundreds of Americans, including the writer.

With full knowledge of that threat and with full realization that an attempt would be made to carry it into execution, every President except one prepared to meet the issue. That one apparently dwelt in a fool's paradise and refused to listen to the voice of wisdom or expediency.

When the German hordes swarmed across the borders of Belgium—raping women, castrating children and bayoneting babies—our name was signed to the treaty which guaranteed to protect the inviolability of Belgium.

Did we then do our duty as we should have done automatically?

Unfortunately, we did not. Mr. Wilson treated that treaty the same as the kaiser did—as a scrap of paper.

Our President immediately enjoined every American to neutrality, while hordes of German spies flooded the country with their insidious propaganda, burning our mills and factories and intimidating our people under the

protection of the infamous interdict promulgated by our chief executive.

Our President secured a re-election by the statements that Americans were "too proud to fight" and that "he kept us out of war."

If Grover Cleveland or Theodore Roosevelt had been President when the kaiser started out to conquer the world, either one would have challenged the bloodthirsty monarch when he sent his minions into Belgium and thus ended his mad designs on the peace of the world. Unfortunately for America and the world, one of these courageous spirits was in his grave and the other was refused the privilege of taking a regiment of volunteers into France, even after war was declared.

Instead of living up to our agreement, as we should have done, we permitted three years to lapse before we lifted a hand to aid the nations which were "bled white" in protecting America from the invasion the German monarch planned to accomplish.

Even after public sentiment forced the hand of a President who failed to keep good the agreement we had made with England and France, preparations for war were conducted along political and labor union lines, resulting in delays which were very costly in lives and property and piling up a public debt which would have been only a third what it is now if patriotism had prevailed, instead of party politics and Gomperism. Every dollar we loaned France was expended in this country for goods which cost three times what they were worth, due to the partnership relation established with Gompers and his gang of marplots and malcontents.

In the face of these facts, which are written in large letters in the book of history, the jingoes in Congress prate loudly of the possible repudiation of American obligations by France.

France never repudiated any honorable obligation and never will. Unlike Germany, she punctiliously keeps every engagement she enters into, so far as it is possible for her to do so. All she asks for now is a little more time to accumulate the money we filched from her in her days of dismay and disaster, when she was fighting our battles, as well as her own, and protecting us, as well as herself, from the greedy grasp of the Germanic invader.

No honorable man—no true American—can urge the immediate payment of the French debt without shutting his eyes to history and thus assuming a position as detestable as that now occupied by the most loathsome creature who ever breathed the breath of life—the ex-kaiser of Germany.

### Manufacturing Matters.

Port Huron—The Mueller Co. has changed its name to the Mueller Brass Co.

Adrian—The Adrian Steel Casting Co. has changed its name to the Adrian Casting Co.

Detroit—The Detroit Saw & Tool Co., 522 East Fort street, has changed its name to the Acme-Detroit Saw Co.

Grand Rapids—The Grand Rapids Textile Machinery Co., has increased its capital stock from \$150,000 to \$200,000.

Detroit—The National Twist Drill & Tool Co., 6522 Brush street, has increased its capital stock from \$300,000 to \$1,000,000.

Arcadia—The Arcadia Furniture Co. opened its factory Jan. 12, on a new line of furniture. A distinctive line of enameled and decorated art furniture will be produced.

Detroit—The Sterling Manufacturing Co., 4725 Ellery street, manufacturer of tools, has changed its capital stock from \$40,000 to \$6,400 and 30,000 shares no par value.

Detroit—The Detroit Desk Co. has been organized under the laws of Delaware to manufacture and sell desks, office furniture and fittings, at 159 West Jefferson avenue.

Detroit—The Standard Peninsular Brass Works, 6656 Walton avenue, has been incorporated with an authorized capital stock of \$500,000, of which amount \$1,000 has been subscribed and paid in in cash.

Detroit—The Russell Wheel & Foundry Co., Jos. Campau and Belt Line Ry., has changed its capital stock from \$1,000,000 common to \$150,000 preferred and 10,000 shares no par value, \$70,000 of which has been subscribed and paid in in cash.

Hartford—The Kirchen & Gifford Co. has been incorporated to manufacture and sell banners, ornamental goods, decorations, etc., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in, \$5,000 in cash and \$20,000 in property.

Detroit—The Hewett Sales Co., 5723 Twelfth street, has been incorporated to manufacture and sell babbitt metal and solder, with an authorized capital stock of \$150,000, of which amount \$105,000 has been subscribed and paid in, \$12,000 in cash and \$93,000 in property.

Kalamazoo—The Monroe Printing Ink Co., of Monroe, has leased the plant formerly occupied by the Kelly Well Co., Fulford street, and is equipping it with modern ink making machinery and will open a branch factory as soon as the building is ready, under the management of J. Robert Upjohn. A corp of experienced ink chemists, color men and varnish mak-

ers are being brought in to go to work.

### Too Late To Classify.

Fenton—S. R. O'Brien succeeds O'Brien & Cimmer in the lumber business.

Northville—The Northville State Bank has increased its capital stock from \$250,000 to \$500,000.

Holland—The People's State Bank of Holland has increased its capital stock from \$50,000 to \$100,000.

Muskegon—Soph & Hank, Inc., 113 West Western avenue, has changed its name to the Rice Clothes Shop, Inc.

Kalamazoo—The Kalamazoo Blow Pipe Co., 408 North Church street, has increased its capital stock from \$10,000 to \$50,000.

Detroit—Czapski Bros., Inc., 4848 Buchanan street, has been incorporated to deal in drugs, druggists' sundries, patent medicines, toilet articles, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—The Liberty Credit Stores, 7812 Ferndale, wearing apparel of all kinds, etc., has been incorporated with an authorized capital stock of \$40,000, all of which has been subscribed, \$10,000 paid in in cash and \$15,000 in property.

Jackson—The O. & L. Coal Co., Wildwood and M. C. R. R., has been incorporated to deal in fuel, lime, brick, building materials, feed, etc., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Ann Arbor—The C. W. Gill Lumber Co., 524 South Main street, has merged its business into a stock company under the same style with an authorized capital stock of \$100,000, all of which has been subscribed and paid in, \$6,516.67 in cash and \$93,483.33 in property.

Lansing—The Iron Castings Co., with business offices at 501 American State Bank building, has been incorporated with an authorized capital stock of \$250,000 common, \$2,500 preferred and 1,000 shares at \$1 per share, of which amount \$2,000 has been subscribed and paid in in cash.

Albion—George T. Bullen announces that a reorganization of the George T. Bullen Co. dry goods store will be made Feb. 1. After that date the firm will consist of Bullen and his three sons, Donald D., Ralph and Earl. Fred A. Richey, who has been connected with the store for fourteen years, and who latterly was a member of the firm, will go to Charlotte, where he will enter into partnership with his brother, John Richey, in the firm of Richey & Co.

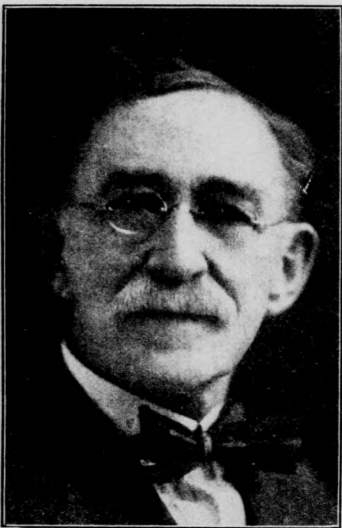
## GONE TO HIS REWARD.

### Death of Pioneer Merchant of Whitehall.

George H. Nelson, veteran merchant of Colby street, prominent in civic, fraternal and church life, and a resident of this village since 1870, passed away at Hackley Hospital, Muskegon, Sunday, Jan. 11, after an illness of about two weeks.

Mr. Nelson was loved and beloved by the entire community, and the greatness of his interesting life and character discloses that he will be remembered as one of Whitehall's noblest men.

Born in Denmark in 1849, he came to the United States at the age of 20 years, coming almost directly to this village where he secured his first employment at Coon's sawmill, located on the present site of Michillinda. Later he worked for the Chicago & West Michigan railway, and dug the first shovelful of dirt between Lakewood, two miles out of this village and Whitehall, connecting the village with the railroad.



George H. Nelson.

His next employment was with the Eagle Tanning Co., remaining with that institution for six years. He left the tannery's employ to become manager of the A. T. Linderman store, continuing in this capacity until 1882 when he went North and in two years, lost everything he had.

It was in 1884 that he returned to Whitehall to establish the store, which, in the last few years, has grown to be one of the largest in Whitehall. Disregarding the failure of his first business venture, his determination to win back that which he had lost was accomplished to a far greater degree than he had hoped for. His seemingly tireless energy and his faithfulness to duty were, perhaps two leading characteristics by which he felt the full measure of success.

Mr. Nelson was married to Miss Louise LaVille, of Whitehall, Feb. 3, 1877. Mrs. Nelson, who survives him, played no small part in the happiness and success of her devoted husband's life. She, with Mr. Nelson, side by side was the cheerful helpmate, not only in their beautiful happy home life, but in business as well.

To this devoted couple were born two children, both of whom survive, a son Walter E. Nelson, manager of the George H. Nelson & Co. store, and a daughter, Mrs. Nina Moody, of Chicago. Four grandchildren are left to mourn the loss of a loving grandfather.

Mr. Nelson was a member of the local Methodist Episcopal church for fifty years. He entered his membership in 1875 at which time the late Rev. Chas. Chick, founder of the local church, was pastor. Mr. Nelson was the last of the surviving members who erected the original church, destroyed by fire about twenty-two years ago. He served thirty-five years as church trustee and twenty-five years as chairman of the board. His Christian life was devout with service and faithfulness to mankind, to his church and to his God. He seldom missed a Sunday without attendance at church and could always be counted present at the church business meetings.

Mr. Nelson was also the oldest Odd Fellow in Muskegon county, having been for more than fifty-one years a member of the Whitehall lodge, No. 138, I. O. O. F. He has been throughout this long period a constant attendant at lodge meetings and has held every office in the order which he respected and which so greatly respected him.

In civic life, Mr. Nelson has likewise played an important part. He served the public as Village Trustee for five years, as Village Treasurer for two years, Township Treasurer for three years and Village President one year.

One of Whitehall's greatest characters has departed this life, leaving behind him a tradition of kindness, charity, and a respect that is growing larger every day, in the eyes of those who thought they knew him well only to find that they know him better now that he has left earthly possessions to gain his reward in Eternity.

This kindly man leaves many who know of his deeds of charity. The public, however, knows not. He was a quiet man and as such never sought the limelight by disclosing his happiness earned by aiding others out of difficulty or administering to the needy. The satisfaction in his own heart, which a charitable act brought forth, was more than reward to him.

The life of George H. Nelson could fill a volume of praise. It was a life well spent, a life exemplary. To follow in the foot-steps of this man would bring success, happiness and Heavenly reward to all. Words are not sufficient to extol. His life is the writing by which to remember him.

On the day of the funeral this village cloaked in mourning, ceased business cares to pay respect and homage to the memory of a friend of friends. Rev. A. H. Coors, pastor of the church he loved and served, officiated at the last rites. It was a deeply sacred, solemn service, during which the great tribute of eulogy was paid. In attendance were his fellow members of the Independent Order of Odd Fellows, among whom his memory will long sustain.

George H. Nelson's body rests in Oakhurst cemetery, but his life and spirit remain with us, ne'er to depart. —Whitehall Forum.



## The Flavor is Roasted In!

**SELL** White House Coffee and you sell real coffee flavor—the flavor that is *roasted in*. That's what coffee lovers want—and get so rarely. When they buy White House Coffee they're sure of the genuine coffee taste, and keep repeating "White House".

## WHITE HOUSE COFFEE

DWINELL-WRIGHT COMPANY - Boston - Chicago - Portsmouth, Va.

## "Everybody Likes 'Em"



Chocolate Fruit

The delicious goodness of Chocolate Fruit is winning favor wherever sold.

This cake is going to make a lot of money for thousands of grocers during 1925.

How about you?

Ask your wholesale grocer for samples and prices.

**Zion Institutions & Industries**  
ZION, ILLINOIS



### More Sidelights on the Life of Mr. Luce.

Written for the Tradesman.

I read with much pleasure the review published in the Michigan Tradesman of the business career of Ransom C. Luce, supplied in part by his son, Gregory M. Luce, and the editor of the Tradesman.

In my employment as a newspaper reporter I became quite intimately acquainted with Mr. Luce. I was chosen to report the proceedings of the common council in 1868 and continued to do so during the following twelve years. I met him frequently while he was engaged in the discharge of public duty. As chairman of the committee on streets Mr. Luce devoted much of his time to the affairs of the city. For his services he was paid the allowance fixed by the charter—\$100 per year. He closely inspected work in progress or completed on the streets. It was not an uncommon experience when he was seen with a shovel digging open streets reported by Captain Coffinberry city engineer, to have been completed for the purpose of measuring the quantity of bed material placed thereon by the contractor. All business of the city, including the building of streets and sewers was carried on under direction of committees of the common council during those years.

Soon after the close of the civil war a man named Nicholson invented and obtained letters patent upon a system for paving streets. Wide boards were laid in the street trenches to support blocks of wood about four by six inches in size. Between the blocks coarse sand and tar were poured to complete a road bed. Citizens of Grand Rapids desired to pave Monroe and Canal streets with Nicholson blocks. Mr. Luce successfully opposed such plans. He argued that the Nicholson would soon be unfit for service and urged that cobble stones be used instead. His prediction was sustained by the utter failure of the Nicholson system. Under his leadership the common council ordered that cobblestone pavements be laid on Monroe and East Fulton streets. Later interested persons persuaded the common council to cause Pearl and Canal streets to be paved with cedar blocks placed on a foundation of sand, in opposition to the judgment of Mr. Luce. That experiment proved to be expensive and unsatisfactory. In later years asphalt was substituted for wood, iron and stone in paving the streets of several large cities. Mr. Luce purchased a few barrels of asphalt and spread it over the cobble stones of that part of the street that laid in front of the Luce block. The stuff lacked strength and heavy travel soon reduced it to particles. Cobble stones had won the day. In the course of time the combination pavement of asphalt or brick on a concrete base was adopted and is still in use.

Mr. Luce in business and socially was tolerant and considerate, but in politics he was a radical Republican. He honestly contended that morality and patriotism could be only understood, appreciated and practiced by Republicans. Before the enactment of the Australian election law by the Leg-

islature of Michigan in 1891, ballots were provided for the electors by committees representing the several political parties. Workers at the polls passed the ballots to voters and challenged the right to vote of such as were suspected to be unqualified to exercise the right of suffrage. Slips were provided for such voters as desired to split their tickets. Mr. Luce, Henry Fralick, W. D. Blakesley, J. C. Buchanan, H. P. Yale and other workers of the old third ward had many hard battles at the polls.

Negro minstrelsy was appreciated and liberally patronized in Grand Rapids sixty years ago. Not infrequently traveling companies played in Luce's hall three or four nights consecutively. J. H. Bishop, a member of Deprez & Green's minstrels, possessed a deep sonorous bass voice, which he used very effectively. His favorite song, the "Old Sexton," Mr. Luce greatly admired and never failed to be present when Bishop sang it. To most people it was solemn and sad. It would have been deemed intolerable but for the magnificence of Bishop's voice. Before he died Mr. Luce requested Mrs. Levancha Stone Shedd to sing the song at his funeral and the lady promised to do so. At the funeral of Mr. Luce several years later Mrs. Shedd's noble voice uttered the old song, thereby adding greatly to the distress of Mr. Luce's friends and herself.

Arthur S. White.

### Paul Gezon Addresses Middleville Merchants.

Wyoming Park, Jan. 24—Your Secretary was asked to speak at a banquet of the Middleville Business Men's Association on Jan. 19. Together with one of my clerks we drove there over perfect roads via M37 in just one hour and found one of the prettiest little towns we have visited in many moons. Boulevard lights, paved main street and prosperous business houses greeted our eyes as we came into Middleville. About seventy men and women attended the affair and I have never spoken before a more appreciative and responsive crowd of business people. The talks by local people were snappy and to the point. The writer of these lines spoke for a short time on Methods of Merchandising and invited the local merchants to avail themselves of the assistance and inspiration to be derived from belonging to an organization such as we represent.

I found the following men are in the retail grocery or meat business in this thriving town: Frank Lee, J. J. Van Der Meer, Joseph Ruggs, M. E. Thomson and Gardner & Co. I hereby invite them to join this organization and also to attend our convention in Muskegon April 21, 22 and 23.

Paul Gezon, Sec'y.

### Wanted His Regular Rest.

Once a city man out of work had "hired out" to a farmer. At four o'clock in the morning the newly employed hired man was called to breakfast. A few minutes later the old farmer was astonished to see the man walking off down the road.

"Say! Come back and eat breakfast 'fore you go to work!" he yelled after him.

"I ain't goin' to work," the man called back. "I'm going to find a place where I can stay all night."

Religion's mission is not to fit us to die, but to fit us to live.

## Don't Leave Your Back Door Open!



Would you leave your back door wide open and permit all dishonest people in the neighborhood to enter your store at will and carry off your goods without paying for them? You bet your life you wouldn't!

And yet, when a merchant extends credit in a haphazard manner and does not insist upon payment at least once a month, he is leaving his back door wide open and the dead-beats are helping themselves.

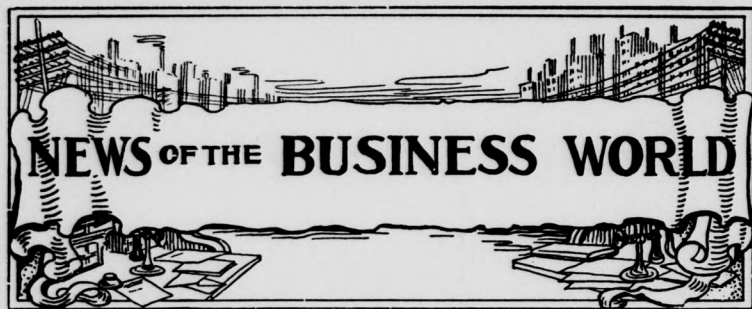
*Close the door and  
your profits will show  
a pronounced increase*



### WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years.

The Prompt Shippers



### Movement of Merchants.

Plainwell—Roy Morrell succeeds A. E. Oliver in the grocery business.

DeWitt—Elmer E. Lankston succeeds Ivan Estes in the grocery business.

Ferrysburg—Henry K. Bolthouse succeeds John J. Katt in the grocery business.

Owosso—F. Valentino succeeds M. M. Lamb in the grocery and confectionery business.

Detroit—Leslie Wiley succeeds Mrs. Emmie E. Ingraham, grocer at 2707 Fourteenth street.

Bay City—The Bay County Savings Bank has increased its capital stock from \$150,000 to \$400,000.

Detroit—A. L. Brining succeeds Mabel Smith in the confectionery store at 7601 Merrill avenue.

Lansing—Fred G. Ensing has been made assistant manager of the local Bishop Furniture Co. store.

Port Huron—The Cochran Dry Goods Co. has increased its capital stock from \$20,000 to \$107,000.

Detroit—Max Hendin has taken over the business of Ben Hendin, haberdasher at 14110 Mack avenue.

Kalamazoo—Squiers & Squiers, 103 East Petersen street, succeed the Hickok Grocery Co. in business.

Highland Park—Mitchell's Drug Store, 12921 Woodward avenue, has been sold to Beulah E. Loomis.

Muskegon Heights—Phillip Allore succeeds Louis Baranek in the grocery business at 1017 Riordan street.

Detroit—The Mohawk Overall Co., 222 West Congress street, has filed a petition in bankruptcy, listing liabilities of \$4,610.70 and assets of \$7,100.

Lawton—Mrs. Sarah Kimber has sold her stock of bazaar goods to Mrs. Willis Page, who has taken possession.

Detroit—John Martin, boot and shoe dealer, Twelfth street, is reported to have filed a petition in bankruptcy.

Coloma—The State Bank of Coloma has been changed to a National bank, at a recent meeting of the stockholders.

Detroit—Charles P. Rabout has bought the confectionery of Joseph W. Wilkinson at Kercheval and Wayburn avenues.

Detroit—The Peoples Quality Market, meats, will soon open at 1750 Forest avenue, East. Eugene Weiss is the proprietor.

Detroit—Maurice Baker, dealer in men's wear at 523 Woodward avenue, is holding a sale preparatory to going out of business.

Detroit—Hazel Fadell, conducting a grocery store at 13126 Mack avenue under the style Fadell Co. has sold out to A. Velmar.

Detroit—The Commercial Bond & Mortgage Co., 750 Penobscot building,

has increased its capital stock from \$100,000 to \$200,000.

Detroit—William Hardie is the new owner of Regina Douglas' store at 8711 Mack avenue. The store handles candies and ice cream.

Detroit—The dry goods store at 4183-89 Junction avenue changed hands recently. Adolph Ziegler bought it from Jacob Backerman.

Detroit—Oliver and Floyd Klump have sold their meat market to Harry Abramson. The market is located at 22528 Woodward avenue.

Detroit—Emile Charette, meat dealer, 1793 Sheridan avenue, has filed a bankruptcy petition, listing liabilities of \$2,265.92 and assets of \$3,178.54.

Lansing—The Misses Agnes Vogel and Susie Johnson have opened a beauty parlor in the Porter apartments, under the style of the Porter Beauty Shoppe.

Detroit—The grocery stock and meat market at 15312 Grand River avenue, formerly conducted by Henry Reckling, is now in the hands of Ada Nelson.

Holland—The Kraker hotel, recently finished, containing 34 rooms, all equipped with bath, has been opened for business. Simon Meeuwssen is manager.

Detroit—Thomas B. Cowan and Richard J. Welsh, conducting a meat market at 10816 Jefferson avenue, East, as Cowan & Welsh, has sold out to John Merk.

Wayland—George Tubah has sold his hardware stock to Mack Short, a former sheriff of Allegan county. Mr. Tubah has been in poor health for several months.

Detroit—Noble & Picard, haberdashers, 630 Woodward avenue, plan to discontinue business April 1. Charles P. Noble and Russell G. Picard are the proprietors.

Benton Harbor—The Premier Mineral Bath House Co. will build a 40-room addition to its hotel, commencing the work as soon as the frost is out of the ground.

Detroit—An involuntary petition in bankruptcy has been filed against the Wolfstein Jewelry Shop, 659 Gratiot avenue, by three creditors who claim a total of \$655.23.

Detroit—An involuntary petition in bankruptcy has been filed against Herman Lefkowitz, haberdasher at 10354 Woodward avenue. Three creditors claim \$2,100.57.

Detroit—William Bullock and others have taken over the Euclid Grocery, 8408 Linwood avenue, from its former owners, Cyril H. Smith and W. C. Greenwald.

St. Louis—George Rockwell has leased the Deline store building and will occupy it with a stock of women's

ready-to-wear garments, millinery, etc., about Feb. 2.

Lowell—The W. H. Chase Furniture Co. arranged to pay its stockholders 50 cents on the dollar for their stock at a meeting called recently. The company will close its doors here.

Otsego—W. R. Takken and D. Milton Gerber, of the Fruit Growers State Bank of Saugatuck, have bought the interest of the Clapp estate in the First State Bank of Otsego.

Detroit—The Waxam Fur Co., 2709 Woodward avenue, has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed and paid in cash.

Kalamazoo—The Portage Cigar Store, 127 Portage street, is now conducted by a partnership, which includes Nelson H. McParland, Siegel Sternburgh and Joseph R. Stuart.

Detroit—George H. Bradley, who has been conducting a dry goods store at 2570 Van Dyke avenue under his own name has changed the style of the business to the Bradley Dry Goods Store.

Milan—A. N. Squires has resigned as cashier of the Milan State Savings Bank. He had been with the bank since 1917. He is to take a position with the American Furnace and Foundry Co.

Detroit—A fire of undetermined origin destroyed the leather goods store of Martin Meier & Co., 532 Woodward avenue, early Sunday morning, Jan. 25. The damage is estimated at \$30,000.

Milan—After thirty-five years' service in connection with the Farmers and Merchants' Bank of Milan, M. H. Hack has resigned as President, effective May 1. He will devote his time to other business.

Lapeer—John Woolhouse, proprietor of a general store in this village has filed a petition in bankruptcy. Liabilities, \$15,165.83, assets, \$13,330.33. Mr. Woolhouse is running as the Poulson Mercantile Co.

Highland Park—Charles Holmes has changed the style of his hardware business at 13531 Woodward avenue from the Arcade Hardware Co. of Highland Park to the Charles Holmes Arcade Hardware Co.

Detroit—George Kavanaw, conducting a hardware store at 4801 St. Aubin as the St. Aubin Hardware, has moved his place of business to 21016 John R. street, where he will do business as the Kavanaw Hardware.

Detroit—The Terminal Restaurant Corp., West Jefferson avenue and Third street, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$5,000 paid in cash.

Jackson—The Silk Shop, C. R. Clark, proprietor, 295 West Main street, was badly damaged by fire on Jan. 20. Loss is estimated at \$20,000. The same conflagration caused \$5,000 damage to the Club Cigar Store nearby.

Detroit—The Gump Baking Co., with business offices at 1107 Garfield avenue, Bay City, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$400 in cash and \$9,600 in property.

Allegan—Charles Hoehn & Son have bought the building on Water street, lately occupied by the Allegan Farm Power Co., for \$10,000. They will remodel the building for a garage. Hoehn & Son have auto sales stations at Gobles and Grand Junction also.

Detroit—Charles Silverman and Isadore Weiss, who have been conducting two bazaars at 8304 West Jefferson avenue and at 9 North Biddle street, Wyandotte, have dissolved partnership. Mr. Silverman retains the Detroit store and Mr. Weiss that in Wyandotte.

Howard City—L. C. Baese has sold his bakery to John H. Prout, who for 40 years conducted the Howard City roller flouring mills, and Fred Powell, an experienced baker who came here a few months ago from Belding. The business will be conducted under the style of the Howard City Bread Co.

Charlotte—Richey Bros. succeed John Richey & Co. in the dry goods business. Fred Richey, of Albion, who has been the junior member of the local company for some time, has resigned his position as manager of the first floor of the George T. Bullen Co. department store, Albion, and will devote his entire attention to Richey Bros. store.

Sturgis—John Tripp, 84 years old, wealthy real estate owner and former clothing merchant in this city and Charlotte, is dead at San Diego, Calif., according to a message received by his daughter, Mrs. Bert Jennings, of this city. He went to San Diego two weeks ago to spend the winter and was stricken with pneumonia on the train. The body will be brought to Sturgis for burial.

Coldwater—Harry R. Saunders, President of the Coldwater National Bank and a lifelong resident of this city, is dead following a stroke of paralysis. He was 63 years old. Saunders had been connected with the bank since 1883 and in 1895 was elected cashier, which office he held until 1921, when he became president. He was a member of both the Bon Ami and Country clubs. He leaves his widow, one son, Allen, and his aged mother, Mrs. R. M. Saunders. He was a Republican and had been both city clerk and treasurer.

Flint—After an investigation by State and local police officers Louis Chimovitz, 34, and his brother, Nathan, 37, proprietors of a large clothing and shoe store on the North side were booked at police headquarters on a charge of suspicion of arson. At police headquarters there are held as evidence seven two-quart glass fruit jars said to contain a mixture of gasoline and kerosene; a quantity of burned matches and a lot of tissue paper which had been partially burned, all of which it is claimed was found in the rear of the first floor of the Chimovitz store. Several families occupy apartments on the second floor of the store building. Discovery of smoke in the Chimovitz store attracted a patrolman shortly before 2 a. m. When the store was opened police collected seven fruit jars with the alleged inflammable mixture and the burned matches and paper.



### Essential Features of the Grocery Staples.

Sugar—Eastern granulated has sustained another decline. Local jobbers hold cane granulated at 6.90c and beet granulated at 6.80c.

Tea—The outlook is for general strength all around and for probable scarcity of fermented teas during the next few months. Spot factors indicate a belief that the market even after pressure of new crop seasonal teas is felt will continue toward record high levels.

Coffee—With the trade disposed to use up its stocks on hand, a hand-to-mouth character of buying is evident in the actual coffee market, and the quiet conditions prevailing are reflected in futures, which were inclined lower yesterday in a listless market.

Canned Fruits—California peaches are snapped up when they are offered, but there are few available. No. 10s in the low grades are wanted and the Coast and resale markets are being carefully canvassed. All grades of No. 2 1/2s at the source are in strong hands and holdings are light. Pears are as scarce as peaches and promise a close cleanup this season. Apricots, cherries and other items are wanted. Pineapple is quiet as the demand is only nominal. Apples are firm in tone but are not active in a big way.

Canned Vegetables—A steady active demand continued for spot tomatoes with but limited offerings from first hands. Ruling prices are exceedingly firm with advances from some sections. Future tomatoes have attracted considerable interest during the past week from buyers generally, and in consequence several of the largest canners in the heavy producing districts of the Central States have withdrawn quotations for the present. It has been difficult for canners to secure additional tomato acreage on account of the growers' price ideas being considerably higher than a year ago. This, it is reported, will have a tendency to curtail packing unless the acreage can be secured at a price the same as last year or at a reasonable slight advance. Spot corn is in brisk demand, due to the small holdings and virtually no sizeable lots to draw from. Resulting prices are high and the market very firm. Future corn is one item in the canned foods line that has held the spotlight for some time.

Canned Fish—A moderate turnover occurs. Sardines are held firm at list for California and Maine packs with a fair distributing demand. Spot salmon is steady but is firm in the West as packers anticipate an advance as the spring covering is in prospect and will soon be felt. Tuna and shrimp are in favor of the seller as they are difficult to replace. Crab meat and lobster have not yet felt the effects of lenten buying.

Dried Fruits—Dried fruit markets on the Coast have had their eclipse a week in advance of the solar phenomena and all products except raisins at the source have passed through a spectacular epoch which ended in a material advance in all items and a much stronger sentiment among packers. Growers are no longer to be considered, as they are eliminated from the picture until they will have 1925 fruits. To under-

stand the situation one must be on the Coast to get a close up of the market. From New York, at a distance of 3,000 miles, a distorted view is obtained. In fact, after the elapse of a week a closer idea of what has happened is now obtainable there. The Coast firmness is now admitted in the East, and there is a tendency on the part of distributors to readjust their spot quotations to the replacement basis and to hold firm for further strengthening of the whole line in the Middle West. The big item in the recent change is prunes. Packers believe that there will be little competition between this fruit and peaches, apricots and apples. The first two mentioned are in light tonnage and are relatively much higher than prunes, with no prospect of any shortening in the price basis between the various lines since apricots and peaches are too scarce to be cheapened. In fact, it is frequently said that peaches have not yet shown their latent strength as their best sale is in the spring months and buying for that event has not yet occurred in earnest. There promises to be keen competition for peaches later on as canned fruit for the bakery trade is short of trade requirements and is already sky high. The narrow offerings of packers indicates where they stand on unsold tonnages. Not a Coast packer has a complete assortment of apricots and collectively the whole line is in fine shape. Prune consumption is increasing and will be stimulated by consumer advertising in the large jobbing centers over the period of heaviest outlet, which should expand outlets and keep them open for the remainder of the year, thus insuring a cleanup of 1924 lines at satisfactory profits. Raisins have been the one quiet commodity. There is business passing all of the time but it is moderate in volume both for spot stocks and for Coast shipments. It will take an improvement in New York to create more buying interest and possibly advances on the Coast to inspire buying confidence.

Molasses—Offers of the new crop of Barbados molasses on spot are lower. New crop is offered for immediate shipment from Barbados on the basis of 38c f. o. b. This is on a much lower basis than the old crop which was bringing as high as 58c f. o. b. immediate shipment. There is no change in the blackstrap situation, although buyers are inclined to hold back their purchases.

Nuts—Unshelled nuts are more active in a jobbing way. The scarcity of almonds has caused advance buying for the spring, causing California Nonpareils to move up to 35c and Neplus to 28c. Tarragonas are following their lead. Diamond budded California walnuts have started to move in to consuming channels in larger volume. California and domestic walnut stocks are restricted and are in strong hands. Brazils are quiet as there is no heavy buying movement. Filberts are too scarce to be much of a factor but are one of the strongest nuts in the entire list. Pecans are also short of present and prospective requirements.

### Review of the Produce Market.

Apples—Baldwins command \$2.50 per bu.; Spys command \$3@3.50.

Bagas—Canadian, \$1.75@2 per 100 lbs.

Bananas—8 1/2@9c per lb.

Beans—Michigan jobbers are quoting as follows:

|                  |         |
|------------------|---------|
| C. H. P. Pea     | \$ 6.75 |
| Brown Swede      | 6.00    |
| Dark Red Kidney  | 10.75   |
| Light Red Kidney | 10.50   |

Butter—While street stocks have been reduced a little during the past week they are still quite liberal, and most receivers are disposed to be free sellers. The consumptive demand has broadened a little, so that we are using a little more than our current arrivals. Local jobbers hold fresh creamery at 39c. June packed, 35c; prints, 39c. They pay 23c for packing stock.

Cabbage—\$2.50 per 100 lbs. for home grown.

Carrots—\$1.35 per bu.

Celery—Commands \$1@1.50 per bunch for either Michigan or Calif.

Cauliflower—\$3 per doz. heads.

Cranberries—Late Howes are selling at \$8@8.50 per 1/2 bbl.

Cucumbers—Illinois hot house command \$5 for fancy and \$4.75 for choice.

Eggs—Local jobbers pay 53c for fresh and resell them candled, at 58c.

Egg Plant—\$3 per doz.

Garlic—35c per string for Italian.

Grapes—Emperor, packed in sawdust, \$8 per keg.

Grape Fruit—\$3.50@3.75, according to quality.

Green Onions—Charlots, 75c per doz. bunches.

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 | \$5.00 |
| Hot house leaf, per bu.       | 1.75   |

Onions—Spanish, \$2.25 for 72s and 50s; Michigan, \$2.75 per 100 lbs.

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

|     |        |
|-----|--------|
| 126 | \$6.50 |
| 150 | 6.50   |
| 176 | 6.50   |
| 206 | 6.00   |
| 216 | 5.50   |
| 252 | 5.00   |
| 288 | 4.75   |
| 344 | 4.00   |

Red Ball, 50c lower.

Parsnips—\$1.65 per bu.

Potatoes—Country buyers pay 50c in Northern Michigan, 60c in Central Michigan and 70c in the Greenville district.

Poultry—Wilson & Company pay as follows this week:

|               |         |         |
|---------------|---------|---------|
|               | Live    | Dressed |
| Heavy fowls   | 20c     | 23c     |
| Light fowls   | 12 1/2c | 14c     |
| Heavy springs | 20c     | 23c     |
| Cox           | 10c     | 14c     |
| Turkeys       | 30c     | 36c     |

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

Spinach—\$2.25 per bu. for Texas.

Squash—Hubbard, 3c per lb.

Sweet Potatoes—Delaware Sweets, \$3.50 per hamper.

Veal—Local dealers pay as follows:

|                    |     |
|--------------------|-----|
| Fancy White Meated | 15c |
| Good               | 13c |
| 60-70 Fair         | 11c |

Two years ago bad traffic conditions were reflected by a falling off of sales in retail stores in St. Louis. To meet the situation the Scruggs-Vandervoort-Barney Dry Goods Co., erected a four-story customers' garage to provide parking space for those shopping in its store. Located two and one-half blocks from the store, the venture has proved a success, says the Dry Goods Economist. The garage is capable of accommodating 296 cars exclusive of basement and roof, which also can accommodate cars. The customer either with or without a chauffeur is given a parking slip at the store door. The chauffeur or customer then drives to the garage. An attendant takes the parking slip, places it in a time clock and stamps it. The parking slip is tied to the car and the stub is retained by the driver. The slip allows the customer four hours' parking free of charge. If this is exceeded the customer is charged for overtime at the rate of 50 cents an hour or fraction thereof, with a maximum charge of \$1. In its first year of operation the garage parked 26,000 cars.

### The Credit Man.

To be a credit man is not  
So difficult a task—  
It merely means to answer what  
'Most anyone may ask  
Concerning anybody who's  
In business anywhere  
Who any article may choose  
To purchase here and there.  
He has to know the good and bad,  
The honest but the slow,  
What credit they've already had,  
How far we ought to go,  
The little fellow who is rich,  
The big one who is poor—  
He has to know when, what and which,  
The slow, the slow but sure.  
He has to see we never sell  
To those who never pay,  
And still be careful, just as well,  
To turn no trade away;  
He has to see we never ship  
To someone who may fail,  
Yet on the business hold our grip  
And never miss a sale.  
To be a credit man, my friend,  
A credit to the firm,  
The honest you must not offend,  
But make the others squirm.  
You need some simple qualities  
If credits you would scan—  
Yet all you need to have are these  
To be a credit man:  
The judgment of a Jupiter,  
The patience of a saint;  
The mind of a philosopher  
In hearing some complaint,  
Ability to prophesy  
And mortal minds to read—  
In fact, a credit man to be  
All these are all you need.  
Douglas Malloch.

### How It's Figured.

First take your home,  
Add wife's income,  
Divide by your eldest son's age,  
And your telephone number,  
Subtract your auto license number  
Add electric light bill,  
Divide by number of kilowatts,  
Multiply by your father's age,  
Add number of gold fillings in teeth,  
Add your house number,  
Subtract wife's age (approximate),  
Divide by number of aunts you have,  
Add the number of uncles,  
Subtract number of daughters,  
Multiply by number of times  
You have gone up in an airplane,  
Subtract your best golf score,  
Add a pinch of salt  
And then go out and  
Borrow the money to pay the tax.

### Sounds Reasonable.

Teacher was telling her class little stories in natural history and she asked if anyone could tell her what a groundhog was.  
Up went a little hand.  
"Well, Carl, you may tell us what a groundhog is."  
"Sausage."

### Attitude of France Inexplicable to Old Timer.

Grandville, Jan. 27.—The attitude of France with regard to payment of her debt to the United States is somewhat puzzling.

Some of her statesmen are harking back to our Revolution, declaring the money she lent the colonies then was never paid. Anything for an excuse, of course, yet the fact being that we paid every cent of that indebtedness makes the French claim ridiculous.

What we owed to France and Lafayette was paid in full measure long ago. France's love for America in that day was induced, no doubt, by her fear and hatred of Great Britain. That she should attempt to crawl out of paying an honest debt to Uncle Sam is something unexpected and hurts her American friends not a little.

Imagine, if you will, what would have become of the French republic had the United States not taken up the gauntlet thrown by Germany. The fact that the Huns would have wiped the French nation off the map had not men and guns from this side the of the water gone to the rescue ought to count for something with the French nation.

France and England both owe the U. S. a debt of gratitude the mere payment of money cannot cancel, and it seems strange that those Europeans fail to look at the facts in this light.

The end is not yet. The secret drillings of men and constant manufacture of guns are going on in Germany today. The fact that the German empire was not crushed goes far to prove that the military spirit of sixty and more millions of people beyond the Rhine has only received a temporary setback, and that when the hour is ripe there will be such a rising for vengeance as will astound the world.

Is France forgetting this in her anxiety to cancel her debt to the United States? Nations as individuals harbor resentment for a long time. The Frank and the Hun are natural enemies. That there will be permanent peace while these feelings rankle is preposterous. France isn't yet out of the wilderness. She cannot know how soon she may need the help of this country to save her national life. It is a reckless disregard of both honor and expediency which seems to move her now.

It is barely possible that the French nation can afford to make an enemy of this country. To the eye of an ordinary citizen it looks as though France was treading on dangerous ground in an effort to save a little money honestly due a neighbor.

There was a considerable number of people in the United States who at one time advocated repudiation of our national debt, but the better element prevailed and we were saved the humiliation of cheating those who loaned the Government money when in dire need.

Repudiation of honest debts, whether by men or governments, is a dangerous experiment. France should take heed from history and learn before it is too late that the only way for a nation that borrowed of a neighbor in time of stress is to keep faith with her creditors to the last farthing.

An honest man is the noblest work of God, and a nation is but a big combination of men, who must be honest if they would prosper.

The story of the world war need not be repeated to show where our debtors stand, and why they owe their very existence to the help of America.

The attitude of France toward Germany with regard to her occupying the Ruhr and other territory until an agreement could be wrung from the enemy that the war would not be renewed had the endorsement of this country, and it seems the height of temerity for the French to turn down their friends over here for the sake of saving a few dollars which in the long

## 35,000 Shares

# The United Light and Power Co.

(A MARYLAND CORPORATION)

## \$6.50 Cumulative Preferred Stock (Class A First Series)

Shares without par value. Redemption price \$105 per share and accrued dividends. Liquidation price \$100 per share and accrued dividends. Dividends payable quarterly: January 1, April 1, July 1 and October 1, at annual rate of \$6.50 per share. Dividends free of the present Normal Federal Income Tax.

### Listed on Chicago Stock Exchange

#### TRANSFER AGENTS:

Guaranty Trust Company, New York  
The United Light and Power Company, Chicago  
The United Light and Power Co., Grand Rapids

#### REGISTRARS:

Bankers Trust Company, New York  
Illinois Merchants Trust Company, Chicago  
The Michigan Trust Company, Grand Rapids

### History and Business:

The history of United Light is one of steady growth and progress for the 14 years since its inception in 1910. It then controlled a group of public utility companies with gross earnings of only \$851,600. During the ensuing years it gradually added additional properties until in 1912 it acquired the Tri-City Railway & Light Company, which at that time was considerably larger than United Light. From then up to the time of the present acquisition, however, it acquired no properties, and the 100% increase in gross earnings during that period was due to the intensive development of the existing properties. During that period it has to all intents and purposes functioned as an operating company, and its gross earnings as such today exceed \$12,500,000.

Now for the second time in its history the company has acquired a group of properties larger than itself through purchases of over 95 percent of the Common Stock of the Continental Gas & Electric Corporation, which in turn controls The Kansas City Power & Light Company and the Columbus Railway, Power & Light Company.

This makes The United Light and Power Company both an operating company with \$12,500,000 of Gross Earnings and a holding company of properties having \$21,770,000 Gross Earnings, so that the combined properties now controlled by United Light have Gross Earnings exceeding \$34,300,000.

The Communities served by the combined properties total 289 and include the cities of Kansas City, Missouri; Columbus, Ohio; Davenport, Iowa. Rock Island and Moline, Illinois; Lincoln, Nebraska; Iowa City, Iowa; Cedar Rapids, Iowa; Ottumwa, Iowa; Fort Dodge, Iowa; Mason City, Iowa. LaPorte, Indiana, and Chattanooga, Tennessee. The aggregate population served is in excess of 1,750,000.

**Earnings:** As set forth in the circular mentioned below, the consolidated earnings statement of The United Light and Power Company and Subsidiary and Controlled Companies for the twelve months ended September 30, 1924, shows Gross Earnings of \$34,301,684 and net income after operating expenses, including maintenance and taxes of \$14,259,377. Balance applicable to the dividends on this Preferred Stock after maintenance, but before depreciation, was over six times and after depreciation and maintenance was over four times the dividend requirements.

The Market Equity of the Preferred and Common Stocks of The United Light and Power Company junior to this issue is in excess of \$20,500,000.

Neither The United Light and Power Company, nor its predecessor, The United Light and Railways Company has ever defaulted on any of its Preferred Stock dividends since incorporation in 1910.

Complete circular showing combined capitalization and detailed consolidated earnings statement sent on request.

Price \$86 per share, to yield over 7.55%

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(INCORPORATED)

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The information contained in this advertisement has been obtained from sources which we consider reliable. While not guaranteed, it is accepted by us as accurate.



run is likely to prove the dearest dollars ever gained by France.

Honesty with nations is as necessary as honesty of individuals.

There can be no question that had the United States remained out of the world conflict France would to-day be an appendage of the German empire, her liberties lost forever; and even Britain would be in danger of absorption by the insatiable and blood thirsty Hun. Our British Friends have been wise in settling their American account in a satisfactory manner. France should do likewise if she expects to retain the friendship of her most powerful ally.

Accusing America of adopting the methods of a Shylock will cut no ice with our people.

France is our friend. We must always remember Lafayette and the Revolution. The mere mouthing of these words will amount to nothing. Genuine friendship cannot exist as a one-sided affair.

We need go no farther back than the civil war to note how friendly France was to us, despite all the Revolutionary twaddle of former days.

The armies of three European nations took advantage of our domestic difficulties at that time and entered Mexico with a view to colonizing that country, and perhaps later seek to wrest Texas from the United States.

Warned by American authorities, England and Spain soon withdrew, but France remained. Carried on a war to seat Maximilian on the throne of Mexico. The one nation in Europe from whom we had reason to expect the most friendliness was the one to start something to aid the Confederates.

Not until after the surrender of Lee did France get out of Mexico, and not until this Government warned that nation that we viewed its invasion as an act of hostility to the United States. Old Timer.

#### Proceedings of St. Joseph Bankruptcy Court.

St. Joseph, Jan. 17.—In the matter of Lyle Sager, bankrupt, of Hopkins, the first meeting of creditors was held at Kalamazoo and claims were allowed. The creditors present and represented, after the examination of the bankrupt, not desiring the appointment of a trustee, an order was entered by the referee that no trustee be appointed and that the bankrupt be allowed his exemptions as claimed.

In the matter of John Van Dyke and Albert R. Barringer, bankrupt, of Kalamazoo, the first meeting of creditors was held at the latter place and claims were allowed. The bankrupts were sworn and examined by the referee and attorneys present without a report. Following the examinations, orders were entered that no trustee be appointed, and that the bankrupts be allowed their exemptions as claimed, whereupon the meetings were adjourned without day.

Jan. 19. In the matter of the Wolverine Paper Co., of Otsego, the alleged bankrupt having filed petition with its schedules of property required by the acts of bankruptcy requesting leave to make an offer of composition prior to adjudication of bankruptcy, an order was entered granting the prayer of the petitioner and referring the matter to Referee Banyon to call a meeting of creditors at Otsego for the purpose of considering and acting upon the proposed offer of compensation. The schedules of the alleged bankrupt show liabilities and assets as follows:

Secured Creditors.  
First bond issue \$ 30,000.00  
Second bond issue and interest 103,000.00

Total \$133,000.00

Unsecured Creditors.  
Ahdawagam Paper Products, Wisconsin Rapids \$ 320.47  
Allied Paper Mills, Kalamazoo 8,190.96  
American Bank Note Co., Chicago 222.25  
Asiatic Petroleum Co., New York 5,323.23  
Charles G. Bard, Kalamazoo 10.53  
Bigelow Arch Co., Detroit 115.20  
Beloit Iron Works, Beloit Unknown  
N. P. Bowsher Co., South Bend 51.00  
Bulkley, Dunton & Co., New York 7,523.97  
Buckie Printers Roller Co., Chicago 124.95  
Printers Co., Inc., Chicago 4.65  
Chase & Woodruff, Kalamazoo 848.55  
A. D. Cook, Lawrenceburg, Ind. 703.21  
Crescent Engraving Co., Kalamazoo 673.48  
Eastwood Wire Mfg. Co., Belleville, N. J. 289.73  
Edwards & Chamberlain Hardware

Co., Kalamazoo 135.05  
Fitchburg Duck Mills, Fitchburg, Mass. 1,108.50  
G. R. Insurance Co., Grand Rapids 2,801.09  
Horders Stationery Stores, Chicago 10.93  
F. C. Huyck & Sons, Albany 163.54  
Kidder Dress Co., Dover, N. H. 24.75  
Kal. Trading Co., Kalamazoo 2,669.72  
Kalbfleisch Corporation, New York 805.00  
E. J. Keller Co., New York 16,800.50  
Lagerloef Trading Co., New York 5,700.63  
Link Belt Co., Chicago 63.43  
Mac Sim Bar Paper Co., Otsego 18,415.47  
Mathieson Alkali Works, New Y. 533.50  
Menasha Wood Split Pulley Co., Menasha, Wis. 49.30  
Price & Pierce, Ltd., New York 1,652.00  
Phillip Ruxton, Inc., Battle Creek 774.76  
Standard Oil Co., Grand Rapids 12,884.84  
Shurtle Bros. Machine Co., Middletown, Ohio 251.40  
U. S. Rubber Co., Detroit 233.60  
Virginia & Rainy Lake Co., Virginia, Minn. 1,475.51  
Western Paper Makers Chemical Co., Kalamazoo 893.66  
Whitmore-Parsons Pulp Co., Philadelphia 1,365.36  
Wolverine Casting Co., Plainwell 48.30  
Kalamazoo City Savings Bank, Kalamazoo 10,000.00  
F. R. Heath, Grand Rapids 5,000.00  
Kal. City Sav. Bank, Kalamazoo 3,900.00  
S. B. Monroe, Kalamazoo 12,500.00  
Conley Foll Co., New York 25,000.00

\$144,477.57

Other Debts.  
C. A. Buskirk, Kalamazoo \$1,600.00  
Canadian Paper & Twine Co., Toronto 606.90  
Assets.  
Real estate \$65,513.06  
Cash on hand 150.00  
Machinery, tools, etc. 199,610.58

Other personal property 90,062.44  
Debts due on open account 28,984.63

\$384,320.71

Jan. 20. In the matter of Mosgrove & Eddy, bankrupt, a co-partnership, of Galesburg, bankrupt, the trustee filed his final report and account, showing the disbursement of all funds with request that the estate be closed and he be discharged as trustee. Orders were made by the referee, discharging the trustee and closing the estate, also recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

In the matter of Nicholas Jours, bankrupt, formerly doing business as the Central Candy Co., of Kalamazoo, the trustee filed his supplemental final report, showing that all funds had been disbursed, whereupon an order was entered by the referee closing the estate and discharging the trustee; also recommending the bankrupt's discharge.

Jan. 21. In the matter of Harlow Crawford, bankrupt, the trustee filed his final report and account showing total receipts of \$1,425.20 and disbursements of \$571.25, with request that the final meeting of creditors be called. An order was entered by the referee calling the final meeting of creditors at his office on Feb. 6, for the purpose of passing upon the trustee's final report and account, the declaration and payment of a final dividend, the payment of administration expenses and such other matters as may come before the meeting. Creditors were directed to show cause why a certificate should not be made recommending the bankrupt's discharge.

Jan. 22. In the matter of the Wolverine Paper Co., alleged bankrupt, of Otsego, an order was made by the referee calling a meeting of creditors at the office

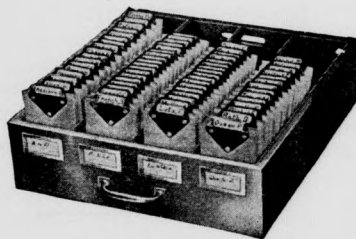
and plant of the alleged bankrupt at Otsego, at 10 o'clock on Feb. 10 for the purpose of considering the alleged bankrupt's offer of composition to be submitted at said meeting or prior thereto, also for the examination of the officers of the corporation, the proving and allowing of claims and the transaction of such other business as may properly come before the meeting.

Jan. 23. In the matter of Nathan Cooperman, bankrupt, of Dowagiac, the trustee filed his supplemental final report and account with request that he be discharged as trustee and the estate closed. Orders were entered by the referee, closing the estate, and discharging the trustee, and also recommending the bankrupt's discharge.

In the matter of George W. Merriman, bankrupt, doing business as the Hartford Exchange Bank, the trustee filed his sixth report and account, showing cash on hand of \$11,807.17, with request that a special meeting of creditors be called for the purpose of declaring a fourth dividend of 5 per cent. Dividends of 50 per cent. have heretofore been declared, and a special meeting will be called within the next 30 days for the purpose declaring the fourth dividend and settling other matters relative to the administration of the estate.

In the matter of Walter C. Jones and Ernest Starnard, doing business as the Farmers & Merchants Bank of Jones, bankrupt, the trustee was directed to file his fifth report and account preparatory to calling a special meeting of creditors for the purpose of declaring a second dividend of 10 per cent.

## What Would a FIRE Mean to Your Business?



As a prosperous Merchant, your CHARGE ACCOUNTS represent a very important and non-insurable part of your business.

Give them the protection they are entitled to by placing them in a

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A complete system within itself. Each account filed behind a guide where it is easily and quickly found. The Tray holds 125 accounts. When placed in the vault, no fire can touch them.

Plenty of room for your stock records, paid bills, cash, unpaid bills, etc.

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SEEKMAN & PETERS, Saginaw, Mich.  
DANIELS CO., Muskegon, Mich.  
R. A. MOOTE, Jackson, Mich.

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ADDRESS \_\_\_\_\_





### GRIEVANCES OF THE JOBBERS.

Grievances as well as problems of jobbers came up for an airing at the sessions of the wholesalers attending the meetings and conventions of the Wholesale Dry Goods Association in New York City. It is a little noteworthy that the policy of piecemeal buying by retailers, generally condemned by producers and wholesalers, found some staunch defenders among the latter. One wraith, that keeps popping up like Banquo's ghost whenever jobbers meet, appeared before the knit goods section. This was the matter of publishing the prices at which goods are let out to the wholesalers, which was declared in a resolution to be a "detriment" and of "no benefit to the consumer." What the wholesalers apparently object to mainly is that retailers are informed of the prices made to jobbers and can so figure out what profits the latter make. But the retailers know well enough that jobbers are not in business for their health and are usually willing to concede that the latter are entitled to be paid for the services they render. If they hold otherwise they are apt to buy from manufacturers who sell direct to the retail trade. If manufacturers wish to prevent publicity for their wholesale prices, it is difficult to see how they can succeed in doing it. These prices have to be made known to those who buy, and, when this occurs, it is impossible to prevent the knowledge going to others. The usual way of keeping the information under cover is by a series of discounts. So far as the consumer is concerned the matter is of no consequence, especially as regards all manner of knit goods. These are sold at conventional prices, which are advanced or lessened by lump sums of 25 or 50 cents on an article, though the cost of the same might not be raised or lowered as much.

### THE SPREAD IN PRICES.

A very good case has been made out of the advantages of standardizing and of eliminating waste in the distribution of commodities. That this means the saving of hundreds of millions of dollars a year to the business of the country was clearly set forth in the address of Secretary Hoover at the conference recently held in Washington. Theoretically this should inure to the benefit of the ultimate consumer, but that it will actually do so has not been made so manifest. The saving of only 10 cents on a pair of shoes in the manufacture and distribution of them, would mean an economy of about \$30,000,000 per year, which is a very large sum. But how could such a saving be reflected in the retail price? This latter is generally a fixed number of dollars. When there is a fraction it is a half dollar. Is it conceivable that prices would be rearranged so as to provide for shoes retailing at, say, \$4.40 or \$4.90 instead of \$4.50 or \$5? The difference, anyway, would be regarded as too trivial to be worth considering. The same thing holds true as to a dress, a suit of clothes and other articles. It is recognized that in most instances if not in every one, the great additions to price come after goods get into the hands of the retailer. But this is due to certain well-

known circumstances. The retailer's expenses in doing business are heavy, not only because of his rent, taxes and the other necessary outlays, but by reason of the personal services he is obliged to render in obedience to the exactions of his customers. When everything is finally sifted down it will be found that a large percentage of the added cost of things is due to the desire of the ultimate consumer to buy with comfort and convenience.

### COTTON SUPPLIES.

For several days last week cotton quotations showed a disposition to slump in anticipation of the issue of ginning figures up to Jan. 16. The guessing of what these would be was surprisingly close to what they actually were, which was 13,308,037 bales. This is 3,364,000 bales more than at the same time in 1924 and shows that the latest crop estimate will be much exceeded. The exports to date, while considerably in excess of those last year, appear to be lessening, and the consumption in domestic mills leaves much to be desired. This latter is the weak point in the cotton situation, with nearly one-half of the cotton year gone. There are signs of a gradual improvement in the demand for cotton fabrics and to this, rather than to the volume of present trading, is due the firmness in price that is shown. Sales of gray goods have not been especially notable but a lot of orders keep coming into the market for finished fabrics, bleached, printed and dyed. The call for gingham has been quite notable. During the past week lines of printed and wash goods for Fall have been opened at prices showing little change from former quotations. More blanket lines have also been offered at about a cent a yard reductions. Fairly good ordering has occurred on these goods. There has been a continuance of the buying of various kinds of knit goods, especially of Spring and Fall underwear. Hosiery is also moving fairly well. The next three or four weeks are expected to show a more active demand for all kinds of cotton goods.

### RAW WOOL REDUCTIONS.

In spite of all the talk of wool scarcity it would seem as though the efforts to boost prices of the article are proving futile. At Sydney, Australia, and in London the auction sales of wool during the past week showed a decided lessening in demand, many withdrawals of offerings and reductions in price that were especially marked in the case of merinos. Both British and American buyers are showing reluctance to purchase at the figures at which the sellers are holding. That they are able to continue this policy would appear to negative the notion that they are in urgent need of supplies. As has been hitherto stated, the high cost of wool has led to a great deal of substitution of other fibers as well as to the larger use of reworked wool in every country that manufactures woolen goods. That is one of the reasons why woollens have been supplanting worsteds, because buyers of clothing and garments have been purchasing "at a price," and substitutes cannot be employed in making worsteds. At the

weight season it is expected that the woolen lines will again receive preference over the worsteds for this reason. These openings will very likely, occur within the next fortnight, so far as concerns men's wear. Fabrics for women will not be shown until some time later. As to both, the interest manifested is as to the amount of increase in the prices.

### DOOMED TO DEFEAT.

The so-called Child-Labor Amendment precipitated by the reds of Russia has been ratified by Arizona and California. Both the Carolinas have disapproved it. In South Carolina it was rejected unanimously and without debate. Georgia emphatically defeated it. In Louisiana the lower house of the State Assembly refused to accept it. South Dakota's Senate defeated a joint resolution of ratification by a vote of 35 to 6. By unanimous vote in the Delaware House it was rejected. The House in Oklahoma refused ratification by 80 votes to 24 votes. Kansas by action in the House refused it, 101 votes to 21. As this is written the vote of the states stands two for and eight against. The amendment must be approved by thirty-three additional states before it can become a part of the Constitution, since two-thirds of the Commonwealths are necessary to ratification. To the eight states recorded as against only five must be added to defeat it. Massachusetts has been directed by her November referendum to reject it. It is said that at least twenty-eight states will reject it outright, while others will leave it to a referendum. On its showing to date the amendment seems doomed.

The protests of the near-beer men of St. Louis that their business is being destroyed by foreign beer smuggling calls attention to the increase in the intoxicating liquor trade of Great Britain and Canada. A recent article in the London Times from Vancouver contained the statement that the money value of liquor smuggled into California, Washington and Oregon during 1924 was \$120,000,000, and that conditions had reached a "point when at any time serious international complications may arise between Canada and the United States." A few weeks ago Winston Churchill, Chancellor of the Exchequer, said the profits of the British brewing concerns had increased from £9,971,000 in 1913-14 to £19,000,000 in 1922-23, the last available figures for comparison. Last week a British steamer, returning to the Thames after a two months' trip to Rum Row, off this harbor, reported its profits for the voyage as \$1,250,000 on a total sale of \$4,000,000. Despite the vigilance of the United States authorities, these figures indicate that rum smuggling from Great Britain and Canada is still considerable.

### DROP WOOL LABELING MARK.

Some years ago a movement was started to secure Federal legislation against misrepresenting merchandise in such a way as to deceive the public. The sponsors of the movement took as their model the British Merchandise

Marks act, which has proved operative and useful for a long period. Certain selfish interests interfered, however, and have thus far been able to prevent the enactment of the remedial legislation by the Nation. The most persistent of the obstructionists was a concern engaged in making what it called "virgin" wool fabrics. It had an ingenious and resourceful advertising agent keeping up an agitation that gained free publicity for it and, besides organizing a so-called "sheep and wool" association, managed to secure the support of some real wool growers' bodies. The aim back of it all was to advertise the so-called "virgin" wool, although there is, strictly speaking, no such article used in making fabrics—that is, the wool as it comes from the sheep's back. But the propagandists made sufficient headway to bedevil and hold up all attempts at passing a law to prevent and punish misrepresentation, although they were not able to get one of their own across for labeling the contents of a woolen fabric, which had the misnomer of a "truth-in-fabric" bill. The wool growers' support of this measure was asked on the ground that it would stop, or check greatly, the use of reworked wool and so increase the price of the new wool. The outsider was appealed to by the suggestion that the new wool necessarily made better or more serviceable cloth.

But, as it happened, both the pretense and the suggestion disappeared in the course of the discussions that ensued. As wool rose in price there was greater resort to the use of reworked wool. Then, too, it was demonstrated, in the experiments of the Bureau of Standards at Washington, that the fact of wool being new gave it no merit over reworked wool in endurance or wearing quality and that more depended on the weaver than on the material he employed. In styling and for warmth it had already been conceded that one kind of wool was as good as another. But with all this, there was still factious opposition to the enactment of a simply worded statute against misrepresentation. So a compromise has been reached by the Interstate Commerce Committee which is needlessly complex and contains many words. On the question of wool it permits the use of terms "virgin wool" or "new wool" applied to clothing if the principal cloth in them is made of one or the other, respectively, but does not require the garments or the fabrics to be labeled at all. It empowers the Federal Trade Commission to get samples and have them inspected, analyzed and tested to discover their content, although it has been already demonstrated that no analyses or tests are available to show whether the wool used in a cloth is new or reworked. The provisions to that effect are merely a sop to the prejudices that have been created and are without practical value. It is just another instance of political buncombe.

As thy work shall be, so they pay.

Hard work yields a soft bed.

Your thoughts are you.



### Some Men I Have Known in the Past.

At a critical period in the career of John Wanamaker, when he was remodeling and rebuilding both of his stores at the same time, he suddenly ceased discounting his bills and permitted them to accumulate to an almost inconceivable amount. At one time he owed the furniture manufacturers of Grand Rapids about \$600,000. The largest creditor was the Widdicomb Furniture Co., whose account approximated \$60,000. Several conferences were held by local creditors, resulting in a request that Wm. Widdicomb go to Philadelphia and seek a personal interview with Mr. Wanamaker. Mr. Widdicomb accepted the commission and a few days later called on Mr. Wanamaker, who invited Mr. Widdicomb to spend the night with him at his country home, a few miles out of Philadelphia. After dinner had been discussed, Mr. Wanamaker led Mr. Widdicomb into his library, closed the door and began the conversation: "I know your mission to Philadelphia, although you have not mentioned it as yet. I am glad you took the trouble to come, because I can talk more freely than I would care to write. My present embarrassment has been caused by the most diabolical conspiracy I have ever experienced or heard of. Because I never recognized trades unions—and never will—I am the victim of a half hundred walking delegates who made a demand on me for \$1,000,000, to be divided among them as a bribe, in default of which they threatened to stop work on both my buildings. Of course, I declined to be victimized in that manner. As a result, every union man was called off my buildings and I was under the necessity of completing both structures with non-union workmen. I am making rapid progress, but you realize that it required several months to get a force of non-union men together and that it is costing me thousands of dollars every week to protect them from murder and injury at the hands of the union ruffians. I never saw such a murderous gang in my life. I am going to win out over the exactions of these blood letters and I am going to pay my creditors every penny, but I must have time and my creditors must be lenient. I want the furniture manufacturers of Grand Rapids to continue to fill my orders on my assurance that every creditor will receive 100 cents on a dollar."

On Mr. Widdicomb's return to Grand Rapids, he made this report to his associates, closing with these sentences:

"I told Mr. Wanamaker the Widdicomb Furniture Co. would ship him \$100,000 worth of goods, in addition to the \$60,000 he already owes us. I hope you gentlemen will take similar action, because Mr. Wanamaker is fighting a righteous fight against the cohorts of Satan."

Grand Rapids saw Mr. Wanamaker through his troubles and has ever since enjoyed a large and lucrative trade with the Wanamaker establishments.

When John Wanamaker was a boy, and not a rich boy, he went into a store to buy a present for his mother. As the article was being wrapped up

he noticed another which he thought would be preferable and asked for an exchange. This request, reasonable as it now seems, was brusquely refused. The experience led Mr. Wanamaker to resolve that no such discourtesies should be inflicted upon visitors to his store, whenever he should have one. Similar observations led him to introduce the one-price system. He made up his mind that his store should be "easy to get into, easy to do business in and easy to get out of." He determined also to improve the conditions under which the sales force worked. Training schools for clerks, Saturday holidays, Summer vacations with pay, rest rooms and more humane relations between employer and employee were all early ideals which he realized.

"I insist," he once said, "that workers shall have proper recognition. I will not have people called 'help.' We are men and women, living our lives, doing our shares, doing it with dignity, doing it in the most respectable way, and I am determined that people shall take off their hats to you as they do to other ladies and gentlemen." These policies proved to be good business for the Wanamaker stores, and for other stores which adopted them. Backed up by energy, organizing ability and foresight they transformed a struggling beginner into a great merchant.

Mr. Wanamaker was born of old American stock. His father was a brickmaker, living on the outskirts of Philadelphia. The family's income did not allow of luxurious living, but the home was a hospitable as well as a religious one, and ideally happy. John was born in 1838. At 14 he secured a position in a book store as errand boy, and at 18 began what was to be his life work by becoming a clerk in Colonel Joseph N. Bennett's clothing store, Tower Hall. There was, however, an interruption, during which he served as the first paid Secretary of the Young Men's Christian Association of Philadelphia. Had it not been for a throat ailment, which seemed to forbid public speaking he might have become a clergyman. Giving up this ambition he formed a partnership with his brother-in-law, Nathan Brown, early in 1861, and opened a store at Sixth and Market streets, Philadelphia. Nothing but ruin was predicted. The money capital consisted of \$4,000, and this before the tide turned, dwindled to \$73. At one time Mr. Wanamaker was willing to drop his business and enlist in the Union armies, but was unable to pass the physical examination. He remained and struggled on, short of credit, and, indeed, short of everything but intelligence, ambition and persistence. And he advertised. He became the most daring and spectacular newspaper advertiser in America.

Success came slowly but solidly. In 1868, when Mr. Wanamaker's partner died, more than \$100,000 was realized at an executor's sale. Enlargements became necessary and Mr. Wanamaker bought the old Pennsylvania Railway freight station, turning it over to Dwight L. Moody for a series of revival meetings before remodeling it for his own purposes. On May 6, 1876, he opened it for business, and

this was the beginning of his permanent prosperity. It was, as he declared, "a new kind of store"—a new and improved kind upon which the great metropolitan stores of the present day have modeled themselves. Almost exactly twenty years later he bought the A. T. Stewart store in New York City and placed his friend and associate, Mr. Ogden, in charge of it. During those twenty years he grew to the dimensions of a national figure though his only excursion outside his own field (his religious and charitable labors excepted) was a political interlude which ended in his serving as Postmaster General in Harrison's cabinet. In this work he was eminently successful, one important act being the establishment of mail subsidies for American ships, another the closing of the mails to letteries. In many other ways Postmaster General Wanamaker introduced economy and efficiency into the postal service.

His commercial and managerial abilities are well known. Less familiar perhaps, to those who did not know him personally, was the kindness of his relations with his employees. He may have been arbitrary but he was not unjust. Discharges were rare, and if deemed necessary were accompanied by efforts to get the discharged employee some other kind of work. Mr. Wanamaker "was always among his employees," making the rounds of the store, checking up the various departments and talking freely to every one he encountered. "He would ask for the members of the family, enquire about recent home happenings, give a word of advice on personal or business matters. He would praise their work, or, if necessity demanded, criticize."

He was interested in Sunday Schools and other religious activities all his life. No charitable enterprise on a sound basis had to beg long for support. The Y. M. C. A., the Salvation Army and all missionary and evangelistic labors were among his special interests. He was relied upon in all public-spirited campaigns, giving to them energy and time which he could not too easily spare from his business. Nor did he confine himself to leadership in large movements. He had a concern for individuals, and was not too proud or too busy "to counsel or pray with a man addicted to drink" or to take home a drunken man "to prevent the arrest and disgrace of the victim." In family life and with his intimate friends he could unbend completely. He would play bear with his children, engage in a good-natured rough-and-tumble with Thomas Alva Edison, spend long hours fishing from his houseboat in Florida waters or get up early to pick a bouquet of flowers to give to some one as he went down to his office. By traits like these, as well as by his more serious qualities, he earned the liking and respect of his associates and subordinates.

The moral of this biography is that a merchant may be much more than a man who buys in the cheapest market and sells in the dearest. John Wanamaker's life, was a contribution not merely to merchandising but to the improvement of human relations. He made the whole business of retail sell-

ing, from the point of view of the sales force as well as from that of the public, a more agreeable and a less wasteful process. If shopping is more fun than it used to be, with less wear and tear upon the nervous system, John Wanamaker deserves much of the credit. If retail salesmanship has been systematized and standardized, if honesty has passed from the copy book to the ledger, John Wanamaker is also among those who must be thanked.

The legacy left by John Wanamaker is, perhaps, not a business or money so much as an attitude toward business and toward wealth—an attitude of accepted responsibility and obligation.

### OUR GUARANTEE.

Each sales-slip filled out is as much our personal guarantee for the rightness of goods and prices as though issued personally. We count this personal responsibility and the confidence it begets as the basis of our success.

John Wanamaker.

### Can You Manage Men?

If a man wishes to judge his own ability to manage men, let him put the following questions to himself and if he can answer "yes" to eight of them he can claim to be an efficient manager:

1. Can you express your own ideas without causing others to feel that you are overbearing and narrow-minded?
2. Do you control your temper and not "fly off the handle" when things go wrong?
3. Are you usually cheerful, without "grouchy" spells?
4. Do you think for yourself, and not let the opinions of others unduly influence you?
5. Do you give credit where credit is due?
6. Are you calm when your own mistakes are pointed out?
7. Do your men respect you and co-operate with you?
8. Can you maintain discipline without often resorting to the use of authority?
9. When thrown with a group of strangers, do you adjust yourself easily?
10. Can you adjust a difficulty and retain the friendship of the person with whom you have differed?
11. When talking to superiors, do you feel free from embarrassment?
12. When interviewing subordinates, do you put them at ease?
13. Can you meet opposition without becoming confused and saying things you wish afterward you had not said?
14. Are you sought out by your friends to handle delicate situations because of your ability to do such things?
15. Are you patient when dealing with people who are hard to please?
16. Do you make and retain friends easily?

### His Advertisement.

A Pennsylvania cemetery contains a tombstone with this inscription: Here lies the body of Jane Smith, Beloved Wife of Thomas Smith, Marble Cutter.

This monument was erected by her husband as a tribute to her memory and as a specimen of his work. Monuments of the same style, \$250.

**Draft of Proposed New Peddling Law.**

The following draft of the proposed new peddling law has been submitted to the members of the Retailers' Council for suggestion, amendment or approval.

Sec. 1. The term "hawker" or "peddler" as used in this act shall mean any person who goes from house to house or from place to place in this State and sells or offers for sale, goods, wares or merchandise of any description.

The term "solicitor" as used in this act shall mean any person who goes from house to house or from place to place in this state and solicits or takes orders for goods, wares and merchandise of any description for future delivery.

The foregoing terms shall not be construed to apply to a person selling goods, wares or merchandise of any description raised, produced, or manufactured by the individual offering the same for sale or to one taking orders for such goods, nor to a person soliciting orders from or selling such goods, wares or merchandise to wholesalers, retailers, or jobbers.

Sec. 2. It shall be unlawful for any person to engage in any of the occupations mentioned in section one of this act in any county in this State until he has made application to and received a license from the county treasurer of such county so to do. At the time of making such application, such applicant shall pay to said county treasurer the sum of five dollars. Such application shall be on a form to be furnished by such official; shall be signed by such applicant and shall state his age, nationality, citizenship, residence or residences for five years prior to making such application, and a full personal description, such as weight, height, color of eyes, color of hair and distinguishing marks if any. It shall be unlawful for any applicant to engage in such occupations who is affected with any infectious or communicable disease. No license as provided in this act shall issue unless the application shall first have been countersigned by some reputable physician of said county certifying that the person applying for some such license is free from such disease. Such licenses shall be exhibited to any peace officer or prospective customer on demand.

Sec. 3. Every solicitor shall execute, sign in his own name and deliver to the person giving any order for the future delivery of goods, wares or merchandise an exact copy thereof. No such order shall be binding on the party giving the same unless all the terms thereof as made by such solicitor shall be set forth therein. Such order shall not be binding unless it contains the words "this agreement shall be void if upon delivery the goods ordered herein are not as represented by the solicitor."

Sec. 4. Any solicitor who demands, accepts or receives a payment or deposit in advance of delivery, before making the application for license mentioned in section two of this act shall file a Surety company bond for or deposit cash in the amount of five hundred dollars with the Secretary of State. He shall at the time pay the sum of ten dollars to and file with the said Secretary of State a Power of Attorney appointing the County Treasurer of each county in this State in which he may thereafter engage in said business, his agent on whom service of process may be made in any suit commenced against him for the recovery of any damages for the breach of any such order thereafter taken by said solicitor. The Secretary of State shall thereupon issue to said solicitor a certificate showing that the provisions of this section have been complied with. Upon presentation of this certificate to any county treasurer in this State a license may be issued upon

the same terms and conditions as set forth in section two of this act.

Sec. 5. In cases where a solicitor has made a cash deposit with the Secretary of State as provided in the preceding section and a judgment has been obtained in any court in this State against said solicitor on the grounds mentioned in said section and the time has expired for appealing said judgment, garnishment proceedings may be commenced against the Secretary of State and process served on him by registered mail. It shall thereupon be the duty of the Secretary of State to remit to the court issuing such garnishment process any balance of said cash deposit remaining in his hands not exceeding the amount of said judgment, for the purpose of satisfying the same. Any license issued to a solicitor who has made such deposit with the Secretary of State shall be void as soon as such deposit shall have been exhausted. In cases brought against a solicitor who has filed a surety bond with the Secretary of State as provided in the preceding section, the surety company issuing said bond may be made a party defendant in said suit and further proceedings shall be the same as under existing laws.

Sec. 6. All licenses issued under the provisions of this Act shall expire on

Dec. 31 following the date of issue. Any solicitor who has deposited money with the Secretary of State under the provisions of section four of this act shall be entitled to have returned to him any balance of said deposit in the hands of said Secretary of State four months after the expiration of said license, provided however, if such solicitor desires a renewal of such a license for the following year any such balance at the expiration of such prior license may be considered as applying on the deposit required under his new application.

Sec. 7. Any violation of this act shall be a misdemeanor and any person upon conviction thereof shall be punished by a fine of not more than two hundred dollars, or by imprisonment in the county jail for not more than ninety days, or by both such fine and imprisonment in the discretion of the court.

Sec. 8. Nothing in this act contained shall interfere with any municipal, township or county regulation of the occupations mentioned in section one of this act not inconsistent with the provisions thereof.

Sec. 9. Any honorably discharged veteran of any war in which the United States has been a participant and who is a resident of the State of Michigan,

upon presentation of his certificate of honorable discharge as such veteran, shall not be required to pay the fee of \$5 dollars to the county treasurer as provided in section two herein or the fee of ten dollars to the Secretary of State as provided in section four hereof.

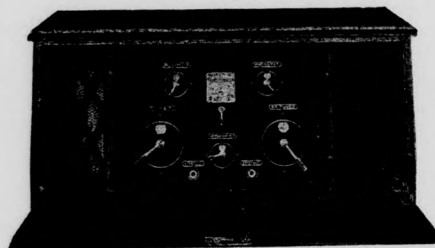
Sec. 10. Section six thousand nine hundred sixty nine to six thousand nine hundred eighty-three inclusive of the compiled laws of Michigan of 1915, Act number three hundred fifty-nine of the Public Acts of 1921 and act number eighty-five of the Public Acts of 1923 are hereby repealed.

Observe that this proposed law does not refer to itinerant venders or itinerant merchants. This will be the subject of another bill now being prepared. Now is the time to get busy and send in your suggestions. The Retailers' Council meets Feb. 3, after which the bills as approved by said Council will be introduced.

Nothing gives an honest man such a wholesome feeling as the writing of checks to pay his bills.

## SUCCESS depends on—

How well made your set is  
Not how many tubes you use



**MRC-4 \$150.00**

**M**ICHIGAN MRC-4 is America's most beautiful Set. Not only is it the best of the cabinet makers art, but electrically it has no equal.

One stage of radio frequency, a detector and two stages of audio frequency gives you

**Distance, Selectivity, Volume**

With a tone charm that eliminates all harsh or mechanical notes. You have perfect reproduction.

The Set is equipped with a self contained

Loud Speaker unit and horn, the unit is adjustable. Ample room is also provided for A & B Batteries, and etc.

Other Michigan Models from the MRC-2 two tubes priced from \$32.50 and up.

There is a Michigan for every requirement. Go to your dealer and ask for demonstration.

We will be glad to send you illustrated folder of all models. Write us.

*Dealers wanted, write for details*

### MICHIGAN RADIO CORPORATION

34 Pearl Street

Grand Rapids, Michigan



**First Edged Tool Factory in Michigan.**

Redford, Jan. 23—I feel that I ought to chronicle the achievements of my grandfather, Col. Nehemiah Hathaway, and of my father, C. W. Hathaway, each one of whom were skilled edge-tool makers and graduates of that which was once termed the Connecticut River Valley University by Daniel Webster in an address at Amherst College.

This title was based on the fact that the Connecticut River valley was very largely settled by families from England, male members of which crossed the ocean as armorers and workers in iron, steel and other metals.

In the very early pioneer days such emigrants found themselves at the mouth of a long navigable river coursing along a wondrously timbered and beautiful valley, instinctively inviting.

And so the settlement followed.

In those days the supply of steel was very costly and inadequate. Thus came about the development—among whites and Indians. Indeed the Indians had long known—through earlier emigrants—of the process of producing what they called steel by hardening wrought iron so that it was possible for them to produce axes, knives, tomahawks and other tools with more or less satisfactory cutting edges.

Thus was developed along the Connecticut River valley at each farmstead home individual tool makers. Every scrap of wrought iron was treasured, hardened and utilized and so, after years of experience, each farmer had his melting pot, his puddling fire and his tempering plate. Thus, in due time, came Mr. Webster's "Connecticut River Valley University."

My grandfather started the first edge-tool factory in Michigan in the fall of 1836 in the village of Grandville. It was equipped with a trip-hammer, a forge-fire, a tempering-fire, operated, as to air-feed through pipes, by water power. This water power

was slight, provided by a small stream at Grandville, emptying into Grand River.

In later years—about 1845—my grandfather moved his plant to Grand Rapids and my father conducted it for many years.

The reason my grandfather did not start the factory originally at Grand Rapids was that Grandville was then at the head of navigation on Grand River.

My grandfather served in 1812 as a Colonel of the Ashfield (Mass.) Regiment of State Militia through the Lake Champlain and along the St. Lawrence River campaign. His war record did not amount to much, in his opinion, but the fact that the chief feature of his trade—the making of narrow-bit axes, was his great grief and that was that he contributed constantly and largely to the destruction of ages old forest trees.

"I can and do make all kinds of cutting tools, carpenter tools, cooper's tools, ship builders tools and I am proud of it, enjoy it, but I hate to go on making axes, narrow-bit and double-bit axes, when we all know the principal office of the axes I make is to slaughter our glorious pine forests; the annihilation of centuries of God's greatest tribute to mankind."

It happened that my father was in partnership with "Saleratus" Smith, who dealt largely in the sale of the "Hathaway Axe." This trade extended to a large extent to the lumber camps in Wisconsin and Minnesota; as well as the pineries of Michigan.

Hon. Francis W. Kellogg, the War Horse of the Pine Woods (politically), at that time member of Congress for the Grand Rapids district, had just been commissioned a Colonel with authority to raise a regiment of cavalry in Michigan. Mr. Smith was of course, well acquainted with Col. Kellogg and with father and remarked about Col. Kellogg's lumber opera-

tions a few miles South of Grand Rapids and his new duties up on Baldwin's Berry Field—the camp of the Third Michigan Cavalry: "Well, Colonel, you are about through slaughtering your pine lands and are listed to kill the Secessionists, I s'pose."

"That's what's expected, I take it," answered the Colonel, who, always quite dignified and dressy, evidently enjoyed the prospect.

My father, who had remained silent throughout the discourse, added: "Your future will not be materially different from what your recent past has been, I take it, except the millions of trees you have destroyed can never be replaced."

Col. Kellogg was inclined to discuss the situation, but Mr. Smith cut it short with: "Look out, Charley, the Colonel is looking for a lot of six-footers as recruits."

"I couldn't learn to ride a horse, but I'm a fine pedestrian and might learn to run afoot," father responded.

Thus ended the meeting and Col. Kellogg never afterward spoke to my father.

Charles S. Hathaway.

**Sidelights on Two Pioneer Mercantile Houses.**

Grand Rapids, Jan. 26—Heman Leonard, father of Charles H. and Frank E. Leonard, was a shrewd merchant. His business career in Grand Rapids commenced with the opening of a stock of groceries seventy or more years ago. Money was scarce and barter was a feature of trade in all lines. Mr. Leonard later discontinued the sale of groceries and opened the first stock of dinner ware, crockery and house furnishing goods in the city. It is said that he possessed the uncanny knack of getting money where others failed. Wildcat banking of those days and the poverty of the pioneers did not restrain Mr. Leonard in his efforts to obtain money. He

was always warmly welcomed when he went to New York to buy stock. Jobbers knew that Leonard would buy for cash and priced goods to him with that fact in view. He did not seem to be in haste when he entered the warehouses of the jobbers and spent the time necessary to jockey prices on the lines offered. He played both ends against the middle successfully and enjoyed the sport. The location of his store (now occupied by Houseman & Jones) became very valuable during his life. Mr. Leonard's time and energies were devoted to his business. Seemingly the only recreation he allowed himself was a game of old sledge now and then, played with cronies in "Chapce" Pease's back room.

With the sale of the stock of the Rindge-Krekel Co., the oldest footwear house in Grand Rapids ceased to exist. The house was started about 1850 by a man named Whitley, an old-time boot and shoe maker. His trade grew in the course of a few years so that he needed help. Whitley mentioned his need to John W. Pierce, a dealer in dry goods. "I have a bright, energetic, reliable young man in my store who would please you. If you can arrange terms with him for his services you can have him. His name is Lester J. Rindge." An agreement between Whitley and Rindge was made and Mr. Rindge served his employer so faithfully and ably that he was made a member of the firm of Whitley, Rindge & Co.—the predecessor of Rindge-Krekel Co.

Arthur S. White.



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

Sidney Elevator Mfg. Co., Sidney, Ohio

# Hart Brand Canned Foods

**FRUITS**

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

**VEGETABLES**

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

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

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

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

Put the Summer Garden in Your Winter Pantry.

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

**Michigan Canned Foods for Michigan People**

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



### Variables of the Upward Swing in Prices.

It is human nature to believe in the permanence of the present. This is particularly true regarding our cursory judgments of economic and business conditions. So that it is natural to presume that all signs of returning business prosperity, that meet us at every turn, presage a year of marked business prosperity. It is natural, furthermore, to presume that those first evidences of the upward course of the business cycle are the harbingers of greater and still greater business activity as the new year shall run its course. Granting, for the moment, that this expectation may prove to be true, so far as the general course of business is concerned, there are, nevertheless, many limitations and variations which will interfere with the smooth, upward swing of the pendulum and interrupt and modify its movement.

As a whole, general business is not, at the opening of the year, as far along the road of recovery as the rise in stock market quotations would seem to indicate. Preceding the upswing of the pendulum there are a variety of reversals and anticipatory signs—like the false dawn of Omar—which command an amount of attention quite beyond their real significance. In the present view the light that looms bright on the horizon is the pronounced and continuously maintained rise in the prices of shares of stock. And, with the possible exception of oil shares, this rise has extended throughout all lines of effort—railroads, local utilities, shares of mining, manufacturing, and merchandising companies.

People are apt to confuse three related but, nevertheless, independent variables—stock market quotations, bond prices, and the index of business. Of these three the movements of the stock market and the quotations of bonds are merely the objective signs of changes in general business level; but they are objective signs which have their greatest significance at different points in the cyclic movement of business. This is apparent at once from the most superficial study of the mechanism of the business cycle.

Changes in the level of stock prices are merely changes in the concerted opinion regarding the subsequent profits likely to be realized, in the immediate future, by large corporations. Such prices, therefore, anticipate the actual realization or the failure of realization of profits. Stocks, therefore, rise before the rise in profits, and fall before a decline in profits—just as the price of Sears, Roebuck & Co. stock began to rise last summer as soon as grain prices began to move upward, on the presumption that increased wealth

to farmers would bring increased buying power and this would show itself as an increase of farmer purchases resulting in greater profits to the mail order house. It is the anticipation of profits that occasions a rise on the stock market rather than their realization; although a high price level of stocks cannot be maintained without at least some actual realization of the anticipated profits.

In the beginning of the upswing of the cycle there is, ordinarily, a rise in general prices before there is objective evidence of a rise in profits. So that both the general price level of commodities and the price level of stocks will begin to move upward before there are clear evidences of a general acceleration of business as evidenced by greater actually realized profits or rising wages or rising interest rates. This is the preliminary stage through which we have just passed and are now passing. If this surmise is true, certain results will probably follow.

The year 1925 will probably be a year of conspicuous business activity; and this is true whatever the turn of European economics. I am inclined to give less weight to European conditions than the majority of writers, under the presumption that the potential demand for ultimate consumers' goods in this country alone is greater than ordinarily assumed. Undoubtedly, there is much action and counteraction between Europe and this country, and when this is measured in exports and imports the stagnation or dislocation of European markets would seem to have an astounding influence on American business. This implication has been unduly emphasized by a type of sentimentalist who is seeking to justify a kind of Chauvinistic internationalism on economic grounds. Undoubtedly, the prosperity of Europe does stimulate our own prosperity; and her economic stagnation tends to retard our own business activity. But in the end it is a question of degree; and I am inclined to believe our own business cycle will run its major course without anything like the aberrations that European conditions are said to cause. After all, what will stabilize Europe is more work and less talk. The difficulty is psychological and not economic; its cure is an intention to work and pay debts and not to drink wine and find excuses for not paying them.

This upward swing of the major business cycle will extend, probably, well through the current year. But it will be interrupted by numerous periods of quiet and recession. Preceding what we may call the main swing will be a steady rise in prices—shown most constantly in the early

## New Conditions

**W**HEN you made your will it probably was an ideal document under the existing conditions. But conditions are always changing, and a reading of your will today would probably show that it does not conform with your present ideas.

Your will should be kept up-to-date with the aid of your attorney and a Trust Company should be named executor and trustee.

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Gentlemen:

The writer was in Niagara Falls last Friday and wishes to compliment your Company very highly on the quality of the work. The Cabinet Work is equal in appearance to any, that has ever been done by any one for us, and the Mahogany finish is without question finer than anything we have seen on our jobs or on anyone else's work. It is a pleasure to inspect such an installation.

Very truly yours,  
MORGAN, FRENCH & Co.,  
Architects and Bank Engineers.  
Per Louis L. Baxter.

### Fourth National Bank

United States Depository      Established 1868

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Christian Bertsch,      Sidney F. Stevens,      David H. Brown.  
Robert D. Graham,      Marshall M. Uhl,      Samuel G. Braudy,  
Samuel D. Young,      James L. Hamilton.



part of the year by increases in the levels of raw materials—such as copper, pig iron, cotton or grain. After the rise in the prices of all kinds of commodities has become clear, there will follow a rise in wages and finally in general interest rates.

It is in following the cause and effect of changes in interest rates that we get perhaps the most illuminating sidelights on certain aspects and certain correlaries of the upswing of the cycle. As the swing gets well under way there will be an increase in the demand for capital—both capital goods, like manufacturing space and raw materials, and fluid capital, like money, with which to purchase these goods. Not only does expanding business require more capital for expansion, but a higher price level of raw materials implies that more capital shall be tied up in inventories. As the stock market becomes increasingly active on higher levels, bank credit will be required to finance it. From whatever the point of view, therefore, there will be an increased demand for capital. This will, inevitably, be accompanied by a hardening of interest rates.

This general increase in interest rates will exert its influence spasmodically. Rates on call money will fluctuate more than in the last six months and the general trend will be upward. High-grade commercial paper will slowly reach a higher level—perhaps 5 per cent. by May and 6 per cent. by the autumn. The extent to which the commercial paper market will be determined by free economic forces will, of course, depend on the policy of the Federal Reserve Board. It is quite possible that a narrow political expediency may hold rediscount rates down, under the misapprehension that the natural increase in the demand for money ought not to be allowed to retard rising prices, wages, and the bounty of a business boom. By resorting to methods of secondary inflation the level of commercial paper may be kept well below 5 per cent., even with the greatly increased demand for money. But I think this is doubtful.

Where the tendency to higher interest rates will show itself with unmistakable clearness is in the price level of bonds, particularly high-grade investment bonds. The price of a high-grade investment bond, such as a first mortgage on a great railroad system or a municipal bond of assured standing, depends on the value of capital as evidenced by long-term money borrowings with a minimum of risk attached to them. Consequently, as interest rates go up, the market value of bonds of this character will decline. That is, if money rates are approximately 4 per cent., a very high-grade 4 per cent. coupon investment bond would sell for approximately par; but if interest rates are on a 6 per cent. basis such a bond would sell for a little less than seventy—omitting, for the moment, amortization. In the immediate future, therefore, with the hardening of interest rates there will be inevitably a decline in investment bonds. That decline will be shown first in the highest grade investment bonds, because their price is entirely a matter of the value of capital, and

not of general business prosperity. In all probability the better grade of investment bonds are at their highest level at the present time, and there will be a slow decline in quotations of such securities running throughout the year.

The same principles do not apply to medium-grade bonds and speculative bonds, because their market price is a resultant of the index of business activity, and the value of capital. Although the increased value of capital may tend to depress the market quotations of such bonds, nevertheless, the increasing business activity will tend to push up their market value. Consequently, we will see, for a time at least, investment and speculative bonds moving in opposite directions, the former declining and the latter advancing.

Although the tendency of the stock market will be upward for some months, it would seem that this upward swing will be interrupted by violent recessions due to the change in the technical position of speculative commitments. And as the market moves to higher levels its upward rate will be slower owing to the brake upon it caused by increased interest rates.

One of the results of recent statistical studies of the business cycle is a realization of the importance of what one might call minor and secondary cycles. It is important to note that with all the optimism current at the opening of the new year that the conditions are ripe for such a secondary downward swing of the pendulum which may interrupt for some months the general and more fundamental upward swing. In other words, although the stars seem to point to a year of increasing business prosperity, it is not unlikely that this general current may be interrupted in the immediate future by a marked recession in stock market prices and by a retardation, if not a temporary downward trend, in general prices. Prof. Arthur S. Dewing, Faculty Harvard University.

#### Harks Back To the Forties.

Back about 1845 a tavern in New York City, located on the spot where the Fifth avenue building now stands, was known as the Sign of the Buck Horn. On the clapboard wall was this sign:

#### Rules for This Tavern.

Four pence a night for bed.  
Six pence with supper.  
No more than five to sleep in one bed.  
No boots to be worn in bed.  
Organ grinders to sleep in the wash house.  
No dogs allowed upstairs.  
No beer allowed in the kitchen.  
No razor grinders or tinkers taken in.

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

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

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### Better Story By the Moving Picture Show.

Suit has been commenced in the Oceana circuit court by C. L. Peifer against George Birdsey, charging alienation of his wife's affections and interfering with and damage to his business.

Mr. Peifer has been proprietor of Hotel Shelby for a number of years and was in active charge of the business until April 1922, when he suffered a paralytic stroke, from which he has not yet entirely recovered.

During his illness Mrs. Peifer has been in general charge of the business.

It is alleged in the bill of complaint that for some months past Mr. Birdsey, who operates a moving picture show in Shelby, has ingratiated himself into the affections of Mrs. Peifer and alienated them from her husband.

In the suit Mr. Peifer asks damages to the amount of \$10,000 under the charge of alienation and injury to his business.

The claim is also made that the business has been entirely taken out of the hands of Mr. Peifer, although the operating equipment was bought by his money, the hotel building rented by him and the rent paid by him.

Mr. Peifer claims that some time ago, after ordering Mr. Birdsey to leave the place, and which Birdsey refused to do unless directed to do so by Mrs. Peifer, that he was attacked and practically driven from the place and has since been living with friends and is now boarding with Mr. and Mrs. T. J. Colvin.

He states that later he went to the hotel with his attorney, E. C. Pugsley, and the sheriff. That Mrs. Peifer stated to the attorney in the presence of Mr. Peifer that she would never again live with the latter and that Mrs. Peifer and Mr. Birdsey were defiant of him and of all pleas of his attorney for an abatement of a condition humiliating to him as a husband, contrary to his wishes and to his business rights. Mr. Peifer makes some other charges in his bill of complaint which will likely more fully develop when the case comes to trial.

In a statement to the Herald upon the matter Mr. Birdsey says that his defense will be a general denial of the charges.

He declares that he was solicited to make his home at the hotel, following the removal of his wife to the Traverse City insane asylum for treatment.

He further states that he was induced to buy, on a contract, an interest in the hotel building and that Mrs. Peifer loaned him the amount of his payment.

He states that he has been acting all of the time with the best intentions in assisting Mrs. Peifer, in doing work about the place that a woman could not do. He also denies specifically the other charges referred to above.

The defendant has fifteen days in which to enter pleas in the case.—Shelby Herald.

### Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Reniger Construction Co., Ltd., Lansing.

Banner Regalia Co., of Detroit, Detroit.

Flint Medical & Dental Building Corporation, Flint.

Holland Engine Co., Inc., Holland.

Grand Manufacturing Co., Detroit.

Genesee Lumber & Coal Co., Flint.

Williamston Lumber & Coal Co., Williamston.

Michigan Safety Furnace Pipe Co., Detroit.

Maple Road Land Co., Detroit.

Wolverine Furniture Co., Zeeland.

Devaun Realty Co., Grand Rapids.

The Westinghouse Air Spring Co., (Pennsylvania Corporation), New Haven, Conn. and Detroit.

Murphy Iron Works, Detroit.

Miller Co., hatters, Detroit.

Bessemer Hotel Co., Bessemer.

Benton Harbor-St. Joseph Electric Railway & Light Co., St. Joseph.

Harvard Music School, Detroit.

Michigan Stone Products Co., Boyne City.

Wonder Manufacturing Co., Detroit.

Max Strasburg Co., Detroit.

Colonial Building Co., Ltd., Bay City.

Lull Carriage Co., Kalamazoo.

The Bond & Stock Service Co., Inc.

Norwood Land Co., Detroit.

Sales, Inc., Flint.

McLure-Lewis Silver Fox Farms, Inc., Wilmington, Del., and Owosso.

Emery Cigar Co., Battle Creek.

F. P. Reynolds & Co., Detroit.

Tool Salvage Co., Detroit.

### Where Courtesy Differs.

Treating a customer like a rich uncle so that you may extract his coin, is not courtesy—that's foresight.

Offering a seat to the man who enters your office is not courtesy—that's duty.

Listening to the grumblings, growlings, and groanings of a bore without remonstrance is not courtesy—that's forbearance.

Offering your companion a cigar when you light one yourself is not courtesy—you'd be ill bred if you didn't.

Helping a pretty girl across the street, holding her umbrella, carrying her poodle—none of these is courtesy.

The first two are pleasures, and the last is politeness.

Courtesy is doing that which nothing under the sun makes you do but human kindness.

Courtesy springs from the heart; the mind prompts the action, there is a reason; if there is a reason, it is not courtesy, for courtesy has no reason.

### Matching Men With Money.

The United States Census Bureau has figured at nearly five thousand dollars the average investment of capital per worker in industry in this country. In other words, there must be half a million dollars in plant machinery, material and money for every hundred men employed. Here are the figures in detail.

All industry, \$4,888; textiles, \$3,783; iron and steel, \$5,494; lumber, \$3,075; leather, \$4,358; food, \$6,740, and automobiles, \$4,886.

It is interesting to note that automobiles constitute in this respect the average industry, but it is not easy at first thought to understand why iron and steel should take so much more money per man than textiles.

No one was ever married yet who knew what all the wedding presents were for.

AUTOMATIC 4267

BELL, MAIN 2435

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By the Merchant For the Merchant

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## Grand Rapids Merchant Mutual Fire Insurance Company

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320 Houseman Bldg..

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## A VISIT

to the G. R. Store Fixture Co. will put you next to saving money on Store, Office or Restaurant equipment. Cash or easy terms.

## FINNISH MUTUAL FIRE INSURANCE CO. CALUMET, MICHIGAN

ORGANIZED IN 1889.

This Company has returned

A DIVIDEND OF

50%

For 29 consecutive years.

HOW?

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

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

Agents wanted in the Larger Cities.

FOR FURTHER PARTICULARS WRITE

F. M. Romberg, Manager, Class Mutual Insurance Agency  
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### Traffic Regulations Following a Fire Alarm.

It is now thoroughly understood that the fire department itself cannot solve the traffic congestion problem. Apparatus, whistles and signal devices may help to relieve the situation but if these is to be any real relief, it must come from closer co-operation between police and fire departments. When a fire occurs in the down town district, the location within close limits, at least, may be known quickly by the traffic officers and they may be instructed to divert the traffic away from the scene of the fire. As it is now, the minute the fire department apparatus has passed by, traffic moves freely in any direction it will and the officials have been loath to take any steps which would needlessly limit use of the streets for legitimate business purposes. The abuse of the street by automobile traffic during fires has become so great, however, that for self preservation, cities will be compelled to restrict the liberty of automobile drivers at the time of fire occurrence.

Signalling systems can be arranged to notify both the police and fire departments at once of the exact locations of fires. The police department should have its standards as to the number of blocks in radius that a blockade cordon about the fire shall extend. Since the coming of the automobile it is essential that this radius shall be much longer than was usually found for the cordons about fires in the days when everyone attended on foot. Two blocks is suggested by some fire department officers.

If the fire department has provided its apparatus and streets with adequate signalling devices so that before the fire department leaves headquarters traffic has been warned that it shall stay out of the street; if the traffic officers rigidly enforce city ordinances requiring clearing of the streets upon ringing of these alarms and then keep traffic from approaching the scene of the fire, the problem of blocked streets should be solved.

In many cities there is a misunderstanding of city ordinances relating to parking of automobiles near fire hydrants. Many people believe that it is entirely all right to park an automobile near a fire hydrant if the driver is in the car and the engine is running. This, however, is far from satisfactory compliance with the law. All ordinances require that immediately upon the sounding of a fire alarm, automobiles shall turn in toward the curb, not out toward the street, so that the man who is next to the fire hydrant cannot get away without violating a city ordinance and placing his machine and himself in danger of being struck by arriving apparatus.

The only satisfactory solution of the down town parking problem is its complete prohibition. In numerous instances within the past several years, fire department apparatus has been completely blocked from approach to a fire. In many of the downtown buildings, with automobiles parked next to the curb, fire department ladder trucks would be unable to get close enough to the building to aid in rescuing people.

The fire department officers who have given the matter serious consideration very much fear that nothing less than a calamity involving the loss of life will arouse citizens to the necessity for taking automobiles off the street.

In handling violations of present ordinances, Baltimore seems to have undertaken a method which will prove more effective than arrests and fines. That is to suspend or revoke the license of the driver who fails to observe the traffic regulations at the time of a fire alarm.

Goodwill is the disposition of the pleased customer to return to the place where he has been well treated.

America's great national problem, next to finding a good five-cent cigar, is where to find a parking place.

## TAKING INVENTORY

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

**20,000 PARTNERS**  
PROFIT FROM  
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## Michigan Shoe Dealers Mutual Fire Insurance Company

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

WRITE FOR FURTHER PARTICULARS.



## Too Much Law and Disrespect For Law.

Kalamazoo, Jan. 27—Ex-Senator Beveridge, in an address before the Indiana Manufacturers Association last week, reiterated a statement made some time ago which will bear repetition here:

"The country is smothered by legislation. The boundaries of law have been broken over and statutes have invaded the province of the pulpit and the school. The church has abdicated to the state, which cannot possibly do the church's work—the Sermon on the Mount is higher than congress or legislature.

"The attempt to regulate the business activities of the people has resulted in multitudes of Government bureaus, boards and commissions, hives of bureaucracy from which swarms of Government agents fly over the land, disciplining industry and trade and eating up the substance of the people.

"Expense of Government has swollen to dropsical bulk, and administration of Government has become so intricate and involved that nobody can comprehend its workings."

As a rule every form of government has defects, as many serious thinkers affirm, but the Government of the United States seems to be difficult to operate, though that fact is not wholly due to fundamental or organic weakness. This much President Coolidge has discovered in his brief occupancy of the executive chair and he is certainly making the most of all the legal facilities he has at hand. Still certain accidental and minor provisions of the Federal constitution place unnecessary obstructions in the way of satisfactory administration.

One objectionable provision of the constitution is an obstruction the present Congress is trying to overcome through a constitutional amendment, which has real merit. It is the provision for the inauguration of the President on the third Monday in January and for the assembling of each newly-elected congress about the same time. Increasing opposition to the adoption of amendments to the constitution will undoubtedly delay action on this measure indefinitely, notwithstanding the fact that the change is reasonable and essential.

Another desired change in the organic law of the Nation is a codification of all the criminal laws of the country, doing away with myriads of penalties, technical in nature, with provisions for co-operation with state governments in order that there may be encouragement for the law dispensers to work in conjunction with the general government, thereby doing away with some of Senator Beveridge's criticisms, or rather the cause thereof.

Legislation of every kind is the result of certain demands of the governed, but the governed are not usually familiar with legal procedure, as might also be said of law makers. This results in a lot of legislation which is in contradiction of something preceding it. Judges find these ambiguous and senseless acts and proceed to lumber up the dockets of the United States Supreme Court with work which takes up time and creates in the end, delay in more essential decisions.

With fewer laws, resulting from a careful pruning of our too voluminous statutes, crime, justifying that appellation, would be surer of punishment, and respect for the law increased.

Just now our own Legislature is wrestling with the proposition of the adoption of capital punishment, based on the theory that it will prevent crime. This theory, however, is in no instance we know of backed up by the facts. In Chicago alone there is an average of one murder per day and a hanging average of one in sixty days.

What is the explanation of all this? It is because there are already too

many laws regulating court practice and the defendant's attorney knows just how to unearth them? Between this unsatisfactory system and the existence of pardoning and parole boards are many loopholes of escape. Michigan has practically the same rules of practice and through these with the maudlin and sordid sympathy which is an atmospheric condition with most juries, the guilty one escapes the punishment he should receive.

I am inclined to favor the common law of England which accentuates crimes of major importance, but allow much greater personal consideration for minor offenses in which life and property are not concerned.

A short time ago at Hull, England, a man was hanged for the murder of a woman with whom he lived. He was a war hero. His crime was a crime of passion and not premeditated. He made a clean breast of it.

Upon sentence being pronounced, sympathy clubs sprang up all over the country. Protests from more than 100,000 persons poured in upon the officers of justice. As the hour fixed for the hanging approached, thousands of men, women and children knelt praying at the gates and along the grim prison walls. There were threats of mob violence and the authorities were compelled to provide against the possibility of interference with law's mandate.

Then, inexorably, the prison bell began to toll and the throng knew that the stern decree of justice had been executed.

This particular instance is indicative of the English way of administering its laws. American legal experts agree that the methods of criminal law enforcement in England go a long way toward explaining why crime is not an epidemic in that country.

America's catalogue of crime is too voluminous. Its criminal laws are too conflicting, which has a tendency to create a disrespect for them, the result being that judges and juries are swayed by public sentiment and there is no enforcement. While life and property are becoming increasingly safe in England, the reverse is true in the United States. No where else in civilized countries are the lives and property of citizens so open to the assaults of crime as in our own.

Comparative criminal statistics bear out this statement. Legal authorities and level-headed reformers agree that this is true.

As before stated, in this country, the prevailing idea in criminal law administration is to have many enactments and many channels for evading them. The criminal invariably is the beneficiary of these loopholes and this is backed up by a mass of precedents which permit, if they do not encourage violations. The criminal element always resort to technical, dilatory tactics of all sorts and to plead palliatives for all their operations. While in the same ratio that criminals and their lawyers get away with their tricks of technicality, crime profits and organized society suffers.

The Hull hanging is typical of the object lessons this country uniformly receives from England. The war hero unquestionably received a speedy and fair trial, and while it is to be presumed that he was not possessed of means to insure an elaborate defense in his behalf, it was not contended that fairness was not observed in every detail of the trial, but neither sympathy, his war record nor his confession of guilt was allowed to muffle the voice of justice. There was no high priced advocate present to compel the unusual disbursement of public funds for experts to pass on his sanity. No technical tomfoolery, maudlin sympathy or exotic worshipping were allowed to fog the issue involved. No human influence save absolute justice could stay or misdirect the administration of the law, and that is why he paid a deserved penalty.

In this country, if his lawyer was experienced and crafty, this same murderer would have been beatified and eventually associated with movie production or radio broadcasting.

The purpose of this proposed enactment which will legalize the operation of capital punishment in Michigan is, undoubtedly, not with the main idea of appeasing a blood-thirsty populace and is probably looked upon as a safety measure by many who think our laws are too lenient when applied to major offenses. But the demands of reformers are in many instances fickle and based upon theories which will not be ratified in practice.

There is always the human element to be considered. I have known many instances where proposed jurors admitted they would not bring in a verdict of "guilty" where capital punishment was the prescribed penalty. They and a large majority of the human family, consider such disposition of criminals as "legalized murder." It is certainly accomplished through premeditation.

However, I do not believe we will ever see a hanging law adopted in Michigan. Civilization is growing away from such barbaric methods, and certain it is that the fear of death does not enter the mind of a would be assassin until he has been apprehended and had an opportunity for reflection. What effect did its possibility have on the minds of Leopold and Loeb? Every step of their criminal action was carefully weighed. They knew that capital punishment was the penalty for homicide in their own State.

Imagine any of the recently committed murders in Michigan being prevented by the fear of capital punishment, and then contemplate the feelings of a juror in a capital case, when he is asked to vote for the infliction of punishment—"cruel and inhuman?"

Frank S. Verbeck.

## Difference Between Sixty Years Ago and Now.

Grandville, Jan. 27—There have been eras of high and low prices in the United States within the past sixty years, and by comparison one can readily ascertain how we are faring to-day, much better it seems than did our fathers in other times.

Going back to the days immediately preceding the civil war we find that wages were at a low ebb, the ordinary workman receiving from \$12 to \$14 per month and board. That wage would hardly be regarded with satisfaction to-day.

The war of the rebellion brought about a raise in wages, as well as in everything consumed in the household. Immediately subsequent to that war prices of foodstuffs took a sharp advance. As a young fellow I sometimes drove the mill team to market, and on one of these occasions I paid the following prices for provisions at the mouth of the Muskegon, then a small village, to-day a flourishing young city by the lake.

My principal freight for the trip was oats, for which I paid \$1 per bushel; two barrels of flour at \$20 each; a barrel of Chicago packed pork, \$40; cane sugar at \$25 per 100 pounds; rice 40 cents per pound; finecut tobacco, \$1.50 per pound and kerosene oil, 80 cents per gallon.

I well remember these prices as I was clerking in a store and had the handling of such things.

It will be noted that prices for foodstuffs were considerably in excess of what they are to-day. Now, to arrive at a proper estimate of the cost then and now we must take into consideration the wage scale at that time. The highest paid workman, teamster or what not, received \$40 per month while boarding at home; working in shanties, boarding at the camp table, \$30 was the regular pay.

Nobody complained and everybody lived well. In fact, those old green-

back days were often afterward referred to as the era of good times.

The hired girl, working in the lumberman's kitchen at \$3 per week, paid 50 cents per yard for a print dress, \$5 for a pair of shoes, other things in proportion. It took ten yards for a dress in those days of hoopskirts at that.

There were few complaints about high prices, certainly not at the wages paid. "Tame hay" sold at the lumber camps for \$40 per ton. The woods farmers fared pretty well. Men's calf boots (men did not wear shoes then) were \$11 per pair, an ordinary work shirt, \$4, and a suit of clothes for the every day man, \$40.

Wages, compared with other prices, were very moderate, and yet that was the good old time when the country prospered as never before, and because of specie resumption at a later day with a corresponding fall in prices, a great political party was formed, sweeping like a prairie fire over several of the Western states.

The greenback part came into being as a protest against the resumption of specie payment and as an advocate of unlimited issue of paper money.

Those greenback days were so good it seemed a shame to think of spoiling it all by paying the National debt in coin according to the letter of the contract.

With prices ranging far higher on farm products than they are to-day, and wages not half as high, the country enjoyed an era of good times never before experienced in its history.

School teachers are paid to-day handsome incomes in comparison with the teachers of that day.

One of the most competent women teachers in the country taught for three months, receiving as remuneration for her services the magnificent stipend of \$65—five dollars per week and found.

It is as you look at it.

The consumer paid far more for his living in the sixties than he does to-day and was paid less than half the wage his brethren of to-day receive.

How did they live?

A pertinent question, all right. There were few spendthrifts in those days. There were no moving pictures, no alluring trips to resorts, summer and winter, as now, and those sturdy pioneers went through their paces with scarcely a murmur.

It was a time of hearty good will and enjoyment. Country sleighrides, straw parties and old time dances were in vogue.

It was not a day of prohibition, either in the sense that it was considered wrong to take a social glass, even two of them, now and again. At nearly all the balls there were those who tanked up on whisky, and sometimes an unseemly brawl took place. Usually, however, the manager understood how to manage these derelicts so that the dance was not interrupted.

Those good times did not last, however.

There came later lean days, days of hardship and close times, in which it was hard to make both ends meet.

Lean days and fat have been the experience of the good old United States. At the present time we as a Nation are experiencing the aftermath of a great war such as always follows a prolonged military debacle. Although these are really fat days for nearly everybody, yet few of us seem to realize this fact and go plunging ahead without regard to what may and is sure to come later—a slack time when people will be obliged to cut corners and pay more heed to the manner of their living, that they may come out at the end of the year right side up with care.

Old Timer.

Don't aim too high—there are a lot of good things close to the ground, within arm's reach.



### Sees New Menace in Child Labor Act.

If half of the effort devoted to the circumventing of the Constitution were directed toward the States which have not yet passed satisfactory child labor laws, public opinion would compel their enactment. Proponents of the amendment say that it is only permissive. Of course! But if the power exists it will be exercised. That is only human nature. I began to work before I was 18 years old, and was running a law office by the time I had reached that age.

Many of my friends in my home town sold papers when they were 10 or 12 years old, and it didn't do them a bit of harm. I only regret that I didn't have more manual labor in my younger days. As a rule, parents can be depended upon to see that their children are protected from abuse. If they don't begin to work young they never will. We are breeding a race of idlers in this country. We wouldn't have so many gunmen if young men were made to work."

I believe that scarcely a single topic before the American people at present is as important in its consequences as the proposed amendment. We are too apt to be indifferent to fundamental changes in our form of government. Many people talk of the Bible, Shakespeare and the Constitution is as important in our daily and political lives as the Bible is in our spiritual lives and the great poets are in our intellectual lives. The Constitution is touched upon in the public schools only in a careless manner and there is no understanding of its essential elements. We get up in the morning and read in the newspapers of the adoption of the Eighteenth or the Nineteenth Amendment and we wonder how in the world it was ever adopted.

The framers of the Constitution provided for a dual form of government, with authority divided between Washington and the states. The country is now confronted with an attempt to change the powers given to the States.

The Eighteenth Amendment was in many respects a violation of the principles of State rights. The new proposal is to give Congress the right to regulate the labor of those under 18 years of age. No one is more in favor of reasonable child labor laws than I am and I aided in the enactment of some of our legislation. The welfare of the country demands that no such precedent be established, taking powers from the States. We can better trust to local opinion in determining how to exercise the police power of our State than to the voters of Texas, Alabama or even Wisconsin.

The use of slogans is a great danger. "Are you against the children?" they ask. Of course not. That is a false presentation of the case.

Ratifying the child labor amendment will open the doors through which the enemies of the State will slay our sovereignty and place us on a level with Russia, where this iniquitous propaganda originated and from which money is sent every week to keep up the agitation in this country.

Louis Marshall.

# Helping Re-forest Your State



"Reforestation has an importance far above the attention it usually receives . . . . America's magnificent timber supply now needs replenishing."—President Coolidge

**C**ONSUMERS Power Company is undertaking for you and for Michigan a large and important conservation program.

A generation ago the historic timberland of Michigan was cut down—the forests were lumbered off—leaving millions of acres of bare stump land. Through such idle acres flow the Manistee, Au Sable and Muskegon Rivers. Here it is that this Company converts waterpower into useful electric energy and carries it to 168 Michigan cities and towns.

And now—in order that this wasteland, covered with brush and scrub, may be made useful to Michigan, Consumers Power Company has begun a constructive reforestation program, which in the coming years will become an increasingly valuable asset to the State. 5,000 pines have been set out on the Au Sable River and are being carefully developed. If this is successful, others will follow.

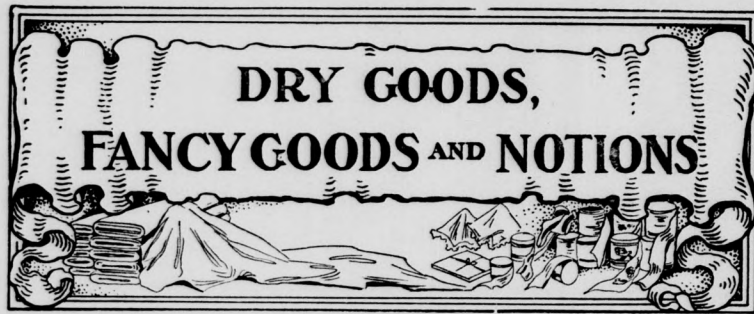
What does this mean to you? The influence of growing timber and forest land is far-reaching. It affects and helps climate, rainfall and drainage; it aids the flow of streams; it increases soil fertility; it preserves animal life—and fosters an abundance of birds, keeping down insect pests on the farms. Then, too, it will give places of beauty to campers, tourists—to you, and your children to follow, for an outing near at home.

So will come again the forest monarchs—the pines that beckon to rest and play in their cool depths—and in assuring the waterpower that gives you the light and power you need for work and home—will help bring back to Michigan the forest glory that was hers.



View of "Baby Forest" on Au Sable, planted by

## CONSUMERS POWER CO.



**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.

#### Paris Millinery Types.

Canary birds placed at the top of ridged crowns form an unusual trimming for some of the newest felt hats shown in Paris. Leontine makes a sports hat in a shape similar to the old-time "Rough-Rider" felt, according to radio information received by the Retail Millinery Association of America, and covers it with narrow bands of brown taffeta, placed at an angle to the shape. The base of the crown is bonded with red and gold metallic braid.

"The most popular hat for sports wear for the Riviera," the current bulletin of the association says, "and one which all modistes are showing, is made of beaver felt. It is usually seen in bright colors, such as orange, fuchsia and violet, and is entirely untrimmed save for a ribbon band. The crown is rather high and is crushed on one side.

"Le Monnier is making sports hats of inch wide ribbon in bright colors, lacing the ribbon to make a fabric. For these hats a soft crushed crown is used with a small, rolling brim. The trimming consists of a band of ribbon and a fan on the right side. On some of the ribbon hats the material is worked into intricate patterns, so that it resembles brocade. This entails a great deal of hand work.

"Jane Blanchot has made one of her Spring models in the old cloche shape, of brown faille, altering this type by placing bands of ribbon around the crown from the right side. At a slant from the crown she fills in the final circle on the right side with three camellias, shaded from brown to white. Chin-length veils are seen on many new hats, especially those that have high cross-ridged crowns. Flowers of kid, in bright colors and shaded, are used to trim the tops of some of these pointed hats.

Lewis shows a black felt with a soft crown folded in several irregular ridges a turned-up brim with a tubular edge and a trimming of two blades of ribbon placed across the back and top of the crown. These blades are covered with spangles of black leather, each having a center of white straw."

#### Spinners on Wool Stability.

Spinners of woolen and worsted yarns, in the belief that hand-to-mouth buying has created a better balance between demand and supply, are hopeful of an assurance that wool values

will show no marked change. If such confidence materializes for the remainder of the year, it would mean a general covering on the part of the using trades, and re-establish advance buying. With present operating and over-head costs, spinners see no profit in operating at 40 to 60 per cent. of capacity. Of raw wool, the spinners remark the scarcity of quarterbloods this resulting in larger imports of these wools. Ruling prices on domestic quarter-bloods are near a parity with prices abroad, plus the duty. Half-bloods on the other hand, are quoted 20 cents a pound higher abroad, inclusive of duty, than the same grades here.

#### Tailored Blouses Coming Back.

The tailored blouse has received a fresh impetus for Spring by the two-piece suit that has recently made its appearance. Tailored silk blouses are shown in many colors for the new season, as against the white ones that dominated last Spring's showings. In silk broadcloth, radium and crepe they are shown with pipings of contrasting color, and they are further trimmed with buttons and small tailored pockets. Sometimes they boast of a pleated jabot, although fine tucks are more frequently seen. Sleeves are long and the cuffs are small. There is also a reappearance of pique vests with sleeves, according to the United Waist League of America. These are belted in the back and are similar to those that were so successful last Spring. Collars are usually round and close fitting, although the pointed neckline is by no means absent.

#### Ostrich Feathers Are Higher.

The price trend at the first 1925 quarterly auction sale of ostrich feathers in London was quite generally upward, according to cables received in this market yesterday. Although the sale opened easier for all the best wings, prices were firmer for "blacks," "drabs" and "floss," with an advance of 20 per cent. "Boss" advanced 100 per cent, due to the heavy demand, and "spadones" went up 10 per cent. under the same selling stimulus. Total sales reached 45,000 pounds sterling, which was the largest sum realized in several years. The demand was mostly from Paris and New York. General indications are that the use of ostrich feathers during the coming Spring and Fall season will be very general. At the moment they are being used principally for dress trimmings.

#### Medium Width Belts Will Lead.

The present call for women's belts fulfills the prediction made some time

ago that the 2½ inch width would be the one most favored for Spring. White belts are most in demand right now, many of them being wanted for Winter resort wear. Buyers, however, also think well of belts showing combinations of white with suede in pastel shades or with gold kid. The combination of white with black patent leather is also liked. Perforations and the interweaving of strands of contrasting colors are the usual means of elaboration. For sports wear attractive belts of about 1½ inches in width are offered by the manufacturers. They are shown in red patent leather or some other color in a glossy finish, and the edges are sometimes bound with a piping of contrasting color.

#### Demand For Leather Luggage.

There has been fairly active replenishment of luggage stocks, despite the taking of inventory. The larger sized traveling cases, kit and overnight bags are being bought in russet cowhide, walrus, pigskin, seal and black enamel leathers. The Gladstone bag is said to be coming back, being mainly wanted in russet leather. The double-handled portmanteau style of bag is a favorite, particularly in pigskin and walrus leathers. Competition is very keen as to price in the black enameled bags, the makers of the better grade merchandise being handicapped to the extent that the durability of their merchandise is not immediately appreciated, whereas price is. Hat-boxes are wanted more than they have been recently.

#### Embroidery Vogue Growing.

Embroideries are cited as details of ready-to-wear trimmings that are receiving an increasing amount of attention. Broad and narrow matching bands with closely spaced embroideries are described as in particularly strong demand. Peasant themes are likewise being stressed, particularly in bands of flat woolen embroideries upon sports ground colors. In most cases the original colors are retained in the execution of the designs. In the naturalistic wool embroideries and appliques, both padded and flat, field flowers, fruits, large roses and butterflies are featured. For formal wear, mother of pearl, nacre, tiny wooden blocks, metal spangles and small mirror embroideries are prominent.

#### Wider Ribbons Selling Better.

Ribbon salesmen now on the road report a fair response from retailers, although taking of inventory at present is a hampering factor in some instances. The tendency is still toward narrow goods, but the wider merchandise is said to be doing better. The cutting-up trade is buying some of the wider numbers, particularly satins and the soft, draping ribbons in a fair way. The orders from the millinery trade are described as good, the purchases stressing grosgrains, Ottomans, failles, beltings and moires. The leading colors are tans, mahoganies, nasturtium, thistlebloom, dull green and Castilian red.

We all have troubles—but not nearly as many as we think.

#### Staple Knitting Yarns Selling.

While the increased production of cheap and low grade hand knitting yarns led to a decline in the consumer demand for them for knitting novelty sweaters last year, there is a good business reported at present in staple yarns. These are being used, according to wholesalers, mainly for the home knitting of couch covers, scarfs, hats, bedroom slippers and articles of children's and babies' apparel. These yarns are of high grade, and the restriction of the demand for the cheap sweater yarns is said to have practically culminated them as unsettling factors for the present year.

Rough roads lead to beautiful scenery—and not much else.

#### RELIABLE SECRET SERVICE

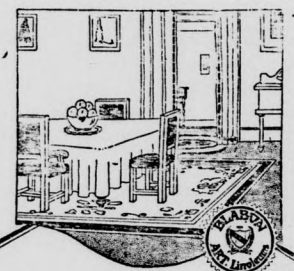
Private Investigations carried on by skillful operators. This is the only local concern with membership in the International Secret Service Association.

Day, Citz. 68224 or Bell M800  
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#### National Detective Bureau

Headquarters  
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## LINOLEUM



#### Beautiful Rugs of genuine linoleum

Blabon Rugs have a burlap back that makes them strong and durable.

Artistic designs in many color combinations here at moderate prices.

We are dealers of Blabon linoleum rugs, and fine pattern floor linoleum. Our salesmen will gladly show you the latest patterns and designs.

**Paul Steketee & Sons**  
 Wholesale Dry Goods  
 Grand Rapids, Michigan



### Standard Colors in Use in Hosiery.

With the hosiery trade generally falling in line in the adoption of the sixty-six standardized color names for others which manufacturers have been using for identical shades, the standardizing movement of the Textile Color Card Association and the National Association of Hosiery and Underwear Manufacturers is achieving the ends for which it was started. This is stated by T. D. Wolfe of the Van Raalte Co., chairman of the committee. He adds that the sixty-six shades are not to be regarded as a Spring forecast, but, nevertheless, many of the shades found on the card will prove to be among the leading ones for the coming season. Some of them, in fact, will probably continue popular for a period of years.

"It should also be pointed out," continued Mr. Wolfe, "that the committee will function as a permanent body, and that it will in April start to work on a seasonal forecast of hosiery shades for next Fall. Style information will be gathered from the fashion sources abroad, from the shoe and leather trades, the leading dressmakers and retailers. With a compilation of these guiding data the committee will select the new shades of seasonal value, and those from the standard card as indicated leaders for the Fall season.

"The decision of the committee will probably be ready early in June and will prove a big asset to the hosiery trade. Manufacturers will know how to plan their production schedules during June, July and August and provide the merchandise for the buyers who start their operations early in September. It will, of course, be of value to the big retailers who do their buying earlier in that they will have the color information available in June.

"As far as the consumer is concerned, the standardizing of hosiery colors marks a big step forward. It will mean for the first time that a color name will refer to the same shade, barring very slight differences that may arise because of unavoidable manufacturing difficulties. In the past it has been practically impossible to go to a store and get the proper shade under the proper name. Two women, for example, may be wearing what they believe to be stockings of a cashmere shade and which they purchased as such, and yet when they compare them the colors are found to be different.

"The value of being able to get exactly harmonizing shades under the proper names is rendered the more obvious owing to the ensemble vogue in which all articles of apparel bear a definite color relation to each other. Too frequently has the use of stockings of the wrong shade struck a jarring note in women's dress which immediately impressed the observer and of which the wearer may have been unconscious. In part, at least, this is traceable to the color difficulties which the consumer has experienced.

"There are two questions which both the consumer and the hosiery manufacturer have to ask themselves. These are: 'What will I wear with it?' or 'What will I wear it with?' The answers indicate whether hosiery and shoes provide a dominating influence

or whether the dress or costume itself will be uppermost, with color harmony nevertheless, a requisite. In either case the answer has a direct bearing on the question of hosiery colors and the standardizing of colors will be of much aid in the situation."—N. Y. Times.

### Shoe Prices Show Downward Trend.

For the first time in years the prospect for world-wide trading is bright. World finances and credits are on the road to becoming an accomplished fact. In our own country the agricultural prospect for a fair return to the farmer for his crops is bright. In agriculture, our greatest industry, the increased earnings and power to spend will be more than enough to restore the delicate balance of retail sales and swing it into the increase column, which in turn, precedes larger orders for the mills and factories larger pay rolls and still greater spending power.

We hear many forecasts of a real boom. By contrast, when we reach the zenith of a stimulated demand and sale for goods it may seem like a boom but it is to be hoped that it will not in fact approach such a condition. What we want more than anything else is a sane and healthy gradual increase in the momentum of business and retail distribution. We do not want inflation which results from a too rapid demand.

We are not to have a boom favoring the few, but rather a period of universal prosperity.

Faith and confidence are requirements. Once they are established in the "business" mind, things will start to hum. Once started, the momentum

will become self-sustaining and far-reaching. The national turnover in business should show a gain of possibly 15 per cent. to 20 per cent. for 1925, and this must finally pass through the retailers' hands.

In the past year October was virtually the only month during which the pair production of all grades of footwear held its own with the corresponding month of 1923. October figures were 30,534,000 pairs, as against 30,794,000 pairs in the same month of 1923. This upward swing augurs well for the future, being an average increase of more than 3,000,000 pairs over the preceding months of the year.

From January to October pair production dropped from 301,000,000 in 1923 to 265,013,000, a loss of approximately 38,000,000 pairs for the period. This loss in production, of course, resulted in an increase in factory overhead which must have come out of net profits per pair, in many cases putting the figures on the wrong side of the manufacturer's ledger.

The loss in production of shoes extended to the consumption of leather, but in recent weeks hide, skin and leather prices have shown a marked tendency to increase, due in part, to the quickened demand as represented in the figures quoted above as relating to the increase in production for October (which are the last available figures) and to the fact that leather to-day is being sold on a replacement basis.

Retail sales for the year have hardly dropped as low as the production figures, although the final returns will

show a decrease for the year in dollars and pairs. Retail stocks the country over are at a low point and must be replenished in greater quantity than at the same period last year. Orders should flow freely into the factories in the near future.

Unfortunately, it is a fact that a proportion of retail stocks on hand are slow moving, bad styles, in some cases too large a proportion being of this class. The next ninety days will see the usual liquidation. This situation is in spots perhaps more acute this year than usual, due to an extremely mild fall, which had the effect of slowing up the sale of strictly winter and fall merchandise. Some merchants find themselves still carrying footwear that normally would have been on the feet by this time of year.

There was a very strong pressure toward selling shoes at lower price ranges in 1924, and this pressure will continue to be felt. The sellers of the highest grades of footwear have lowered their price schedules no less than the sellers of cheaper grades. Chain stores have increased their activities and volume buying and selling at price concessions among big operators has become one of the features of the industry.

James H. Stone,  
Editor Shoe Retailer.

A woman who is trying to reduce her weight eats lightly at home, but when she gets in a swell restaurant, where they charge forty cents for a cup of coffee, how she does let go!

To attain authority, obey authority.

UNCLE SAM  
WORKSHIRTS



## Uncle Sam & OK Work Shirts

### Made From Fast Color Materials

The new "Uncle Sam" work shirts have been vastly improved. They are cut very large, all sizes guaranteed to fit, triple stitched, matched buttons, 2 large button thru pockets. Packed 6/12 doz. solid sizes in an attractive carton. Sizes 14½ to 17. Also extra sizes 17½x19½. We carry "Uncle Sam" shirts in the following materials: Heavy Blue and Grey Signal Cloth, Fine Yarn Blue and Grey Chambray, Heavy Grey and Blue Striped Tupelo Cloth, Stifels Polka Dot Cloth, Stifels Dark Blue Indigo Cloth, Heavy Khaki Jean, medium weight sulphur dyed Khaki Cloth.



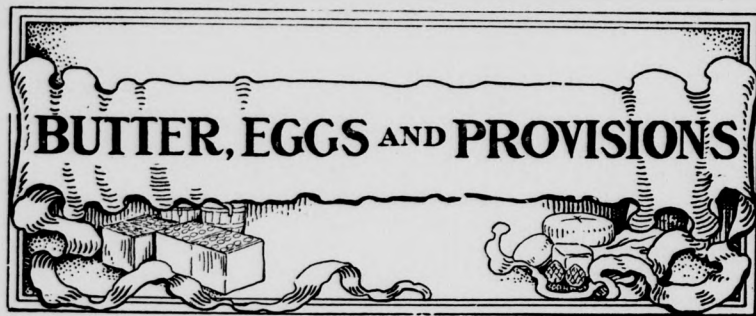
### THIS DEMANDS ATTENTION

Get Our Prices and Special Offering we are making for Spring before buying your Work Shirt requirements. Write for samples or see our salesmen! We can save you money. Samples upon request.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale, Grand Rapids, Mich.





#### The Odor and Flavor of an Egg.

As a committee appointed by President Kilbourne to represent the National Poultry, Butter & Egg Association in Government standardization work is about to meet and one of its duties is to formulate egg grades, it is appropriate to mention that, during the year while tentative U. S. grades have been used experimentally, little or nothing has been said in the discussions about classification according to odor and flavor. Color, shell, white yolk, size and shape are characters which, it is readily admitted, determine for or against the market value of an egg. Odor, and especially flavor, which can be judged only by the odor, unless the egg is broken, are part of every careful appraisalment when buying eggs.

Distributors are very particular about the odor of eggs, well knowing how easily trade can be built up or destroyed by attention to or neglect of the one character, flavor. Is it enough to say that eggs must be sweet? There are degrees of sweetness, and there are flavors due to feed which are not detectable from the odor, but are usually to be detected under the candle.

Odors arising from environment are the most common, and they can, as a rule, be recognized by the inspector.

The subject might be considered under three headings: Winter eggs, storage eggs and damp weather eggs.

Winter eggs contain a proportion of eggs which have been chilled. Very often they are chilled in the nest. As they go into immediate consumption, this is not a serious defect, but it gives the egg a watery appearance before the candle. On breaking the egg it may be found to have a bright, round yolk and considerable thick, viscous white, the flavor being perfectly sweet. By candle test this egg will be degraded and classified, possibly, below the storage egg, whereas it may command a higher price in the market and be a sweeter egg than the average best storage egg carried from the previous spring.

Of the second class, the storage egg, it is assumed that some record will follow the storage egg in the wholesale market, that the odor will be judged by standards applied to fresh eggs in applying the standard, and that, if the comparison is favorable, the egg held in storage should not be disqualified on the length of time held.

In smelling eggs, inspectors sometimes put their faces down into the case and smell both fillers and eggs together. The result is likely to vary according to the condition of the weather, the filler odor predominating. In damp weather the fillers have more odor.

Eggs are sometimes transferred into dry fillers to preserve the sweetness, and, in the case of storage eggs, if this is done before removal or immediately after removal from the storage room, the inspector may be deceived.

The way to smell eggs is to take a double handful and hold them close to the face. It is necessary to smell the fillers also as a further precaution. Ammonia imparts a sharp, offensive flavor in the cooked egg, while sometimes barely detectable in the odor of the uncooked, unbroken egg.

The third class, namely, the damp-weather egg is contaminated in much the same way in which an egg held in a damp storage is contaminated. The egg itself, being without dry air into which to give off its own moisture when cooling, and due to the daily changes in temperature which further endanger the egg out of storage, shows a gradual but daily loss of quality which may or may not show up under the candle. During long, rainy spells the air becomes so laden with moisture that the fillers and cases become permeated, imparting their odors to the eggs.

The current supply of eggs outside of storage during damp weather is subject to the widest range of protection or exposure by the operator, and the sweetness is correspondingly preserved or lost. If this has an effect on the value of the eggs, such effect should be regarded in the standard.

It is a knotty problem to define the degree of a foreign flavor. Up to the present the number of inspectors qualified to pass on the odor and flavor of eggs is comparatively small. In this particular, the situation is not very different from the situation in respect to qualified candlers. Those responsible for the standard may at least consider the lines to be drawn between sweet, watery, winter eggs and the filler-tasting, storage egg which may have all the characters of a hard-meated, well kept egg save for its environment.

The damp-weather egg will eventually take on a dull appearance and in time, of course, the contents will show changes.

The purposes of a standard of measurement might be defeated by trying to tie it up too closely with values that can only be determined by the judgment of one long versed in handling eggs for distribution or retail trade. If, as in the past, some points still have to be left negotiation, mutual confidence and a disclosure of the history of the egg, they might better be left out of the standard than to attempt an impossible definition.

The standard must take account of

## Always in Demand

"Yellow Kid" Bananas

O. K. Grapefruit

Vinke Brand Onions

### The VINKEMULDER CO.

Distributors of Fruits and Vegetables

### MOZART Brand Fancy Canned Goods

SWEET CORN  
Special Small Grain  
Corn  
SUCCOTASH  
Special Small Grain  
Succotash  
EARLY JUNE PEAS  
EARLY JUNE SIFT-  
ED PEAS  
LITTLE GEM PEAS  
SWEET MIDGET  
PEAS  
DAINTY SWEET  
PEAS  
TELEPHONE PEAS  
MELTING SUGAR  
PEAS  
EXTRA SWEET  
WRINKLED PEAS



CUT WAX BEANS  
CUT REFUGEE Beans  
GOLDEN WAX Beans  
REFUGEE BEANS  
EXTRA GOLDEN  
WAX BEANS  
EXTRA REFUGEE  
BEANS  
SMALL GREEN LIMA  
BEANS  
LIMA BEANS  
FRESH GARDEN  
BEETS  
FRESH GARDEN  
SPINACH  
TOMATOES  
WILD Blackberries  
BLACK Raspberries  
PUMPKIN  
SAUER KRAUT  
HOMINY

ABOVE ITEMS IN EXTRA STANDARD "GOODWILL BRAND"  
ABOVE ITEMS IN STANDARD "WERTHMORE BRAND"

### KENT STORAGE COMPANY

GRAND RAPIDS - LANSING - BATTLE CREEK

Wholesale Grocers  
General Warehousing and Distributing

## Red Star

THE best argument for quality flour is RED STAR. Its ability to satisfy every baking need, its record of consistent repeat orders, and the percentage of gains in new customers indicate clearly that demand for quality flour is growing. Quality in RED STAR includes the entire range of factors that make a perfect baking product.

### JUDSON GROCER COMPANY

GRAND RAPIDS, MICHIGAN



the sweetness of eggs, if in no other way, then by disqualifying entirely from the better grades all eggs not perfectly sweet by every test. It is possible to classify the more common odors met in the fillers, cases and packing, but it takes a high degree of ability in the inspector to apply such tests as the scoring of butter will witness. It is more difficult to classify odors that are foreign to eggs, for they are legion, the sweet, fresh egg being almost odorless, with, perhaps, a slight odor of lime.

#### Co-Operative Marketing a Delusion and a Sham.

According to the Moorhead News, Moorhead, Minnesota, the Minnesota Potato Growers Exchange is being called upon by its five year crop marketing farmer members for returns from the sales of their potatoes. The growers have not received any money from the Exchange for potatoes delivered for sale last year. At a recent meeting held at Moorhead many of the farmers asked Mr. Rubinow, Manager of the Exchange, to explain differences between facts and representations he and his organizers had made to them in order to get them to sign five year contracts. In their big organizing campaign the Exchange promised higher prices through orderly marketing and control of volume. Mr. Rubinow had a very uncomfortable evening and was unable to give the farmers satisfactory explanations. Mr. Rubinow also had the opportunity to hear some things from the farmers regarding the operations of the Exchange with a frankness that he did not expect, and none of the farmers seemed satisfied with the explanations which have been given to them thus far. They stated that they had faithfully delivered their potatoes according to their binding contracts, relying upon the promises made to them by organizers of better prices and better markets, with all their living expenses, interest and taxes to pay and the Exchange holding their money for their potatoes. The Exchange now admits its inability to increase the market prices of potatoes.

James M. Witherow, Moorhead attorney, in a letter to the Moorhead News, stated that a large number of his farmer clients were anxiously awaiting payment for potatoes delivered to the Exchange this season. Mr. Witherow stated that the average prices paid by independent dealers from Sept. 17, when the season opened up until Dec. 31 has been 39 cents per hundred for cobbles and 42 cents per hundred for Ohios. The Exchange is beginning to talk about prices considerably under these figures. That the Exchange will have great difficulty in even coming close to equalling these established published cash prices is the belief of Mr. Witherow's farmer clients.

The fallacy of the organizers' preaching of volume control, orderly marketing, free trade elimination, new markets, higher prices, etc., is being proven in many parts of the country. If the farmer in Michigan will listen to the tale of woe and loss of his brother in Minnesota he will be wary of long

one-sided marketing contracts and the song and dance of the paid organizer. If a selling organization has something wonderful to offer it will not be necessary to bind farmers to it by contract for five years. They will flock to it every year without solicitation.

Supply and demand and cash competitive prices for farm products are basic economic factors in the marketing of farm commodities. Supply and demand and cash competitive prices make falsifiers of organizers with their Alladin's lamp promises in exchange for signatures to five year crop marketing contracts. Some farmers learn by the sad experiences of the other fellow; others have money to burn.

#### Egg Candling Schools.

Plans for holding state-wide egg candling schools were considered at the annual meeting of the National Poultry, Butter and Egg Association held in Chicago recently. Representatives of the state associations in Illinois, Indiana, Kansas and Iowa were particularly interested in arranging for schools where superintendents of egg candling plants can learn how to handle eggs in accordance with the Federal tentative grades for eggs. The superintendents of the plants will then be expected to teach their individual candlers how to apply the grades to eggs marketed through their plants.

Minnesota is holding an egg-candling school the last two weeks of January. The state extension forces and the Federal Bureau of Agricultural Economics are co-operating.

The National Poultry, Butter and Egg Association went on record as favoring the national egg standardization program which the Federal Bureau of Agricultural Economics is recommending, and pledged its co-operation in putting the program into effect. A committee is to be appointed by the association to meet with the specialists of the bureau in bringing about permissive uniform standards, classes and grades for eggs, and in establishing an inspection service.

The market news work on butter, eggs and cheese, which the Federal bureau is conducting, was favorably endorsed by the National association. The association went on record in advocating an adequate appropriation for the Federal bureau to perform this branch of the market news service which producers and distributors of butter, eggs and cheese consider of great value in the conduct of their business.

#### To Brand Walnuts in the Shell.

The California Walnut Growers' Association has been for several years concerned with developing a practically operating machine for branding walnuts so that its Diamond brand may be imprinted upon the shells of the nuts. The Association has the exclusive right to a patented machine and seven were built this fall, says the "California Fruit News." There is, however, the obvious difficulty of getting, with any economy of cost in doing it, a readable marking of a brand upon the shell of a walnut and accomplishing this not only at a small cost

but with commercial rapidity. Several machines were operated this year experimentally, and with them the brand is stamped on by a band carrying a number of rubber stamps with the brand upon each, revolving against the nuts. In the rollers carrying the nuts there are depressions about half the size of the nut, against which latter the rubber dies press in passing. As operated this year, this machine has shown a maximum possible capacity of 1,680 nuts per machine per minute. A number of minor difficulties have been encountered in the practical commercial operation, but over 90 per cent. legible brands were readily obtained in the experimental operations by the walnut Association this year.

#### WE GUARANTEE

To move every piece of merchandise in your store **FOR CASH**. Our method is different.

**Big 4 Merchandise Wreckers**  
Room 11 Twamley Bldg.  
GRAND RAPIDS 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.



SELL BY THE CARTON

**Wm. D. Batt**

**F U R S**

Hides  
Wool - Tallow

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

28-30 Louis Street  
Grand Rapids, Michigan

**Straub**  
**CHOCOLATES**

My But They're Good

**STRAUB CANDY COMPANY**

Traverse City, Mich.  
Saginaw, W. S., Mich.



**Moseley Brothers**

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

"A BEST SELLER"

The  
**Little Miss Broom**

Select Fancy Corn—Fine  
and Green

Beautiful Orange Handle—  
Velvet Finish

**LIGHT AND DURABLE**

At a price which is particularly attractive.

**Michigan Employment  
Institution for the Blind**

Saginaw, W. S. Mich.

**M. J. DARK & SONS**

GRAND RAPIDS, MICH.

Receivers and Shippers of All

**Seasonable  
Fruits and Vegetables**



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

#### Suggestions For the Hardware Dealer in February.

Written for the Tradesman.

If stock-taking has not been finished before this it should be completed early this month. In the hardware trade, stock taking as early as possible in the New Year has been proven a sound rule of business; and it is the exception for it to be deferred until the second month.

The after-inventory sale, where it is held at all, is usually planned for the latter part of January. This selling event can be allowed to run into February.

The outstanding objective of such a sale is of course to clear out the odds and ends of stock brought to light by the inventory and which it would be a losing proposition to carry over to a later season. But the sale serves other purposes as well. Through the medium of price features, it draws people to the stores and stimulates business at a time of year when trade is normally slack. The customers, although attracted by the featured articles, quite usually extend their purchases to ordinary lines carrying a fair margin of profit.

All these objects of the inventory sale should be kept in mind in planning the event—to clear out slow-selling stocks, to stimulate winter business, to attract new customers, and, if possible to make these last permanent customers of the store.

February is as a rule a quiet month in the hardware store. Business needs stimulating by every means at the hardware dealer's command. Special sales, good window displays, attractive interior displays, aggressive newspaper advertising, are all good helps in the task of keeping things moving. In a good many stores, circularizing is also carried on.

Some dealers, taking the view that business is bound to be slack and that advertising during the quiet season is merely a waste of money, cut their winter advertising to a minimum. This practice was more prevalent a few years ago than it is now. As a matter of fact, your advertising now will not merely stimulate your winter trade to an appreciable extent, but will lay the foundation for a good spring trade by keeping your store before the public and keeping people coming to your store.

Under the most favorable conditions, the hardware dealer will, however, find February a quiet month, with considerable spare time. What is he going

to do with these odd moments? One thing he can do is to make thorough and careful preparations for his spring trade. He can take time, in February, to study possible improvements in the store arrangement, the staff organization, selling methods, credit supervision, collections, and scores of other items connected with a well-managed business.

There is always room for improvement. No business is so successful that it cannot be bettered. It pays for the hardware dealer, every now and then, to take a few minutes and regard his methods with a somewhat critical eye. He may thus discover defects he would not ordinarily notice.

Following a general overhauling of the business and its methods, specific preparations can be made for the spring campaign. New goods should be ordered for spring trade, and spring selling plans outlined. Your paint campaign should be mapped out, your mailing lists should be checked over and revised, and a lot of other preparatory work carried out now; which will leave you free for actual selling when the busy months come.

As a rule, February outdoors is unpleasant, so far as weather is concerned. Yet I would advise any hardware dealer whose health is not entirely precarious to devote a little time to outside work this month. First, because he can more easily spare the time now than later; second, because he needs the stimulus of outdoor air; third, because any man who sticks in a store during business hours is apt to get rusty, and getting out and meeting customers on their own ground will brighten him up.

In the process, a good bit of business can be done; and the foundation laid for a lot more business later in the year.

What lines will respond best to outside canvassing? That all depends on the community and local conditions? Building prospects are generally pretty well known before the actual building season opens; so now is a good time for the hardware dealer to get a line on new work, and to push the sale of builders' hardware. Visits to local factories will probably develop some business in tools, belting, paint, glass and similar lines. If the hardware dealer can reach his country customers personally, he can push wire fencing, cream separators and general hardware lines; or, failing a personal call, he can usually utilize the rural telephone to good advantage.

Now, the hardware dealer who thinks his outside canvassing this month will develop so much business that he will be able to retire, is going to be disappointed. In many cases the

## Foster, Stevens & Co.

### WHOLESALE HARDWARE



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

#### LEAVES NOTHING TO BE DESIRED

The Quiet Appliance recently perfected by the Underwood Typewriter Co. reduces the noise of operation 60 per cent. without in any way impairing speed, accuracy or durability. Can be added to any Underwood standard typewriter. For particulars write or call on C. W. Richardson, Western Michigan representative, 39 Fountain St., Grand Rapids.



Decorations losing freshness  
**KEEP THE COLD, SOOT AND DUST OUT**  
 Install "AMERICAN WINDUSTITE" all-metal Weather Strips and save on your coal bills, make your house-cleaning easier, get more comfort from your heating plant and protect your furnishings and draperies from the outside dirt, soot and dust. Storm-proof, Dirt-proof, Leak-proof, Rattle-proof

Made and Installed Only by  
**AMERICAN METAL WEATHER STRIP CO.**  
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#### WE INVITE

your orders for DEPENDABLE high grade oak tanned or waterproof cemented LEATHER BELTING. As belting manufacturers of twenty-four years experience, we are in a position to render any kind of prompt belting service, either from our LARGE STOCK on hand, SPECIAL MADE BELTS to fit a particular requirement, or REPAIRING leather belts that you need quick service upon. Call us on either phone.

#### GRAND RAPIDS BELTING COMPANY

Leather Belting Manufacturers  
 1-3 IONIA AVE. GRAND RAPIDS, MICHIGAN

#### THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes  
 501-511 IONIA AVE., S. W. GRAND RAPIDS, MICHIGAN

## Michigan Hardware Company

100-108 Ellsworth Ave., Corner Oakes  
 GRAND RAPIDS, MICH.

Wholesalers of Shelf Hardware,  
 Sporting Goods and  
**FISHING TACKLE**



immediate results may seem meager. But remember—you are making one blade of business grass grow where, otherwise, there would be no growth at all. And you are getting in touch with the people whose trade will make your spring selling campaign a success. No honest, sincere, determined effort at business-getting is ever lost; if you don't get results to-day or next week you will get them in the spring, perhaps even later. But you'll get them.

While you are turning your odd moments into future dollars in this way, there is another matter to examine. Your advertising methods.

The last ten or fifteen years have seen an immense improvement in retail hardware advertising. But because so much advertising copy is readable and effective is all the more reason why it is necessary for your copy to excel that of your competitors in business-getting qualities.

Too much hardware advertising, even now, is perfunctory and mechanical. The dealer believes in advertising; he takes a certain amount of newspaper space; but when it comes to filling that space he fills it with unattractive announcements or with stock-phrases that have lost their appeal long ago.

What should retail hardware advertising accomplish? The average retailer will at once answer, "It should increase my sales." But as to how this is done, he is not so clear.

The primary function of retail advertising is, in my humble opinion, to get the customer into the store. To this end the advertiser discusses timely and seasonable lines, he quotes attractive prices on featured articles, he aims by every possible means to first, arrest the reader's attention and hold his interest, and, second, to get him into the store.

Once that is done, the skillful salesman gets in his work. If the advertising induces a receptive mood in the customer, so much the better. If, on the other hand, the salesman by tactless and injudicious handling of the customer neutralizes the effect of good advertising, so much the worse. There should be teamwork between the advertising copy and the salesforce; the work of the one should be followed up by the other.

Closely overhaul your advertising methods; and search for possibilities of improvement. Such possibilities doubtless exist; it is for you to find them. A six inch advertisement costs the same, whether you use poor advertising copy or good advertising copy; but the results you get from the outlay are decidedly different.

Victor Lauriston.

#### Framed Show Cards.

Style is added to your show cards by mounting them in picture frames. You can buy picture frames in standard sizes at a reasonable price, when ordered in dozen lots. Order your cardboard cut into sizes to fit these frames.

It is then an easy matter to insert the new cards and take out the old ones, as it merely calls for the removal of one or two tacks in back.

Buy picture frames with glass fronts.

#### Initial Preparations For the Muskegon Convention.

Wyoming Park, Jan. 26—The board of directors of the Retail Grocers and General Merchants Association met Tuesday, Jan. 20, at 1:30 p. m. at the Board of Commerce, Muskegon.

Most of the board were present, together with a number of Muskegon members, and the plans for the convention to be held in that city were gotten well under way.

The date was set for Tuesday, Wednesday and Thursday, April 21, 22 and 23. The hotel headquarters is the Occidental and the time of opening the session on Tuesday at 2 o'clock.

At the present writing we can announce that the following will probably speak for us: Wm. L. Cusick, Detroit; B. G. Oosterbaan, Muskegon.

There will also be addresses of a practical nature by some of the merchant members and it was decided to make this a convention for the dis-

cussion of practical subjects. Not many set speeches will be given.

The subject of collective advertising will be a leading topic for discussion.

The secretaries of local associations are asked to prepare short written reports to be published in the Tradesman along with our convention report.

The leader for the question box will be announced later.

The board went on record as being in favor of legislation to curb Sunday business and also to make it a misdemeanor for anyone to "jump" his grocery or meat bill, and the same was referred to the legislative committee at Lansing, of which M. C. Goossen is chairman.

The Board went on record as being opposed to the enactment of the 20th amendment, known as the child-labor bill. The board felt that this would be a grave injustice to the child as well as to the parents, and the legislative committee was instructed to

voice our objection to the speaker of the House and Senate at Lansing.

Our good friend, W. R. Roach, sent word that he wished to give a banquet to the members on Tuesday night, April 21, and the wholesalers of Muskegon wish to have Wednesday, April 22, set aside for their banquet, so it looks as though we would be well entertained.

Paul Gezon, Sec'y.

#### An Emergency Case.

Two Scotchmen decided to become teetotalers, but MacGregor thought it would be best if they had one bottle of whisky to put in the cupboard, in case of illness.

After three days Sandy could bear it no longer, and he said: "MacGregor, I'm awfully sick."

"Too late," said MacGregor; "I was sick all day yesterday!"

## Do Your Railroads Win This Reward?

Modern Railroad progress in Michigan began March 1, 1920.

On that day, Uncle Sam quit Railroading and returned the roads to their owners, to reorganize and restore.

That date found the 24 steam Railroads of Michigan deficient in almost every essential. Service had fallen to its lowest point of efficiency. In public esteem, the Railroads were on trial.

Your Railroads are not ashamed of their progress since that eventful date.

We have re-equipped our lines with locomotives and cars.

We have restored and improved our roadbeds.

We have made large investments in terminals, and have made every dollar count.

And we are giving you today the best railroad service Michigan has ever had.

Your Railroads gladly acknowledge their appreciation of your spirit of Fair Play. We are making good for you. We will continue to make good with all the means and effort within our power.

There are many improvements still to be made. We will make them as our means permit. For it is our steadfast desire to make you as proud of Michigan's system of steam Railroads as we are of the prosperity of the state we serve.

Your Railroads want to be your Friends. Do we deserve such classification? Write us, frankly and fully.

### Michigan Railroad Association

500 Railway Exchange Bldg., Detroit, Michigan

(13-27)





### News and Gossip About Michigan Hotels.

Kalamazoo, Jan. 27—Quite a number of Michigan hotels are closing up their dining rooms, on account of loss in operation, and substituting other methods of feeding their patrons, and exactly what to do is a subject of much discussion among all of them.

Tupper Townsend, Hotel Whitcomb, St. Joseph, still operates his dining room, but in the summer time runs a cafeteria, feeding as high as 2,000 persons per day. Notwithstanding the fact that his cafeteria is a money maker, he favors the coffee shop for reasons which will appeal to many who contemplate a change.

He says that unless one has a perpetual business—that is, coming at all hours of the day—food will dry out on the steam table, preventing your displaying same to advantage. While the cafeteria has an advantage in reducing the amount of help required, you can, by adopting a simple bill of fair, reduce the cost of individual service to a point where the difference in cost is made up by increased patronage. Many patrons object to waiting upon themselves and will patronize other restaurants rather than do so. Where one wishes quick service it can be had at the lunch counter, which is usually a feature of a coffee shop.

The Hotel Harrington, John A. Anderson, manager, Port Huron, runs a successful coffee shop, and much prefers it over the cafeteria for the same reasons given by Mr. Townsend. During the winter season, particularly, when there is no tourist trade, and his hotel business is confined to four or five days in the week, he finds the coffee shop a decided advantage in helping keep down the cost of operating, and in taking care of his local trade during dull periods. In his case he serves simple table d'hôte lunches, but also has a la carte service, with steaks, chops, etc.

A. W. Heldenbrand, Kimbark Inn, Fremont, runs a very successful coffee shop. In fact, in arranging the plans of his new hotel he eliminated the dining room feature altogether. In his coffee shop he serves two regular meals, dinner and supper, for those who want them, but his breakfast trade is a la carte altogether, mostly served at the counter.

The same thing might be said of the Hotel Doherty, at Clare, though Fred Doherty, its manager, says he does very little with his lunch counter, and if he had it to do over again, would eliminate that feature of service altogether. The Doherty is provided with a beautiful dining room, used only, however, for banquets and dinner clubs.

At the New Lenawee, Adrian, practically all the feeding is done in a well arranged coffee shop, accessible from both street and lobby. This is another instance where a fine dining room has been provided, but is used for the dinner meal only.

C. B. Southworth, however, finds on the contrary, that his patrons prefer dining room service. He is proprietor of the Park Hotel, at Monroe, situated midway between Detroit and Toledo, and has a good business the year around. Mr. Southworth runs exclusively on the American plan, charging

75 cents each for his meals, except on Sunday, when he specializes on a dollar dinner. Showing the difference in defining American plan hotels, the Park charges for all meals served during the occupancy of a room, whether eaten or not, and says he seldom has any complaints. On the other hand many proprietors claim to be conducting on the American plan, with a fixed price for all meals served, though they allow guests to deduct for meals not eaten. This is simply a modified European service without an a la carte menu.

The Bancroft Hotel, Saginaw, operates both dining room and coffee shop, the latter with counter service. In his own words, I will tell you just what H. M. Hollister, its manager, thinks of the feeding feature of hotel operation:

"My experience has been, and I have operated both, that if the majority of your trade are ladies, you will find a cafeteria more popular than a coffee shop. The average traveling man doesn't like to carry a tray. He will pass up a cafeteria and go to a coffee shop where he is waited upon. If I owned a hotel I would eliminate the dining room altogether. At the Bancroft the regular dining room was reduced in size and a coffee shop substituted and should say we would be ahead of the game if we discontinued the dining room, only without tablecloths. Lots of men at breakfast time, if in a hurry, prefer the counter.

The Huron, at Ypsilanti, probably has one of the most attractive coffee shops in Michigan. It also has a very pleasant dining room as well, but George Swanson, its manager, is a strong advocate of the former. I have no figures on the subject but I would say that 75 per cent. of the Huron's food sales were made in the coffee shop.

I told you last week about Dave Reid's coffee shop in Reid's Hotel, at South Haven. It performs all the food service in the hotel, and is so attractive that it leaves slim picking for the Greek restaurants in that city. Mr. Reid contemplates adding a regular dining room to his equipment this year but I think he will be making a mistake by so doing.

E. S. Richardson, Hotel Kerns, Lansing, has a cafeteria, which practically answers all the requirements of his hotel, although he has in addition thereto, several dining rooms. The latter, however, are largely used for special dinners and banquets. In his cafeteria he offers a simple service to the extent of providing waitresses for the purpose of conveying trays to the tables after reaching the cashier's desk. This does away to the strongest objection to cafeteria and is a service which can be inaugurated at a minimum of cost.

On the other hand, I can show you where some of the largest hotels in the State operate cafeterias, namely the Statler, Tuller, Detroit; Pantlind, Grand Rapids, and Occidental, Muskegon. The two Detroit hotels and the Pantlind do a capacity business at all times, and the Occidental, with much less local population to draw upon, does well.

Frank Ehrman's Columbia, Kalamazoo, prospers on a volume of trade al-



### WHEN IN KALAMAZOO Stop at the **Park-American Hotel**

Headquarters for all Civic Clubs  
Excellent Cuisine  
Turkish Baths  
Luxurious Rooms  
ERNEST McLEAN, Mgr.

### MORTON HOTEL GRAND RAPIDS' NEWEST HOTEL

400 Rooms—400 Baths Rates \$2.00 and Up

### The Center of Social and Business Activities **THE PANTLIND HOTEL**

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

### HOTEL CHIPPEWA

HENRY M. NELSON  
Manager

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

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

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

### HOTEL BROWNING GRAND RAPIDS

150 Fireproof  
Rooms

Corner Sheldon and Oakes;  
Facing Union Depot;  
Three Blocks Away

Rooms with bath, single \$2 to \$2.50  
Rooms with bath, double \$3 to \$3.50



### CODY HOTEL

GRAND RAPIDS

RATES \$1.50 up without bath  
\$2.50 up with bath  
CAFETERIA IN CONNECTION

### The Durant Hotel

Flint's New Million and Half  
Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the  
United Hotels Company

HARRY R. PRICE, Manager

### OCCIDENTAL HOTEL

FIRE PROOF  
CENTRALLY LOCATED

Rates \$1.50 and up  
EDWARD R. SWETT, Mgr.  
Muskegon Michigan

### Columbia Hotel

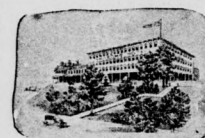
KALAMAZOO

Good Place To Tie To

### CUSHMAN HOTEL

PETOSKEY, MICHIGAN

The best is none too good for a tired  
Commercial Traveler.  
Try the CUSHMAN on your next trip  
and you will feel right at home.



### Hotel Whitcomb AND Mineral Baths

THE LEADING COMMERCIAL  
AND RESORT HOTEL OF  
SOUTHWEST MICHIGAN

Open the Year Around  
Natural Saline-Sulphur Waters. Best  
for Rheumatism, Nervousness, Skin  
Diseases and Run Down Condition.

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ST. JOSEPH MICHIGAN

### WESTERN HOTEL BIG RAPIDS, MICH.

Hot and cold running water in all  
rooms. Several rooms with bath. All  
rooms well heated and well ventilated.  
A good place to stop.  
American plan. Rates reasonable.  
WILL F. JENKINS, Manager.

### HOTEL KERNS

Largest Hotel in Lansing

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

### HOTEL DOHERTY

CLARE, MICHIGAN

Absolutely Fire Proof Sixty Rooms  
All Modern Conveniences  
RATES from \$1.50, Excellent Coffee Shop  
"ASK THE BOYS WHO STOP HERE"

### Henry Smith Floral Co., Inc.

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most confined to regular meals. He serves a la carte breakfasts, but specializes on table d'hôte.

At Greenville, the Winter Inn is on the American plan, while the Phelps prospers as an European hotel. I think the Phelps has come nearer demonstrating that an European plan may be adopted in a small city, but it is the only one I know of in Michigan. They serve no regular meals, but are very reasonable in their a la carte charges. These hotels are equally popular with the traveling men and there seems to be about an even break in the patronage, so it would seem difficult to say which plan is most acceptable to travelers.

This all leads to one conclusion and that is to the effect that simplicity in meal service touches a popular cord.

Some scientist claims that, taken as a whole, the American public do not consume as much food as formerly, but the myriads of restaurants to be found everywhere would at least indicate that eating is by no means a lost art, although it is no less true that more discrimination is being shown in selections of food and fewer people desire to take an avordupois.

It looks very much as though the proposed new hotel at Lansing would become a reality. The plans are about ready to submit to bidders, and it is reported that construction will commence in the early spring. This hostelerie will occupy a most attractive site immediately opposite the capitol building, will be eight stories in height contain several stores and a convention hall large enough to seat 1,000 persons. As an investment the proposition does not look particularly encouraging, but it is claimed that parties buying stock did so with the knowledge that it would practically mean a patriotic donation.

F. W. Bergman, formerly manager of the Detroit Statler, will become manager of the new Neal House, now in process of construction at Columbus, Ohio.

The demure oyster, heretofore considered indispensable as an article of food, has been tabooed by the Chicago board of health, it being claimed that within its membranes lurks the insidious typhoid germ. May be so. There are germs for every known ailment and they have all come into being within the last generation. In the good old days of our ancestors surface water was consumed copiously. Everyone drank out of the same gourd. Laceration by a rusty nail was healed by the application of sticking plaster and Oslerization was advocated to reduce the population. Nowadays the very act of osculation must be speedily followed by an application of lemon juice to reduce the ratio of havoc by death dealing microbes.

One case of typhoid fever does not mean an epidemic and there is more than a possibility that the oyster is entitled to a hearing in its own defense. Possibly some oyster beds are so located where they are in danger of contamination, but there is no reason why they cannot be lifted under proper supervision and be consumed with safety.

No hotel wants to serve unhealthful food to its patrons. Those in charge of feeding industries select all foods with great care, and the reputable oyster grower and dealer is no different from the rest.

Such as are fearful of the consequences of eating oysters may be permitted to refrain from doing so, but it seems like an arbitrary and unjust position for health officers to prohibit the consumption of the luscious bivalve just because some particular person may have had an attack of fever subsequent to having partaken of some particular article of food.

The other day I visited Judge "Bill" Peck, who presides over the destinies of the Franklin House, Montague, one of the "hottest" establishments any-

where in Michigan or anywhere else for that matter. The Franklin House has withstood the storms of half a century, but never shows the effects of wear and tear, because its owner keeps up with the progress of the times and is never late in arriving.

Judge Peck has operated the Franklin for a quarter of a century, but his hotel experience has not been confined to this period. As far back as the early seventies he operated railroad eating houses at Grand Junction and Nunica. At Grand Junction, which was the junction of the Chicago & West Michigan and Kalamazoo & South Haven Railroads, he conducted a thirty room hotel, an auxiliary of which was an eating house with a rating capacity of 200, and fed passengers from six trains daily.

At that time the Chicago & West Michigan operated from New Buffalo to Muskegon via Holland, West Olive, Spoonville, crossed Grand River at that point, crossed the Detroit & Milwaukee Railway (now the Grand Trunk) at Nunica, where another Peck eating house was established.

All of these happenings were during the old logging days, and about the time of the Chicago fire, the Grand Junction establishment burned and Mr. Peck, who was acting in the dual capacity of landlord and night operator for the railroad, eventually drifted into the lumber game. He purchased the Franklin House in 1891, and except for a period of eighteen months has been operating it ever since, with satisfaction to his patrons and credit to himself. His meals are excellent, rooms in perfect condition, several of them being supplied with running water, and all properly heated. Rates, \$3 per day; lodging and breakfast, \$2; supper, lodging and breakfast, \$2.50.

Judge Peck ostentatiously claims that he is the possessor of various medals attained through his almost uncanny manipulation of the pegs in a cribbage board, but there are those who dispute his prowess, and many a lance is broken through efforts of contenders to unhorse him. Further deponent sayeth not.

For the benefit of such hotel operators as are worried over the inroads that the "farm house" contender is making in his business and who want Congress to interfere, by license or otherwise, I am giving a brief opinion just submitted by Frank A. K. Boland, former counsel for the American Hotel Association:

"It would not be legal to pass a National statute to regulate such places without an amendment to the Federal constitution, because of the sovereign right which each state has to regulate its own affairs. However, we doubt that any form of legislation, either regulatory or tax-imposing, would remedy the evil sought to be reached. Even now there is very little, if any, regulation in the various sections as applied to hotels, and where there is any it mostly has to do with sanitary conditions."

In Nebraska they have an enactment which has to do with "first," "second" and "third" class hotels, without defining them.

Gentle reader, let up on your cross-word occupation long enough to tell me just what constitutes a "first-class" hotel.

Frank S. Verbeck.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 27.—W. R. Roach and wife left last Saturday for Cincinnati, where they will remain all this week in attendance on the annual convention of the National Canners Association. They will be joined by Ben C. Nott and wife, who have been spending some time at Westbaden. On Saturday of this week Mr. and Mrs. Roach will proceed to New York, where they will devote three weeks to the pursuit of business and pleasure.

Charles L. Frost & Son are erecting a two-story brick building, 60x100 feet

in dimensions, on Summer avenue, between West Bridge and Douglas streets. The firm manufactures builders and furniture hardware. They expect to occupy the new factory about April 1.

A telephone message from Mr. Peifer of Shelby, received just as the Tradesman goes on the press, conveys the welcome information that he and his daughter have regained possession of the Shelby Hotel and will continue the business at the old stand. This will be welcome information to the traveling salesman who found the accommodations furnished by the previous management very inadequate and unsatisfactory and who always liked the hotel under Mr. Peifer's management.

Mary Allen Hulbert, the friend and confidential adviser of Woodrow Wilson, was born in Grand Rapids sixty-two years ago. She was a daughter of Dr. Charles S. Allen, who is well remembered by early residents of the West side. Dr. Allen practiced dentistry in this city a score of years prior to his removal to Duluth, about fifty years ago. Mrs. Hulbert has written for publication reminiscences of her most eventful life. "Among my most vivid recollections," Mrs. Hulbert writes, "are the scenes when my grandfather, a noted physician, took me between his knees and in a musical baritone declaimed for my benefit (or perhaps his own) addresses to young men about to start in life. My grandfather was connected in some visiting capacity with the public school system of Michigan and I rather think he was practicing upon me the speeches he was wont to make before boys about to be graduated." The Allens came to Michigan in 1826.

Friends here have been advised of the death in Eau Claire, Wis., of Colonel Gus Bronson, veteran shoe salesman, who traveled through the Upper Peninsula over a long period of years. While calling on his trade in Eau Claire he fell on a slippery walk, fracturing a shoulder. Because of his age, 84 years, he was unable to withstand the shock. He was a native of Norway, coming to this country when a youth, and served throughout the civil war with one of the Wisconsin regiments.

#### Swindles Store Keepers Who Cash Forged Cheques.

St. Louis, Jan. 27.—Merchants in Saginaw, Owosso, Reed City, Belding, Howard City and Ionia have recently been victimized by means of forged checks, purporting to have been issued by the Holland-St. Louis Sugar Co., of this city.

While the checks vary slightly, most of them are for sums around \$64, and all are countersigned by A. J. Muller, Superintendent, and are made out to "R. H. Cole." No such persons are known at the offices of the local company and the checks are a forgery from start to finish. They are written on a printed check very similar in appearance to the regular ones used by that company, except that the legitimate ones are lithographed.

Whoever is behind the swindle, chose the safest method of handling the fraud, for they were all cashed at retail stores, some of them having been tendered by "Cole" or some one impersonating him, in payment for a small bill of merchandise, the victim paying the difference to the purchaser in cash.

#### Why He Likes the Tradesman.

Pontiac, Jan. 27.—I cannot help writing you in regard to your invaluable paper. It certainly is getting better every week. The paper itself is the best paper for business men and merchants I ever read. Each one is chock full of good sound advice, information and all that goes toward making it one of the very best. Long may it live and prosper.

T. E. Bentley.

#### Dubious Outlook For Dubuque Convention.

One is led to wonder after a canvass of the real trade sentiment among leading retail grocers what kind of a convention will occur at Dubuque when the National Retail Grocers' Association meets there in June. There is some reason to suspect it will be more tragic than the sensational meeting at Los Angeles last year.

Everyone recalls the squabbles at last year's convention and it is well known that California is still "hot under the collar" about the repudiation of Frank Connolly. The Californians have already declared they will not attend at Dubuque but peacemakers are at work to change the decision.

A prominent manufacturer who has lately visited the Coast and talked with the leaders confidentially writes as follows regarding the situation:

"In regard to the last convention. The Californians are determined to let the National well alone. They feel that there is no National Retail Grocers' Association; that it is dominated by secretaries and outsiders; that the grocers are not left to discuss their problems but are bulldozed by such men as Westfall, of St. Louis; Cunningham, of Iowa; Schulte, of St. Louis, and others. They say that until the National cleans house they will keep away.

"I tried to talk them into going to Dubuque but all to no avail. I am sorry for Phil De Puyt. He is President, it is true, and an unusually high class gentleman and merchant, but he is permitted to say and do little while less able men run the Association. In my opinion if the National wants a convention they had best name some other place and do it quick; otherwise few will go to Iowa."

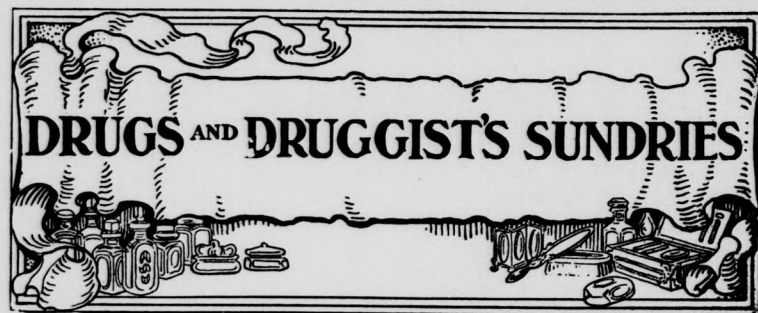
#### The Canners' Convention.

The great canners' convention opened Monday morning in Cincinnati. The canners' convention is in some ways the largest of any of the great organizations of the food trade. Just how many members it harbors cannot now be said, but in its moral force and in many actual negotiations it represents probably four or five thousand canners of foodstuffs.

Happily, too, it has always been progressive in its policies, chiefly bent on making canned goods better, cheaper and always attainable; next, on acquainting the public with the truth about canned foods, and, finally, undertaking so far as possible the expansion of the industry. It has had tremendous success; also some disappointment in attaining the desired ends. But few, if any, of the bodies are more sincerely working for the welfare of the great American consumers.

Hand-in-hand with the canners themselves are a wide variety of allied associations—brokers, machinery men, supply men, preserves, etc.; also separate inner organizations of canners engaged in specific angles of food preservation, growing and exploiting. Probably there are 3,000 or 4,000 in attendance and much that is really of importance to the American food supply will be said, discussed and done.





### Pharmacy Magnets.

An attractively dressed window is magnet number one. Not a jumble, a hodge podge, but an artistically dressed window where the different articles have breathing space, or elbow room. Dressing a pharmacy window and packing a steamer trunk are not, as the colored individual said, "anonymous and the same." Windows—as well as babies—demand frequent change if the pharmacist would keep his business in a healthful condition. Why not keep the passers-by on the qui vive, or on anything else that will spell business in capital letters? Why expect desire to awaken without a bit of first aid? If you have seasonable sundries make them work their passage. If you have reasonable sundries give them window price tag and walking ticket at the same time.

Courteous attention and service will be first aid to trade when the artistic window magnet has drawn in prospective customers. People resent being waited upon as if we were doing them a favor; why not appreciate even the fellow who gives us the hasty once-over for a moment or two? Possibly he has no pharmacy need to-day, but he may have a whole flock of needs in days to come. Again he may have a Rooseveltian family and he may be only an advance agent or a spy sent out to spy out the Drug Store land! Small courtesies open large doors! Fair treatment is a road opener for future sales! Some folks will spend two minutes in your store and go away with an astonishingly correct impression of store, clerks, proprietor and service.

Neatness and order hardly need emphasis for the pharmacist who ignores them is foredoomed to failure. Most of us get our peck of dirt without the necessity of having it weighed on the scales of the pharmacist! A clerk who is not neat in person or orderly about the store, one who habitually misplaces articles and medicines, should be misplaced or replaced without unnecessary loss of time. Certainly if a pharmacist is to be judged by his clerks it is up to him to see that the public judge correctly.

Accommodation is a powerful magnet for a pharmacy. Why not strain a point to get just what a customer needs even if the transaction should not prove very profitable? What better advertisement than a pleased and grateful customer?—no monthly bills at one dollar per inch!

George W. Tuttle.

### Willing To Pay Fair Price.

A customer walks in, mind intent upon purchasing one or more items. Of course, the customer expects to

pay the price asked for these items. Only in exceptional and negligible instances does that customer enter the store with mind set to combat the price. Now the timid, shaky druggist steps behind the counter with mind all made up that this customer does not want to pay the price he will ask. By this wrong and absurd mental attitude the seller is unfavorably impressing the buyer's mind by this very inner thought—so much so that this buyer will begin to haggle about price, even though he originally did not intend to. Some may think this reasoning a far fetched stretch of psychology—but it is not. Anyone practicing steadily an attitude that the customer is willing to pay a fair price will soon discover that there is such a thing as this kind of psychology. A successful salesman, be he selling castor oil or railroads, adopts a firm, confident, cheerful attitude in front of his prospect. He firmly believes that the prospect will buy and that he is ready to pay the fair price charged—and ninety-nine times out of a hundred this proves to be the case.

If you are one of the shaky, timid kind, scared of every customer that walks into your store, your wife will never wear a Paris hat, nor will you ever drive more than a ford.

### Sure Ways To Kill Business.

Have the store opened at any old hour in the morning.

Do not come down until 11 a. m.

Leave it in charge of youngsters, who, meanwhile, will be skylarking.

Allow your window displays to topple over and do not rearrange them.

Also allow the corpses of departed flies to gather in neat little heaps in the corners.

Let the dust accumulate a-plenty.

Allow the show cases to look like home on housecleaning day.

Keep your prescription department sloppy and in disorder.

Do not keep informed on the "topics of the day" as far as they concern your business.

Have a cosy hang-out for a bunch of good fellows who will smoke cigars, cigarettes, and make your store look like a Turkish bath and smell like a garbage dump.

Those are just a few suggestions. If you can think of others yourself, go right ahead, don't let anyone stop you.

### Menthol Cough Drops.

Gelatin ..... 1 oz.  
Glycerine (by weight) ..... 2½ ozs.  
Orange-flower water ..... 2½ ozs.  
Menthol ..... 5 grs.  
Rectified spirits ..... 1 dr.

Soak the gelatin in the water for two hours, then heat on a water bath until dissolved, and add 1½ ounces of

glycerine. Dissolve the menthol in the spirit, mix with the remainder of the glycerine, add to the glyco-gelatin mass and pour into an oiled tin tray (such as the lid of a biscuit box). When the mass is cold divide into 10 dozen pastilles.

Menthol pastilles are said to be an excellent remedy for tickling cough as well as laryngitis. They should be freshly prepared, and cut oblong, so that the patient may take half of one or less, as may be necessary.

### Sunburn Preparations.

1. Subnitrate of bismuth ..... 1½ drs.  
Powdered French chalk ..... 30 grs.  
Glycerine ..... 2 drs.  
Rose water ..... 1½ ozs.  
Mix the powders, rub down carefully with the glycerine; then add the rose water. Shake the bottle before use.

2. Glycerine cream ..... 2 drs.  
Jordan almonds ..... 4 drs.  
Rose ..... 5 ozs.  
Essential oil of almonds ..... 3 drops  
Blanch the almonds, and then dry and beat them up into a perfectly smooth paste; then mix in the glycerine cream and essential oil. Gradually add the rose water, stirring well after each addition; then strain through muslin.

### An Odd One.

Suppose you have merchandise which has been hard to get or which for any other reason has been maintained at a high price but which you are now able to sell at a low price.

Take an ordinary 4-legged table of small size. Upright it in your window. Display the merchandise around it, on the floor of the window and place a lettered card against a table leg, reading:

### The Table's Turned

"Formerly, because of their scarcity, these goods could not be obtained except at high prices but now, etc."

### Styptic Pencil With Formaldehyde.

Alum ..... 480 grs.  
Borax ..... 28 grs.  
Zinc oxide ..... 2.5 grs.  
Thymol ..... 8 grs.  
Solution of formaldehyde ..... 10 grs.

Melt the alum, borax and thymol on a water bath, add with constant stirring the zinc oxide and solution of formaldehyde, remove from the bath and pour into suitable molds just before solidifying. This formula is recommended as producing a new styptic pencil which possesses antiseptic and healing properties.

### Furniture Polishing Cream.

Animal oil soap ..... 1 oz.  
Solution of potassium hydroxide ..... 5 ozs.  
Beeswax ..... 1 lb.  
Oil of turpentine ..... 3 pts.  
Water, enough to make ..... 5 pts.  
Dissolve the soap in the lye with the aid of heat add this solution all at once to the warm solution of the wax in the oil. Beat the mixture until a smooth stream is formed, and gradually beat in the water until the whole is completely emulsified.

### Chilblain Remedies.

The following form good applications for chilblains, frosted feet, etc.:  
1. Balsam Peru ..... 2 drs.  
Ichthyol ..... 2 drs.  
Lanum ..... 4 drs.  
Apply freely to inflamed part.

2. Tannic acid ..... 1 dr.  
Carbolic acid ..... 1 dr.  
Tinct. iodine ..... 2 drs.  
Simple cerate ..... 4 drs.

### Verbena Water.

This water is always in demand on account of its pleasing and refreshing odor. Many retail dealers make a specialty of the preparation and sale of toilet waters. Oil of lemon grass, 6 drs.; oil of bergamot, oil of orange, of each ½ dr.; water, 8 ozs.; alcohol to make 1 quart.

### Cleaning Tarnished Silverware.

Enquiries as to the composition of a powder which when dissolved in water and the silverware immersed therein will cause the tarnish to disappear:

In Henley's Twentieth Century Formula we find the following item which may possibly be what our enquirers have in mind. This reads as follows: Cleaning with the usual fine powder is attended with some difficulty and inconvenience. An excellent result is obtained without injury to the silver by employing a saturated solution of hyposulphite of soda, which is put on with a brush or rag. The article is then washed with plenty of water.

### The Other Fellow.

There is a strong desire  
Among people far and wide,  
To climb over the business fence  
And try the other side;  
For it is as true in business  
As in any circumstance;  
The grass always looks greener  
When you see it through the fence.

Just keep on with your business  
As you've always done before;  
And though you are not making  
What you did during the war;  
You should not start to worry  
When you go to bed at night,  
Or before you realize it,  
You'll be giving up the fight.

You have probably forgotten  
Old ideas you used to use,  
And instead of crowding business  
You have sat down with the blues;  
You say to those about you,  
And they usually agree,  
That the chance to win in business  
Is not what it used to be.

But turn your memory backward  
To the times you have been through,  
And you will think of many days  
There was not much to do;  
You sometimes felt that you would like  
To let the whole thing drop;  
But every time you kept your nerve,  
And came out on the top.

So buckle on your armor—  
The experience of the past—  
And hang onto a line you know;  
You will win out at last;  
For the fellow on the other side  
Is envious of you;  
And if you only knew it,  
Has a thousand troubles too.  
Clifton A. Youngman.

The sun-baked bricks of Babylon are forever teaching us that "primitive" man was not such a simpleton as a condescending twentieth century sometimes assumes. Charles Eliot Norton was fond of saying that American plumbing was about our only conspicuous improvement upon the domestic economy of the ancients. Now the excavators of the University of Pennsylvania have unearthed tablets that show a sophisticated method of bookkeeping in vogue among the builders of Babel, and archways that may be the first examples of their fundamental class. Solomon would hold that the findings support his ancient cynical observation that there is nothing new under the sun, but it is still a far cry from the magic of the wisest temple priest to the crystal set that is manipulated by the schoolboys.



Italy for some time has been carefully selecting the emigrants to make up her 42,000 annual quota to the United States. The basis upon which the selection is made should prove interesting, as there has been much talk in this country concerning the class of immigrants that are most desirable. But while America has been unable to establish a system of classification beyond excluding the diseased, the insane and similar cases, Italy knows just what she wants and is going after it. According to expert information presented to the House Committee on Immigration the Italian government is giving preference to those would-be

emigrants who are most likely to send their wages home and subsequently return with their savings. The reason is, of course, that Italy is badly in need of capital, and the amount she receives thus is not inconsiderable. Fortunately, America can spare it. But Italy's realistic manner of approaching the problem does not quite fit in with the American idea of what immigration is for.

Anger is a toxin; cheerfulness a tonic.

Get into the swim or be left out in the cold.



**Walker**  
MUSKEGON  
MICHIGAN

**Makes  
Good  
Chocolates**



**Parchment Bond  
Writing Paper**  
for everybody.

Nice, white writing paper for pen or pencil

Letter Size **\$1.00**  
5 lbs. approx. 500 sheets

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

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.

## Soda Fountains for 1925

If you are in the market for a new  
**SODA FOUNTAIN**  
Write us and we will be pleased to tell you about the

**"GUARANTY" SODA FOUNTAIN**  
The best one on the market today

Two Kinds  
The old reliable kind that use ice and  
**MECHANICAL REFRIGERATION**  
No matter what kind you are interested in we have them from \$428.00 and up. Terms if you desire them. But write us now—don't wait until Spring.

**HAZELTINE & PERKINS DRUG CO.**  
Manistee MICHIGAN Grand Rapids

## WHOLESALE DRUG PRICE CURRENT

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

|                             |                 |                                |             |                            |                 |       |
|-----------------------------|-----------------|--------------------------------|-------------|----------------------------|-----------------|-------|
| <b>Acids</b>                |                 | <b>Lavendar Flow</b> 8 00@8 25 |             | <b>Cinchona</b> -----      |                 | 02 16 |
| Boric (Powd.)               | 15 @ 25         | Lavendar Gar'n                 | 85@1 20     | Colchicum                  | -----           | 01 80 |
| Boric (Xtal)                | 15 @ 25         | Lemon                          | 1 50@1 75   | Cubebs                     | -----           | 03 30 |
| Carbolic                    | 39 @ 46         | Linseed, bld, bbl.             | @1 25       | Digitalis                  | -----           | 01 80 |
| Citric                      | 59 @ 70         | Linseed, bld less 1            | 32@1 45     | Gentian                    | -----           | 01 35 |
| Muriatic                    | 3 1/2 @ 8       | Linseed, raw, bbl.             | @1 23       | Ginger, D. S.              | -----           | 01 80 |
| Nitric                      | 8 @ 15          | Linseed, ra. less 1            | 30@1 43     | Gualac                     | -----           | 02 20 |
| Oxalic                      | 15 @ 25         | Mustard, artifi. oz.           | @ 60        | Gualac, Ammon.             | -----           | 02 00 |
| Sulphuric                   | 3 1/2 @ 8       | Neatsfoot                      | 1 35@1 50   | Iodine                     | -----           | 01 95 |
| Tartaric                    | 40 @ 50         | Olive, pure                    | 3 75@4 50   | Iodine, Colorless          | -----           | 01 50 |
| <b>Ammonia</b>              |                 | Olive, Malaga, yellow          | 2 75@3 00   | Iron, Clo.                 | -----           | 01 35 |
| Water, 26 deg.              | 10 @ 18         | Olive, Malaga, green           | 2 75@3 00   | Kino                       | -----           | 01 40 |
| Water, 18 deg.              | 3 1/2 @ 12      | Orange, Sweet                  | 4 50@4 75   | Myrrh                      | -----           | 02 50 |
| Water, 14 deg.              | 6 1/2 @ 12      | Origanum, pure                 | @2 50       | Nux Vomica                 | -----           | 01 55 |
| Carbonate                   | 20 @ 25         | Origanum, com'l                | 1 00@1 20   | Opium                      | -----           | 03 50 |
| Chloride (Gran.)            | 10 @ 20         | Pennyroyal                     | 3 00@3 25   | Opium, Camp.               | -----           | 03 50 |
| <b>Balsams</b>              |                 | Peppermint                     | 14 50@14 75 | Opium, Deodor'd            | -----           | 03 50 |
| Copaiba                     | 75@1 20         | Rose, pure                     | 13 50@14 00 | Rhubarb                    | -----           | 01 70 |
| Fir (Canada)                | 2 55@2 80       | Rosemary Flows                 | 1 25@1 50   | <b>Paints.</b>             |                 |       |
| Fir (Oregon)                | 65@1 00         | Sandalwood, E.                 | 10 00@10 25 | Lead, red dry              | 16 1/2 @ 17 1/4 |       |
| Peru                        | 3 00@3 25       | Sassafras, true                | 2 50@2 75   | Lead, white dry            | 16 1/2 @ 17 1/4 |       |
| Tolu                        | 3 00@3 25       | Sassafras, arti'l              | 80@1 20     | Lead, white oil            | 16 1/2 @ 17 1/4 |       |
| <b>Barks</b>                |                 | Sassafras, true                | 2 50@2 75   | Ochre, yellow bbl.         | @               |       |
| Cassia (ordinary)           | 25 @ 30         | Sassafras, arti'l              | 80@1 20     | Ochre, yellow less 2 1/2 @ |                 |       |
| Cassia (Salgon)             | 50 @ 60         | Spearment                      | 6 00@6 25   | Red Venet'n Am.            | 3 1/2 @         |       |
| Sassafras (pw. 50c)         | @ 55            | Sperm                          | 1 80@2 05   | Red Venet'n Eng.           | 4 @             |       |
| Soap Cut (powd.)            | 18 @ 25         | Tansy                          | 5 00@5 25   | Putty                      | 5 @             |       |
| <b>Berries</b>              |                 | Tar, USP                       | 50 @ 65     | Whitening, bbl.            | @ 4 1/2         |       |
| Cubeb                       | @ 1 25          | Turpentine, bbl.               | @ 99 1/2    | Whitening                  | 5 1/2 @ 10      |       |
| Fish                        | @ 40            | Turpentine, less 1             | 06@1 19     | L. H. P. Prep.             | 2 80@3 00       |       |
| Juniper                     | 09 @ 20         | Wintergreen, leaf              | 6 00@6 25   | Rogers Prep.               | 2 80@3 00       |       |
| Prickly Ash                 | @ 30            | Wintergreen, sweet birch       | 3 00@3 25   | <b>Miscellaneous</b>       |                 |       |
| <b>Extracts</b>             |                 | Wintergreen, art.              | 80@1 20     | Acetanalid                 | 47 @ 55         |       |
| Licorice                    | 60 @ 65         | Wormseed                       | 6 50@6 75   | Alum                       | 08 @ 12         |       |
| Licorice powd.              | @ 1 00          | Wormwood                       | 8 50@8 75   | Alum, powd. and ground     | 09 @ 15         |       |
| <b>Flowers</b>              |                 | <b>Potassium</b>               |             | Bismuth, Subnitrate        | 3 22@3 43       |       |
| Arnica                      | 25 @ 30         | Bicarbonate                    | 35 @ 40     | Borax xtal or powdered     | 07 @ 13         |       |
| Chamomile (Ger.)            | 20 @ 25         | Bichromate                     | 15 @ 25     | Cantharades, po.           | 1 75@2 25       |       |
| Chamomile Rom.              | 50              | Bromide                        | 69 @ 85     | Calomel                    | 1 79@1 99       |       |
| <b>Gums</b>                 |                 | Bromide                        | 54 @ 71     | Capsicum, pow'd            | 48 @ 55         |       |
| Acacia, 1st                 | 50 @ 55         | Chlorate, gran'd               | 23 @ 30     | Carmine                    | 6 00@6 60       |       |
| Acacia, 2nd                 | 45 @ 50         | Chlorate, powd.                | 16 @ 25     | Cassia Buds                | 25 @ 30         |       |
| Acacia, Sorts               | 20 @ 25         | or Xtal                        | 30 @ 50     | Cloves                     | 50 @ 55         |       |
| Acacia, Powdered            | 35 @ 40         | Cyanide                        | 4 28@4 48   | Chalk Prepared             | 14 @ 16         |       |
| Aloes (Barb Pow)            | 25 @ 35         | Iodide                         | 20 @ 30     | Chloroform                 | 55 @ 65         |       |
| Aloes (Cape Pow)            | 25 @ 35         | Permanganate                   | 65 @ 75     | Chloral Hydrate            | 1 35@1 85       |       |
| Aloes (Soc. Pow.)           | 65 @ 70         | Prussiate, yellow              | @ 1 00      | Cocaine                    | 11 35@12 00     |       |
| Asafoetida                  | 65 @ 75         | Sulphate, red                  | 35 @ 40     | Cocoa Butter               | 50 @ 75         |       |
| Pow.                        | 1 00@1 25       | <b>Roots</b>                   |             | Corks, list, less          | 40 @ 50         |       |
| Camphor                     | 1 05@1 15       | Alkanet                        | 25 @ 30     | Copperas, Powd.            | 2 1/2 @ 10      |       |
| Guaiac                      | @ 70            | Blood, powdered                | 35 @ 40     | Corrosive Sublim           | 1 43@1 64       |       |
| Guaiac, pow'd               | @ 75            | Calamus                        | 35 @ 40     | Cream Tartar               | 30 @ 35         |       |
| Kino                        | @ 85            | Elecampane, powd               | 25 @ 30     | Cuttle bone                | 40 @ 50         |       |
| Kino, powdered              | @ 90            | Elecampane, powd               | 25 @ 30     | Dextrine                   | 6 @ 15          |       |
| Myrrh                       | @ 60            | Gentian, powd.                 | 20 @ 30     | Dover's Powder             | 3 50@4 00       |       |
| Myrrh, powdered             | @ 65            | Ginger, African, powdered      | 30 @ 35     | Emery, All Nos.            | 10 @ 15         |       |
| Opium, powd.                | 19 65@19 92     | Ginger, Jamaica, powdered      | 60 @ 65     | Emery, Powdered            | 8 @ 10          |       |
| Opium, gran.                | 19 65@19 92     | Ginger, Jamaica, powdered      | 55 @ 60     | Epsom Salts, bbls.         | @ 1 00          |       |
| Shellac                     | 90 @ 1 00       | Golden seal, pow.              | 5 50@6 00   | Epsom Salts, less 3 1/2 @  | 10              |       |
| Shellac Bleached            | 1 00@1 10       | Ipecac, powd.                  | 3 75@4 00   | Ergot, powdered            | @ 1 00          |       |
| Tragacanth, pow.            | 1 75@2 25       | Licorice                       | 35 @ 40     | Flake, White               | 15 @ 20         |       |
| Tragacanth                  | 1 75 @ 25       | Licorice, powd.                | 20 @ 30     | Formaldehyde, lb.          | 13 @ 20         |       |
| Turpentine                  | @ 25            | Licorice, powdered             | 30 @ 40     | Gelatin                    | 1 10@1 25       |       |
| <b>Insecticides</b>         |                 | Poke, powdered                 | 35 @ 40     | Glassware, less 55 %       |                 |       |
| Arsenic                     | 15 @ 25         | Rhubarb, powd.                 | 1 00@1 10   | Glassware, full case 60 %  |                 |       |
| Blue Vitriol, bbl.          | @ 07            | Rosinwood, powd.               | @ 40        | Glauber Salts, bbl.        | @ 03            |       |
| Blue Vitriol, less 8 1/2 @  | 15              | Sarsaparilla, Hond.            | @ 1 00      | Glauber Salts less 04 @    | 10              |       |
| Bordea. Mix Dry             | 12 1/2 @ 23 1/2 | Sarsaparilla Mexican, ground   | @ 1 00      | Glue, Brown                | 21 @ 30         |       |
| Hellebore, White powdered   | 20 @ 30         | Squills                        | 35 @ 40     | Glue, Brown Grd            | 15 @ 20         |       |
| Insect Powder               | 75 @ 85         | Squills, powdered              | 60 @ 70     | Glue, white                | 27 1/2 @ 35     |       |
| Lead Arsenate Po.           | 22 @ 36 1/2     | Tumeric, powd.                 | 17 @ 25     | Glue, white grd.           | 25 @ 35         |       |
| Lime and Sulphur            | 9 @ 20 1/4      | Valerian, powd.                | 40 @ 50     | Glycerine                  | 25 @ 45         |       |
| Dry                         | 9 @ 20 1/4      | <b>Seeds</b>                   |             | Hops                       | 65 @ 75         |       |
| Paris Green                 | 32 @ 43         | Anise                          | @ 35        | Iodine                     | 6 45@6 90       |       |
| <b>Leaves</b>               |                 | Anise, powdered                | 35 @ 40     | Iodoform                   | 7 35@7 65       |       |
| Buchu                       | 1 35@1 50       | Bird, ls                       | 13 @ 17     | Lead Acetate               | 20 @ 30         |       |
| Buchu, powdered             | @ 1 50          | Canary                         | 13 @ 20     | Mace                       | @ 1 40          |       |
| Sage, Bulk                  | 25 @ 30         | Caraway, Po.                   | 30 @ 35     | Mace, powdered             | @ 1 45          |       |
| Sage, 1/4 loose             | @ 40            | Cardamon                       | @ 3 00      | Menthol                    | 18 50@19 00     |       |
| Sage, powdered              | @ 35            | Celery, powd.                  | 45 @ 50     | Morphine                   | 11 18@11 93     |       |
| Senna, Alex.                | 50 @ 75         | Coriander pow.                 | 35 @ 40     | Nux Vomica                 | @ 30            |       |
| Senna, Tinn.                | 30 @ 35         | Dill                           | 12 1/2 @ 20 | Nux Vomica, pow.           | 17 @ 25         |       |
| Senna, Tinn. pow.           | 25 @ 35         | Fennel                         | 25 @ 40     | Pepper black pow.          | 32 @ 35         |       |
| Uva Ursi                    | 20 @ 25         | Flax                           | 08 @ 15     | Pepper, White              | 40 @ 45         |       |
| <b>Oils</b>                 |                 | Flax, ground                   | 08 @ 15     | Pitch, Burgundy            | 10 @ 15         |       |
| Almonds, Bitter, true       | 7 50@7 75       | Foenugreek pow.                | 15 @ 25     | Quassia                    | 12 @ 15         |       |
| Almonds, Bitter, artificial | 4 00@4 25       | Hemp                           | 8 @ 15      | Quinine                    | 72 @ 1 35       |       |
| Almonds, Sweet, true        | 1 40@1 60       | Lobelia, powd.                 | @ 1 25      | Rochelle Salts             | @ 30            |       |
| Almonds, Sweet, imitation   | 60 @ 1 00       | Mustard, yellow                | 15 @ 25     | Saccharine                 | @ 30            |       |
| Amber, crude                | 1 50@1 75       | Mustard, black                 | 20 @ 25     | Salt Peter                 | 11 @ 22         |       |
| Amber, rectified            | 1 75@2 00       | Poppy                          | 22 @ 25     | Selditz Mixture            | 30 @ 40         |       |
| Anise                       | 1 00@1 25       | Quince                         | 1 50@1 75   | Soap, green                | 15 @ 30         |       |
| Bergamont                   | 5 75@6 00       | Rape                           | 15 @ 20     | Soap mott cast.            | 22 1/2 @ 25     |       |
| Cajuput                     | 1 50@1 75       | Sabadilla                      | 11 1/4 @ 15 | Soap, white castle         | @ 12 00         |       |
| Cassia                      | 4 25@4 50       | Sunflower                      | 30 @ 40     | less, per bar              | @ 1 45          |       |
| Castor                      | 1 95@2 20       | Worm, American                 | 30 @ 40     | Soda Ash                   | 3 1/2 @ 10      |       |
| Cedar Leaf                  | 1 75@2 00       | Worm, Levant                   | 4 00@4 25   | Soda Bicarbonate           | 03 @ 08         |       |
| Citronella                  | 1 50@1 75       | <b>Tinctures</b>               |             | Soda, Sal                  | 03 @ 08         |       |
| Cloves                      | 3 25@3 50       | Aconite                        | @ 1 80      | Spirits Camphor            | @ 1 35          |       |
| Cod Liver                   | 2 00@2 10       | Aloes                          | @ 1 45      | Sulphur, roll              | 3 1/2 @ 10      |       |
| Croton                      | 2 00@2 25       | Arnica                         | @ 1 10      | Sulphur, Subl.             | 04 @ 10         |       |
| Cotton Seed                 | 1 40@1 60       | Asafoetida                     | @ 2 40      | Tamarinds                  | 20 @ 25         |       |
| Cubeb                       | 7 50@7 75       | Belladonna                     | @ 1 35      | Tartar Emetic              | 70 @ 75         |       |
| Eigeron                     | 6 00@6 25       | Benzoin                        | @ 2 10      | Turpentine, Ven.           | 50 @ 75         |       |
| Bucalyptus                  | 1 25@1 50       | Benzoin Comp'd                 | @ 2 55      | Vanilla Ex. pure 1 75@2 25 |                 |       |
| Hemlock, pure               | 1 75@2 00       | Buchu                          | @ 2 85      | Vanilla Ex. pure 3 50@3 00 |                 |       |
| Juniper Berries             | 3 00@3 25       | Cantharadics                   | @ 2 30      | Zinc Sulphate              | 04 @ 15         |       |
| Juniper Wood                | 1 50@1 75       | Capsicum                       | @ 1 75      |                            |                 |       |
| Lard, extra                 | 1 50 @ 1 70     | Catechu                        | @ 1 75      |                            |                 |       |
| Lard, No. 1                 | 1 35@1 50       |                                |             |                            |                 |       |



# 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

|         |                 |
|---------|-----------------|
| Sniders | Catsup          |
| Sniders | Oyster Cocktail |
| Sniders | Chili Sauce     |
| Prunes  |                 |
| Rice    |                 |
| Olives  |                 |

## DECLINED

|          |          |
|----------|----------|
| 60 Count | Mackerel |
| Sugar    |          |

|                         |      |
|-------------------------|------|
| 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  |
| Rocket, 5 lb.           | 31 20 |
| Rocket, 16 oz., doz.    | 1 25  |

## BEECH-NUT BRANDS.



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

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

|                       |      |
|-----------------------|------|
| BREAKFAST FOODS       |      |
| Cracked Wheat, 24-2   | 3 85 |
| Cream of Wheat, 18s   | 3 60 |
| Pillsbury's Best Cerl | 2 20 |
| Quaker Puffed Rice    | 5 60 |
| Quaker Puffed Wheat   | 4 30 |
| Quaker Branflout      | 1 90 |
| Kalston Purina        | 2 60 |
| Kalston Branos        | 2 70 |
| Kalston Food, large   | 3 90 |
| Kalston Wheat Food    | 3 85 |



|                        |      |
|------------------------|------|
| Shred. Wheat Biscuit   | 3 85 |
| Vita Wheat, 12s        | 1 80 |
| Post's Brands.         |      |
| Grape-Nuts, 24s        | 3 80 |
| Grape-Nuts, 100s       | 2 75 |
| 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 |
| Stove             |      |
| Shaker            | 1 80 |
| No. 50            | 2 00 |
| Peerless          | 2 60 |

|                     |      |
|---------------------|------|
| Shoe                |      |
| No. 4-0             | 2 25 |
| No. 20              | 3 00 |
| BUTTER COLOR        |      |
| Dandelion           | 2 85 |
| Nedrow, 3 oz., doz. | 2 50 |

|                         |        |
|-------------------------|--------|
| CANDLES                 |        |
| Electric Light, 40 lbs. | 12 1   |
| Plumber, 40 lbs.        | 12 8   |
| Paraffine, 6s           | 14 1/2 |
| Paraffine, 12s          | 14 1/2 |
| Wicking                 | 40     |
| Tudor, 6s, per box      | 30     |

|                         |             |
|-------------------------|-------------|
| CANNED FRUIT.           |             |
| Apples, 3 lb. Standard  | 1 50        |
| Apples, No. 10          | 4 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 60/2 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 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, Minced, No. 1      | 2 50      |
| Finnan Haddie, 10 oz.     | 3 30      |
| Clam Bouillon, 7 oz.      | 2 50      |
| Chicken Haddie, No. 1     | 2 75      |
| Fish Flakes, small        | 1 35      |
| Cod Fish Cake, 10 oz.     | 1 85      |
| Cove Oysters, 5 oz.       | 1 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      | 2 75      |
| Salmon, Red Alaska        | 3 10      |
| Salmon, Med. Alaska       | 3 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, Albacore       | 95        |
| Tuna, 1/2, Curtis, doz.   | 2 20      |
| Tuna, 1/2, Curtis, doz.   | 3 50      |
| Tuna, 1s, Curtis, doz.    | 7 00      |

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

|                               |           |
|-------------------------------|-----------|
| Beef, No. 1/4, Qua. all.      | 1 75      |
| Beef, 5 oz., Qua. all.        | 2 50      |
| Beef, No. 1, B'nut, all.      | 4 05      |
| Sap Sago                      | 85        |
| Beefsteak & Onions, s         | 2 75      |
| Chili Con Ca., 1s             | 1 35/1 45 |
| Deviled Ham, 1/4s             | 2 20      |
| Deviled Ham, 1/2s             | 3 60      |
| Hamburg Steak & Onions, No. 1 | 3 15      |
| Potted Beef, 4 oz.            | 1 10      |
| Potted Meat, 1/2 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      |
| Vienna Sausage, Qua.          | 95        |
| Veal Loaf, Medium             | 2 30      |

|                 |      |
|-----------------|------|
| Baked Beans     |      |
| Campbells       | 1 15 |
| Quaker, 18 oz.  | 95   |
| Premont, 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             | 3 50/12 00 |
| Green Beans, 2s          | 2 00/3 75  |
| Gr. Beans, 10s           | 7 50/12 00 |
| L. Beans, 2 gr.          | 1 35/2 45  |
| 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 65       |
| Corn, No. 2, Fan.        | 1 80/2 35  |
| 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 50/1 60  |
| Peas, No. 2, Sift.       |            |
| June                     | 1 85       |
| Peas, No. 2, Ex. Sift.   |            |
| E. J.                    | 2 25       |
| Peas, Ex. Fine, French   | 25         |
| Pumpkin, No. 3           | 1 25/1 50  |
| Pumpkin, No. 10          | 4 50/6 60  |
| Pimentos, 1/4, each      | 12 1/4     |
| Pimentos, 1/2, each      | 27         |
| Sw't Potatoes, No. 2 1/2 | 1 60       |
| Sauerkraut, No. 3        | 1 40/1 50  |
| 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 40       |
| 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 95  |
| Sniders, 16 oz.        | 2 95  |
| Nedrow, 10 1/2         | 1 40  |

|                          |        |
|--------------------------|--------|
| COFFEE ROASTED           |        |
| Bulk                     |        |
| Rio                      | 32     |
| Santos                   | 35/37  |
| Maracaibo                | 40     |
| Gautemala                | 41     |
| Java and Mocha           | 47     |
| Peaberry                 | 43     |
| Peaberry                 | 37 1/2 |
| McLaughlin's Kept-Fresh  |        |
| Vacuum packed. Always    |        |
| fresh. Complete line of  |        |
| high-grade bulk coffees. |        |
| W. F. McLaughlin & Co.,  |        |
| Chicago                  |        |

|                   |        |
|-------------------|--------|
| Coffee Extracts   |        |
| M. Y., per 100    | 12     |
| Frank's 50 pkgs.  | 4 25   |
| Hummel's 50 1 lb. | 10 1/2 |
| CONDENSED MILK    |        |
| Leader, 4 doz.    | 6 75   |
| Eagle, 4 doz.     | 9 00   |

|                        |      |
|------------------------|------|
| MILK COMPOUND          |      |
| Hebe, Tall, 4 doz.     | 4 50 |
| Hebe, Baby, 8 doz.     | 4 40 |
| Caroline, Tall, 4 doz. | 3 80 |
| Caroline, Baby         | 3 50 |
| EVAPORATED MILK        |      |

|                       |      |
|-----------------------|------|
| CHEESE                |      |
| Roquefort             | 55   |
| Kraft Small tins      | 1 40 |
| Kraft American        | 1 40 |
| Chili, small tins     | 1 40 |
| Pimento, small tins   | 1 40 |
| Roquefort, small tins | 2 25 |
| Camenbert, small tins | 2 25 |
| Wisconsin Old         | 30   |
| Wisconsin new         | 29   |
| Longhorn              | 30   |
| Michigan Full Cream   | 27   |
| New York Full Cream   | 30   |
| 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 |
| Peaberry             | 65 |

## CHOCOLATE.

|                         |      |
|-------------------------|------|
| Baker, Caracas, 1/4s    | 37   |
| Baker, Caracas, 1/4s    | 35   |
| Hersheys, Premium, 1/4s | 36   |
| Hersheys, Premium, 1/4s | 36   |
| Runkle, Premium, 1/4s   | 29   |
| Runkle, Premium, 1/4s   | 32   |
| Vienna Sweet, 24s       | 2 10 |

## COCOA.

|                         |      |
|-------------------------|------|
| Bunte, 1/4s             | 43   |
| 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, 1/4s          | 33   |
| Hersheys, 1/4s          | 38   |
| Huyler, 1/4s            | 36   |
| Lowney, 1/4s            | 40   |
| Lowney, 1/4s            | 38   |
| Lowney, 5 lb. cans      | 31   |
| Runkles, 1/4s           | 32   |
| Runkles, 1/4s           | 36   |
| Van Houten, 1/4s        | 75   |
| Van Houten, 1/4s        | 75   |

## COCOA NUT.

|                          |      |
|--------------------------|------|
| 1/4s, 5 lb. case Dunham  | 43   |
| 1/4s, 5 lb. case         | 40   |
| 1/4s & 1/2s 15 lb. case  | 41   |
| Bulk, barrels shredded   | 23   |
| 48 2 oz. pkgs., per case | 4 15 |
| 48 4 oz. pkgs., per case | 7 00 |

## CLOTHES LINE.

|                        |      |
|------------------------|------|
| Hemp, 50 ft.           | 2 25 |
| Twisted Cotton, 50 ft. | 1 75 |
| Bradded, 50 ft.        | 2 75 |
| Sash Cord              | 4 25 |



## COFFEE ROASTED

|                |        |
|----------------|--------|
| Bulk           |        |
| Rio            | 32     |
| Santos         | 35/37  |
| Maracaibo      | 40     |
| Gautemala      | 41     |
| Java and Mocha | 47     |
| Peaberry       | 43     |
| Peaberry       | 37 1/2 |

|                          |  |
|--------------------------|--|
| McLaughlin's Kept-Fresh  |  |
| Vacuum packed. Always    |  |
| fresh. Complete line of  |  |
| high-grade bulk coffees. |  |
| W. F. McLaughlin & Co.,  |  |
| Chicago                  |  |

|                   |        |
|-------------------|--------|
| Coffee Extracts   |        |
| M. Y., per 100    | 12     |
| Frank's 50 pkgs.  | 4 25   |
| Hummel's 50 1 lb. | 10 1/2 |

|                |      |
|----------------|------|
| CONDENSED MILK |      |
| Leader, 4 doz. | 6 75 |
| Eagle, 4 doz.  | 9 00 |

|                        |      |
|------------------------|------|
| MILK COMPOUND          |      |
| Hebe, Tall, 4 doz.     | 4 50 |
| Hebe, Baby, 8 doz.     | 4 40 |
| Caroline, Tall, 4 doz. | 3 80 |
| Caroline, Baby         | 3 50 |

|                 |  |
|-----------------|--|
| EVAPORATED MILK |  |
|-----------------|--|



|                         |      |
|-------------------------|------|
| Quaker, Tall, 4 doz.    | 4 45 |
| Quaker, Baby, 8 doz.    | 4 35 |
| Quaker, Gallon, 1/2 dz. | 4 30 |
| Blue Grass, Tall, 48    | 4 25 |

|                         |      |
|-------------------------|------|
| Blue Grass, Baby, 96    | 4 15 |
| Blue Grass, No. 10      | 4 25 |
| Carnation, Tall, 4 doz. | 4 75 |
| Carnation, Baby, 8 dz.  | 4 65 |
| Every Day, Tall         | 4 50 |
| Every Day, Baby         | 4 40 |
| Pet, Tall               | 4 75 |
| Pet, Baby, 8 oz.        | 4 65 |
| Borden's, Tall          | 4 75 |
| Borden's Baby           | 4 65 |
| Van Camp, Tall          | 4 90 |
| Van Camp, Baby          | 3 75 |



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

| HORSE RADISH    |      |
|-----------------|------|
| Per doz., 5 oz. | 1 20 |

| JELLY AND PRESERVES     |      |
|-------------------------|------|
| Pure, 30 lb. pails      | 3 50 |
| Imitation, 30 lb. pails | 1 80 |
| Pure 6 oz. Asst., doz.  | 1 10 |
| Buckeye, 22 oz., doz.   | 2 20 |

| JELLY GLASSES   |    |
|-----------------|----|
| 8 oz., per doz. | 35 |

| OLEOMARGARINE        |        |
|----------------------|--------|
| Kent Storage Brands. |        |
| 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                |      |
|------------------------|------|
| Swan, 144              | 5 75 |
| Diamond, 144 box       | 8 00 |
| Searchlight, 144 box   | 8 00 |
| Red Stick, 720 lb. box | 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 | 5 30 |

| 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 30 |
| 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     |
| Filberts, Sicily       | 25     |
| Peanuts, Virginia, raw | 11 1/2 |
| Peanuts, Vir. roasted  | 13     |
| Peanuts, Jumbo, raw    | 13     |
| Peanuts, Jumbo, rstld  | 13     |
| Pecans, 3 star         | 25     |
| Pecans, Jumbo          | 50     |
| Walnuts, California    | 31     |

| Salted Peanuts. |    |
|-----------------|----|
| Fancy, No. 1    | 14 |
| Jumbo           | 23 |

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



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

| PETROLEUM PRODUCTS   |      |
|----------------------|------|
| Iron Barrels         |      |
| Perfection Kerosine  | 12.1 |
| Red Crown Gasoline,  |      |
| Tank Wagon           | 15.7 |
| Gas Machine Gasoline | 36.2 |
| V. M. & P. Naphtha   | 19.6 |
| Capitol Cylinder     | 39.2 |
| Atlantic Red Engine  | 21.2 |
| Winter Black         | 12.2 |



| Iron Barrels.           |      |
|-------------------------|------|
| Light                   | 59.2 |
| Medium                  | 61.2 |
| Heavy                   | 64.2 |
| Special heavy           | 66.2 |
| Extra heavy             | 69.2 |
| Transmission Oil        | 59.2 |
| Pinol, 4 oz. cans, doz. | 1.40 |
| Pinol, 8 oz. cans, doz. | 2.00 |
| Parowax, 100, lb.       | 7.2  |
| Parowax, 40, 1 lb.      | 7.4  |
| Parowax, 20, 1 lb.      | 7.6  |



|                     |      |
|---------------------|------|
| Semdac, 12 pt. cans | 2 70 |
| Semdac, 12 qt. cans | 4 30 |

| PICKLES               |       |
|-----------------------|-------|
| Medium Sour           |       |
| Barrel, 1,200 count   | 24 50 |
| Half bbls., 600 count | 12 25 |
| 5 gallon kegs         | 10 00 |
| Sweet Small           |       |
| 30 gallon, 3000       | 50 00 |
| 5 gallon, 500         | 10 00 |

| Dill Pickles.     |       |
|-------------------|-------|
| 600 Size, 15 gal. | 13 00 |

| PIES                           |  |
|--------------------------------|--|
| Cob, 3 doz. in bx. 1 00 @ 1 20 |  |

| PLAYING CARDS        |      |
|----------------------|------|
| Battle Axe, per doz. | 2 65 |
| Blue Ribbon          | 4 25 |
| Bicycle              | 4 50 |

| POTASH           |      |
|------------------|------|
| Babbitt's 2 doz. | 2 75 |

| FRESH MEATS        |             |
|--------------------|-------------|
| Beef               |             |
| Top Steers & Heif. | @ 17        |
| Good Steers & H.F. | 14 @ 15 1/2 |
| Med. Steers & H.F. | 12 1/2 @ 14 |
| Com. Steers & H.F. | 10 @ 12 1/2 |

| Dry Salt Meats   |               |
|------------------|---------------|
| S P Bellies      | 18 00 @ 20 00 |
| Lard             |               |
| Pure in tierces  | 17 1/2        |
| 60 lb. tubs      | advance 1/4   |
| 50 lb. tubs      | advance 1/4   |
| 20 lb. pails     | advance 1/4   |
| 10 lb. pails     | advance 1/4   |
| 5 lb. pails      | advance 1     |
| 3 lb. pails      | advance 1     |
| Compound tierces | 14 1/2        |
| Compound, tubs   | 15            |

| Sausages   |         |
|------------|---------|
| Bologna    | 12 1/2  |
| Liver      | 12      |
| Frankfort  | 16      |
| Pork       | 18 @ 20 |
| Veal       | 17      |
| Tongue     | 11      |
| Headcheese | 14      |

| Smoked Meats            |             |
|-------------------------|-------------|
| Hams, Cert., 14-16 lb.  | 25          |
| Hams, Cert., 16-18, lb. | 27          |
| Ham, dried beef         |             |
| sets                    | @ 24        |
| California Hams         | @ 15        |
| Picnic Balled           |             |
| Hams                    | 30 @ 32     |
| Boiled Hams             | 35 1/2 @ 37 |
| Minced Hams             | 14 @ 17     |
| Bacon                   | 18 @ 30     |

| Beef                         |               |
|------------------------------|---------------|
| Boneless, rump 18 00 @ 22 00 |               |
| Rump, new                    | 18 00 @ 22 00 |
| Mince Meat.                  |               |
| Condensed No. 1 car.         | 2 00          |
| Condensed Bakers brick       | 3 00          |
| Moist in glass               | 8 00          |

| Pig's Feet         |       |
|--------------------|-------|
| Cooked in Vinegar  |       |
| 1/2 bbls.          | 1 55  |
| 1/4 bbls., 35 lbs. | 2 75  |
| 1/2 bbls.          | 5 30  |
| 1 bbl.             | 11 50 |

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

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

| ROLLED OATS             |      |
|-------------------------|------|
| Steel Cut, 100 lb. sks. | 3 50 |
| Silver Flake, 12 Fam.   | 2 50 |
| Quaker, 13 Regular      | 1 85 |
| Quaker, 12s Family N    | 2 75 |
| Mothers, 12s, Ill'num   | 3 25 |
| Silver Flake, 13 Reg.   | 1 60 |
| Sacks, 90 lb. Jute      | 3 65 |
| Sacks, 90 lb. Cotton    | 3 75 |

| RUSKS.             |      |
|--------------------|------|
| Holland Rusk Co.   |      |
| 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, bbls.                 | 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, |        |
| doz.                   | 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 10  |
| Y. M. Kegs        | 1 05  |
| Y. M. half bbls.  | 10 00 |
| Y. M. Bbls.       | 19 00 |

| Herring             |       |
|---------------------|-------|
| K K K K Norway      | 20 00 |
| 8 lb. pails         | 1 40  |
| Cut Lunch           | 95    |
| Boned, 10 lb. boxes | 21    |

| Lake Herring       |      |
|--------------------|------|
| 1/2 bbl., 100 lbs. | 6 50 |

| Mackerel               |       |
|------------------------|-------|
| Tubs, 100 lb. fncy fat | 24 50 |
| Tubs, 60 count         | 6 00  |

| White Fish              |       |
|-------------------------|-------|
| Med. Fancy, 100 lb.     | 13 00 |
| SHOE BLACKENING.        |       |
| 2 in 1, Paste, doz.     | 1 35  |
| E. Z. Combination, doz. | 1 35  |
| Dri-Foot, doz.          | 2 00  |
| Bixby, Doz.             | 1 35  |
| Shinola, doz.           | 90    |

|                          |      |
|--------------------------|------|
| 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   |
| Colonial Iodine Salt     | 2 40 |



|                      |      |
|----------------------|------|
| Per case, 24, 2 lbs. | 2 40 |
| Pine 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:     |      |
| A-Butter                | 4 20 |
| AA-Butter               | 4 20 |
| Plain 50-lb. bbls.      | 52   |
| No. 1 Medium bbl.       | 2 75 |
| Tecumseh 70-lb. farm    |      |
| sk.                     | 92   |
| Cases, Ivory, 24-2 cart | 2 35 |
| Bags 25 lb. No. 1 med.  | 36   |
| 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  | 4 00 |
| Flake White, 100 box   | 4 25 |
| Fels Naphtha, 700 box  | 6 00 |
| Grub No White Na. 100s | 4 10 |

|                         |       |
|-------------------------|-------|
| Kub 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 75  |
| Cap Rose, 100 box       | 7 85  |
| Palm Olive, 144 box     | 11 00 |
| Lava, 100 box           | 6 75  |
| Octagon                 | 4 90  |
| Lumina, 100 box         | 4 85  |
| Sweetheart, 100 box     | 5 70  |
| Grandpa Tar, 50 sm.     | 3 45  |
| 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    |

| CLEANSERS.                                                                            |  |
|---------------------------------------------------------------------------------------|--|
|  |  |

|                               |  |
|-------------------------------|--|
| 80 can cases, \$4.80 per case |  |
|-------------------------------|--|

| WASHING POWDERS.         |      |
|--------------------------|------|
| Bon Ami Pd, 3 dz. bx     | 3 75 |
| Bon Ami Cake, 3 dz.      | 3 25 |
| Chunamine, 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 |
| Master Box, 54           | 1 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     |      |

| SPICES.               |        |
|-----------------------|--------|
| Whole Spices.         |        |
| Allspice, Jamaica     | @ 15   |
| Cloves, Zanzibar      | @ 40   |
| Cassia, Canton        | @ 25   |
| Cassia, 5c pkg., doz. | @ 40   |
| Ginger, African       | @ 15   |
| Ginger, Cochon        | @ 25   |
| Mace, Penang          | @ 1 00 |
| Mixed, No. 1          | @ 22   |
| Mixed, 5c pkgs., doz. | @ 45   |
| Nutmegs, 70-80        | @ 70   |
| Nutmegs, 105-110      | @ 65   |
| Pepper, Black         | @ 19   |

| Pure Ground in Bulk |        |
|---------------------|--------|
| Allspice, Jamaica   | @ 20   |
| Cloves, Zanzibar    | @ 54   |
| Cassia, Canton      | @ 25   |
| Ginger, Corkin      | @ 42   |
| Mustard             | @ 32   |
| Mace, Penang        | @ 1 15 |
| Nutmegs             | @ 27   |
| Pepper, Black       | @ 23   |
| Pepper, White       | @ 38   |
| Pepper, Cayenne     | @ 32   |
| Paprika, Spanish    | @ 42   |

| Seasoning          |      |
|--------------------|------|
| Chili Powder, 15c  | 1 35 |
| Celery Salt, 3 oz. | 95   |



### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Jan. 20.—On this day was held the adjourned final meeting of creditors in the matter of Thornton Bros. Brick Co., Bankrupt No. 2478. The bankrupt or trustee were not present. Claims were allowed. The remainder of the accounts were sold. The trustee's amended final report and account was approved and allowed. An order was made for the payment of the expenses of administration and for the declaration and payment of a first and final dividend of 18.03 per cent. to general creditors. There was no objection to the discharge of the bankrupt. The matter was then closed without date and the case will be returned to the district court in due course.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Walter E. Metz, Bankrupt No. 2626. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Berrien Springs and is a merchant. The schedules filed list assets of \$4,193.31, of which \$450 is claimed as exempt to the bankrupt, with liabilities of \$9,098.44. There being large amounts of claims which are secured on the assets of the bankrupt, 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:

|                                             |          |
|---------------------------------------------|----------|
| Village of Berrien Springs                  | \$ 50.00 |
| Herbert Feldhauer, Berrien Springs          | 100.00   |
| Geo. O. Krueger, Berrien Springs            | 1,200.00 |
| William J. Moxley, Chicago                  | 423.24   |
| Berrien Springs State Bank, Berrien Springs | 250.00   |
| Motor Discount Corp., South Bend            | 1,280.00 |
| Chas. Bender Co., Chicago                   | 275.00   |
| E. M. Sargent, St. Joseph                   | 110.48   |
| Platt & Brahm, Chicago                      | 264.09   |
| Forburer Dairy Co., Inc., Niles             | 115.90   |
| Campbell Paper Box Co., South B.            | 49.93    |
| Sethness Co., Chicago                       | 4.65     |
| Russell Coal Co., Elkhart                   | 361.11   |
| Burgoyne's Dairy, Berrien Springs           | 90.92    |
| Wilson & Co., Benton Harbor                 | 75.00    |
| Albert Pick & Co., Chicago                  | 11.00    |
| National Mfg. & Production Co., Chicago     | 57.18    |
| Bishop Grocery Co., Buchanan                | 60.00    |
| William S. Harman Co., Columbus             | 53.11    |
| Chase & Woodruff, Kalamazoo                 | 195.98   |
| Durand, McNeil, Horner Co., Chicago         | 70.38    |
| Capital City Products Co., Chicago          | 880.95   |
| Haug & Co., Inc., Brooklyn                  | 21.50    |
| B. S. Pub. Co., Berrien Springs             | 19.20    |
| Waukesha Jelly Co., Waukesha, Wis.          | 94.50    |
| Sun Coal Co., Detroit                       | 177.28   |
| Franklin McVeigh Co., Chicago               | 212.68   |
| J. B. Weber, South Bend                     | 119.92   |
| Hershey Chocolate Co., Hershey, Pa.         | 35.00    |
| Columbian Cigar Co., Benton Har.            | 286.00   |
| Globe Fertilizer Co., Louisville, Ky.       | 80.00    |
| Caupe Dunn, South Bend                      | 75.00    |
| C. H. Newhouse, New Carlisle, Ind.          | 107.00   |
| H. D. Foss & Co., Winona, Minn.             | 18.70    |
| J. F. Schaefer, Berrien Springs             | 75.00    |
| C. R. Sparks, Berrien Springs               | 45.00    |
| Wolverine Spice Co., Grand Rapids           | 127.25   |
| Kanawa Eagle Coal Co., Benton H.            | 72.50    |
| Kal. Ice & Coal Co., Kalamazoo              | 301.28   |
| Lewis H. Diamond, Berrien Springs           | 22.40    |
| Eli Metz, Berrien Springs                   | 250.00   |
| Katherine J. Metz, Berrien Springs          | 500.00   |
| Paris Candy Co., Niles                      | 50.00    |
| W. H. Freedman, Benton Harbor               | 80.00    |
| National Grocer Co., South Bend             | 100.00   |
| Geo. C. Pope Co., Chicago                   | 249.31   |

Jan. 20. On this day was held the first meeting of creditors in the matter of Edward L. Hooker, Bankrupt No. 2603. The bankrupt was present in person and by Corwin & Norcross, attorneys. Several creditors were present in person. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was appointed trustee and directed to investigate the value of certain property over and above secured claims against the same. The trustee's bond was placed at \$100. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of George Myers, Bankrupt No. 2613. The bankrupt was present in person and by attorney Homer H. Freeland. Several creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was named as trustee and the amount of his bond placed at \$100. The mortgage was directed to proceed with the foreclosure of his chattel mortgage and report of his doings to the court. The meeting was then adjourned without date.

Jan. 21. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Perry E. Larrabee, Bankrupt No. 2627. 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 list assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$8,335.17. 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:

|                                   |          |
|-----------------------------------|----------|
| Automobile Tire Co., Grand Rapids | \$ 26.80 |
| Black Diamond, Chicago            | 23.96    |

|                                              |          |
|----------------------------------------------|----------|
| Homer R. Bradfield, Grand Rapids             | 26.25    |
| Dr. R. C. Breece, Grand Rapids               | 5.00     |
| Commercial Engineer. Co., Chicago            | 42.50    |
| Eli Cross, Grand Rapids                      | 48.34    |
| F. V. Davis, Columbus                        | 2.00     |
| S. A. Dwight, Grand Rapids                   | 20.15    |
| Exide Battery Service Co., Grand Rapids      | 18.25    |
| J. G. Foster, Saginaw                        | 131.67   |
| Fourth Nat. Bank, Grand Rapids               | 86.40    |
| Funk & Wagnalls Co., New York                | 4.00     |
| G. R. Taxicab Co., Grand Rapids              | 23.00    |
| Hub Clothing Co., Grand Rapids               | 45.00    |
| Hershey Knitting Mills, Chicago              | 14.75    |
| A. May & Sons, Grand Rapids                  | 77.75    |
| Mayhew Shoe Co., Grand Rapids                | 11.50    |
| Michigan Bell Tel. Co., Grand Rap.           | 78.12    |
| Michigan Tradesman, Grand Rap.               | 117.00   |
| Walter E. Miles Coal Co., Grand R.           | 24.00    |
| Perry E. Nichols, Grand Rapids               | 45.00    |
| Oakdale Coal & Wood Co., Grand R.            | 30.00    |
| Postal Telegraph Co., Grand Rap.             | 7.93     |
| Railway Equipment & Publishing Co., New York | 8.00     |
| R. C. Sackett, Grand Rapids                  | 25.45    |
| Henry Smith Floral Co., Grand R.             | 22.25    |
| Wealthy & Division Garage, Grand Rapids      | 71.73    |
| Becker Auto Co., Grand Rapids                | 58.44    |
| J. B. Sanborn, Chicago                       | 75.00    |
| East Coal Co., Chicago                       | 109.69   |
| Walter Wallingford Coal Co., Cincinnati      | 93.00    |
| Port Dearborn Coal Co., Chicago              | 171.68   |
| Walter Bledsoe & Co., Chicago                | 1,084.89 |
| Kentucky Fuel Co., Cincinnati                | 419.38   |
| W. H. Hurley Coal Co., Chicago               | 135.96   |
| W. A. Stone & Co.                            | 2,795.23 |
| G. E. Rummell, Pomeroy, Ohio                 | 153.45   |
| Evans Coal Co., Detroit                      | 394.80   |
| Central West Coal Co., Columbus              | 547.43   |
| General Fuel Co., Chicago                    | 107.30   |
| Sprockless Fuel Co., Grand Rapids            | 165.24   |
| United Coal Mines, Inc., Pittsburgh          | 469.19   |
| Mancourt Winters Coal Co., Detroit           | 254.51   |
| Becker Auto Co., Grand Rapids                | 58.44    |
| Tisch-Hine Co., Grand Rapids                 | 160.00   |
| Perry E. Nichols, Grand Rapids               | 44.74    |

In the matter of Sam Koningsburg, Bankrupt No. 2612, the schedules have been filed and the first meeting has been called for Feb. 4. The schedules filed list assets of \$7,248.38, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$8,888.89. A list of the creditors of the bankrupt is as follows:

|                                               |          |
|-----------------------------------------------|----------|
| County Treasurer, Centerville                 | \$ 30.00 |
| Manuel Koningsburg, Chicago                   | 165.00   |
| Dukette, Wright & Hall, Three Rivers          | 475.00   |
| Tony Kamkel, Sturgis                          | 125.00   |
| National Cash Reg. Co., Kalamazoo             | 220.00   |
| Danzig, Levine & Danzig, New Y.               | 600.00   |
| Isidore Wineberg, Chicago                     | 125.00   |
| Friedman Shelby Co., St. Louis                | 295.64   |
| Kieth Bros. & Co., Chicago                    | 85.00    |
| Butler Bros., Chicago                         | 900.00   |
| Robinson Bros., Toledo                        | 47.00    |
| W. R. Holden & Co., Fort Wayne                | 400.00   |
| Sam Adelman & Co., Chicago                    | 250.00   |
| Lion Collar & Shirt Co., Troy                 | 75.00    |
| Colorfast Shirt Co., New York                 | 75.00    |
| Rice Stix Dry Goods Co., St. Louis            | 400.00   |
| Rice & Ash Co., Detroit                       | 250.00   |
| Field Bros. & Gross, Boston                   | 370.00   |
| Mendico Shoe Co., Pon Du Lac                  | 450.00   |
| Vetsman & Shtatzen, Detroit                   | 350.00   |
| H. Kooperman & Co., Chicago                   | 400.00   |
| Standard Jobbing Co., Chicago                 | 25.00    |
| Chicago Jobbing House, Chicago                | 200.00   |
| Reliable Hat & Cap Co., Chicago               | 46.00    |
| Weyenberg Shoe Co., Milwaukee                 | 263.00   |
| Gabler Bros., Gloversville, N. Y.             | 120.00   |
| Eisman Mfg. Co., Chicago                      | 111.00   |
| Charles Farald, Grand Rapids                  | 225.00   |
| Goodyear India Rub. Co., Chicago              | 150.00   |
| Gaiety Garment Co., Los Angeles               | 123.75   |
| Merchants Textile Syndicate, Bay City         | 75.00    |
| International Handkerchief Co., New York      | 78.00    |
| Castle Bros. Buick Co., Sturgis               | 10.00    |
| W. F. Adams, Sturgis                          | 150.00   |
| Sturgis National Bank, Sturgis                | 500.00   |
| Sturgis Journal, Sturgis                      | 75.00    |
| Southern Michigan Telephone Co., Three Rivers | 12.00    |
| Manuel Koningsburg, Three Rivers              | 165.00   |
| Chas. Van Avery, Kalamazoo                    | 62.50    |
| Baker Paper Co., Fort Wayne                   | 10.00    |

Jan. 22. In the matter of Caroline Anderson, Bankrupt No. 2472, the adjourned final meeting of creditors was held to-day. There were no appearances. The bills of the attorneys were considered and approved as allowed in the referee's findings on the same. The trustee's final report and account was considered and approved. An order was made for the payment of administration expenses and for the payment of a first and final dividend of 19 per cent. to labor claimants. There were no objections to the discharge of the bankrupt. The final meeting was then adjourned without date. The case will be closed and returned to the district court.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Bernard Willmeng, Bankrupt No. 2628. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the township of Brainbridge, Berrien county, and is a laborer by occupation. The schedules list assets of \$250, all of which is claimed as exempt to the bankrupt, with liabilities of \$2,846.42. The court has written for funds for the first meeting and upon receipt of the same the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

|                                   |          |
|-----------------------------------|----------|
| Coloma State Bank, Coloma         | \$187.00 |
| B. H. State Bank, Benton Harbor   | 485.00   |
| Watervliet State Bank, Watervliet | 50.00    |

## An Order In Three Minutes By Long Distance

SELL BY TELEPHONE

Place a good salesman at the telephone, preferably one acquainted with customers and prospects.

Three minutes conversation by Long Distance may land an order that otherwise might take several days of a salesman's time.

We co-operate closely with the sales executive. Give us a list of calls you wish to make. They will be completed in the order specified.

A Long Distance call always implies important business and puts the buyer in an attentive, favorable frame of mind. It is promptly answered. No time is wasted.

Here is a proved business getter. Use it to increase your business. Reduce sales expense.



MICHIGAN BELL TELEPHONE CO.

BELL SYSTEM

One Policy - One System - Universal Service



|                                           |        |
|-------------------------------------------|--------|
| Joe Oelhoffen, Benton Harbor              | 600.00 |
| Hild Bros., Benton Harbor                 | 440.00 |
| Kidd, Dater & Price, Benton Har.          | 3.00   |
| C. E. Bursley & Co., Niles                | 7.63   |
| Fritz Insurance Agency, Benton H.         | 9.25   |
| C. Kammert Candy Co., South H.            | 42.45  |
| McGuire Bros., Tea Co., South H.          | 25.51  |
| Roxana Petroleum Co., Benton H.           | 106.08 |
| Wilson Ice Cream Co., Benton Har.         | 90.75  |
| Gaffill Oil Co., Benton Harbor            | 2.00   |
| F. M. Keasey, Watervliet                  | 76.00  |
| Anderson-Tully Co., Benton Harbor         | 43.50  |
| Carr & Green, Benton Harbor               | 7.00   |
| J. A. Tolman, Chicago                     | 27.30  |
| W. H. Hearn, Benton Harbor                | 20.00  |
| Standard Oil Co., Benton Harbor           | 33.15  |
| Sawyer Biscuit Co., South Bend            | 40.00  |
| St. Joe Oil Co., St. Joseph               | 70.00  |
| Keldson Motor Co., Benton Harbor          | 50.00  |
| Millburg State Bank, Millburg             | 50.00  |
| Farmers & Merchants Bank, Benton Harbor   | 40.00  |
| Benton Harbor Chemical Co., Benton Harbor | 6.00   |
| Messner Motor Co., Benton Harbor          | 64.00  |
| Charles Schaus, Benton Harbor             | 100.00 |
| Fred Scott, Coloma                        | 5.00   |
| Clarence Geisler, Coloma                  | 10.00  |
| Dr. Dona, Millburg                        | 42.00  |
| Battlement Drug Co., Benton Har.          | 6.00   |
| Tony Potter Drug Co., Benton H.           | 5.00   |
| Ed Miers, Millburg                        | 5.00   |
| Conkey Grocery, Benton Harbor             | 3.00   |
| Wolf's Market, Benton Harbor              | 9.00   |
| Raymond Nothdruff, Watervliet             | 10.00  |
| Geldier & Sons, Millburg                  | 16.00  |
| Sheldon Reed, Benton Harbor               | 60.00  |

On this day also was held the first meeting of creditors in the matter of Chester Rataczak, Joseph Grodick, Alexander Krakowski, individually and as Arkay Furniture Co., Bankrupt No. 2620. The bankrupts were present in person and by Corwin & Norcross. Creditors were present by William Gillett and also in person. Claims were proved and allowed against the estate. William Van Sluyters was elected trustee and his bond placed at \$2,000. The bankrupts were sworn and examined without a reporter. The inventory and appraisal taken was approved and allowed. The bankrupts agreed to take their exemptions pro rata in cash in lieu of the trade exemptions. The meeting was then adjourned without date.

Jan. 24. On this day were received the schedules, order of reference and adjudication in the matter of Paul G. Baker, Bankrupt No. 2629. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Niles and is a laborer by occupation. The schedules filed list no assets of any kind and liabilities of \$1,896.69. 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:

|                                    |          |
|------------------------------------|----------|
| W. L. Babbitt Lumber Co., Niles    | \$800.00 |
| Staples & Hildebrandt, South Bend  | 400.00   |
| C. M. Montague, Niles              | 113.00   |
| Henkle Bros., Niles                | 53.00    |
| Walter H. Parkin, Niles            | 125.00   |
| Mahoney Coal Co., Niles            | 68.65    |
| T. Leonard, Niles                  | 20.00    |
| Bowles & Shoemaker, Niles          | 18.00    |
| J. A. Contois, Niles               | 12.50    |
| Schoolcraft Sheet Metal Co., Niles | 23.35    |
| Dr. G. I. Vetter, Niles            | 9.00     |
| J. Soule, Niles                    | 33.00    |
| H. B. Labertaux, Niles             | 44.00    |
| R. Taylor, Niles                   | 12.34    |
| W. A. Staner, Niles                | 8.87     |
| Niles Gas Co., Niles               | 5.00     |
| Niles City Bank, Niles             | 93.00    |
| Troost Bros., Niles                | 13.75    |
| Niles Lumber Co., Niles            | 28.55    |
| W. Schulte, Niles                  | 15.68    |

Jan. 26. On this day was held the first meeting of creditors in the matter of Glenn A. Handrick, Bankrupt No. 2621. The bankrupt was present in person and by attorneys, Watt & Colwell. 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 first meeting was then adjourned without date and the case closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Andrew J. Courser, Bankrupt No. 2619. The bankrupt was present in person and by attorneys, Corwin & Norcross. 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 matter closed and returned to the district court as a no asset case.

On this day also was held the final meeting of creditors in the matter of Stanley C. De Graff, Bankrupt No. 2564. The bankrupt was not present in person or by attorney. Additional claims were proved and allowed. The trustee's final report and account was considered and approved. An order was made for the payment of administration expenses, so far as the funds on hand will permit, there being no funds for any dividends to general creditors. There was no objection to the discharge of the bankrupt. The meeting was then adjourned without date and the case will be closed and returned in due course.

In the matter of Walter E. Metz, Bankrupt No. 2626, the funds for the first meeting have been received and such meeting has been called for Feb. 7.

In the matter of Arthur H. Lord, Bankrupt No. 2624, the funds for the first meeting of creditors have been received and the first meeting has been called for Feb. 10.

#### Recalls the Armour Episode.

Kalamazoo, Jan. 25—I read with much pleasure and satisfaction your story of the soap episode with Phil Armour in the last issue of the Tradesman. I distinctly remember a call I made on Mr. Armour about that time—I was engaged in trade at Kalamazoo at the time and bought many goods from the Armour house—and of the zest with which he gave me his version of the interview you describe. As I go over the details in my mind I fail to detect any essential difference between his verbal recital and your printed description. I distinctly recall that he stated very emphatically that it was the first time in his life that he got in a vise and was permitted to extricate himself without serious injury. He also told me that he never met a man before who acted as fairly as you did and then refused to accept any compensation for helping him out of a tight place. Perhaps you were right in refusing to accept Mr. Armour's offer of advertising at that time, because the retail merchants of Michigan did not know you as well then as they do now; but now that we have come to understand how faithful you have been to the cause of the retail dealer for more than two generations you could take any stand you saw fit and never be misjudged. Ex-Grocer.

#### Tender Tribute To a Mercantile Friend.

Grand Rapids, Jan. 21—Herman W. Smith, 50 years old, postmaster at Entrican and one of the most widely known men in Montcalm county, died suddenly last Friday at his home, following a stroke of paralysis suffered several days ago. Mr. Smith first was appointed postmaster at Entrican eleven years ago.

I had been acquainted with Mr. Smith for almost thirty years. In the '90s he clerked in the Entrican store for his brother-in-law, Arthur Steere. In 1900 or 1901 he went in business

for himself at Bowne Center, East and South of Alto, for two or three years, then went back to Entrican and bought the Entrican store and stock of goods. He had been continuously in business all the time since up to the day of his death. Mr. Smith was a clean good principled man, always courteous and glad to have us Grand Rapids boys visit him. We always found it a pleasure to call on him.

John H. Millar.

#### Making Himself Useful.

"Henry," said his employer sternly, "you didn't expect me back this morning?"

"No, sir," said Henry.

"I suppose you are aware that when I came in I caught you kissing the stenographer?" And his employer glared at him angrily.

"Yes, sir," replied Henry, without blushing, "but, if you remember, sir, you told me to be sure and do all your work while you were away."

Perspiration often begets inspiration.

### Sand Lime Brick

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

#### Brick is Everlasting

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

**5%** paid on Certificates in force three months. Secured by first mortgage on Grand Rapids homes.

### GRAND RAPIDS MUTUAL BUILDING and LOAN ASSOCIATION

A Mutual Savings Society.

GROUND FLOOR BUILDING and LOAN BUILDING  
Paid in Capital and Surplus \$6,200,000.00.

## Just Solid Comfort When You Ride the Street Car

No Parking Worries.

No Traffic Laws to Obey.

No Pedestrians to Endanger.

No Skidding, Collision, Damages.

No Troubles—Just Ride and Visit.

Help Relieve Local Traffic Congestion

GRAND RAPIDS RAILWAY COMPANY,

L. J. DeLamarter,

Vice President and General Manager.

## 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—Dry goods business; good future, old stand. Want to retire. N. Scharnberg, Dunes Highway, Michigan City, Indiana. 806

FOR SALE—HOTEL AND CAFE, including building. Clears \$1,000 month. Sell on easy terms. Address F. D. Johnson, Holland, Mich. 807

For Sale—A clean stock of general bazaar goods and groceries in small town with city conveniences and surrounded by good farming country. This is a splendid opportunity for a retail merchant. Address No. 808, c/o Michigan Tradesman. 808

For Sale Or Rent—Large two-story building, good location in Farwell, Mich., on M. 20. Upstairs furnished for roomers. This building has always been occupied for restaurant and ice cream parlor, doing good business. Address Lock Box C. Clare, Mich. 809

For Sale—New gent's furnishing stock, and fixtures. Well established business in good location in Southern Michigan city of 50,000. Address No. 810, c/o Tradesman. 810

General stores sold or bought for cash. Complete sale guaranteed. Commercial Advertising Co., 404 Sheldon Ave., Grand Rapids. 794

Shoe Store—One of the best and cleanest exclusive shoe stocks in Central Michigan, in a town of 1400, very best surrounding country. Must sell on account of other business, or might consider the right man that is capable of taking charge of this business as a partner. If you are looking for a shoe stand, don't neglect this opportunity. Address No. 797, c/o Michigan Tradesman. 797

For Sale—Clean stock dry goods, clothing and shoes located in good town in Central Michigan. Old established business. One of the best opportunities in the state. Will sell at a discount. Poor health reason for selling. Low rent. Best location in town. No trades considered. Mike Krohn, Edmore, Mich. 800

TRY THE METHODS OF OTHERS—THEN LET ME CONVINCE YOU my advertising and store arrangement for your special sale is THE BEST OF ALL. The original TRADE CAMPAIGN ORGANIZER. E. B. Davis, 620 State St., Alma, Michigan. 801

Wanted—First-class plumber having knowledge of sheet metal and heating. Good wages and steady job for the right man. Address W. Upton Hardware, Frankfort, Michigan. 802

Merchandise Auctioneer—Sales made anywhere. Will reduce, or close out your stock entirely. Write me. Albert O. Maas, Millville, Minnesota. 803

Position Wanted—Young married man, ten years' experience in dry goods, shoes and groceries, wishes steady position in store. Good reference. Address No. 804, c/o Michigan Tradesman.

For Sale—Stock of men's furnishings in the best location in Detroit. Must sell on account of my health. This is a wonderful opportunity for someone who wants to start in business. Don't miss this chance. NO STOCK BUYERS. Address No. 805, c/o Michigan Tradesman. 805

FOR RENT—Store 20x60, with forty-foot warehouse. So. Park. Port Huron's factory district. Splendid location for gent's furnishings, boots and shoes. Address Thomas Waddell, 3016 So. Boulevard, Port Huron, Mich. 787

For Sale—Or Trade for Stock of Merchandise—120-acre farm, ninety-five acres improved. Thirty acres old seedling, twenty acres new. Large house, hip roof barn with basement, Rockwell windmill. Located 2½ miles from Newaygo. Address A. C. Hayes, Bad Axe, Mich. 790

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

### CASH For Your Merchandise!

Entire or part stock. Any kind—anywhere. D. H. HUNTER, Rockford, Mich.

### CASH For Your Merchandise!

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



## IN THE REALM OF RASCALITY

## Cheats and Swindles Which Merchants Should Avoid.

Otsego, Jan. 23—Can you advise if we must continually be bothered with sending packages back to senders of different merchandise which were never ordered by us? In fact, this stuff comes from different parties we have never heard of. I refer to the practice of firms sending for our approval shirts, socks, pencils, stamps, toilet goods, etc., and to-day four cheap ties from Jim Small, with the request that we keep them and send check for their bill. They never send return postage or provide for your taking the time to go to the postoffice and insure the return of their goods. If there is a way to avoid this never ending stream of un-ordered articles would like to know about it. Carl O. Jones.

You are under no obligation to return anything that is shipped you without your order. If shippers demand the return of the articles sent you write them that they will be returned on the payment in advance of a sum sufficient to pay the transportation, insurance, packing, handling and cartage. This thing is getting to be so confoundedly common that it has become a fearful nuisance. The only way a merchant can put up an effectual quietus on the abuse is to stand pat and refuse to be made a party to such a low down practice.

Wayland, Jan. 20—I have been advised to write you in regard to a certain deal with the Steber Machine Co., of Utica, N. Y. I bought a machine of them in Oct., 1923, and have not found it satisfactory. I have not been able to knit one whole pair of socks. I wrote them, but they will not do anything. I borrowed the money to pay for the machine on the strength of misleading advertisements. I positively know it is impossible to do some things they claim. Now please let me know if you can help me out and what the expense would be.

Ella Chapman.

Another complaint of similar character was received by the architect of this department about a month ago. It came from Mrs. Wm. Stiller, of West Olive, who sent the Utica crooks \$65 on their promise to return the money if machine was not satisfactory. It was found to be anything but satisfactory and was immediately returned. Mrs. Stiller was unable to obtain any response from Utica and sent the claim on to the Tradesman through a friend. It took three letters before any response was received. Then came a letter stating that the returned machine had never been received. Fortunately, Mrs. Stiller has a registered receipt signed by one of the crooks. This evidence was promptly forwarded but thus far no response has come from Utica. It looks like a bad case.

Northport, Jan. 24—I enclose some literature which I have just received regarding bankers' shares of the Ford Motor Company of Canada. I believe you have mentioned this scheme more than once in your columns, but the swindlers seem to be as busy as ever. Why are these people allowed to continue? Can't the Postoffice Department do anything about it? M. G.

We see no way of stopping the sale of these so-called bankers' shares of the Ford Motor Company of Canada. The Ford organization has disclaimed any responsibility for the sale of the

stock in this way. Some brokers have apparently purchased the stock in open market. The shares are selling on the market around \$500 per share, and on the basis these brokers are selling the "bankers' shares" they are getting \$625 per share—a handsome profit. Of course anyone realizing the situation would not invest under these conditions. There is no good reason why anyone should pay 25 per cent. more than the market price for the stock broken up into smaller units.

Henry Ford's private secretary writes as follows:

Detroit, Jan. 26—A number of Eastern brokers have become active in purchasing Ford Motor Company of Canada stock and subdividing it into units and selling the same for \$6.25 per unit. This is on a basis of 100 units to a share which brings the cost to \$625 per share, whereas this stock may be purchased on the open market at \$500 per share. We have not authorized such activities on the part of these brokers, and, therefore, we cannot recommend the purchase of these certificates. E. G. Liebold, General Secretary to Henry Ford.

There is no more despicable individual alive than the patent medicine quack who exploits the victims of the dreaded diseases of tuberculosis, cancer or other diseases which are generally considered fatal. They are the vultures of the human race! In the case of tuberculosis if proper treatment is taken in time in the early stages of the disease it can be and very often is cured, but if the victim relies upon the false claims of patent medicine vendors by the time the patient discovers the deception the case may be hopeless. The Associated Advertising Clubs of the World issued a bulletin during December reporting the issuance of fraud orders by the Post Office Department against the General Remedies Co. and the Vital-O Gland Co., both of which were operated by the same group. Under these names a cure for tuberculosis was advertised. Each individual owes it to suffering humanity to protest to the publishers advertising such "quack remedies." Frauds dealing with human life cannot be compared to the ordinary type of swindlers.

The National Vigilance Committee of the Associated Advertising Clubs of the World, whose purpose is "To create maximum public confidence in advertising by making all advertising trustworthy," is doing a distinct service by giving the widest publicity to the Government's closing of the mails to the fake tuberculosis "cure" known as Heilol (formerly Haelan), exploited by the General Remedies Co., and to the "gland" treatment sponsored by the Vital-O Gland Co. The two fraud orders issued against the precious group marketing these fakes also covered a device "the mere description of which is too obscene for further repetition." The Committee advises that advertising managers of periodicals who are offered copy exploiting purported treatments for tuberculosis, whether active or incipient, for "weak lungs," or for diseases of the respiratory tract, investigate through local public health and anti-tuberculosis agencies, or direct similar enquiries to

the nearest Better Business Bureau or to the National Vigilance Committee, at 383 Madison avenue, New York City. Every time such an advertisement appears a direct blow is struck at the confidence of all readers in advertising. The Committee aims to eradicate advertisements of this type from public print. Not one of the tuberculosis and cancer "cures" has made good on its advertising claims. The Committee points out that the effect of such copy upon the confidence of readers is ultimately fatal to all advertising, and is trying to drive home this truth to every advertiser and publisher in the country. The banned device to which we have alluded is not a whit more obscene than the remedies in question, if we employ the word in the sense of indecent and disgusting. We are so obsessed by sex considerations that the far grosser obscenity of many things far removed from sex does not register the proper psychological response in us. The most obscene thing that we can think of is the commercial exploitation of the invalid.

The Toledo Pipe Threading Machine Co., of Toledo, is required in an order issued by the Federal Trade Commission to discontinue a number of business practices found by the Commission to be unfair methods of competition. The practices so found have to do with the maintenance through co-operation with dealers of a plan for reselling the company's products at a standard agreed upon price. The company is a manufacturer of pipe threading, boring and cutting tools, and other similar products which it sells to dealers throughout the United States. The Commission's findings recite many instances wherein it is shown that the respondent solicited and received co-operation from dealers in maintaining its price plan. A phase of the case as found by the Commission was the respondent's refusal to sell to so-called price cutters, or to other dealers who sold below their standard prices, unless such offending dealers explained to the respondent that such lower prices were caused by a mistake or the dealer in question would give assurance in writing that he would be governed by respondent's suggested resale price thereafter. Another point at issue was the seeking of advice from dealers as to the location of a selling territorial division line for the stated purpose of eliminating price competition among dealers. The complete order as issued by the Commission is as follows:

That the respondent, Toledo Pipe Threading Machine Co., its officers, agents and employees do cease and desist from maintaining its suggested resale discounts by

1. Requiring from dealers assurance that they will be governed by the suggested resale discounts in the disposal of stocks previously purchased, as a condition precedent to subsequent sales to them by respondent.
2. Requiring from dealers placing orders assurances that the commodities so ordered will be resold at the suggested resale discounts as a condition precedent to the acceptance of such orders.
3. Requiring from dealers generally

assurances that they will be governed by the suggested resale discounts in all resales of respondent's products, under threat of discontinuance of relations.

4. Seeking the co-operation of dealers in making effective a resale price maintenance policy by seeking the advice of dealers as to the location of a selling territorial division line for the purpose of eliminating price competition among dealers; by manifesting to dealers an intention to act upon all reports sent in by them of variations from the resale discounts by the elimination of the price-cutter; by informing dealers that price-cutters reported who would not give assurance of adherence to the suggested resale discounts, had been or would be refused further sales; by employing its salesmen to investigate charges of price-cutting reported by dealers and advising dealers of that fact; by which means consecutively or concurrently applied, the aid and assistance of dealers is sought and obtained in the prevention of departures from respondent's resale discounts.

## Hides, Pelts and Furs.

|                        |           |
|------------------------|-----------|
| Green, No. 1           | 10        |
| Green, No. 2           | 09        |
| Cured, No. 1           | 10        |
| Cured, No. 2           | 09        |
| Calfskin, Green, No. 1 | 13        |
| Calfskin, Green, No. 2 | 12 1/2    |
| Calfskin, Cured, No. 1 | 13        |
| Calfskin, Cured, No. 2 | 12 1/2    |
| Horse, No. 1           | 2 50      |
| Horse, No. 2           | 2 50      |
| Pelts.                 |           |
| Old Wool               | 1 00@2 50 |
| Lambs                  | 1 00@2 00 |
| Shearings              | 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      |

## Arizona Sends Monster Lemon To White House.

Phoenix, Ariz., Jan. 23—The Chamber of Commerce here recently sent an example of the city's ability along the fruit line to the White House in the form of a lemon measuring eight inches high and six inches in diameter and weighing slightly more than three pounds. This huge specimen of citrus fruit was accompanied by a letter from H. B. Watkins, the general manager of the chamber, which read in part: "I am sending you by air mail, under separate cover, the biggest lemon that has ever gone to the White House during a Republican Administration."

Detroit—The Michigan Growers Exchange, 409 East Fort street, has been incorporated with an authorized capital stock of \$1,000 common, 15,000 shares at \$10 per share and 15,000 shares at \$1 per share, of which amount \$1,000 and 18,577 shares has been subscribed, \$2,290 paid in in cash and \$19,430 in property.

H. E. Parmelee, dealer in general merchandise at Hilliards, renews his subscription to the Tradesman and says: "I do not think I have been without the Tradesman for about 36 years and sure would not think of being off your list now."