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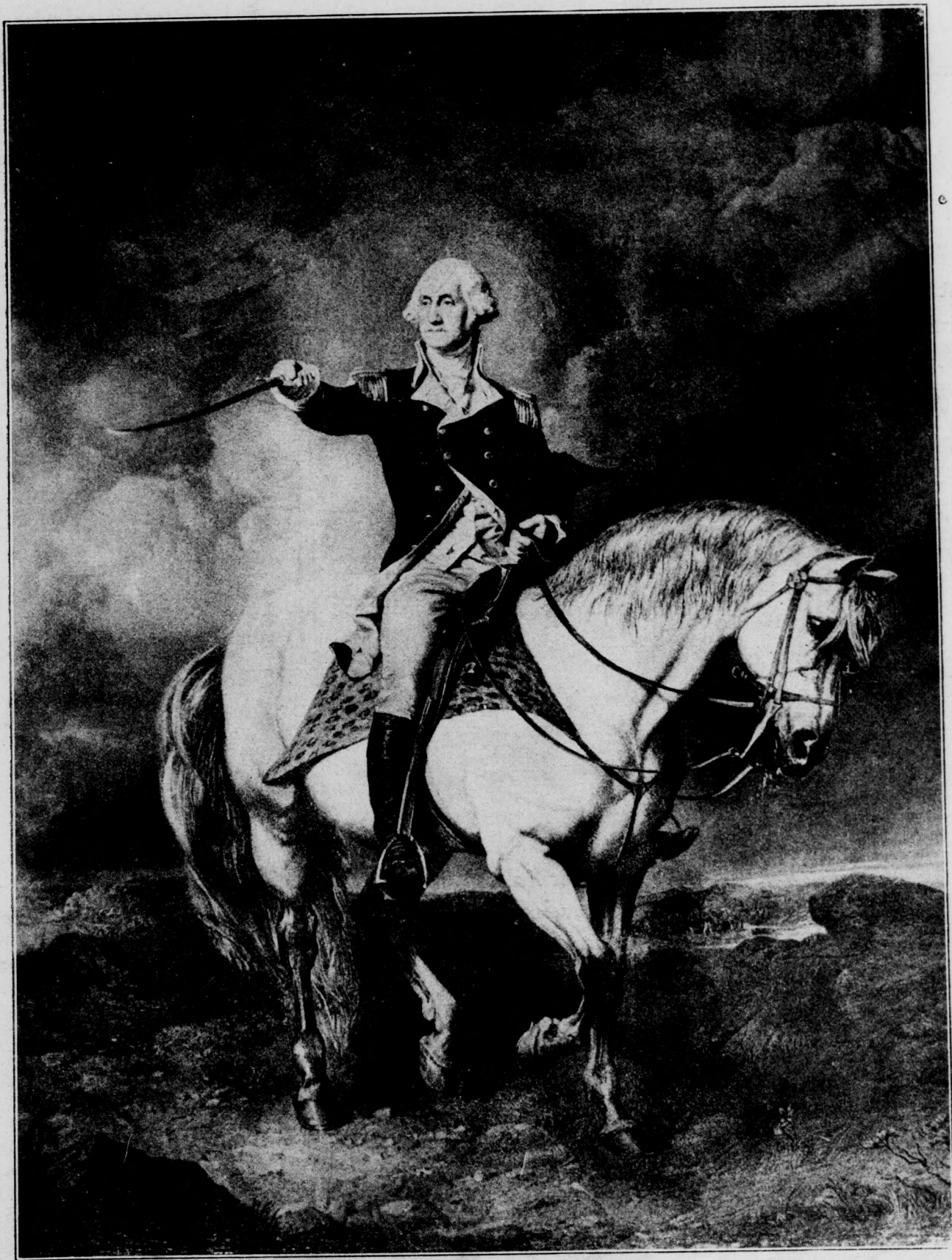
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 18, 1925

Number 2161



George Washington

1732-1799

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STANOLAX CONQUERS CONSTIPATION BRINGS HEALTH AND HAPPINESS

The most prevalent of all human ills is constipation, according to the statement of hundreds of physicians and all regard it as a serious trouble maker. It is bad in itself and is doubly bad because it renders the person suffering with it susceptible to the attack of other ailments.

At this particular time of the year few people take enough exercise in the open air and most of them eat an excess of highly concentrated foods. These two facts frequently lead directly to constipation.

Obviously it is better to take measures to prevent constipation than to wait and then have to cure it. The surest preventive is found in Stanolax (Heavy) which keeps waste food masses soft and lubricates the intestines so that the waste matter is easily passed from the body.

The greater number of people however fail to take action until constipation is well developed and for them Stanolax (Heavy) is indeed a

boon, for by its purely mechanical action it conquers constipation by relieving the cause.

Stanolax (Heavy) is colorless, odorless and tasteless. It is a pure mineral oil which does not excite the bowels to violent action and then leave them exhausted, as an after effect. Instead, it soothes the linings of the intestines, lightens the work they must do and gives them an opportunity to recuperate.

As a result of this treatment, the bowels soon start functioning normally and in a short time the dosage may be greatly reduced and eventually discontinued, as Stanolax (Heavy) is in no sense habit forming.

Stanolax (Heavy) which is produced only by the Standard Oil Company (Indiana) is bringing relief to thousands who suffer with constipation and in many instances it is effecting permanent cures.

Druggists, everywhere, are following the lead of the most reputable medical authorities and are recommending



STANOLAX

(HEAVY)
for constipation

MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 18, 1925

Number 2161

MICHIGAN TRADESMAN

(Unlike any other paper.)

Frank, Free and Fearless for the Good
That We Can Do.

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.Published Weekly By
TRADESMAN COMPANY
Grand Rapids

E. A. STOWE, Editor.

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issues a year or more old, 25 cents; issues
five years or more old 50 cents.Entered Sept. 23, 1883, at the Postoffice
of Grand Rapids as second class matter
under Act of March 3, 1879.**THE OUTSTANDING FEATURE.**

Perhaps the most outstanding feature of retail business at this time is the multiplicity of small orders. They show a state of mind looking to safety first. In the aggregate the orders represent a fairly large volume of goods, but there is an added expense in the booking, billing and distribution of them. It is not as satisfactory a way of merchandising as is desired, but it has the merit of not being subject to cancellations or returns. Besides these advantages, the method appears to result in prompter payment of bills, which is not negligible at this time, when collections in general are apt to be dilatory. The wholesalers buying in this fashion are merely following the manner of their customers, the retailers. The latter have lately been putting more vim into their clearance sales, especially in those of men's clothing, which have met with a quite generous response. They are, at the same time, ordering goods for Spring, the season for which will start earlier than usual this year. Great hopes are entertained of a fair volume of retail buying, although nothing like a boom is expected. The style factor is not yet clear in the minds of some retailers of women's wear, as is evidenced by the tentative way in which they have been ordering. As soon as this is apparent the orders will be larger. The buying capacity of the public is not open to question, in view of the general conditions in industry. It is wholly a matter of what will attract, whether of goods or of prices. The test will come within the next two months.

PROSPECTS ARE PROMISING.

No material change in general business conditions has taken place recently, nor is any expected in the immediate future. Except in a few instances, prospects continue promising.

The fear has been expressed that mounting prices may lead to demands for higher wages to compensate for the increased cost of living, but these price advances are not yet so general as to make the situation acute. It is furthermore likely that movements for higher prices will bring with them their own corrective by checking buying on the part of the general public. This is sensed by certain producers who are devoting much energy in reducing production costs by stopping leaks and generally eliminating wastes. Distributors, both wholesale and retail, are pursuing the method of having frequent turnovers while keeping stocks as low in volume as possible. Whether this method is apt ultimately to result in adding to what the consumer must pay is a moot question just now. But that it lessens the risks of the distributors and is conducive to their profit does not admit of question. It implies, however, a willingness on the part of producers to "stand the gaff" and assume all risks of a rising or falling market and of either a sustained or an intermittent demand. There are signs in different directions which indicate that producers are becoming somewhat weary of figuring in this role, and it would not be surprising if they would end in curbing output to meet actual demands. Unless they do so, production costs must rise.

GONE TO HIS REWARD.**Death of Jacob Heeringa, the Holland Business Man.**

Jacob Heeringa, the well-known Holland food manufacturer, died at his home in Holland at 9 o'clock Tuesday as the result of a sudden attack on the heart. The funeral will be held at the Ninth street Christian Reformed church 2 p. m. Friday.

Mr. Heeringa was born in Dockum Province, Vriesland, Netherlands, June 11, 1841. He came to this country with his parents in 1848. They settled in Albany, N. Y., and lived there eight years before coming to Michigan. When the war broke out, Mr. Heeringa served in the Civil War as First Sergeant of Company A, Third Regiment, Michigan Cavalry. He was in the service for four years and six months. Shortly after the war he engaged in the general store business at East Saugatuck, which he conducted for thirty consecutive years. During this time he was postmaster sixteen years and Justice of Peace sixteen years also. About twenty years ago Mr. Heeringa disposed of his retail business and moved to Holland, where he formed a copartnership with his son Edwin, G. J. Schurman, George Schurman, and William Beckman in the Michigan Tea Rusk Co., which has had a very prosperous career. Mr. Heeringa acted as Treasurer of the

organization. He was also Treasurer of the Emeritus fund of the Christian Reformed church and was Treasurer of the School for Christian Instruction.

Mr. Heeringa was married Feb. 22, 1864, to Miss Ida Allen, one year his junior, who was born in Overisel, Netherlands, coming to this country with her parents in 1846. She has been a strong support to her husband and is the mother of nine children of which seven are still living, as follows: Mrs. J. Siebelink, East Saugatuck; Mrs. Dr. F. Brouwer, Holland; Edwin Heeringa, Holland; Mrs. Rev. W. P. Van Wyk, Grand Rapids; Mrs. Rev. W. P. Bode, Lincoln Center, Iowa; Jacob G. Heeringa, Grand Rapids, and Ida Heeringa, Holland.

Mr. Heeringa joined the Dutch Reformed church when he was a young man in Holland. Naturally, he united with the same church at Albany, but, on coming to Michigan, he just as naturally united with the Christian Reformed church, which he served as elder for about sixty years.

Mr. Heeringa never joined any lodge and never found any pleasure outside of the home circle and his church and religious relations.

Mr. Heeringa was a good judge of merchandise, both as to quality and value, and was long regarded as one of the most careful buyers and successful sellers in the Holland Colony. He rejoiced in the companionship of his friends and never forgot a favor or failed to shield a friend. His word was as good as his bond. He was one of the first subscribers to the Michigan Tradesman and continued as a regular reader of this publication up to the day of his death.

Present Prices Are Fully Warranted.
Written for the Tradesman.

A week ago May wheat in Chicago closed at \$1.84½-¾, the exact figure at which it closed yesterday. Cash wheat on the other hand, declined from \$1.90 per bushel to \$1.86, showing a net loss of 4c per bushel.

We have had a substantial reduction in the price of wheat and very naturally flour has followed. There may be a further reduction in the price during the next two or three weeks, as temporarily the "shorts" or "bears" have the upper hand so to speak, due in a large measure to the fact domestic flour buyers are determined to pursue a very conservative policy until both wheat and flour prices have become stabilized.

The opposite condition prevails on a declining market from that on an advancing market. In other words, when prices are strengthening up buyers of wheat and flour are striving to cover not only immediate requirements but to anticipate their needs for thirty to

sixty days while those who have wheat to sell part with it reluctantly, hoping to obtain higher prices by holding. This condition creates a superficial strength. During a decline just the opposite is the case. The buyer of wheat and flour is reluctant to purchase except as necessity requires, while the producers and owners of wheat and flour are extremely anxious to sell.

The latter condition is prevailing at the present time. The farmer, elevator man, the owner of flour is anxious to move stocks fearing additional reductions in price and the buyer of both wheat and flour is staying out of the market, purchasing only such quantities as are positively required in his business, so prices undoubtedly will be forced below the point which represents the true value of both wheat and flour based on the world-wide condition.

There are not large stocks of flour in millers, jobbers or retailers hands, neither are there large stocks of wheat in farmers hands and new supplies of wheat from the 1925 harvest of the North American Continent will not be available for another five months.

The United States visible supply of wheat is larger than a year ago at this time. This is not true of the balance of the world and it appears certain that our surplus will be reduced to 50,000,000 bushels or less prior to the arrival of new crop wheat on the market, which is an extremely small carry-over.

To epitomize the situation—There is a shortage in bread grains throughout the world of over 700,000,000 bushels; 500,000,000 bushels of wheat alone. The North American wheat harvest is five months away, with an increased demand to be met compared to a year ago from Russia, Japan and Continental Europe as a whole.

Present prices are fully warranted based on the world situation, yet there may be additional declines in the price of both wheat and flour, due to the fact that the market temporarily is in the hands of the "shorts."

Lloyd E. Smith.

Watch For These.

Warning against two counterfeit \$10 bills just discovered in circulation has been sent out by the Treasury Department.

Silk threads are represented by cleverly drawn ink lines on a bogus note of the 1914 issue on the National Bank of Cleveland. The other is a 1901 "Buffalo" note, printed on real paper obtained by bleaching a \$1 bill.

Two years ago 18,000 women were employed in Chefoo, China, in the making of hair nets. To-day only 2,000 are so employed. The slump is caused by American women bobbing their hair. Fashion makes wrecks of us all.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

As no reply has been received to the following communication it is only fair to conclude that the International Redemption Bureau, Detroit, is a good concern to stay away from in the future:

Grand Rapids, Feb. 12—I am in receipt of a very strenuous complaint from Glen Oren, of Shepherd, in regard to a contract relation he entered into with you on Sept. 10, 1924. He writes me that you have not only not furnished the silverware, for which you are paid, but that you have not even returned the money of the poor devils who sent you remittances along with tickets for redemption. He said you made no reply to telegrams and that the Telephone Co. reports there is no one by your name at the address given. I therefore write to enquire what kind of a fraud you are and how long you expect to keep on transacting business along fraudulent lines?

E. A. Stowe.

The latest chain store scheme is the "Consumers' Family Stores Co.," which has made its appearance in the West. The concern tries to hire as managers men who will put up money. The concern tries to hire as managers men who will put up money. The prospective manager is required to put up the sum of \$1,500 in cash, for which he is to be given a credit of like amount, placed in charge of a store and entrusted with a stock of goods sufficient for at least two days needs and a delivery car. Salary is to be \$150 a month, plus a percentage on total sales as follows: One per cent. when the total of sales shall be more than \$5,000 and less than \$7,000. Two per cent. when total sales shall be more than \$7,000 and less than \$9,000. Two and one-half per cent. when total sales shall be more than \$9,000. After five years' service, if the board of directors sees fit, a bonus in capital stock of the market value of \$1,500 may be given. No goods are to be sold except those furnished by the Consumers Distributing Co., a contemporary organization. The \$1,500 is to be returned within thirty days, should the employee resign or be discharged. No other provision for its return is made in the purported contract. The promoters are authorized to hold the \$1,500 deposit until the completion of the organization and to use it as security for securing the stock of goods and delivery automobile. Evidently these schemers are depending on the "managers" financing the company.

Buchtel, Ohio, Feb. 10—I have enclosed letters and certificate that I received from the Equitable Wholesale Corporation at various times.

This concern was represented to me as a big buying concern, they were supposed to be an old-established concern with heavy assets.

Owing to their large buying power they were to sell us goods below other wholesalers' prices.

They agreed to return our money for the certificate if we should go out of business.

They claimed they would pay good return on the money. They stated that they had paid 12 per cent. in the past years to certificate holders.

They failed to fill our orders at prices quoted us. They claimed they would pay all freight, which they later refused to do.

They later refused to redeem our certificate, which was their strong point that they claimed they would do before we bought it.

They have not done a thing that they claimed they would do and have not filled a single order for us.

It seems that they are nothing more than a fake, as they have failed to answer the last dozen letters we have wrote them.

G. D. McIntyre.

An investigation obtained the following report on the Equitable Wholesale Corporation:

This corporation was located here for a few months where it has a very small office and carried no stock. Apparently the business did not prove successful and was discontinued about August, 1924, and the name does not appear in the new current telephone directory issued recently.

The Equitable Wholesale Corporation received its charter under New York State laws March 18, 1924, with an authorized capital of \$200,000, and the certificate mentioned that it commenced business with \$1,000 of stock issued. It was authorized to engage in the clothing, dry goods and grocery business and also general merchandising. The incorporators were: Simon Anhalt, Louis W. Stern, Isidor Silbermann, Louis A. Shapiro and Milton Breakstone.

The remainder of the matter Mr. McIntyre sends in consists of a lot of brotherly, glad hand letters sent to him when he paid his \$300 and joined the brotherhood band. One of them "welcomes you into the Equitable family and congratulates you on the step you have taken." Later the letter says the object of the Equitable is to "take the slavery out of the retail business."

When Mr. McIntyre saw that he had been stung and asked them to redeem their promise to take his stock back, they wrote him "after deliberation it was decided that the only solution they can offer is that you sell your service certificate to either your successor or another merchant in your vicinity." This is inviting Mr. McIntyre to sting somebody else as they have stung him.

Finally comes the "service certificate," which isn't even a certificate of stock. Mr. McIntyre got for his \$300 only a promise of some service, not even a share in the corporate stock. On the certificate appears the following list of promises which the Equitable Wholesale Corporation makes. Analyze them and you will find that not one of them holds anything substantial or anything that will enable the victim to pin the company down:

The holder of record of this certificate is entitled without further cost or expense:

1. To purchase merchandise wholesale from this company, at the lowest and latest special wholesale prices issued by this company to its service certificate holders.

2. To avail himself of all services and privileges which the company may, in its discretion, offer from time to time to service certificate holders.

3. To receive an equitable merchant's gold certificate, certifying that this store is affiliated with Equitable exclusive special wholesale buying and selling service.

4. To receive from the profit sharing fund of this company, as established by resolution of the board of directors of this company, and on file in its

BEECH-NUT PEANUT BUTTER



Sales of Beech-Nut Peanut Butter always respond to your selling and advertising efforts. Preferred by discriminating people everywhere.

Counter and window displays will stimulate the turnover on this nationally advertised product. Write for our attractive display material.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

The Birth of a Nation's Drink

Back in 1864, while Abraham Lincoln was still President, Chase & Sanborn started in the coffee business. Thirteen years later they startled the Coffee trade, being the first firm in America to pack and ship roasted Coffee in sealed containers. That was the birth of SEAL BRAND, which has steadily grown until it is today the largest selling high grade Coffee in the country.



Chase & Sanborn
CHICAGO

office, not more than 12 per cent. per annum on the cost of this certificate, as the directors of this company may, in their discretion, declare.

5. On all merchandise the holder of this certificate purchases from this company, he shall receive a thirty day credit of a total not less than \$100; and more than such sum, in the discretion of the credit department of this company.

6. Money will be promptly refunded by this company for all unsold merchandise purchased from it by certificate holder, if returned to company and received by it in good condition within thirty days from date of purchase.

7. This certificate and its privileges may be transferred to a purchaser of the subscriber's store in accordance with the regulations prescribed by this company.

8. This certificate may be redeemed for its original cost or for such lesser sum as may be fixed by the Board of Directors of this company, the right to redeem the same and the value of such redemption to be solely in the discretion of the said board of directors and payment on such redemption to be made only from the then existing funds as set aside by the board of directors in the special redemption fund as created by resolution of the board of directors of this company and on file in its office.

The holder of this certificate shall conform to the regulations adopted from time to time by this company for the guidance of its certificate holders and the transaction of its business to the end that service certificate holders may be able to secure the fullest benefits of its service.

G. H. Hoppel, doing business as the Cuban-American Sponge Company, of New Orleans, Louisiana, is cited by the Federal Trade Commission in a complaint charging unfair methods of competition in the marketing of Chamois-leather and sponges. The respondent, according to the complaint, uses on his business stationery and literature such legends as "Chamois tanneries: Gretna, La., Chalmette, La." and "Operators of the famous Spanish Main and Treasure Trove Sponge Fishing Fleets" and "Sponge Ports: Batabano, Cuba, Tarpon Springs, Fla." These legends, the complaint alleges, are false in that respondent neither owns nor operates any plant for the manufacture of chamois-leather, nor any vessel engaged in sponge fishing; and that said statements mislead and deceive the purchasing public into the belief that persons dealing with respondent obtain better advantages in quality and price than can be obtained from dealers who purchase the chamois leather and sponges which they sell.

Ameen Bardwil and George Bardwil of New York City, partners, doing business as Bardwil Brothers, are named as respondents in a complaint issued by the Federal Trade Commission charging the use of unfair methods of competition in the marketing of lace which they sell to manufacturers of garments and to retail dealers located in various states of the United States. The complaint alleges that the

concern imports lace from China which closely resembles Irish lace in pattern, design, and general appearance, but is inferior in quality and value, and which for many years has been, and now is, sold at prices much less than prices at which Irish lace is sold. This Chinese lace, it is alleged, respondents designate in their price lists, circulars, invoices, and other stationery and literature, and offer for sale and sell, as "Irish lace," with the result that respondents place in the hands of their vendeers, the means of committing a fraud upon retail dealers and the consuming public and cause substantial numbers of tradesmen and consumers to purchase respondents' Chinese lace in the belief that it is of Irish origin.

George Washington In His Last Illness.

Through the courtesy of Louis W. De Zeller of the New York County Pharmaceutical Society Auxiliary, the Tradesman is privileged to glance through a rare book published in 1800 which contains an account of the death of George Washington and his treatment by the attending physicians. The title page of the book bears the following inscription: Monthly Magazine and American Review For the Year 1799, from April to December inclusive. New York. Printed by T. & J. Swords, No. 99 Pearl Street. 1880.

That the medicos of that day believed in copious bleedings and drastic purges is evident from the following which we abstract:

Discovering the case to be highly alarming, and foreseeing the fatal tendency of the disease, two consulting physicians were immediately sent for, who arrived, one at half after three, and the other at four o'clock in the afternoon: in the mean time were employed two copious bleedings, a blister was applied to the part affected, two moderate doses of calomel were given, and an injection was administered, which operated on the lower intestines, but all without any perceptible advantage, the respiration becoming still more difficult and painful. On the arrival of the first of the consulting physicians, it was agreed, as there were yet no signs of accumulation in the bronchial vessels of the lungs, to try the effect of another bleeding, when about thirty-two ounces of blood were drawn, without the least apparent alleviation of the disease. Vapours of vinegar and water were frequently inhaled, ten grains of calomel were given, succeeded by repeated doses of emetic tartar, amounting in all to five or six grains, with no other effect than a copious discharge from the bowels. The power of life seemed now manifestly yielding to the force of disorder: blisters were applied to the extremities, together with a cataplasm of bran and vinegar to the throat. Speaking, which had been painful from the beginning, now became almost impracticable; respiration grew more and more contracted and imperfect until half after eleven on Saturday night, when retaining full possession of his intellect, he expired without a struggle.

"Pull" has finally dragged many a man down.

Follow Up Your Past Due Accounts



It is almost a physical impossibility to conduct a retail grocery business on a credit basis unless the merchant adopts some practical method for following up past due accounts.

A Northern Michigan merchant has virtually eliminated losses from his credit sales through a system of follow-up on all overdue accounts. Every month when the statements are made out, all the accounts which are overdue are posted directly from the ledger onto special cards. These cards are numbered and provide for the name of the debtor, his address and remarks about the account. Below this is a regular ruled form for the enumeration of various items such as the date, folio, debits, credits, balance, time statement was mailed and general remarks. These cards are used as a basis for special letters or personal calls as the occasion demands.

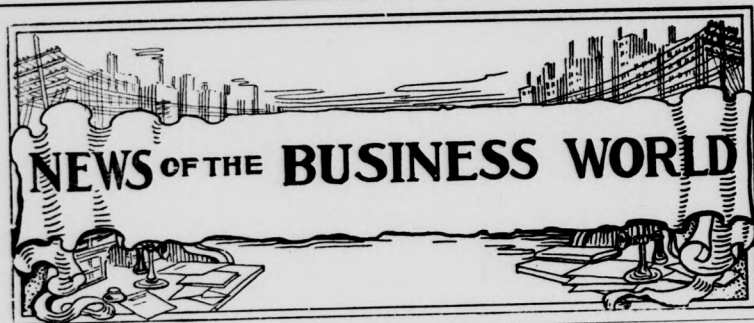
Most losses on credit accounts are not due to dishonesty, but rather to a weakness in people which makes them avoid payments as long as possible. When they are properly approached they generally settle the account, and instead of taking their patronage elsewhere, they become in reality, better customers.

Follow-up letters should be very carefully worded, and when personal visits are made the grocer should do his best to obtain the money without offending the customer. When this is properly done the store seldom loses the customer or the cash, particularly if credits are granted only after investigation and on a business basis.

WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years

The Prompt Shippers



Movement of Merchants.

Detroit—B. Flom has opened a dry goods store at 8748 Linwood avenue.

Detroit—Oscar J. Hetzel has opened a meat market at 10055 Holmur avenue.

Detroit—Henry Orsell has sold the Family grocery, 8701 Forest avenue, East.

Detroit—E. C. Beyschlag has opened a meat market at 13220 Livernois avenue.

Detroit—Roy Parsons recently opened a meat market at 16847 Hamilton avenue.

Monroe—William Hoffman has engaged in the meat business at 425 West Fifth street.

Bay City—Robinson Bros. sustained a loss in their boot and shoe store by fire recently.

Harbor Springs—Gordon Morris succeeds Perry Powers in the boot and shoe business.

Detroit—William Brunner succeeds William Rose, confectionery at 3035 Pennsylvania avenue.

Bay City—The Kuhlman Electric Co. has increased its capital stock from \$200,000 to \$250,000.

Detroit—H. L. Walker, confectioner at 4010 Dix avenue, has been succeeded by John F. Miller.

Detroit—Chris Rupp, meat market, has moved his place of business from 14528 Kercheval avenue to 14635 Kercheval avenue.

Detroit—The Town Talk meat market has opened for business at 7628 LaFayette avenue, East.

Bay City—The Meisel-Williams Co. has changed its name to the Meisel Hardware & Supply Co.

Ovid—Mrs. C. A. Evey, recently of St. Johns, has opened a millinery store in the Fellingier building.

Detroit—Joseph Gatt has purchased the grocery and confectionery stock at 3326 Forest avenue, East.

Detroit—Rose Schingle's confectionery at 8132 Gratiot avenue is now in the hands of Samuel Evans.

Detroit—William Manning succeeds Carl Edwards, grocer and meat dealer at 13327 Charlevoix avenue.

Detroit—M. H. Burderman has opened a drug store at the corner of Kercheval and Gray avenues.

Benton Harbor—Friedman Bros., boots, shoes, etc., are reported to have filed a petition in bankruptcy.

Detroit—The Detroit Steel & Conveyor Co. has increased its capital stock from \$30,000 to \$100,000.

Detroit—Walter E. Schock succeeds Ray Lambert in the confectionery business at 3042 Whitney avenue.

Detroit—William Hale is succeeded by Teddy Gordon in the confectionery business at 1368 Michigan avenue.

Lansing—The Lansing Pure Ice

Co., 911-23 Center street, has changed its name to the Lansing Ice & Fuel Co.

Detroit—Samuel Chase has changed the name of the Kritt Drug Co., 5855 Vancouver avenue, to the Chase Drug Co.

Bay City—The Westover Kamm Co., interior finish, etc., has increased its capital stock from \$50,000 to \$200,000.

Detroit—The Michigan Nufuel Co., 1033 Book building, has changed its name to the Nufuel Heating Corporation.

Detroit—Joseph C. Pierce has taken over the LaDuke shop, dry goods, 7952 Kercheval avenue, from Pearl LaDuke.

Detroit—William Abraham has sold his grocery stock to Mrs. May Mitchell. The store is at 1202 Twenty-first street.

Detroit—Steven Milov and L. Miller have opened a meat market at 7641 Linwood avenue under the style Milov & Miller.

Detroit—The Eddystone Sweet shop will open in the Eddystone Hotel building, Park & Sproat streets, March 1.

Detroit—Oliver and Floyd Klump as Klump Brothers have opened another meat market at Burlingame and Broad street.

Detroit—The John H. Thompson Co., 4446 Cass avenue, autos, etc., has increased its capital stock from \$100,000 to \$200,000.

Detroit—Samuel Klein is the new owner of the grocery store at 2500 National avenue, formerly run by Nathan & Frank Sachs.

Detroit—Nathan Aronoff succeeds Morton Aronoff and Harry Grossman as Aronoff & Grossman, grocers, 9149 Oakland avenue.

Detroit—Jacob Knapp has purchased the stock and fixtures of the confectionery store at 4419 Russell street and will operate it.

Detroit—Benjamin Greenberg has sold his men's furnishings stock on the corner of Harper & Burns avenues to Ralph Barron.

Detroit—The Linwood-Whitney Table Supply Co. opened for business at 7645 Linwood avenue on Feb. 1. Wm. Ettinger is the owner.

St. Johns—D. W. Schovey has sold the Gem restaurant to M. T. Zacharias, who will continue the business under the same style.

Detroit—Blackman's, 221 Michigan avenue, are closing out their haberdashery stock and will handle only clothing in the future.

Detroit—Maurice Faber has bought the share of his brother in the clothing stock at 536 Michigan avenue, and will operate it himself.

Detroit—Jacob Beitcher, dry goods dealer at 16400 Hamilton avenue, has gone bankrupt. His assets are \$5,481 and his liabilities \$5,145.91.

Detroit—August & Ferdinand Miller, trading as Miller & Son, one of the city's best known grocery stores, have discontinued business.

Detroit—An involuntary petition in bankruptcy has been filed against Harry A. Levin, dry goods and men's furnishings, 20916 Twelfth street.

Detroit—Charles Miner bought the Blaine pharmacy, 8701 Twelfth street, from Barker F. Gain on Feb. 10 and will operate it as the Miner pharmacy.

Detroit—Wm. J. Hart, proprietor of the Montclair pharmacy, has moved his business from 10800 Jefferson avenue, East, to 13900 Mack avenue.

Detroit—George Ellis, grocer at 14548 Kercheval avenue, has filed a petition in bankruptcy, with liabilities of \$908, as opposed to assets of \$2,055.

Detroit—Oscar Hurvitz has filed a bankruptcy petition in Federal Court here, listing liabilities of \$8,257 and assets of \$3,250. He handles clothing.

Detroit—An involuntary petition in bankruptcy has been filed against James F. Boonahoom, ladies' wear dealer at 1408 Washington boulevard.

Scotts—William J. White, proprietor of the Eureka Mills for the past 45 years, died at his home, following a short illness. He was 82 years of age.

Detroit—Warren O. Wagner, cigar dealer in the Lincoln building, has filed a petition in bankruptcy, listing liabilities of \$4,524.73 and assets of \$441.10.

Negaunee—Miss Julia Tuuri, assisted by Mrs. John Honka, has engaged in the baking business in the Chausee building, under the style of the Home Bakery.

Detroit—John P. Wachler has sold his meat market at 7634 Twelfth street to H. L. Harrison. The shop is conducted in conjunction with the grocery store of Wm. B. Reeves at the same address.

Detroit—The Clark Furniture Co. opened recently at 5113 Vinewood avenue. Robert L. Clark, formerly with the Economy Furniture Co., is the proprietor.

Detroit—J. W. O'Connor, 7237 Mack avenue, has been remodeling his windows so that one may be used for an up-to-date radio display. Mr. O'Connor handles hardware.

Bear Lake—Austin Richley has purchased a store building and will occupy it with a restaurant and lunch counter as soon as the necessary alterations have been made.

Marquette—Clayton P. Frei will open a furniture store in the Paris Fashion building, Washington street, Feb. 28. The store is now being remodeled and redecorated.

Detroit—The confectionery store at 2901 Hudson avenue, until recently operated by Cecil F. Lennox, is now under the ownership of James S. Nicholas and his partner.

St. Johns—Byron Danley & Son, produce dealers, have admitted to partnership, Gerald R. Danley and the business will be continued under the style of Byron Danley & Sons.

Detroit—Jessie Howland, administratrix of the estate of the late Richard S. Howland, has disposed of the grocery stock formerly owned by Mr. Howland at 3914-18 Moore place.

Alpena—Truman C. Goddard is remodeling his boarding house into a modern hotel and will open it for business as soon as it is completed, under the style of Hotel Marinette.

Detroit—Don L. Adams and Frederick A. Green have opened the Alger street Pharmacy at 8640 Russell street. The site was formerly occupied by Warren J. Cook, recently deceased, as a pharmacy.

Detroit—The Emerson Automobile Co., 9419 West Grand River avenue, has been incorporated with an authorized capital stock of \$20,000, of which amount \$4,000 has been subscribed and \$2,000 paid in in cash.

Detroit—C. E. Klingbiel has engaged in the drug business at 11548 Dexter boulevard as Klingbiel pharmacy.

Detroit—Jacob Olender is succeeded by H. Siegel in the women's wear shop at 4718 Michigan avenue.

Big Rapids—The Triangle Auto Sales, 124 North Michigan street, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in, \$10,000 in cash and \$90,000 in property.

Saginaw—The Mandelstamm Drug Co. has leased a store in the Mason building, Genesee and Washington avenues, for a term of 10 years and will occupy it with a complete stock of drugs, sundries, etc., about Feb. 28.

Detroit—The Cigar Sales Corporation, 1358 Napoleon street, has been incorporated to deal in cigars and tobacco products, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Greenville—C. L. Gipson, recently of Detroit, has purchased the City Restaurant and is having the building redecorated throughout and will open it for business about Feb. 28. A soda fountain and ice cream parlor is being installed.

Detroit—J. Vincent Schaub, who bought the grocery of Edward and Herman Zink, 8292 Epworth boulevard late in January, found that he would not be able to operate it himself, so he closed up Feb. 7 and sold his stock and fixtures at auction.

Grand Rapids—The Ackerman Electrical Supply Co., 325 Scribner avenue, N. W., has been incorporated with an authorized capital stock of \$60,000 common and \$40,000 preferred of which amount \$56,250 has been subscribed and \$6,000 paid in in cash.

Detroit—The Union Sales Co., 44-46 Cadillac Square, has been incorporated to conduct a general mercantile business in a department store, with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$3,500 in cash and \$46,500 in property.

Saginaw—The Fair, Inc., 116-18 South Michigan avenue, has been incorporated to conduct a general department store, with an authorized capital stock of \$12,000 common and \$3,000 preferred, of which amount \$13,500 has been subscribed and \$12,000 paid in in cash.

Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 6.80c and beet granulated at 6.70c.

Tea—The market has had a dull week. There is buying right along, but it is in small lots. This has had an effect on prices, because there are more people to-day willing to shade than there were a week ago. There has been no actual change in price, however, since the last report. In some common grades of tea you can get discounts, but the entire line of all good teas is steady to firm.

Coffee—The market has been weaker during the past week, meaning particularly future Rio and Santos, green and in a large way. Conditions in Brazil have been easier and all reports that have come from there have reflected that. The market in this country is very sensitive and every change in Brazil is followed by a similar change here. Spot Rio and Santos shows but little change during the week, possibly a decline of half a cent from the top point. Milds are about unchanged for the week. The demand for roasted coffee is fair.

Canned Fruits—Indications point to an early announcement of opening prices on California fruits this season as bookings on a s. a. p. basis are more extensive than usual. Cannery want to have early confirmations so they will know what their obligations will be. Buyers also would like to have prices as soon as possible so that they can confirm or not as suits their needs. Leading packers promise that they will name as low prices as possible consistent with quality and the cost of production. Spot California fruits will not be as active as usual during the remainder of the season as packers have so little to sell that that source of supply is cut off while resales of jobbing lots are restricted because there is no general surplus. Pineapple and apples are steady.

Canned Vegetables—Considerable progress was made last week in selling future vegetables. The outstanding feature was the naming of new pack Maine corn prices by leading packers on the basis of \$1.50 for fancy Crosby in No. 2 cans. Some canners did not come out with prices until last Wednesday and as Thursday was a holiday, it interfered with trading. Brokers, however, say that they have booked good business in Crosby and Golden Bantam among the established canners whose brands are preferred. Southern standards of 1925 pack have sold more in the case of special brands and packs than indiscriminately for the whole Southern canning belt. More future pea business is being booked than formerly but here again it is selective buying and on a competitive basis. Succotash looks good because of the shortage of 1924 goods. Stringless beans are selling on contract in fair volume. Southern future tomatoes are being booked. Cannery known for good deliveries and equally good packs are getting a premium over their lesser known competitors. Packers face an \$18 ton basis for raw material and can see no chance of a cheap fin-

ished product if the quality is to be maintained. The largest factor in Utah tomatoes states that its anticipated pack has been sold. California full standards have been booked at \$1.15 f. o. b., although some buyers have bid \$1.10 and have tried to force a compromise at \$1.12½. Middle Western canners say they have booked more early business than usual, probably because of the failure of last season's pack.

Canned Fish—Fish packs were less spectacular than vegetables last week. Sardines and salmon were in routine demand and were almost entirely on a hand-to-mouth basis. Tuna is one of the firmest offerings as there is a recognized shortage with some heavy consuming months ahead. Shrimp is also more or less a sellers' product.

Dried Fruits—Everything is firm. Coast quotations are more than sustained and there is no softness in values, even if there is conservative additional Coast buying. The most disturbing factor is the sale of merchandise here at less than present Coast replacement. The Middle West has not been as quick to respond to the higher Western basis as expected. There is competitive selling among distributors and no speculative buying of underpriced stocks which would eliminate the goods which are below a Coast parity. Perhaps this would be done more or less extensively if a steady flow of prunes from the Coast were not assured because of purchases made in January. Some operators believe that there will be adequate working stocks for the next few months so that there is no need or incentive to overbuy now, even considering the several favorable features of the situation, such as the rapid cleanup of Northwestern prunes, the strong position of the California line, the light stocks in jobbing hands and the prospective foreign demand during the remainder of the season. The long and the short of it is that local dealers are not willing to go in extensively for prunes at the moment, and hence the market is quiet. Peaches and apricots were firm all week but were not active. Apricots are offered in broken lines and in small blocks at extreme prices by packers who are virtually cleaned up of important holding. Peaches are more or less off the market, as packers prefer to hold their light reserves for the spring market. Raisins have been rather disappointing as the Coast market has not advanced as predicted and covering to take advantage of the old basis has been more or less discontinued. Spot outlets are fair for the season but cause no stir. Market continued very dull with almost no export demand and only small business for domestic account. Prime apples held most at around 12¼@12½c f. o. b. Stocks in first hands light. Trade in cherries quiet at about sustained prices.

Beans and Peas—The market on dried beans has been very dull during the past week. Pea beans are a shade easier and so are white kidneys. California limas continue fairly steady at previous quoted high prices. Dried peas are still firm, but with a little

weakness developed during the week.

Syrup and Molasses—The demand for good molasses is being interfered with by the high prices, consequently buyers are standing off to a certain extent and buying only what they have to have. Sugar syrup is dull and easy. Compound syrup has not been affected as much by the declining corn market as one would expect. This is partly due to the fact that the demand has been very good.

Salt Fish—The demand for mackerel has shown an increase during the week, owing to the fact that Lent opens February 25. The more desirable grades of mackerel are scarce and firm. There is a shortage in codfish throughout the whole line.

Cheese—The demand during the past week has been very quiet and prices are easy, although without any important decline.

Provisions—No change has occurred in provisions during the week, which includes all hog and beef products. Prices have continued about as they have been for several weeks, with a quiet demand.

Review of the Produce Market.

Apples—The market is weaker. Baldwins command \$2 per bu.; Spys command \$2.50.

Bagas—Canadian, \$2 per 100 lbs.

Bananas—8¼@9c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. P. Beans	-----	\$ 6.50
Light Red Kidney	-----	11.00
Dark Red Kidney	-----	12.00
Brown Swede	-----	5.85
Beets—New from Texas,		\$2.75 per bu.

Butter—The market at no time during past week has been more than steady. For the greater part of the time it was weak, owing to the fact that the receipts were rather heavy and there was general pressure to sell. No material decline, however, has occurred, in fact, late in the week the market on fine creamery advanced a trifle. Local jobbers hold fresh creamery at 39c. June packed, 36c, prints, 40c. They pay 22c for packing stock.

Cabbage—\$2.25 per 100 lbs. for home grown; \$4.25 per crate for new from Texas.

Carrots—\$1.35 per bu. for home grown; \$2.25 per bu. for new from Texas.

Celery—Florida, 75c for Jumbo and 90c for Extra Jumbo; crate stock, \$4.25.

Cauliflower—\$2.75 per doz. heads.
Cranberries—Late Howes are selling at \$8@8.50 per ½ bbl.; Florida, \$4.75 per crate.

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

Eggs—The demand for fresh eggs has been continuously good during the week, with no more receipts than could be readily sold. Local jobbers pay 34c for fresh and resell candled at 38c and current receipts at 36c.

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, 90c 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, 4s	-----	\$5.50
California Iceberg, 5s	-----	5.00
California Iceberg, 6s	-----	4.00
California Iceberg, 7s	-----	4.00
Hot house leaf, 18c per lb.		

Onions—Spanish, \$3.25 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—\$1.35 per bu.

Peppers—Green, 70c per doz.

Potatoes—Country buyers pay 50@60c all over Michigan.

Poultry—Wilson & Company pay as follows this week:

	Live	Dressed
Heavy fowls	25c	30c
Light fowls	18c	23c
Heavy springs	25c	30c
Cox	14c	19c
Radishes	75c per doz. bunches for hot house.	

Spinach—\$2 per bu. for Texas.

Squash—Hubbard, 3c per lb.

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

Tomatoes—\$1.50 per 6 lb. basket for Florida.

Veal—Local jobbers pay as follows:

Fancy White Meated	-----	15½c
Good	-----	13½c
60-70 Fair	-----	10½c

Chronic Kicker Kicks Out Again.

Mears, Feb. 17—Sorry I cannot follow your advice regarding calling on Harry Royal in Shelby and making his acquaintance. Have known him a long time; in fact, have had three business letters in the past week from him. He and you are old friends, but Harry was afraid to let you know he knew me. Think he is ashamed to admit he is an acquaintance of mine. I have thousands of acquaintances in this State and a couple of friends also.

Thanks for your kind words written to Fred Hanifin. I seldom have such beautiful flowers handed to me. It is a novelty. I had a notion to light into Honest Grocerman, but not knowing him I hardly know how he would take it. Some time when I have something to spill that is not too darn foolish I will infringe on the Tradesman columns again.

I think all Tradesman readers realize that you are not issuing the paper for the money, but simply are doing so to help the subscribers. I think any of us poor ginks who are foolish enough to try to make a living in the grocery business need all the help we can get and surely the Tradesman is doing a lot of it. Lord help us poor devils when you decide to quit and enjoy a rest from business cares, as you were entitled to long before this.

C. A. Brubaker.

Washington's Name Stands Beside That of Lincoln.

Grandville, Feb. 17.—The once thirteen colonies of Great Britain have made vast strides since 1776, when our Declaration of Independence was signed, and the American backwoodsmen stepped out into the world arena as a free and independent nation.

The great American of that day was born this month, and the name of George Washington has gone down through the ages as one not born to die. His name stands beside that of Lincoln's as representative of everything good and noble in American character.

The 22nd of February was one with the Fourth of July and Christmas with the early settlers of Michigan. Washington's birthday was celebrated throughout the woods with dancing and merrymaking. Sleighing parties trekked for many miles to wayside hotels for the dance, where the music of the dulcimer and violin held full sway.

The violin, known as the fiddle, was the principal musical instrument with the lumberjacks of an early day. String bands were formed and a considerable business done throughout the year at the numerous festivities peculiar to the time.

A ride of forty miles for a single night of dancing was a common thing with the pinewoods young folks, both summer and winter, and there were numerous matches of a matrimonial nature cooked up on these long jaunts under the pine boughs of a winter moonlight night.

The name of Washington was honored and respected if not worshipped by all, since nothing of a partisan nature came up in connection with that name. With Lincoln it was somewhat different, since the fires of partisan hate wrangled for a long time, and not until recent years has the full worth of that great Kentuckian been acknowledged.

In eulogizing Abraham Lincoln a public speaker of note stated that Washington was now but a steel engraving, which was harsh judgment, and not by any means justified. The hearts of the American people still beat warm in recognition of the great Washington, and not while the flag, fashioned at his request by the hand of Betsy Ross, floats under the blue sky will the name and fame of our first President be forgotten.

There are those who have passed Washington and Lincoln by and named Alexander Hamilton as the greatest American. Seemingly such an estimator of our public men must have been asleep when the roll was called to place Hamilton, great man though he was, above the father and the savior of the country.

Opinions differ. Up to the crowning glory of Lincoln's life the name of Washington had no rivals for the honor of greatest American. To-day the whole round world knows Lincoln as the one altogether supreme name in American history, and there we are willing to let it rest.

The greatness of Washington was of a different type, yet it was so strenuously American as to give the man a predominating prestige for many long years.

Washington, the farmer, the soldier, the man.

In every position in life he stood bulkily forth as a man of ample stature, the one great figure in our Revolutionary history, and as such he is held in loving and grateful remembrance by every genuine American to-day. Had there been no Washington, what then?

Had there been no Washington it is possible there would have never been a Lincoln. The former established a nation of freemen, yet tinged with the blight of African slavery, and it was to forever eradicate that blot on our national shield that Lincoln was called of God to make of the United States

of America a nation free in fact as it had long been in name.

These two great Americans were necessary to complete the nation in the great sphere it occupies to-day.

We had no Washington or Lincoln to lead the country in the kaiser's war. The sublime necessity was not there. Americans were found who did their duty in a creditable manner, and the flag of Washington flashed across the crimson fields of old Europe at the head of the advance lines, carried to victory by descendants of those heroes who spilled their blood in an earlier day at Bunker Hill, Yorktown, Lundy's Lane, Monterey, Gettysburg and San Juan Hill.

To-day we rise to toast the name of Washington as the first great American of his time. Whose example will stand for all time as the best that is in man, for God and native land.

The blood thirsty old monarchist, from the shades of his lonely home in Holland, sends forth a doleful warning to the world, stating that the world is in for a terrible struggle in the near future. Russia and Japan have made common cause as against the Western world, and the only salvation for white supremacy lies in the uniting of Britain and America for mutual protection.

"Where," he asks, "will my poor Germany be in that great cataclysm so soon to befall the nations?"

It is to be hoped that Germany will not muster under the banner of the Hohenzollerns when that hour arises when Japan and Bolshevist Russia strike hands to assassinate the liberties of the white race.

Washington could hardly foresee the greatness of that nation which, under his guidance, was led out of the wilderness of British tyranny into the light and liberty of free United States of America.

The precedent set by Washington and Lincoln still abides.

Old Timer.

Death of Only Remaining Lincoln Delegate.

St. Joseph, Feb. 17.—Honorable Addison G. Procter, last surviving delegate of the Lincoln convention of 1860 and St. Joseph's most distinguished citizen, passed away Monday morning at the home of his grandson in Chicago.

Mr. Procter's death was ascribed to exhaustion caused by the many speeches which he made last week in memory of the martyred Lincoln, the friend of his young manhood and the great President he assisted in nominating in the wigwam convention nearly sixty-five years ago.

Mr. Procter came to St. Joseph in the early nineties, and for a number of years operated and managed the Hotel Whitcomb. Before coming to St. Joseph he operated a hotel at Pass Christian, Mississippi.

Mr. Procter served the city of St. Joseph as a member of the school board and as alderman for several terms; also as a member of the board of public works, and was instrumental in placing the city upon a firm foundation as a city, following its incorporation as a city of the fourth class nearly thirty-five years ago.

Mr. Procter was well acquainted with Lincoln and through the late Congressman Wilder, of Kansas, was appointed by President Lincoln to positions of trust and responsibility. Under President Lincoln he held the position of Indian agent for a period of nearly four years out on the border of what is now Oklahoma and was with the "Army of the Frontier."

Mr. Procter was born in Gloucester, Massachusetts, July 29, 1838, and when 18 years of age left his home state to travel Westward. He settled at Emporia, Kansas, where for a number of years he conducted a general store, and while conducting the store became acquainted with John Brown and many other of the noted characters of the early pioneer history of Kansas. His



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store was a headquarters for traders, trappers, adventurers, frontiersmen, homesteaders, settlers and other roaming characters, who came for hundreds of miles to trade with the youthful merchant and tenderfoot of the East. He was the unanimous choice, when only 21 years of age, of his district as one of the delegates to the Lincoln convention in 1860. The honor came to Mr. Procter entirely unsolicited by him; in fact, it was not talked of at all until he was notified by the chairman of the delegation, that he had been chosen unanimously to represent the district as one of the National delegates.

For the past twenty years Mr. Procter has been an honored delegate to the state conventions of the Republican party, also at the National conventions of the Republican party. Last June he attended the National Republican convention at Cleveland at the special request of the National Republican Committee, and was given a seat of honor upon the platform. At the request of the chairman of the convention and others, made a brief address, which was applauded to the echo by the delegates present and was heard by radio fans throughout the United States.

For years Mr. Procter has been in demand as a speaker upon the life, times and nomination of Abraham Lincoln, also John Brown. Last June McClure's Magazine published a most interesting article by Mr. Procter upon the nomination of Lincoln.

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, Feb. 10.—On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Louis V. Wilkowski, Bankrupt No. 2634. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Grand Rapids. The occupation of the bankrupt is not stated. The schedules filed list no assets of any kind and liabilities of \$1,830.97. 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:

Ferguson Sup. Co., Grand Rapids	\$ 83.78
G. R. Lumber Co., Grand Rapids	49.00
Northwestern Weekly, Grand Rapids	36.30
Leo J. O'Reilly, Grand Rapids	66.30
Glendon A. Richards, Grand Rapids	197.37
Richards Mfg. Co., Grand Rapids	1,323.82
Standard Auto Co., Grand Rapids	27.92
Joseph Bilski, Grand Rapids	46.48

Feb. 12. On this day was held the first meeting of creditors in the matter of Perry E. Larrabee, Bankrupt No. 2627. The bankrupt was present in person and by attorneys Corwin & Norcross. No creditors were present or represented. Claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The estate being one without assets was adjourned without date and closed and returned to the district court.

In the matter of K. C. Ainsley, Bankrupt No. 2633, the funds for the first meeting have been received and such meeting has been called for Feb. 25.

Feb. 13. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Jacob L. Brilliant, doing business as Brilliant's, Bankrupt No. 2635. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Kalamazoo, and has conducted a business at such place, although his schedules do not state the nature of the business. The schedules filed list assets of \$2,088.20 of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$3,986.45. The court has written for funds for the first meeting owing to the fact that most of the assets are held on secured claims, 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:

Mark Brilliant, Hamilton, Ohio	\$1,500.00
J. L. Applebaum, Chicago	83.05
Butler Bros., Chicago	12.50
Clifton Costume Co., New York	6.50
Faultless Silk Hosiery Co., Washington, D. C.	109.34
Goldberg & Pohlner, New York	20.25
J. Goldstein & Co., Chicago	45.50
Gavretz Mfg. Co., Chicago	248.20
Jay Dee Garment Co., Chicago	92.25
Jacob Schowitz, New York City	61.00
Kee Modeland Co., Detroit	93.91
J. Korostoff & Sons, New York City	631.50
Monarch Dress Co., New York City	86.00
Perran Hat Mfg. Co., Chicago	95.00
Star Skirt Mfg. Co., New York City	131.00
Silver & Goldstein, New York City	221.95
Eisen & Son, New York City	150.00

Milham Agency, Kalamazoo	16.00
Donald O. Boudeman, Kalamazoo	127.00
H. J. Cooper, Kalamazoo	16.61
Kalamazoo Gazette, Kalamazoo	189.60
Johnson Paper Sup. Co., Kalamazoo	6.58
C. H. Barnes & Co., Kalamazoo	22.00
Maulenberg Sheet Metal Co., Kalamazoo	20.91

Feb. 13. On this day was held the sale of assets in the matter of Grand Rapids Grain & Milling Co., Bankrupt No. 2587. The trustee was present in person. Several bidders were present in person. The entire property offered for sale in the three items was purchased by A. Hoolsema, of Grand Rapids, for \$265. The sale was confirmed and the meeting adjourned without date.

On this day also was received the trustee's report of an offer of \$800 from Stanley Merdzinski, of Grand Rapids, for the stock in trade and assets other than accounts in the estate of Arkay Furniture Co., Bankrupt No. 2620. The trustee also reported an offer of \$100 from Fred G. Timmer, of Grand Rapids, for the accounts receivable. A sale of both items was called for Feb. 26. The sale will be held at the referee's office in Grand Rapids. The property consists of furniture and house and home furnishings and located at Grand Rapids. An inventory is in the hand of William Van Sluyters, trustee, Michigan Trust building, Grand Rapids, and at the office of the referee. All interested should be present at the time and place designated.

In the matter of Cornelius W. Walsweer, Bankrupt No. 2593, the trustee has reported the receipt of an offer from Herman De Vries, of R. F. D. No. 4, Byron Center, of \$75 for all of the balance of the implements, farm machinery and equipment of this estate, all of which is located on the farm formerly occupied by the bankrupt near Byron Center, and is appraised at \$292.80. A sale and meeting of creditors for consideration of such offer has been called for Feb. 27. The sale will be held at the office of the referee in Grand Rapids. All interested should be present at such time and place.

Feb. 16. On this day was held the final meeting of creditors in the matter of Rolfe Ruiter, Bankrupt No. 2558. The bankrupt was present in person. The trustee was not present in person. Claims were proved and allowed. The balance of the accounts were sold to Albert Van Kampen, for \$13. The trustee's final report and account was considered and approved and allowed. An order was made for the payment of administration expenses as far as the funds on hand would permit. There were no funds for any dividends. The bankrupt's discharge was not objected to. The meeting was then adjourned without date. The case will be closed and returned to the district court as soon as the administration vouchers are returned.

On this day also was held the sale of assets in the matter of W. B. Kitchen, Bankrupt No. 2517. The bankrupt was not present or represented. The trustee was present in person. Claims were proved and allowed. Several bidders were present. The property, consisting of the stock of groceries, notions, etc., and the fixtures were sold to G. R. Store Fixture Co. for \$580. The sale was confirmed. An order was issued for the payment of administration expenses. The meeting was then adjourned without date.

Take Care of Me.

You had better take care of me. Perhaps you don't think much of me at times but if you were to wake some morning and realize you did not have me, you would start that day with an uneasy feeling.

From me you get food, clothing, shelter and such luxuries as you enjoy.

If you want me to—badly enough—I'll get you a twelve-cylinder automobile, and a home on the Main Line.

But I am exacting; I am a jealous mistress. Sometimes, you appear hardly to appreciate me at all. In fact, you make slighting remarks about me at times and neglect me. Considering the fact that you need me not only for the material things of life, but spiritually, as well, I wonder, sometimes, that you neglect me as you do. What if I should get away from you? Your happiness would flee, for a time at least, and your friends would worry, and your bank account dwindle. So, after all, I'm pretty important to you. Cherish me. Take good care of me, and I'll take care of you.

I'm your job. Edwight Eagle.

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WASHINGTON'S DAY.

Few of the days in the calendar have been permanently allotted by the Author of Days. There are very few days which may not be appropriated by the National or world achievement and fame of men or women of the present or coming generations, even though held for the time being by some of local or ephemeral fame. There are two days in February's calendar that for America at least are pre-empted for as long as this Republic exists, or at any rate remains to the liberty in which it was conceived and brought forth and to the institutions which have nourished it. It is hardly conceivable that any one will be born in future generations who can ever "bid" more by word and deed than Washington has given for the 22d of February.

It is stated by McMaster, the historian, that when Washington resigned his commission and made his journey from New York to the seat of Congress in Annapolis, he received assurances all along the way of the "undying love and gratitude" of his fellow-citizens for what he had done and presages of a glory that would "continue to animate the remotest ages." Even the American Philosophical Society at Philadelphia, of which Franklin was the founder, turned from the consideration of learned papers on the Improved Methods of Quilling the Harpsichord and Observations on the Torporific Eel to pay homage to the great chief. We need ourselves to pause, as if he were again passing, to think not only of what he did as the First in War, but of the things for which he stood as First in Peace in the establishment of our independent National life.

It is unfortunate that, since we have made this day a holiday, there is not a widespread observance of it in the contemplation of the character and service of Washington and of the foundational principles of freedom and order on which the structure and life of our Republic have risen. It would be better that the schools were open not only for the children, but for the adults as well, for we need all, learned and unlearned, to turn from our individual vocations, not to rest or to find recreation, but to think seriously upon our common heritage and obligations which have come to us by way of George Washington. In one great city of our land at least this is done. It should be universal. "Washington's Day" should in our thoughts be given to Washington and to the country which he above all others gave into our keeping.

WASHINGTONIANS UNHAPPY.

Inauguration Day has become a kind of anti-climax. There's no more color or excitement about it now than there is in a meeting of the Electoral College. The fat-bodied citizens with the thick midriffs who used to block traffic don't care so much about it any more. The multitudes who used to tramp the sleety, sloppy or even the sunny avenues of the capital, are inclined to stay at home nowadays. They can hear the Presidents sworn in via radio and see all they care to see of the lingering pomp and circumstance in the

moving pictures next week. Washington does not put on a show for them any more.

This year that show will be even more colorless than in 1921. The parade will be an hour rather than six hours long. So far only twelve States have promised to send official delegations. Six of these are the New England States. These Commonwealths are installing their first President since Franklin Pierce. Naturally, they crave to be present. Nineteen States have sent "regrets."

Slowly and with a sadness nigh unto tears Washington surrenders to the new kind of inauguration. Warren G. Harding revived the Jeffersonian trend in inaugurals. There was no ball in 1921. The parade had no thunder in its feet. Now comes this New Englander who does not know how to dance, this Yankee who knows the value of a dollar. He believes in practicing the economy he preaches, and has gone and just ruined every hope Washington had.

Even the "Cave Dwellers" are a little downcast. As for the capital bonifaces, the sellers of this and the peddlers of that, the concession hawks and the tavern help, they have broken down and abandoned hope. Their once-in-four-years party is almost a total loss.

Twelve Governors instead of forty-eight. Not a rocket nor a roman candle. No "Court of Honor." Hardly enough bunting to dust a fiddle or flag a handcar. The tramp of hundreds where thousands used to march. There has been nothing quite like it since Tom Jefferson rode his nag up the Hill, wrapped the bridle reins around a post and went in and kissed the Book.

WOOL PRICES AND WOOLENS.

It is now generally conceded that there has been a permanent check to the advances in the price of wool. This is shown in this country as well as in the foreign markets. It has been demonstrated by the repeated failures to sell wool at or above upset figures, resulting in large percentages of withdrawals in London, Australia and New Zealand. In Uruguay there has been a practical cessation of wool sales because of the high prices asked, and the clip is only half sold, according to reports received by the Department of Commerce. The only question now is how much further the declines will go before buying can be stimulated. Fighting against the trend is the National Council of Wool Brokers of Melbourne, which has decided to reduce offerings of wool by 50 per cent. on and after Feb. 23. The effort is one by producers to hold up prices and, if possible, to control the wool market. Its chances of success appear small. Strong speculative interests appear to be behind the markets trying to uphold prices, but it can only be a matter of time, if buyers hold aloof, before they weaken and consent to lower levels. The feeling that this is bound to occur sooner or later has even had an effect in the goods market, although there is no logical basis for this, the supplies of raw material having been obtained at the higher prices. Not a great deal of buying, however,

has yet been done of the Fall fabrics which have been offered, and it looks as if the season would be rather long drawn out. The American Woolen Company will complete its lines on Thursday with the offering of fancy worsteds. How much these are to be advanced in price is uncertain. A number of mills are delaying their Fall openings in order to learn the trend of things beforehand. The openings of women's wear fabrics will remain in abeyance for some weeks yet, because there is nothing to be gained by an early display.

PROTECTING TRADE-MARKS.

A matter that is to come before the next Hague conference is one that is of great interest to many in this country. This is the protection of patents, trade-marks and designs. At the convention held in 1883 it was provided that contracting States should insure to the nationals of other contracting States effective protection against unfair trade competition. This was rather too vague to be effective. So it is now proposed by British interests concerned to get the coming conference to agree upon something more definite and workable. The idea is to have as adequate world protection for the intangible property referred to as there is for the tangible kind, by providing legal remedies for preventing infringements and for securing damages in cases of violation of rights. This would include the refusal or cancellation of a trade-mark "notorious in trade" in some other country as applied to any special kind of goods. As regards patents owned by foreigners the purpose is to abolish provisions for their forfeiture for failure to work them and substitute a system of compulsory licensing. This affects more specifically the British law. The efforts now in progress in this country for protecting originality of design fit in well with the British movement, to say nothing of the value of securing adequate protection abroad to American trade-marks. These latter have often been counterfeited by unscrupulous foreigners with inferior products, resulting in giving American goods an undeservedly bad reputation besides spoiling sales of them. There is the best of reasons why this country should take a hand in shaping any international agreement on the subject in question.

CANNED FOODS CONDITIONS.

Spot canned foods are seasonably active and judging by the increase during the past week in the number of enquiries for staples of all sorts will be in better actual demand for jobbing purposes from now on. Local and interior dealers are looking for many, if not most items, and even where trades are not effective, the desire to cover shows confidence in the situation and a need of replacements. Many enquiries are for odd lots as that is the only way such lines as succotash can be had, while in major vegetables there is moderate buying in jobbing lots. There is not a speculative demand for late outlets nor an evident desire to accumulate big blocks because the future looks good. The idea seems to be to keep stocks of fair size assortments so that there will be no shortages nor over-supplies.

COTTON AND COTTON GOODS.

Cotton prices have been moving within a narrow range recently, there being no new factors to induce any marked change. More attention is being given to the new crop, on which speculators are betting without having anything to base their calculations on. Temperatures and precipitation in various sections of the growing districts are used as plausible pretexts for the wagers made. No one has as yet any definite ideas as to what acreage will be planted nor of any other fact that will determine the yield, but these deficiencies do not bother those who believe they are good guessers. So far as the present crop is concerned, there will be a fairly large carryover unless domestic consumption increases soon. In Great Britain the spinners of American cotton in Lancashire have reduced weekly working hours from 39½ to 35 because of lack of demand for the fabrics made of it. In this country mills are turning out more goods than they did, but they are still a long way from capacity. They have not, however, made up much for stock, as is shown, every once in a while, when there crops up a sudden demand for one or two fabric constructions. Then spots go to a premium as against more distant deliveries. A fairly good business continues in many varieties of finished goods, and bleached cloths are well contracted for. Gingham prices were advanced during the week by several factors from a quarter to a half cent a yard. It was felt that this was necessary to allow for a margin of profit. Little new in the knit goods situation was disclosed during the past week beyond a 10 per cent. advance in bathing suits.

Despite the many inventions that are supposed to make life easier for us than it was for our ancestors, the constraining hand of circumstance now and then compels us to revert to the primitive. In the last few days the mind's eyes of the busiest people have been focused on three things that brought us out of the world of mechanical devices that we know too well into the insistent presence of the elemental. The first of these was the over-awing eclipse of the sun. Then came the marooning by pestilence of an Alaskan community on the Arctic foreshore and its thrilling salvation. And after that we seemed to listen together for the weakened voice of a man buried alive in a Kentucky cave. By such events, which in days of old would have been known tardily and partially, the world in almost simultaneous contact feels the kinship of those touches of Nature that remind us how, beneath various disguises, we are the children of one God, stirred to compassion for the plight of one another.

The largest organization of retail hardware dealers in the world will hold its thirty-first annual convention in Grand Rapids next week. The sessions, which occupy four days—Tuesday to Friday—will be devoted to the discussions of live topics by live men in the hardware trade. No Michigan hardware dealer can afford to remain at home while such a convention is in progress.

Some Men I Have Known in the Past.

I have known a good many thorough grocerymen in my day, but I have never known a man who better understood the science of salesmanship, based on an accurate knowledge of the goods he handled, than John Caulfield. Long experience as a grocer, first as a retailer and later as a wholesaler, gave him a knowledge of the grocery staples of forty years ago which enabled him to achieve success on a comparatively small capital, while many men who were in command of ten times the funds he had at his disposal tarried by the wayside.

When I first knew Mr. Caulfield he had a strong organization. Heman G. Barlow was his shipping clerk, quietly and methodically working out the details of the manifold shipping book which was later to make him famous and bring him in many ducats. Richard J. (Dick) Prendergast was his book-keeper, little dreaming that the time would come when he would be the Columbian orator of the wholesale grocery trade. Among his road force were Frank Crawford, D. E. Keyes, Manley Jones, Hub Baker and Billy Pittwood, who constituted a pretty strong combination in those days and enabled Mr. Caulfield to hold his own with any house then in the local field.

Speaking of Pittwood reminds me of the penchant he had for inducing the people in every town between Grand Rapids and Petoskey to purchase bells for their churches. Mr. Caulfield was a Roman Catholic in religion. Billy never had any religion, so far as my knowledge of him went, and I knew him intimately. For some reason, which I never was able to explain, Billy induced his customers in every town to start a subscription for a church bell, heading the list with a \$5 contribution from John Caulfield. There were very few Catholic churches North of Grand Rapids in those days, so Mr. Caulfield had the pleasure and satisfaction of knowing that he had a proprietary interest in every Protestant church bell along the Northern division of the G. R. & I.

Mr. Caulfield was greatly interested in the Tradesman when it was born and was one of my first advertising patrons. I had heard that he was sometimes a little uncertain in carrying out his agreements, so when he began talking advertising I hurriedly had some contracts printed. He demurred at first to signing a contract, but finally did so, agreeing to pay me \$50 for thirteen insertions of a good sized space. He was so delighted when I showed him his first advertisement that he called out to his book-keeper:

"Dick, give Stowe a check for \$25."

Mr. Prendergast did as requested.

The next week he was equally elated and made the same request of his book-keeper, which was given immediate attention.

The third week he was more pleased than ever and made the same request of Mr. Prendergast, who replied:

"Mr. Caulfield, you have already paid three months in advance. Why pay any more now?"

"All right," responded Mr. Caulfield, "let well enough alone."

From that time on I had constant

dealings with Mr. Caulfield as long as he remained in trade, but I never mentioned contract to him again and we never had a misunderstanding of any kind. I found his word as good as his bond. Sometimes he could not recall the particulars of a bargain previously made, but he always gave me the benefit of the doubt and said: "All right. If you say it was so, it must be so. You are a younger man than I am and have not as much stuff crammed in your head as I have."

John Caulfield was a descendant of a respected family whose lineage in the North of Ireland came down through several centuries. He was born December 25, 1838, near the village of Hilltown, County of Down, Ireland, and adjacent to Rosstrevor, the most charming seaside resort in the

pounds for a term of years to a large and long-established firm in the grocery trade. There he learned much of the "El Dorado" West of the Atlantic, decided to come to America, and in November, 1857, sailed in the four-masted American ship, John C. Calhoun, landing at New York Jan. 1, 1858. He came direct to Grand Rapids, rested a few weeks, obtained a temporary position as clerk in a grocery store and soon made a permanent engagement here with the late George W. Waterman, then a prominent wholesale and retail grocer, with whom he remained about five years. After this he made a trip West to Iowa, but returned and for a short time was again in the employ of Mr. Waterman, and then in the fall of 1864 entered into partnership with the

were destroyed by fire. This was a serious setback, as the block was not fully paid for, but with all his losses on stock and building, he did not lose courage. With undaunted energy, he rebuilt, finished the present building in 1872, rented it for a time, then opened again himself, and continued the wholesale grocery business there until 1886, when he retired from that trade to give his entire attention to his other interests, chiefly in real estate, which by that time had grown to be of much magnitude.

In 1871 Mr. Caulfield purchased a large tract of land South of the city. His native shrewdness led him to secure the location of the G. R. & I. carshops on a portion of this land and the remainder yielded him a rich harvest. It was currently reported that the sales of gravel alone brought into the caulfield coffers a sum ten times in excess of the amount originally paid for the entire tract.

Mr. Caulfield was a Democrat in politics, but always aimed to keep aloof from the petty controversies which appear to be a necessary concomitant in city and ward politics. He never allowed his busy life to be interfered with by alluring ambitions for official station. He had no hobbies and tolerated no side issues. He belonged to no clubs or fraternities, finding the greatest pleasure in the peace and quiet of his family circle.

Mr. Caulfield's loyalty of conduct, his steadfastness of principle and his keen understanding of matters at hand served to command the highest respect and keenest regard of all with whom he came in contact. As man, merchant and citizen his name was a familiar and respected one for more than half a century. E. A. Stowe.

Good Use For Tradesman.

Mrs. W. D. Adams, city librarian of Shelby, acknowledges the receipt of a weekly gift from a local merchant, as follows:

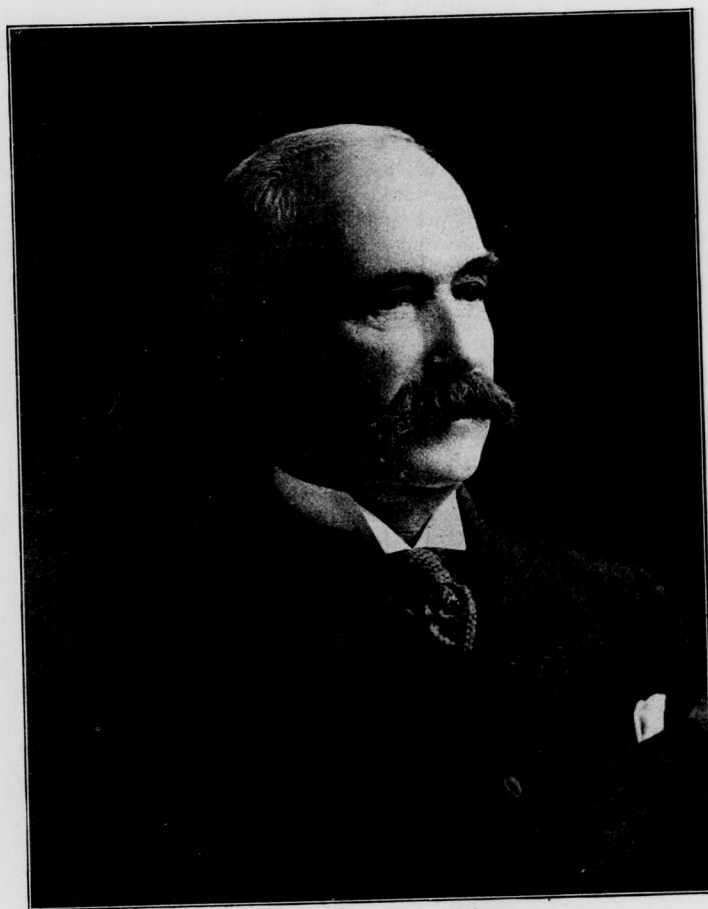
Harry E. VanArman, imbued with the altruistic spirit that pervades the Michigan Tradesman, is donating each week to the reading room of the library this excellent business paper which will interest the young men who read each week in the library and who are looking ahead to successful business careers. We prize this gift.

The Tradesman heartily commends the action of Mr. VanArman to the attention of merchants in other towns which maintain reading rooms in their public libraries.

The Public Library Commission of Detroit subscribes for enough copies of the Tradesman each year to keep one on file at each of the public libraries in that city.

Uneasy About Low End Crepes.

While the general situation in broad silks for Spring is considered satisfactory, of late some uneasiness is reported about the lower grades of printed crepes. The output of these has been very large, and there is considerable talk of a possible overproduction of them. So far these goods have been moving well into distributing and consuming channels, but it is pointed out that they are very sensitive to fashion demands. Accordingly, the manufacturers are watching developments closely.



John Caulfield.

Northwest part of the United Kingdom. His early education was obtained in the national schools of that country, schools then conducted under government control. There were annual examinations by government inspectors. After passing these successfully, at 15 years of age, having continuously attended school from the age of 7, he was prepared for a private school kept on the estate of Lord Roden, and managed by a professor of wide reputation for learning and ability. Here his stay was short. He was ambitious to enter mercantile life and he was much elated when a situation was obtained. His books and satchel were shelved and gaily he went with his father to the seaport of Newry, in the same county, and was there bound as an apprentice in indenture of 50

late John Clancy, in the same trade. About a year later Mr. Clancy retired from the firm, on account of his extensive lumbering interests, and Mr. Caulfield continued business alone. Between those two as long as Mr. Clancy lived there existed the warmest feelings of respect and friendship. During the subsequent twenty years Mr. Caulfield conducted a large business successfully, with credit unimpaired and unshaken through all the financial crises, notwithstanding the many disappointments, difficulties and losses which beset mercantile life. In 1869 he purchased the old Collins Hall block, which he rechristened Empire hall, corner Monroe and Erie streets, and in that year embarked in an exclusively wholesale grocery business. In April, 1871, his store and goods



Eternal Vigilance the Only Fire Preventative.

No merchant in any line of business enjoys a fire. That is an accepted fact. The shoe merchant probably suffers more damage from a fire than most other merchants, due to the tremendous damage that is done to shoes by water, resulting in molded leather, wrinkled linings, stained fabrics, kids, etc., stained hosiery, merchandise that is smoked up, and above all the delay to business, and heavy costs of carrying a part or all of the force in getting the merchandise in shape for a fire sale, provided the merchant takes the salvage off the hands of the underwriters. Such sales cheapen a first class store somewhat, and even after the sale is completed the store has to be redecorated, etc., providing it was principally water damage.

The only way in which to prevent fires is to be eternally on guard to prevent them. Generally after a fire an effort is made to place the cause. Causes are given generally as crossed wires, or a dropped cigarette, and run a long list such as mice and rats, spontaneous combustion, arson, etc. There have undoubtedly been cases where fires were caused from flaws in glass, creating a burning glass effect, when the sun was in the right position, on Sundays or holidays, when the store was closed, and when something easily touched off was left where it ignited.

There are probably very few fires caused by crossed wires, due to the fact that wiring is installed generally by electrical experts, and is inspected by experts, including insurance men. The newer methods of running wires in conduits, instead of open wiring, naturally prevents danger of short circuits by crossing. However, many fires are caused from electrical appliances used on drop cords, electrical irons being the most dangerous, as some employe fails to turn them off at quitting time. There is also much carelessness in handling drop cords.

The writer was recently in a shoe store which has suffered from a number of fires. While talking to one of the officials the question was brought up concerning a recent shoe store fire, and while talking the writer called the manager's attention to two fire hazards within fifteen feet of the settee on which we were sitting. In both cases they were electrical fans, operated from drop cords, from ceiling conduits. Employes had installed the fans for the season, on the usual brackets, suspended by four metal rods from the ceiling. The cords being too long, and in the way had been looped around the metal brackets to take up the slack. This means direct contact if there is a bad

portion of insulation anywhere on the wire. Old cords become brittle, the rubber getting hard and cracking, which means that high tension electricity will jump from the cracks in the wire to metal. The metal will convey the current direct to the wood to which it is fastened. In this case the manager at once called for a man to change the cords, and to inspect every drop cord in the store to see that it was not touching metal.

In another store a traveling salesman called attention of the manager to the fact that his window drop cords, for special lighting effects, not only were dangerous, as they had to be brought down in a hidden effect, but were a violation of the law. This store man immediately jerked them out, and installed floor sockets in the window.

Just recently the fire department made a run to put out a fire which started in a show window, where an electric globe, placed under silk for a lighting effect, had charred the silk until it burst into flames. You can't confine an electric globe in small radius, without the heat becoming so intense that it will set fire to anything inflammable.

Some years ago in a jobbing house the crew reported in the office one morning, and spent some time in trying to find where a burnt or burning smell was coming from. It was finally located in a bunch of greasy waste, full of furniture polish. The porter had used it the day before in rubbing down mahogany furniture, and had dropped it on a tile hearth, when he quit polishing fixtures and furniture. During the night it had caught fire from spontaneous combustion, and had been reduced practically to ashes. Fortunately it was on a fire-proof substance, and caused no damage. After that metal containers were used for all greasy rags and waste.

It is not as easy for the management of a concern to spot fire hazards which have been installed through carelessness or lack of knowledge on the part of some employe, as it is for an outsider, who knows fire hazards when he sees them. That is one reason why it would really pay to occasionally hire the engineer, or inspector of a local insurance agency, actuarial bureau, or independent, to go over the premises, and make a thorough inspection. Most of the larger and modern local insurance agencies to-day hire engineers, whose business it is to inspect properties of the agencies assured, or its customers. These inspectors are hired for the purpose of reducing insurance rates by removing fire hazard, in order to get new business away from other agencies, but they are always available to inspect property already carried by the agency.

Some men will spend a lot of money in making a property as fire-proof as possible, and then forget about watching to see that it is kept that way. In the basements of some shoe stores old shoe boxes, paper, etc., accumulates. The management has found that it pays to save this stuff, crate it, and sell it to the paper stock companies. It really amounts to a good many dollars, in view of the fact that practically all shoe shipments to-day are made in corrugated containers. However, if home office men of some of the insurance companies could see how the stuff is allowed to accumulate, and lay around under basement stairways, etc., they would cancel the risk.

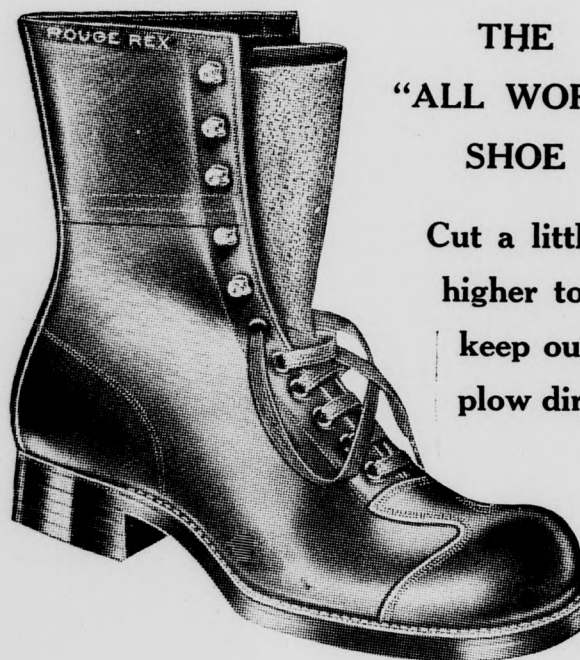
A few years ago the writer inspected a new dry cleaning plant, which had been in operation about two months.

The owner was quite proud of it, and was pointing out its various fire-prevention and fire-fighting facilities. There was a fire door at the rear of the cleaning plant. This door was weighted, and had a metallic fuse which would melt on low heat, and allow the door to slam shut tightly. However, the door was propped open with a broomstick at the time of the inspection, and the manager hadn't realized that the door would be useless in event of fire, if the weights were removed, or the door was propped open, as it couldn't close. He was also explaining how the light sockets were all enclosed in gas-proof glass fixtures, so that gasoline fumes could not possibly come in contact with bad connections in the sockets.

However, he seemed thunderstruck

They WEAR 1000 MILES and they always stay soft

— a secret process fixes that!



THE
"ALL WORK"
SHOE

Cut a little
higher to
keep out
plow dirt

You can expect a different kind of wear from Rouge Rex Shoes. For they are actually made out of different material than any other work shoe. They are made of Cordovan horse-hide. The toughest, longest wearing leather known.

Baseballs are made of horse-hide because it is the only leather that will stand the pounding. The finest Cossack saddles are made of it too. But heretofore it couldn't be used for work shoes. Because it always tanned up too stiff.

But in our tannery we learned how to tan it soft. The upper leather is thick for your protection, but we make it as soft as a moccasin. And it stays soft. Even after many wettings it will always dry out soft. No other shoe we know of does this.

We expect Rouge Rex shoes to wear longer. The secret is in the leather. And in the fact that we specialize in work shoes only.

Whatever your need, there is a Rouge Rex to meet it. Farm, shop, lumber camp, mines, summer and winter, each has a special Rouge Rex shoe built to meet each special condition. That, too, is why they wear so well.

HIRTH-KRAUSE CO., GRAND RAPIDS

when it was pointed out to him that one of the fixtures had been removed, and a drop cord was swinging from the socket. On the end of this drop cord was a portable light, on a so-called stick, and wire globe protector. An employe was sticking it into a clothing washing machine, filled with gasoline, to inspect the clothing to see if it was clean. One little spurt from the light socket, and the washer would have been in flames. The owner hadn't realized what was being done, and the employe knew no better.

One of the best systems of all to prevent overnight fires when there is no one in the store, is to have special wiring carrying lights over safes, or any special lights that should be on overnight. This should be a circuit that is entirely free of all other circuits in the house. This would make it possible to pull the main switch on closing up at night, or everything but the special circuit, which should be made fool proof. When there are people about the store a short circuit from a fan, extension light, or something of that sort, can be discovered, before it can cause much damage. At night the only safe course is to remove all electricity from the general wiring of the store, by pulling the main switch.

It is admitted that practically all store fires occur at night, or on holidays when the forces are out. Just how to prevent such fires is a question of absorbing interest. It is almost impossible where smoking is prohibited among employes, to prevent some of the men from slipping into the basement or stock room for a smoke. If they hear a noise they will flip away the cigarette or match, or place their foot on it, sometimes leaving a spark, which may take hours in developing into a flame. It would be much better to cut off a smoking room, than take chances with smoking being done in dangerous and isolated spots.

Sometimes a manager will go back to the store late at night himself, and forget and leave a smoke of some kind lighted on a desk, or counter, where it is probably next heard of a few hours later when the fire department answers an alarm, and there is a glow in the sky. Considering the number of times that some of us have caught it from friend, wife for burning furniture, etc., through forgetting a lighted smoke, there is reason to believe that we might be just as careless in the store.

In a good many cases merchants that were under-insured lost large sums through not having enough insurance, and through being out of business for some time. Another condition to remember is that some of these customers who go elsewhere while the house is out of business never come back.

The American people are wasteful, extravagant and careless due to prosperity. Many of them realize the dangers of fire but don't stop and give enough consideration to the matter. How many merchants within the past year have thought enough about fire to go over their store and look for the lurking fire hazard? Again—"Eternal Vigilance is the only Fire Preventative."

Planning For the Muskegon Convention.

Saginaw, Feb. 17.—Merchants in their own interest should not clamor indiscriminately for legislation. Too many laws are bad and confusing. However, when matters of importance are up for discussion or enactment into law merchants should interest themselves and inform their representatives in the legislative halls of their stand.

One of the best measures introduced in some time that is for the common good, as well also of great importance to the retail merchant, is Senate Bill No. 15, of which you printed the full text in the Tradesman of Feb. 4.

Merchants will do well to heed your admonition and write to their senators and representatives at Lansing regarding this bill. I hope many have already done so.

The joint meeting of the Board of Directors and the convention committee of the local Association at Muskegon, on Tuesday Jan. 20, was a great success.

The Muskegon Association is certainly to be commended for the fine spirit of co-operation it is evidencing in all matters pertaining to the coming Retail Grocers and General Merchants convention.

In preparing the program there were no questions asked other than: Will it be in the interest of a greater attendance? Will it meet with the approval of the delegates? How can we best serve the merchants' interest?

The dates finally decided upon for the convention are April 21, 22 and 23; Tuesday, Wednesday and Thursday. The program as outlined will be similar to that of last year. Not hours and hours of set speeches, admonitions and prophecies, but a few pertinent talks on timely topics and then discussions by the merchants' convention in every sense of the word.

The convention will close on Thursday, with one session, giving the delegates an opportunity to attend the meeting and at the same time get an early start for home.

Charles Christensen, Pres.

True Story Without Names.

In one of our suburbs I recently passed two acquaintances in an automobile. The driver was a union printer and the other a young architect. Later I met the architect and asked some questions.

"Well," he said, "he has a lot that he wants me to build a house on." I said: "But he has been on strike for three years. I'm surprised he should be building at this time."

"Well," said my friend, "he's been getting strike benefits and occupied himself profitably at other things, including that of business agent (walking delegate) for a union in the building trade which enabled him to pull down several thousand dollars in graft and bribes. This is the second house he has asked me to build, and I want to tell you a funny thing about it. He is a union printer, dyed-in-the-wool type, but he said to me when we were getting contractors on the first house, 'I don't want you to let any union contractor bid on this job, for several reasons.' He wasn't for taking any of his own medicine."

Frank Stowell.

If you want to know how to handle the farming trade with success, subscribe for a farm paper and read the Government bulletins to farmers so you will understand what the farmer is up against.

All work can be made as noble as prayer.

Putnam's GOOD CANDY

Replenish your stock with the kind that sells the year round

NATIONAL CANDY CO., INC.
PUTNAM FACTORY
GRAND RAPIDS, MICHIGAN



Be sure to get the package with the Windmill Trademark

When it comes to foods there is nothing better than

HOLLAND RUSK

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

Holland Rusk Company, Inc.
HOLLAND MICHIGAN

HEKMAN'S

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

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



Hekman Biscuit Co.
Grand Rapids, Mich

CUSTOMERS WHO CALL AGAIN

It's the visits which follow which make new customers worth while. One time sales do not build a steady business, but repeated sales do. Fleischmann's Yeast-for-Health brings customers into your store regularly and often for their supply of yeast.

And when they come, you can sell other things, too. Suggest Yeast-for-Health often. It will help build regular sales.

FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE



Believes France Should Pay Her Debt.

A bonus bill has become a law. Expenditures have already been made as a result of it. Other newer but smaller government expenses are requiring more outlay on the part of Uncle Sam. Despite all expenses, I look for a tax bill of about the same figure as the present for the next ten years. It will be slightly smaller, I am confident, but it will not, in my judgment, be reduced more than three or four hundred million unless the nations which owe us start paying us. More of this a little later in my talk. One thing is certain, however. The people have had a taste of reduced taxes. They are "coming back for more."

Let it not be thought from what I am saying that there will not be new bills in Congress requiring Uncle Sam to "shell out" more money. There will be plenty of new expenses. Increased compensation for some Government employees, increased pensions, increased cost of caring for world war veterans—these three things are likely to swell the outgoing funds at Washington. Set off against possible increases as these is the possibility, if not probability, of further reductions in the Government pay roll; reductions not of salaries but of the number of employees.

But the thing which I think will add as much (or more) funds to the Government revenues as anything else is the payments on the debts of other nations to this country. Without a doubt, these debts will be the next executioners of high tax rates.

To-day the average person's head is aswim with headlines such as "France will pay?" "France has no Intention of Paying." But let this thought be borne in mind. France will not repudiate her debt and Uncle Sam is not going to cancel it. It is not to the interest of either to repudiate or cancel.

France will pay!

Propaganda to the contrary notwithstanding, the majority of citizens of the United States favor collection of the debt. The present administration in this country is for it. And there are a great many prominent Frenchmen and a vast number of ordinary citizens of France who want their country to pay.

A slight reduction in interest rates may be made when a settlement is arrived at with France, but it is doubtful that France will receive better than Great Britain.

We have the word of no less an authority on the foreign debt than Senator William E. Borah of Idaho that:

In 1924 the British paid \$23,000,000 in principal and \$137,310,000 in interest, making a total of \$160,310,000. The American taxpayer paid in inter-

est, alone, in that year \$194,522,500 or \$34,212,500 in excess of what the British paid both in principal and interest.

To state it in another way, the British taxpayer goes down in his pocket for the settlement of the debt which they owe us, which they not only contracted but contracted at their own solicitation, and according to their own terms, for \$11,105,965,000 in order to settle \$4,600,000,000 of debt; while the American taxpayer must raise in the way of taxes, in order to settle the same amount of indebtedness which he is carrying, \$12,772,665,000. So it clearly appears that, even upon the basis of the contract which was made with the American taxpayer, in order to raise the money to meet this situation, he is paying in excess of the British taxpayer, \$1,666,700."

In order fully to understand what the Senator means by the \$11,000,000,000 and \$12,772,000,000 bills which the British and American taxpayers, respectively, will have to pay, it must be known that although Great Britain owes us only some \$4,600,000,000, she is paying us for it over a period of about sixty years, so that by the time she has paid interest and principal for that period of time we will have received about eleven billion. The American taxpayer, in the meantime, pays on the same obligation the \$12,772,000,000 or thereabouts. In other words, because of the difference in rates granted Great Britain and the rates on obligations issued by Uncle Sam to his citizens to obtain the money to loan to Britain, the American citizen will sustain a loss of something like \$1,600,000,000.

Considering what we are losing by the settlement with Britain I do not see how we can ask the American public to bear any greater proportion of the French debt to us.

Uncle Sam should be generous where stricken countries are concerned. No nation or individual can truthfully say that he is not. There is no reason why he should bear a portion of the tax burden of a dozen or so countries, simply because they owe us.

It is said by many, even on our own shores, that we should cancel France's debt to us because France is unable to pay. France has been paid, according to the American Institute of Economics, some \$6,500,000,000 by Germany. France received her proportion of this. We received nothing. It is estimated that France received as a result of the war about thirty billion dollars in territory, etc. The slight interest charge on France's debt to us would not greatly embarrass that country and it would help us, taking some of the burden off our own tax-

TRUSTS—What They Are, and What They Are Not,—When WE Speak of Them

They are *not* the organizations, once more common than now, described popularly as "Trusts" (why, it is hard to say) which seek to control some necessity of the public and hope to sell it at an abnormal profit.

A Trust, in the legal sense, means property or money placed in the care of a *Trustee*, for a laudable purpose,—the general or unlimited use or benefit, under specific instructions, of a designated person or persons, or of a church or other organization, or of several such.

We are now intrusted with the investment, care, and the distribution of the income, of many millions of dollars under such "Trusts". Our organization is trained by 35 years' experience, to do these things the right way.

Are you interested in the support of a missionary institution or other organization, in China, in Turkey, in India, or in any other part of the world? Do you want it to receive regularly the income from a stated fund? As Trustee, for an agreed fee, we will furnish, *at cost*, suitable securities, collect the income, and make the desired remittances. This would be a "*Trust*".

The same is true of a fund for the benefit of American churches and charitable institutions you would assist,—without reference to sect or denomination. This would be a "*Trust*".

Do you wish to aid in the support of relatives or friends, with the income from a fund, and upon their death to give others the income? This would be a "*Trust*".

Do you wish to provide through a fund for the future care and education of a baby, or a child? This would be a "*Trust*".

Our charges are largely, if not entirely, offset by the pecuniary advantages arising from our methods, to those interested in the "*Trust*".

The common habit of waiting for your last will and testament to take effect, is of doubtful wisdom. Get the joy that will be yours, *from seeing the "Trust" work*, with freedom from care.

Write for our circulars "Trusts in General",—"Life Insurance Coupled With a Trust",—"Inheritance Tax Trusts", and "Baby Trusts". Ask us questions. It is an important subject,—get acquainted with it.

THE
MICHIGAN TRUST
COMPANY

Organized in 1889

Corner Pearl and Ottawa
Grand Rapids, Mich.

payers who loaned the money to France.

Some other good American citizens say that France should not pay and that we should cancel the debt.

I wonder if those citizens know that among other things, to defend France; we paid France for trenches thrown up, that we paid for roads damaged by our trucks in France, although these trucks carried troops or supplies for troops which were to help turn the tide of battle in favor of France; that we paid for the ships which took our troops across.

I am no maudlin patriot, but it looks as if some people are trying to stampede this country into a permanent and malignant case of the inferiority complex. In righteous self-mortification we are told by some of our own people that we are deeply indebted to France, financially, that she gave to us and did not ask to be reimbursed. How untrue that statement is a dozen histories will testify. On the other hand, we paid amounts supposed to be received by us as gifts. And on one of these we greatly overpaid.

As to gifts, actual gifts, would the total amounts ever loaned and given us even distantly approach the amounts we have given to those French men and French women whose homes were desolated by war?

Let us get out of the habit of thought which causes us to be constantly ashamed of ourselves when we have nothing of which to be ashamed.

We stand on our own feet in this country. We have taken no territory in the late war. We should be paid our just debts. I believe that within the next year or two years at the most both France and Italy will start payments. If they did nothing more than pay interest on what they owe, at 3 and 3½ per cent. as Britain is doing, they would enable us to make a noticeable difference in our tax bill.

W. B. Swindell, Jr.

The New Tax Law Will Be a Relief.

The new tax law of 1924 is a distinct relief in most particulars over the old tax laws. A great many important concessions have been granted the taxpayer. Income tax rates have been slashed for all taxpayers. Some people will pay at rates only about one-third as much as those effective under the 1921 law. They have received reductions in rates amounting, in some cases, to over 60 per cent.

Let people say what they will of the new tax law, it is a great improvement over the old law. The real facts are that the tax changes are a great tonic to business. The wheels of business are turning faster. There is optimism everywhere. Grain has soared to unheard of heights. The farmer in many cases has sold his grain, but just the same thousands of farmers will benefit from the high prices paid for their products. All this prosperity—this upswing—is not traceable alone to the fact that any one administration is in power. The "habit of prosperity" seems to touch some administrations with its magic wand. But, the new tax law put over by a compromise of all the political forces has propelled business a long way forward. Relief

means encouragement. And the new tax law offers the taxpayer relief in many places.

Of one thing there should be no doubt. Calvin Coolidge did two things when he started his "Greater economy" program. He used a key which unlocked in one turning the door to greater progress and the door to the people's votes. Economy soon translated itself into terms of more money in the taxpayer's pocket and less in Uncle Sam's official coffers. This country is in wonderful condition today and, "There's a reason"—economy.

Supply and demand—the two great factors in everything economic—played their parts and well. But more money in business and less in Government has meant more demand and more supply, thus more prosperity.

A new court has been set up for the American taxpayer, independent of the Treasury Department in which the income tax unit is located. This court or board of tax appeals will, in my opinion, have the effect of further stimulating business. Most of its decisions so far have been very fair and there are many indications that the people are pleased with its decisions.

I have been asked a great many times recently whether I think we should look for further tax cuts as a result of further reductions in disarmament. In my judgment we will not see our tax bill slashed much further by greater decreases in armaments. Of course, it is possible that we will arrive at some arrangement with other nations whereby all of us will reduce our fighting equipment more, but I think it is very unlikely that even then the action taken will be so drastic as to make much change in our tax bill.

H. A. Harris.

Comparative Statement of Personal Resources.

The banking resources of Grand Rapids are approximately \$90,000,000. Figuring the population at 150,000 makes the per capita resources \$600.

The banking resources of Holland are \$9,100,000. Figuring the population at 14,000 makes the personal resources \$650 per capita.

The banking resources of Zeeland are \$3,513,045. Figuring the population at 2500 makes the per capita resources \$1400.

If the building and loan association resources were added to the Grand Rapids figures, it would increase the per capita possessions to about \$700

"We undersell all others" may be truthfully said by a limited number of merchants. Repeated without constant demonstration, the public loses faith in the dealer.

THE MERCHANTS' CREDITORS ASSOCIATION, 208-210 McCamly Bldg., Battle Creek, Mich., turns slow and bad accounts into cash and the Client gets every dollar collected.

No magic about it—Ask us how!

References: Chamber of Commerce and Old National Bank, Battle Creek, Mich.



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The Grand Rapids Savings Bank

60,000 Satisfied Customers

Resources Over \$19,000,000

NEW CONDITIONS

WHEN 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.

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN

The Invisible Union of Slow Payers.

I am not the author of the above title. The credit for it goes to a thoughtful credit manager, one who has had a wide experience with slow paying debtors. The term impressed me as a very apt and descriptive one.

The salesman appears with a good sized order, indicating a good sized profit, complimenting himself and anticipating the compliments of his people. He may have felt that securing the order represents able salesmanship, whereas the order may have been one awaiting the first salesman who was willing to take it.

We may well acknowledge the existence of an "invisible union" of slow paying merchants—without any direct bonds or any formal organization—who are on the alert for the salesman or house anxious for business who will take it no matter what the reckoning may be at the other end of the line.

We hear often that sales must be made in order that overhead may not exceed reasonable proportions, and to get the volume some undesirable business must be accepted. I question strongly the wisdom of this deduction. Volume may reduce the proportionate overhead, but on a close analysis it will be found that, when volume is secured at the expense of terms, the amount of receivables carried from month to month on which no interest is received, the number of failures naturally arising within the slow paying class of debtors, the amount of time and effort required for the adjustment of slow accounts, the feeling of dissatisfaction over slow paying accounts, even though they are entertained, make up a cost that will exceed the profits on such business.

Furthermore, many slow paying merchants keep in a rut because a better pathway is not pointed out to them. They are encouraged to do their own business along shiftless lines, and make no efforts to bring themselves into better ways.

The "invisible union" of slow paying merchants is not profitable to our business and it is really just as much out of date as the old corduroy highway.

Credit manager and salesman, working together, can put a real crimp into this body of slow payers, and I think for the character of our business, for its general welfare, for the reduction of unnecessary losses, that it should be one of our primary objects not to sell goods on one set of terms and be willing to settle on another; but to transform the deserving and inherently able merchants from slow methods to prompt methods, and thus get our customers into step with our best and most modern ideas. J. H. Tregoe.

Long Trousers For Small Boys.

Boys of from four to ten years of age will be seen in long trouser suits this Spring, if this innovation goes over, according to the expectations of manufacturers. The suits are exact replicas of adults' clothing, with coat and trousers cut in the English vogue and a regulation vest. Certain of the outfits comprise striped gray flannel trousers and a blue serge coat. Some retailers have already started showings of the suits to test out their chances of popularity this Spring.

60,000 Shares The Cudahy Packing Company Common Stock

Par Value \$100 per Share

Present annual dividend rate 7%, payable quarterly January, April, July and October 15

Dividends exempt from present Normal Federal Income Tax

The Common Stock now outstanding is listed on the Chicago and Boston Stock Exchanges. It is expected that application will be made to list the Common Stock, including this offering, on the New York Stock Exchange. Of the present offering 40,000 Shares is additional Stock to be issued by the Company, and is offered subject to subscriptions by the holders of Common Stock of the Company, to whom said shares have been offered at \$107. per share. The balance of 20,000 Shares is stock already issued and outstanding.

CAPITALIZATION

Giving effect to this financing

Funded Debt:	Authorized	Outstanding
First Mortgage Five Per Cent. Gold Bonds, due 1946	\$12,000,000*	\$9,600,000
Sinking Fund Five and One-Half Per Cent. Gold Debentures, due 1937	15,000,000*	14,600,000
Capital Stock:		
6% Cumulative Preferred Stock, par \$100	\$ 2,000,000	\$ 2,000,000
7% Cumulative Preferred Stock, par \$100	6,550,500	6,550,500
Common Stock, par \$100	26,449,500	21,249,500

*Entire amount originally issued—balance retired through Sinking Fund.

The following is summarized from a letter received by the Bankers from Edward A. Cudahy, Esq., President of the Company:

GENERAL: The Cudahy Packing Company, originally organized in 1887, is one of the largest meat packing companies in the world. It owns and operates eight main plants located at Omaha, Kansas City, Sioux City, Wichita, Los Angeles, North Salt Lake, Detroit and Jersey City. It has over 100 distributing branch houses in the principal cities of the United States and also extensive facilities for marketing its products in Europe. It also owns and operates five plants which manufacture "Old Dutch Cleanser."

EARNINGS: The following is a summary of the Company's income account for the last three fiscal years:

	FISCAL YEAR ENDED:		
	Nov. 1, 1924	Oct. 27, 1923	Oct. 28, 1922
Total Sales	\$203,750,000	\$190,289,000	\$160,163,827
Balance available for dividends on Common Stock	2,773,695	1,431,663	652,964
Equals per share of Common Stock now outstanding*	\$16.08	\$8.30	\$3.79

Not including the 40,000 shares of additional Common stock included in the present offering.

The Company has been rapidly recovering its earning power since the period of disturbed economic conditions of 1920-1921. For the first two months of the current fiscal year sales and net profits have been substantially in excess of the corresponding amounts for the same two months of the fiscal year ended November 1, 1924. For the nine years 1916-1924, average annual net earnings available for dividends on the Common Stock were equivalent to \$10.10 per share on the average amount of such stock outstanding.

ASSETS: Based on balance sheet as of November 1, 1924, and giving effect to the application of the proceeds of this financing, current assets are over four times current liabilities, and net tangible assets amount to over \$125 per share of Common Stock. Fixed assets are carried at appraised values as of 1915 plus subsequent additions at actual cost and less liberal depreciation charges; the present aggregate sound value of the fixed assets is largely in excess of the total amount at which such assets are carried in the balance sheet.

DIVIDENDS: Dividends on the Common Stock have been declared at the rate of \$7.00 per share per annum, payable quarterly January, April, July and Oct. 15, 1925.

MANAGEMENT: The control and management of the Company continue in the hands of members of the Cudahy family which is responsible for the rapid and sound development and successful operation of the Company. The officers and directors have been trained through long service with the Company, most of them having service records of from fifteen to thirty years.

We offer this Stock for subscription when, as and if issued and received by us and subject to approval of our Counsel, Messrs. Davis, Polk, Wardwell, Gardiner & Reed, of New York City, and Messrs. Defrees, Buckingham & Eaton, of Chicago. The Company's books have been audited by Messrs. Arthur Young & Co. It is expected that delivery will be made on or about February 16, 1925, in the form of Temporary or Permanent Stock Certificates.

Price \$107. per Share

HOWE, SNOW & BERTLES

(INCORPORATED)

Investment Securities

GRAND RAPIDS

DETROIT

CHICAGO

NEW YORK

We do not guarantee the statements and figures presented herein, but they are taken from sources which we believe to be reliable.

Good Salesmanship Usually Leads To Success.

Salesmanship is establishing points of contact between the buyer and the seller. The very best salesman ever created could not sell fur coats in the tropics. Discovering the needs or creating desirable needs of people and how these needs may be satisfied are the broad proportions of good salesmanship. It is a superficial idea that taking orders is salesmanship, just as it is a superficial idea that passing on orders is the chief province of the credit department. Selling goods to the retailer that he, in turn, can sell to the consumer is a much more intelligent operation than merely taking orders. Selling to a retailer goods that will probably remain on his shelf, merely for the sake of taking an order, is poor salesmanship. Selling goods really needed by the public that a retail enterprise caters to (or helping to create such a need) and helping to move the goods by practical pointers and suggestions, is good and efficient salesmanship.

What do we know about retail merchandising is a pertinent question that we may put to ourselves. Why is it that in the same community one merchant will prosper while another will lose ground and ultimately fail? Is it not merely that one discovered and catered to the needs of the community, offered his goods in an attractive way, stimulated as well as satisfied needs, while the other waited for business to come without anything to attract it? Salesmanship applies to nearly all activities of human endeavor. It is the mainspring of intelligent conduct. When a gift, it is wonderful.

A number of retail merchants would not have gone down the pathway of failure had good salesmanship been ready to point out their mistakes and head them in a different direction.

Taking orders, therefore, is hardly more than taking the risk; while selling goods that the community will absorb and make way for further supplies, is a type of salesmanship that helps to keep the pot boiling and develops a real character in human industry. When taking orders their volume should be subordinate to their value. Have the buyers place their orders wisely; have the sales judiciously made. Thinking of the fellow at the other end of the line is, after all, thinking of one's self, and no doubt we have in the business field wide opportunities for increasing our ideas of good salesmanship and using these ideas for the saving of human failures, the stabilizing of business, and the happiness that comes from successful and prudent efforts. J. H. Tregoe.

The Atmosphere of the Financial Statement.

I attended as a visitor a court of one of our highest grade referees in bankruptcy and listened to a decision that involved the interpretation of a financial statement. The statement was undoubtedly false. The referee told me in a personal conference that not for months had a financial statement arising in any of the cases before him been worthy of credence. This is very serious. On careful reflection I recognized that each financial statement carries an atmosphere of its own and

it cannot be interpreted safely without taking this atmosphere into account.

To illustrate: Where a merchant is known to be a slow payer, where the liquidation of indebtedness is accomplished with difficulty, his financial statement, showing a safe proportion of quick assets to current liabilities, should be closely scrutinized, for the chances are that it will not reflect accurately the maker's condition. It is exceedingly serious and too important a type of credit information for the financial statement to fall into disrepute. Every bit of energy should be bent by credit departments to show to the makers of financial statements, that not only is it immoral to practice window-dressing in giving the various items, but it may prove a criminal fraud.

In no feature of credit work can good sense and sound judgment have a wider field of action than in the interpretation of financial statements. Let me say once again that the atmosphere of a statement must be taken as a part of the statement itself. Facts are preferable to mere ratios. Where there is slowness rather than unfavorable features in the statement of a debtor, we should give to this habit of slowness more weight, when weighing a risk, than we give to a financial statement that shows a good surplus, or ratios that would meet the usual standard. Everywhere and on every occasion the sanctity of the financial statement should be observed. If merchants are not faithful in this one thing how can they be trained to be faithful in the performance of their other obligations! J. H. Tregoe.

Trainmen equipped with steel vests provided with inside pockets for the carrying of large amounts of currency represent Wall Street's latest plan for reducing robberies. The men to be employed belong to bonded crews on commuter trains. They are at leisure between 10 and 4, just the hours during which the financial houses need them. The railroads have no objection to their making this use of their idle time, and the men will be able to add a substantial sum to their pay. The plan seems practicable all around. Attempts have been made before to obtain men instead of boys for this responsible kind of messenger service, but they have not been very successful. Employment of these trainmen looks like a happy solution of one of the most difficult problems Wall Street has ever faced.

Do American Locomotive engineers always think of the passengers; is their courtesy invariably "expressed in smooth starting and stopping?" Most travelers on our railroads will doubt it. Yet this is the ideal set forth for employees of the Baltimore & Ohio Railroad Company in an advertising circular commending the passenger service of that road. If the B. & O. can live up to this idea in its service and approximate in "smooth starting and stopping" the record everywhere achieved on the best railways in Great Britain and in France, and even in Italy, it will have initiated a reform that will be appreciated by the American public.

OUR FIRE INSURANCE POLICIES ARE CONCURRENT

with any standard stock policies that you are buying

The Net Cost is **30% Less**

Michigan Bankers and Merchants Mutual Fire Insurance Co.
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Retail Hardware Mutual	Central Manufacturers' Mutual
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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.

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LANSING, MICHIGAN

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L. H. BAKER, Secy-Treas. LANSING, MICH.
P. O. Box 549

THE FAMILY DOCTOR.

Service of Family Physician Cannot Be Over-Estimated.

Written for the Tradesman.

I recall with some pleasure and a little agony the experience of my early boyhood days in having the family doctor visit us. He was always a welcome visitor, because he exhibited an interest in our family welfare and wanted to be useful in maintaining health and happiness and usefulness. When he first came he was on horseback and had saddle bags, and I was greatly interested in the make-up of his paraphernalia. I saw his bottles of medicine and the turnkeys that he employed in the extraction of teeth, and listened attentively to the conversation along the lines of good health. Later he came in a gig, a two wheeled vehicle that could more easily be handled in the by roads of a new country. And I noted as I grew older that the volume of remedies increased and the various accompaniments of his practice were multiplied. He always left a pleasant impression among us people, in spite of the distasteful quality of his remedies, because we felt he was interested in all of us and was glad to make us well and keep us well and happy.

Later on in years, when I had a home of my own, and the family physician dropped in on us with his thought of friendship and neighborliness, he became an interested and mighty useful factor in connection with our home happiness. He brought not only health-giving happiness, but he, through his friendliness and thoughtfulness, led our minds into pleasant realms, as well as practicing acts of healing upon our bodies.

I take down the Bonnie Briar Bush occasionally and read the delightful tribute by Ian McClaren to the country doctor. What a wonderful man was Dr. McClure! How well he fitted into the needs of the community, and through his kindly sympathy and thoughtful consideration, what a marvelous influence he had in directing not only methods of health but a sense of righteousness in the families that he visited!

Then there is that other wonderful doctor Kittridge, whom Dr. Oliver Wendell Holmes in Elsie Venner brings so graphically before us as an indulgent and useful factor in the community, performing the most delightful functions of service in connection with family life and home influence. The service of a family physician cannot be over-estimated if he is inspired by the spirit of usefulness which should characterize the practitioner in any profession. Another instance that I recall is that of Dr. Lavendar, whom Margaret DeLand delineates as a delightful advisor in connection with personal and family and neighborhood affairs, and whose joy was in the beautiful counsel which he was enabled to give in a way that could not be misconstrued but utilized in the development of a sweet and wholesome manhood and womanhood.

My thought in this connection attaches itself to the tendency of modern times toward specialization and the danger of losing our family doctor. I

note on the part of young men preparing for the practice of medicine that their idea seems to be the securing of a specialized education that shall enable them to practice successfully in a narrow realm of the profession, expecting because of this centralization to become better equipped to do better work with better compensation. Boys who have sought my counsel and assistance in relation to acquiring the education which shall be followed by the establishment of the practice of medicine, have argued very strongly that this is an epoch of specialization and the best service can only be rendered through special enforcement in a special field.

I believe in science, in scientific investigation, and have faith in the wonderful processes of scientific enquiry. I believe in centralizing one's abilities and energies so that more important results may accrue, and still I deplore the fact that we have families who are liable to lose, in this tendency, the sweet, beautiful, attentive influence and service of the family doctor. I feel like urging young medical students to think very carefully over the wonderful opportunities of the general practitioner to render the most important service to families and to homes, and in this service become beloved and venerated.

A young friend of mine, graduated from one of our best medical schools, had before him the two lines of activity presented, that of the specialist who should become an expert in practice and that of the general practitioner who should go into neighborhood service and have what we used to call a community riding. I watched the attitude of his mind and confess I was greatly pleased when he decided, because there seemed to be an opportune opening, to enter the field of a general practitioner. Some years have elapsed. He has worked hard; he has built up a fine practice; there is never a call that goes unheeded; he is the friend of untold families in his community; and while his life to some people might seem like slavery, he is devoted to his profession and has become in a large community the personal advisor of a wide range of city and country homes. As I think of him and his splendid service and compare it with that of the specialist, whom I consult as to whether my tonsils should be removed or not, or the other specialist who advises me with regard to my eyesight, and in either case knows nothing about my home or connections, and cares less about me beyond the wise counsel that he can give in the one narrow field of his practice, I am glad that he chose the field of general practitioner and community advisor along his professional lines.

I am deeply appreciative of these men who are valued factors in community because of their special training and we cannot do without them. The general practitioner is glad to accept their special service and, if he is wise, brings them into consultation in cases where their scientific investigations will be of great service. I would not for the world depreciate the wonderful advantages that accrue to humanity through these specialized lines of investigation and service.

What is Good Will Worth?

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

U. S. Supreme Court

For 37 years we have been building "Good Will" by fairness, honesty and courtesy. One of the results of this is shown by the fact that during January, 1925, 503 persons voluntarily subscribed for \$629,950.00 of our shares.

We charge no membership fee.

GRAND RAPIDS MUTUAL BUILDING AND LOAN ASSOCIATION

CHARLES N. REMINGTON, President; THOMAS C. MASON, Secretary
Ground Floor—Building and Loan Building, Monroe at Lyon

Grand Rapids National Bank

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

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

Combined Capital, Surplus and Undivided Profits over

\$1,450,000

GRAND RAPIDS NATIONAL BANK GRAND RAPIDS, MICH.

Fourth National Bank

GRAND RAPIDS,
MICHIGAN

United States Depository

Established 1868

The accumulated experience of over 56 years, which has brought stability and soundness to this bank, is at your service.

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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.

"By their works ye shall know them:"

NACHTEGALL MANUFACTURING COMPANY GRAND RAPIDS, MICH.

BANK, STORE & OFFICE FIXTURES

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.

Preferred Lists of Safe Investments

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

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On the other hand, I hope there will be a change of sentiment on the part of medical practice, and the value of the service of the general practitioner will be made attractive through the splendid way in which it meets the desire for human service. Let me plead then, for a moment, the cause of the home and the family in my desire that the beautiful influence of the doctor who comes into the home of his patients can be made so attractive as to call into this type of service the best minds and hearts of men inclined toward the practice of medicine and who desire the widest field of usefulness and benevolence.

Charles W. Garfield.

Ten Health Commandments.

Dr. Thomas Darlington, former Health Commissioner of New York, urges the universal practice of these, his ten health commandments:

1. Keep your mouth closed when breathing; also when angry.
2. Drink cool water with your meals; also between them.
3. Bathe daily, a shower, if possible.
4. Eat slowly. This leads to eating sparingly. Make your meal a ceremonial pleasure.
5. Exercise daily and breathe deeply while so doing, but avoid over-exertion, and never eat when fatigued.
6. Never read or transact any business while eating.
7. Work ten hours, sleep eight, and use the balance for recreation and meals. Always rest on Sunday.
8. Ever keep a contented mind. Equanimity means longevity.
9. Neglect no portion of the body.
10. Be moderate in all things.

For Making Display Cards.

One of the difficulties which the smaller retailer has to contend with is the making of presentable show cards to attract attention to his wares. He has to do the work himself or entrust it to a clerk, the results being not favorable in either case, or have the work done outside at a considerable expense. As a solution of the problem an improved device is being marketed which

enables the cards to be made very simply and at a low cost. The device works on the stencil principle, but has not the divided letters of the usual stencil, such as that used for shipping, etc. Accuracy and proportion are assured through an inkplate and clamping ruler. Besides printing cards, the device can also handle streamers, signs, price tickets, bulletins, etc. Various colors may be used, the inks also being of a quick drying nature.

How To Open a Book.

Hold the book with its back on a smooth or covered table; lay the front board down, then the other, holding the leaves in one hand while you open a few leaves at the back, then a few at the front, and so on, alternately opening back and front, gently pressing open the sections until you reach the center of the volume. Do this two or three times and you will obtain the best results. Open the volume violently or carelessly in any one place and you will likely break the back and cause a start in the leaves. Never force the back of the book.

When the elder J. P. Morgan remarked that he could run the United States as a business proposition and save a million dollars a day he was not taken seriously. Nevertheless, the great business of cutting out waste has gone on and to-day it is a standardized part of successful administration in all lines. Secretary Hoover now declares that merely by ending certain great economic wastes some of our toughest problems would be solved. The farmer, he says, does not need spectacular and magical assistance from the Government but the elimination of waste and lost motion in the ordinary conduct of the machinery of production, finance and transportation. Speculation, periodical slumps, lack of co-ordination between industry and transportation, bad credit systems, destructive competition and bad judgment in choosing and handling raw materials—these are all set down by Mr. Hoover as so many parts in our national system of waste.

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By the Merchant For the Merchant

PROVIDED BY THE

Grand Rapids Merchant Mutual Fire Insurance Company

Affiliated with the Michigan Retail Dry Goods Association

320 Houseman Bldg.

Grand Rapids, Michigan

Citizens Mutual Automobile Insurance Co., of Howell, Mich.

CLOSED THE TENTH SEASON WITH 52,000 POLICY HOLDERS

This company has paid out over 25,000 claims since its organization. In only one case has the judgment exceeded \$5,000.00. The company has a \$5,000.00 Liability Policy together with fire, theft and collision insurance. We have a state wide organization of agents and adjusters to give service to our policy holders. A large part of our membership has belonged to the company for several years, showing that they are satisfied with our service.

ASSETS OVER \$500,000.00

The Citizens Mutual Insurance Company is closing the year with assets of over one-half million dollars. And also has established legal reserves.

Anyone not now insured should see our local agent, or write to the secretary, Wm. E. Robb.

Citizens Mutual Automobile Insurance Co., of Howell, Mich.



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.

Changes in Corsets.

The average woman's waist measure is now 32 or 34, where four or five years ago it was 18 or 20, according to the sales records of the corset department of a prominent mercantile concern where the buyer said recently that "the bigger the waistline the better the figure" was now the slogan. The corsets are actually not shaped to accommodate any curving in at the waist.

This buyer also said experience showed that the modern corset lasts only three or four months in general, and that the average price paid is very much higher than that of a short time ago. Combinations of broche, satin or heavy glove silk with elastic are elbowed in showcases by models made entirely of flesh-colored crepe de chine, taffeta or glove silk, except for a very narrow elastic section in the back. A pretty model of the crepe de chine is of inch-wide strips of the material, placed horizontally and vertically, and woven in and out like an old-fashioned basket, the ends of the perpendicular strips being allowed to depend, forming a sort of fringe at the lower edge of the corset, where they are trimmed in points.

These models form an extreme contrast to the old-fashioned heavy corsets, which it now takes some searching to find in out-of-the-way corners of less pretentious departments.

The better-class stores have also been very successful in educating their clientele to the point where they will purchase and keep up a corset wardrobe. In the old days women wore the same sort of corset for different occasions, although the models might be made of contil for every-day wear, and broche or satin, heavily trimmed with lace, for dress occasions. Later the Summer corset of net was introduced, with batiste for the better grades coming on its heels. None of the newer corsets are as heavy as the older ones were for the same type of figure, and nowadays the woman buys several.

There may be a corset with lacings or a wrap-around or step-in for sport, a shorter version of the same thing for dancing or skating or other actual sport use, and if the saleswoman is capable and the customer is sufficiently educated to spending money she will also be coaxed to invest in a third, a combination brassiere and corset of soft taffeta or supple satin, pale or flesh color, with narrow flesh-colored silk elastic bands over the shoulders,

cut low in front and lower in the back where it dips down between the shoulder blades. Hose supporters, of course, are attached to the bottom. This is offered as giving the ideal foundation for the evening gown, playing the roles of brassiere and corset, and, as the saleswomen add, it is not even necessary to wear a vest under it.

Ostrich Feather Prices To Rise?

Higher prices for ostrich feathers are presaged by information that has reached this market from a South African ostrich concern that has been in business there for thirty-five years and that owns ostrich farms in the Western part of Cape Province. Among other things, the concern in question reports that there are only about 80,000 birds left in that province. It further reports that its present stocks in London have an estimated value of £170,000 at present market values, and the assertion is made that 60 per cent. of this quantity will not go on the market unless prices double. That this is apparently in prospect is shown by the statistics given. These show that, if the current year's demand for ostrich is equal to that of last year, there will be a shortage which will be reflected in much higher prices. Trade indications now point to such a demand.

Dress Fullness Aids Petticoats.

The improved demand for petticoats that has been seen in the local trade in the last week or so is thought to be due in good part to the increased fullness of Spring dresses. One of the features of this business has been the call for elaborate petticoats to be worn under dresses with lace inserts in the skirts. The principal demand is for garments 30 inches long, to conform with the new skirt lengths. For this reason slips are also shorter, according to the United Petticoat League of America. Some houses are making junior sizes in silk slips that are both narrow and short, these being designed to fit young girls and small women. Also among the new slips is a novel wrap-around effect, similar to that in skirts, which allows the maximum freedom in walking without impairing the desired slim silhouette. The material overlaps sufficiently to insure a good closing of the slip.

They Will Come Out All Right.

While buying of dress linens by the retail trade has not been as active this season as it was last, local importers expect it to improve in the near future. They expect the season, as a whole, will make a very good showing in comparison with Spring, 1924. The retailers pushed the goods hard over the counter last year in January, Febru-

ary and March, although selling pressure is not usually put on them until April, May and June. The result was that last season's business was "all front and no back"; that is, duplicates were light. This season the reverse has so far proved the case. Fancy effects have had the call to date, including such things as wide Roman stripes peppermint stripes and large, broken plaids.

Believes Plaid Backs Safer.

It appears, as has been previously reported, that buyers are more inclined to operate in through-and-through overcoatings than fancy backs largely on the ground of the difference in price and the poor overcoat season last Fall. One well-known buyer, however, when questioned on this said he was going to buy fancy backs, even at the difference of 25 cents or so a yard, because if the vogue for them did not continue he could use silk linings to cover up the fancy back. Thus, he asserted, he was protected, even if the cost was somewhat more. On the other hand, if the demand runs stronger for fancy backs, as he believes it will, he could do nothing to change over the through-and-through fabric coats.

More Call For Colored Cottons.

With the exception of denims, which are said to be quiet at the moment, a nice business in colored cottons is being done in the local market. The call for gingham is materially better. Buying of wash goods also shows more activity, although the individual orders are not large. In the more staple colored cotton tickings, plaids, chevots and chambrays are meeting with a greater response from jobbing buyers, with the cutters also buying the kinds of merchandise they can use. Full lines of flannels are moving well, and some houses are sold up to October on them. On certain other lines deliveries cannot be made by some houses before June.

Varied Shapes in Women's Hats.

Spring shapes in women's hats will be unusually varied this year. For March and April selling the trade is touting sugar loaf, beehive, Tyrolean and panel-back crown effects. Small shapes and toques broadened by wing-shaped brims or brim frills are also thought well of, according to the bulletin of the Retail Millinery Association of America. Spanish, Chinese and beretta toques also are in favor, as are cloches and capelines—shallow-backed, wide sided and slightly raised in front. In the more novel shapes are large-crowned small hats, with double brims in fancy crowns combined with blocked or sewed straw brims. Matched sets promise to be a feature.

Rise To Lessen Competition.

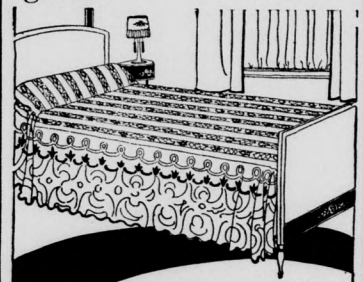
One effect of the rise in price of the lower grades of artificial silk will be to lessen some of the price competition in the hosiery field. It is asserted that some manufacturers of artificial silk hosiery who are using the better grade of fiber in their products are handicapped by the fact that other makers use the "B" and "C" grades for hosiery which are priced below the usual market levels. The narrow-

ing of the price spread between the various grades of artificial silk, according to this version, will largely change this situation and will make for a revision upward of low-end hosiery prices.

Uncle Sam in the role of Santa Claus has seldom been quite so clearly evoked as the other day at the Geneva Opium Conference. It was Persia and Turkey that played the part of little boys willing to be good, but only on condition that a Christmas present were forthcoming. Persia announced acceptance of the American plan to cut down opium production in return for a loan of \$8,000,000 which would permit substitution of cereal and tobacco crops for the poppy, and the organization of a railway system. Turkey refused to sign any undertaking which was not accompanied by a promise of capital to replace the poppy with sugar beets. It is clear, of course, that the requested loans could come only from the United States. Besides, it is the United States that is leading, against great obstacles, the fight to subdue the drug evil upon a worldwide basis. International morality might indeed be bought in small quantities with American dollars, but it is a question whether the brand obtained would be worth the price.

Stamped Goods!

Stamped dresses, towels, cases, spreads, scarfs, etc., sold wonderfully last year, but this year they appear to be selling even better. There are some real profits in stamped goods!



NEW—stamped wrinkle bed-spreads — ask our salesmen about them.

SPECIAL ASSORTMENT
\$10

Contains a gross pieces, finely arranged and patterned, and neatly packed, consisting of doilies, towels, scarfs, etc.—send for one.

Paul Steketee & Sons
 Wholesale Dry Goods
 Grand Rapids, Michigan

ENGLISH GROCERS.

Visits To Both Wholesale and Retail Dealers.

Written for the Tradesman.

An outstanding question I wanted to solve on my London trip was: "What of the individual grocer?" So when we returned to London from the continent having put a lot of fun behind us, I started to dig up some real trade information.

Already I had learned a few things. I knew that it was the universal habit among British grocers to buy everything "carriage paid" or, as we would say, "delivered." Anyone who takes an order from any retailer in any portion of England, Scotland or Ireland knows that he must prepay all charges.

This looks as if it might be quite a burden. Not only does such a practice cost money, but it absorbs time and entails work. But an offset lies in the small territory to be covered, England being only the size of Florida and Scotland and Ireland each being about as big as South Carolina. From the extreme end of Cornwall on the Southwest to the Northmost point of Caithness is only 700 odd miles. It is impossible to get more than 85 miles from the sea anywhere in England or 40 miles in Scotland, and 100 miles is a serious journey.

Even so, it seemed to me that any specialty seller must feel such a burden seriously and that no wholesale grocer could extend his reach very far against such a handicap. But I was mistaken.

For right in East Cheap—an ancient name which means the East Market—is a large wholesale grocery house named Hanson's. It is on the ground floor. The district is as central for wholesale business as West street, New York, South Water street, Chicago, or the Wholesale Terminal in San Francisco or Los Angeles, with the added difference that space is so exceedingly scarce and high as to make it comparable only to New York for probable value.

This jobbing house covers generous floor space with a large, well lighted sample salesroom. The general aspect is not unlike the typical wholesale grocery house in America twenty years ago in that there is no attempt at style or dress. There are no showcases, no fancy fixtures, no fixtures at all, one might say. The most striking feature to me was the almost total absence of private or house brands.

Here were great piles of bulk raisins, prunes, walnuts, dried peaches and similar commodities ranged on plain board tables along the outer margin of the room. All the samples were in paper bags, unmarked, unbranded. Evidently these were sold purely on their intrinsic merits, simply as commodities.

There were a few piles of house brand salmon and some other canned items; but the general impression of the place was of bulk, volume, huge quantity purchases and sales. The house looked to me as if its size must be its source of dominating strength.

I had too little time to satisfy myself on all these points. But I may not have been far wrong because this

was the only house of the kind I saw. It was clear that this was a survival of the fittest among many, all its contemporaries and competitors having gone down under present day intensive competition.

But if this was true of the jobbing trade, it did not hold good of the retailer. My first call was on Selfridge's. This is a department store established less than twenty years ago by a former manager of Marshall Field & Co. and it has been remarkably successful. In general tone it is like Macy's, New York, The Broadway, Los Angeles, Hillman's, Chicago, The Emporium, San Francisco; but it differs from these in that it has a wonderful food department located across Oxford street, from its main store. Here, in this supremely high rent district, the food department occupies ground floor space, gives every kind of service and sells the finest foods of all the world in endless variety and tremendous volume.

Londoners do not understand Selfridge very well. Riding on top of one of London's typical buses, I overheard a Londoner showing some country cousins about the city. One young boy was absorbed in the traffic the volume of which fascinated him. His attention was called to Selfridge's—"Big Drapers, Americans, you know"—but Selfridge knows where he is going, all right, even to the sale of groceries.

Whiteley's is a finer establishment than Selfridges. This was established in 1869, so is very new, from the English viewpoint, but it also has a marvelous food department.

In both these department stores I was interested to find so many items that are common to American grocery stores. Here were complete lines of California fruits and vegetables in all manner of packages, grades and styles.

In the heart of Picadilly, in as high a rental district as perhaps any other in London, is the grocery store of Fortnum & Mason. This place looked exactly like home to me. I might have imagined myself in Park & Tilford's, the old Jevne's, Peebles, The Model Grocery, McLeans, or S. S. Pierce & Co.'s, except that Fortnum & Mason's was more elaborate, daintier and more attractively outfitted than most of those mentioned. I estimated that there were 8000 items in stock and I feel that was conservative.

I learned that this house was established in the reign of Queen Anne. That was in 1702-14. Hence it is around 210 years of age. Also that shows it is regarded as a fairly well settled London institution. Might say it has attained its majority. But if you think that age has made it hide-bound, let me tell you something.

As I talked with the manager, he asked me if I knew John Wagner & Sons, Philadelphia. I did not. He told me they were importers of fancy groceries. Then he indicated a row of iridescent porcelain jars of attractive shape on a shelf behind his desk, saying: "We are packing 10,000 cases of those jars for Wagner, filled with Syrian and Greek honey. We shall ship them soon." Enterpriser? Wakefulness? Say, if you think those London merchants are decadent, start over again on your thoughts.

Since I returned home, I have received a price list from Charles & Co., the New York grocers, wherein I find advertised this same line of honey. It is stated to be packed by Fortnum & Mason, imported by the Wagners and for sale at—what price do you think? The jars contain a pound net weight and the price is \$1.50 each, \$17 per dozen. Price? I tell you that price does not sell goods.

What does sell this honey is the dress, the glamour, the poetry that clings to the East, the allurements of things of Oriental mystery. Listen to this description:

"Syrian honey. Orange blossom flavor, light blue jars; wild acacia flavor, Chinese red jars; Cactus flower flavor, old pink jars; Lavender flower flavor, heliotrope jars; wild thyme flavor, light blue jars.

"Greek honey. Hybla, jade green jars; Hymettus, yellow and metallic black jars."

Grocers who look forward, who keep in tune with the times, who show their trade new, finer, more attractive items, who are alert and unafraid—those men are not put out of business by any "conditions," believe me. And if this holds good in the old, old city of London, it will hold good anywhere else.

Covent Garden, taking its name from an ancient convent, is the center of London's fruit and vegetable trade. And London, like Boston and New York, having its ancient center within a confined area, we found it easy to visit the famous mart at 6 one morning, walking across from the Cecil Hotel.

The place was a revelation, even to us who are used to California's profusion. For here were not only all the vegetables and fruits of England in mid-July, but also of the Continent, France, Italy, Belgium, Holland, Germany, Greece, Africa. English fruits are of stupendous size and rich lusciousness. There were oranges from California, Florida and South Africa; also grapefruit. London takes supplies literally from the uttermost ends of the earth, laying the entire world under tribute. It also produces immense peaches, grapes, pears under glass when the open air fails.

Paul Findlay.

Offers a New Sport Stocking.

Something new in sport stockings for young girls is being shown here for late Winter and early Spring wear. It is a ribbed woolen stocking with an admixture of silk. It is made in the light heather shades and has a strip of horizontal bands in a dark color placed so as to come just below the skirt edge. These stockings are especially suitable for wear with the flannel sport dresses that play so important a part in juniors' styles at present. They are shown in shades that either match or harmonize with all the new woolen materials.

If you are not working in and with the chamber of commerce, do you still have the nerve to profit by all they do for the advantage of the community?

A poor man may be good for all you can get against him, and yet it is poor business to encourage him to buy what he cannot afford.

One Result of Bad Roads.

A darky and his brown sweetheart followed by three pickaninnies applied to the clerk of a Southern courthouse for a license to wed.

The clerk eyed the assemblage doubtfully. "Whose children are these?" he asked.

"Dey our'n" was the ready response from the man.

The clerk was scandalized, being new at his post. "You ought to be ashamed of yourselves, waiting to get married until you have a family half grown."

"Jedge, you'll have to excuse dat, interrupted the "bride" sweetly. "De roads out our way is so bad!"

Right About Face.

Head of the House (in angry tones): Who told you to put that paper on the wall?

Decorator: Your wife, sir.

Head of House: Pretty, isn't it?

A man wrapped up in himself makes a very small package.

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

Buy Safe Bonds
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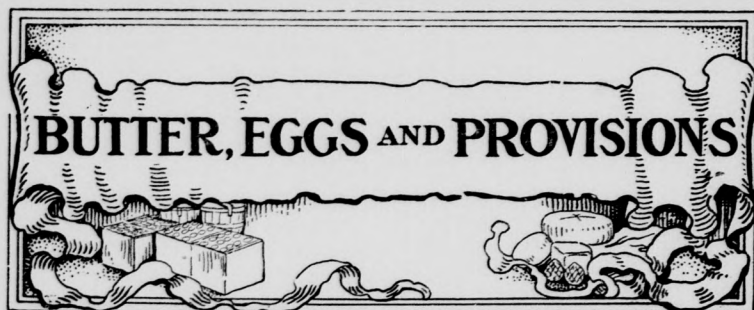
The Old National

Straub
CHOCOLATES

My But They're Good

STRAUB CANDY COMPANY

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



Extent and Prevention of Egg Damage in Transit.

For every carload transported last year the carrier paid back \$9 in claims. Had standard packing and loading practices been observed generally it would have been more like \$1 per car. Close to 90 per cent. of all egg claims are for preventable damage. The trade itself contributes to this unnecessary waste in many ways. For example, despite the fact that the freight classification forbids the use of second-hand fillers, there is considerable traffic in second-hand fillers, in carload quantities, from certain markets back to producing sections. Most of these fillers have carried eggs through storage and are therefor totally unfit for further service. There should be some method of insuring the destruction of fillers after they have carried eggs from the producing to the concentration point, through storage and to the consumer. Under the present practice it is quite possible for fillers to do storage duty several times. While the railroads attempt to police this situation, it is plain that they could not hope to catch more than a fraction of tariff violations of this nature. The storage companies are interested in having eggs come out of storage in the best possible condition. They may therefore find it profitable to do more educational work among shippers and dealers, to the end that more eggs go into storage packed in new standard fillers and cases.

Last year it seems probable that the egg trade improved packing and loading to a greater extent than any other industry in the country. The idea of using six pads and making a tight load took hold in great shape. Inspection of 11,000 cars showed an increase of 30 per cent. in the number of shippers using six pads compared to 1922, and only 15 per cent. of all shippers still clung to the use of loose excelsior exclusively as against 24 per cent. in the previous year. There was almost equal improvement in the quality of loading, and high hopes were raised that 1924 would be a banner year for egg damage reductions. On the contrary, the expected improvement has not arrived. Claims for last year showed a steady increase, the monthly percentages ranging as high as 38 per cent. In advance of the yearly analysis of the inspection bureaus it is hard to form an accurate idea of the causes. Claims in general are not increasing, the latest figures showing a decrease of 20 per cent.

One very prominent item of expense is the cost of rehandling storage packed eggs at the cold storage. Just what can be done about this we are not prepared to say. It may be that the filler

should be slightly deepened and the outer row cells enlarged to accommodate the oversize egg which seems to be responsible for some of the trouble. An investigation will be made to determine precisely the extent of damage due to the end-crushing of long eggs and side-breakage of extra large eggs. Experimental packing under commercial conditions will also be carried on to determine whether, through some slight change in packing practice, the damage rate may be lowered. Opinion in the trade differs as to the extent of damage attributable to the oversize egg; some say $\frac{1}{2}$ of one per cent. and others five per cent. Certain it is that size alone is a very considerable factor in the breakage of eggs shipped by express. The railways would appreciate any assistance the storage industry may be willing to render in research along these lines.

An educational campaign to reduce the risk of damage in the handling of this spring's egg movement has been planned. Every shipper should be shown how easy it is to get his eggs through without damage and that proper grading and good packing puts money in his pocket. Records like one we heard the other day are not made by chance. It was an Iowa shipper who had 70 cars of eggs go through with a total damage of only twenty-seven dollars. The Siamese twins of safety did this—a tight pack and a tight load. One cold storage company shows its very real interest in the welfare of its customers by issuing a circular describing loading methods which it has found successful, and in this and other ways helps its customers to greater profits and less annoyance from claims. Such practices are highly commendable. When cars arrive regularly in damaged condition it would be most helpful to the railroads if the storage company would report such instances to the claim prevention officer, or the manager of the proper inspection bureau as soon as these conditions are discovered, and not wait until expensive damage claims pile up. We mention this because last season out of 332 carloads of eggs delivered at a certain storage 151 are claimed to have contained railroad damage requiring repacking. If such a condition prevailed generally egg claims would run way up in the millions. Had the railroad officials known of this condition promptly it probably could have been corrected at the beginning of the season and thousands of dollars saved.

The new form of egg damage report prepared by your Committee on Standard Forms, with slight changes, has been approved by the railway inspection bureaus and by the freight claim

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

FEBRUARY brings to mind one of America's greatest leaders. A leader of men in war—the leader of our nation in the early foundation-building years, Washington lives in our memories as a great personage who was Captain of his own life.

Washington's principles of self-leadership may well be applied to business—and you. Think your own thoughts—pilot your own boat—blaze your own trail—make your own decisions. Don't be a *leaner* who must depend always upon the assistance of your fellowmen. Come out of the crowd and stand upon your own resources!



JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

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

Receivers and Shippers of All

**Seasonable
Fruits and Vegetables**

agents of most of the egg carrying lines. We congratulate your committee upon its enterprise in this matter, and believe every warehouseman storing eggs will find this form a big improvement over the former method. It will be noted that the form calls for a complete statement of facts with regard to refrigeration, seals, number of cases, methods of loading and packing, and can be used by both carrier and consignee for prevention as well as adjustment purposes. In fact this form makes quite a saving for the inspection bureau because it takes the places of three separate forms now in use. Although the form contains space for description of the nature and extent of damage, and calls for signature of both consignee and carrier, it is not intended that it shall bear any statement with reference to the liability, this being left for determination by the agency of the carrier authorized to pass judgment upon such questions.

The railroads are in full accord with the movement, in which the American Warehousemen's Association has joined the Department of Commerce, for simplification and standardization of practice in the reporting of loss and damage in carload shipments. As soon as we get the word we shall be glad to circularize every railroad, urging that all carload receivers be advised of the adoption of the new standard report form and that it be used for the inspecting and reporting of all carload loss and damage except where covered by special commodity reports like the one for eggs. A. L. Green.

Uncle Sam as a Prophet.

The United States Department of Agriculture has issued a special report as a guide to growers in planning their 1925 crop. Paternal advice is given, covering the most important crops because, in brief: "Potato growers are urged to make no further reduction in acreage this year. The large crop of last year was due to extraordinary yields per acre and not to excess acreage. The department believes that an acreage even slightly larger than last year will be profitable to growers. Present high prices for sweet potatoes should not influence growers to plant a largely increased acreage this year. Present prices are due more to low yields in 1924 than to short acreage. An increase of more than 10 per cent. over 1924 acreage, with an average yield, is likely to produce more sweet potatoes than can be marketed profitably. A bean crop in 1925 in excess of domestic needs would tend to put the price of the entire crop on an export basis, thus losing to the grower the benefit of the tariff of \$1.05 a bushel. If the usual acreage is planted in California in 1925, and other states equal the 1924 acreage, a crop of 2,000,000 bushels in excess of domestic needs may be produced. Present conditions indicate that increased plantings of citrus fruits and Western grapes should be discouraged and that any plantings of apples, peaches and pears and other tree fruits should be confined to the best commercial section and to the gradual replacement of old farm orchards in localities where a good local market seems assured. During 1925 there probably will be

a sustained or slightly increased demand for such vegetables as lettuce, celery, spinach and cucumbers, but little prospect for any increase in the demand for cabbage and onions and for such staple canning crops as corn and tomatoes. There are indications, however, that during recent years the production of vegetables has been increasing rather more rapidly than the demand, and the tendency seems to be toward generally lower prices with increased competition between the various commercial producing sections."

They Have the Village Vision.

For downright smallness and lack of vision the business men of Dubuque cap the climax. A so-called National convention of retail grocers is to be held at that place in June. This gives Dubuque an opportunity to advertise herself to the country as a progressive city; but she appears to be so dominated by village ideas that she is utterly devoid of vision and enterprise. Instead of getting out interesting reading matter descriptive of the city and its environs and sending out illustrations to be run in connection therewith, she pursues the role of pauper and asks the trade papers to make the plates at their own expense. The biggest mendicant in the list is the principal hotel in the city, the Julien Dubuque, which offers to loan a photograph of the building to my trade paper which will invest \$5 in a reproduction and devote \$25 worth of space "free gratis" to playing up the hotel in the reading columns. The Tradesman has met the usual number of small men in its day, but the business leaders of Dubuque are evidently so minute in stature and so diminutive in vision that they cannot be located except by a microscope.

New Package For Potatoes.

In an effort to create an increased demand for potatoes grown by members, some of the growers' associations are trying out consumer packages. Heavy cardboard cartons, holding 15, 30 and 60 pounds are being used. These are packed with potatoes suitable for baking. Each carton is marked to indicate that it contains only selected brand potatoes. It is expected that these packages will go through the channels of trade to the consumer. Such steps as are being taken are viewed in the light of an experiment. It is appreciated that, as yet, nobody knows whether or not the consumer package idea is a sound one in connection with potatoes, and if it is a practical proposition, what size package will prove the most satisfactory. An important question to be settled is whether the potatoes put in special containers will sell for a sufficient higher price to pay for the extra expense incurred by this form of merchandising.

No Doubt.

Tommy—Is that a lion or lioness, papa?

Father—Which one, dear?

Tommy—The one with its face scratched, and the hair off its head.

Father (with a sigh)—That must be the lion.

Green Vegetables are the Health Foods

New Texas Spinach, Carrots, Beets, Cabbage and Iceberg Lettuce now arriving fresh daily.

VINKEMULDER COMPANY

Excellent Qualities

Reasonable Prices

FOR RENT

Cold Storage Space or Warehouse Space on - RAILROAD SIDING -

Just the Space for Small Wholesaler

I. Van Westenbrugge
210 Ellsworth Avenue
Grand Rapids, Mich.

Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

NEW PERFECTION

The best all purpose flour.

RED ARROW

The best bread flour.

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

Western Michigan's Largest Feed Distributors.

You Make Satisfied Customers when you sell "SUNSHINE" FLOUR

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

Genuine Buckwheat Flour
Graham and Corn Meal

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



Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

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

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design



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

Making the Most of the Tool Trade. Written for the Tradesman.

If efficiency is aimed at in the selling end of the hardware business, attention must be given to all lines. Some men have won reputations as crack salesmen who are specialists pure and simple. They concentrate on the study of selling methods for certain lines; and more or less neglect the regular goods which go to make up the hardware stock.

Now, an individual hardware salesman can often with advantage be given particular charge of some one department, regarding which he is particularly well posted or especially enthusiastic. But the hardware store as a whole, taking conditions in the average community, cannot afford to specialize. It must adequately handle all the hardware lines in which its public is interested and for which there is a market in the community. And for the purposes of the average hardware store, it is desirable that the salesman should be able to handle all lines efficiently.

There are some hardware lines which, accepted as staples, are apt to be neglected. Among these is tools. If, however, tools are not featured prominently, it is not for lack of selling points or display possibilities.

What better line could a salesman desire for the display of his selling abilities than tools? A good tool is just full of "talking points." There is a steady demand for tools. Every man with a mechanical turn has a deep rooted interest in tools; and while the tool trade constitutes a fair percentage of the turnover of every hardware store, this percentage could, with intelligent effort be materially increased by a closer study of the possibilities and by bringing alert selling methods to bear upon potential customers.

Window displays materially help the sale of tools. I recall the experience of one small city hardware firm which decided to try out the effectiveness of window display in inducing business. The window, a large one, was trimmed on Friday, and the display left through Saturday. The buying public took immediate notice, the effect of the display in drawing tool trade was immediately perceptible, and Saturday night in particular saw an exceptionally heavy demand for all varieties of tools. In fact, the sale of tools constituted 75 per cent. of the total sales for the Saturday evening.

This experience, though striking, is hardly likely to be exceptional, where

the requisite amount of intelligence and forethought is put into the arrangement of the display. Tools lend themselves to window display, very readily; and possess a peculiar capacity for arresting the attention of most passers-by.

There are some general principles in the handling and featuring of tools which should not be overlooked, though they are quite simple. A prominent position in the store, near the front if possible, should be given the tool stock. The goods should be kept neat and bright. A mechanic appreciates neatness, and he insists on the tools he buys being flawless and speckless. If possible, all tools should be kept under glass or in casings of some kind. It takes at least 50 per cent. more effort to sell a dusty tool.

Window displays should be arranged frequently. If the store has two or more windows, one display every week can be devoted to tools.

Window trimmers frequently prefer to use other goods, feeling that thereby they have larger display opportunities and can get better results. This is, however, a mistake. With the use of tools, displays both original and elaborate can be evolved; and they can be depended upon to attract the maximum of attention.

Fix up a tool display of special merit. Then stand at some place where it is possible to watch the passers by. If you take the trouble to count the men who pass, you will find that every man will glance at the window with interest, while nine out of every ten will stop for a second look. This is no mere idle assertion. It has been proven by actual test in a number of cases.

Here is one practical test of the efficacy of a tool display—the same business-getting tool display previously referred to. The window trimmer during a noon hour gave fifteen minutes to testing out the effectiveness of his trim by actual count of the passers by.

During the fifteen minutes, sixty-five men passed the store, the preponderance being, probably, mechanics.

All but one glanced at the display. That one was immersed in a newspaper.

Of the sixty-four men who glanced at the display, fifty-four stopped and looked it over.

During the quarter of an hour, there was not one moment when there were less than four men looking at the display. Out of the fifty-four who stopped, seven actually entered the store before passing on. Whether all went in to buy tools, or whether all seven made purchases, was not determined; the big percentage of tool sales on the Saturday evening is, however, a sug-



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

Made and Installed Only by
AMERICAN METAL WEATHER STRIP CO.
144 Division Ave., North
Citz. Telephone 51-916 Grand Rapids, Mich.

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

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.

Foster, Stevens & Co. **WHOLESALE HARDWARE**



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

gestion of the effectiveness of the display as an actual business-getter.

Tool displays are in order at almost any season of the year; and, except for the necessity of giving a fair amount of attention to other lines—you can't have too many tool displays.

A good part of efficient tool salesmanship consists in the salesman thoroughly knowing the goods. Every tool has points about it which must be understood. There are questions of temper, edge and construction on which the salesman must be thoroughly posted; since for the most part his customers will be skilled mechanics who understand these matters quite as well as he does.

The alert and wide-awake tool salesman inevitably learns to read his customer's thoughts. Watch any customer as he considers the purchase of a tool. He weighs it in his hand, holds it up and eyes it from numerous angles, and minutely examines each part. In time the shrewd salesman can tell just what question this customer is debating. He is consequently able, if he knows his goods, to volunteer the precise information which will satisfy the customer and go a long way toward selling the tool.

The average good mechanic insists on having the best, and takes pride in his tools. He knows what makes a good tool, and he knows also where to look for possible defects. Hence, to deal with him, the salesman must know his goods, and be able to discuss them intelligently and convincingly.

A practically undeveloped field in most communities is the sale of tools to householders who are not mechanics, but who require a few simple tools to do odd jobs of repair work from time to time. Here, A-1 quality is less in demand; the man of this type, who uses tools only on rare occasions, is apt to prefer a fairly efficient article at a lower price. Every home should have its tool box; and some wide-awake hardware dealers have found it a good stunt to feature the sale of moderate priced tool outfits suitable for ordinary repair and emergency work about the house. The householder who has to do repair work with a jack-knife and a hammer would buy a complete outfit at a moderate price if the time-saving qualities of even low priced tools were brought to his attention by advertising and display.

Farm trade should also be catered to in the same way; for every farmer, even if not a trained mechanic, needs tools frequently and usually on short notice.

Victor Lauriston.

The Department of Commerce reports a total of \$1,208,438,394 lent by Americans to European governments and businesses last year. These princely figures throw an interesting light upon several phases of international relations in these increasingly international-minded times. For one thing, the American dollar is no isolationist; and for another, the enormous volume of private trading back and forth across all boundaries is at once a proof of a high degree of confidence and good-will among nations and a sign of the growth of that very democracy which is so often bewailed as lacking or handicapped by governments.

Programme of Hardware Convention Next Week.

The thirty-first annual convention of the Michigan Retail Hardware Association will be held in Grand Rapids next week. The programme to be observed will be as follows:

Tuesday Afternoon.

1:30 p. m. Meeting called to order in the Assembly Hall, Pantlind Hotel, by President A. J. Rankin.

Invocation by Treasurer, Wm. Moore, Detroit.

Song, "America," led by Field Secretary, Charles F. Nelson.

Address of Welcome by Hon. Elvin Swarthout, Mayor of Grand Rapids.

Response to address by Scott Kendrick, Vice-President, Flint.

Annual address of President, A. J. Rankin, Shelby.

Announcement of Committees.

Address: "General Business Conditions," H. A. Squibbs, Manager of Fence and Post Sales Department, American Steel and Wire Co., Chicago

Discussion.

Song by delegates.

Address: "Hardware Prospects for 1925," Paul H. Stokes, Manager of Research Service, National Retail Hardware Association, Indianapolis.

Discussion.

Address: "Profession of Business," Grover C. Good, District Governor Rotary International, Grand Rapids.

Discussion.

Adjournment at 4 p. m.

The exhibit hall will be open until 6 p. m.

Tuesday Evening.

6:30 p. m. Theater party at the Empress theater. This show house has been changed and has two evening performances, one program starting at 6:30 and the other at 9, continuous program with no reserved seats. Members are urged to go to the first performance so as to make sure of good seats.

Wednesday Morning.

(Open Session. Everybody Invited) 9 a. m. Meeting called to order.

Opening song.

Address: "The Relation of the Traveling Salesman to the Dealer," W. J. Spencer, Saginaw.

Discussion of above subject.

Address: "Community Development," Charles M. Alden, Grand Rapids.

Discussion.

Song.

Address: "The Forming of a Favorable Impression," J. H. Lee, Muskegon.

Discussion.

Address: "Team Play in Business," National Secretary, Herbert P. Sheets, Indianapolis.

Adjournment at noon.

Wednesday Afternoon.

1 p. m. The exhibit building will be open at this time and will remain so until 6 o'clock.

Wednesday Evening.

(Question Box Session for Hardware Dealers Only)

7:30 p. m. Annual Report of Secretary Arthur J. Scott, Marine City.

Annual Report of Treasurer, William Moore, Detroit.

Auditor's Report, John C. Fischer, Ann Arbor.

The remainder of the evening will be

devoted entirely to the "Question Box" in charge of George W. McCabe, Petoskey, Charles A. Ireland, Ionia, and Herman H. Dignan, Owosso.

Exhibit hall will be open to the public until 9:30 p. m.

Thursday Morning.

(Open Session. Everybody Invited) 9 a. m. Meeting called to order.

Opening song.

Address: "Credits and Collections," Warren A. Slack, Bad Axe.

Discussion.

Address: "Store Atmosphere," D. D. Walker, Detroit.

Discussion.

Address: "What is the Best Way to Advertise a Hardware Business?" R. A. Chandler, Sylvania, Ohio.

Discussion.

Song.

Address: "The Human Element in the Hardware Business," H. J. Wisehaupt, Cleveland.

Discussion.

11:30 a. m. Report of Committee on Nominations.

Election of officers.

Adjournment at noon.

Thursday Afternoon.

1 p. m. Exhibit building will be open until 6 p. m. This whole afternoon can be profitably spent by the delegates visiting exhibitors. Don't forget the attractive prizes offered in the buying contest.

Thursday Evening.

7 p. m. Banquet and entertainment at the Coliseum. Don't miss this, as it will be one of the most enjoyable features of the convention. Captain Irving O'Hay, United States Army (retired) will be the main speaker. Captain O'Hay has the humor of Mark Twain, the philosophy of Mr. Dooley and the wit of George Ade. He makes men think—and laugh. Delegates and their ladies will meet in the lobby of the Pantlind Hotel at 6:30 sharp and go in a body to the Coliseum, Division avenue entrance.

Friday Morning.

8 a. m. The exhibit hall will be open until 12 o'clock. Don't go away without placing an order with every exhibitor whose line of goods you can use to advantage.

Friday Afternoon.

(Executive Session for Hardware Dealers Only)

1 p. m. Report of Committee on Constitution and By-Laws.

Consideration of Committee's Reports.

Report of Resolutions Committee.

Consideration of Committee's Report.

Report of Committee on Next Place of Meeting.

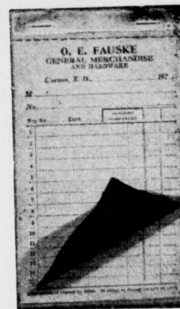
Selection of next city.

Unfinished and new business.

Adjournment.

The new Executive Board will hold a meeting at the Pantlind immediately following adjournment.

Francis H. Leggett working at sorting mackerel when a boy, would wax enthusiastic over a particularly fine specimen. The others laughed at his enthusiasm, but they stayed in the mackerel cellar while Leggett went up and onward.



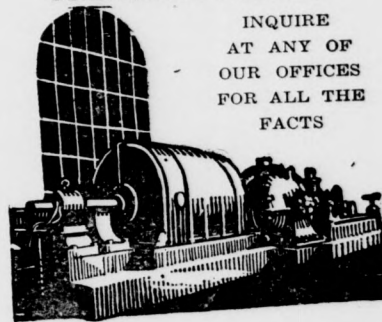
INVENTORY OVER

STOCKS CHECKED UP. Place your order Now for This Year's Supply. We make all styles and sizes. Get our prices and samples. We also handle Short account registers to hold sales slips. Ask us about it.

BATTLE CREEK SALES BOOK CO. Room 4 Moon-Journal Bldg. Battle Creek, Mich.

20,000 PARTNERS PROFIT FROM CONSUMERS POWER PREFERRED SHARES

INQUIRE AT ANY OF OUR OFFICES FOR ALL THE FACTS



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.

TAKING INVENTORY

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

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.

MR. MERCHANT:— Discouraged; in the Ru', can't get out, awake nights? Listen, we will turn those sleepless nights into quiet repose. Write us today.

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

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



ORIGINAL—GENUINE



News and Gossip About Michigan Hotels.

Kalamazoo, Feb. 17—William F. Jenkins, as all commercial men and many others know, operates the Western Hotel, at Big Rapids, and does it so well that he enjoys a good trade.

"Bill" is a mild-mannered sort of an individual as a general rule, but once in a while puts on the gloves when he discovers someone is beginning to get funny. Recently the taxi men of his city arbitrarily decided that two-bits was too small a charge for transportation between the depot and his hotel, and made it fifty cents, much to the disgust of the traveling men, who complained to Mr. Jenkins.

He tried to reason it out with the aforesaid jehues, but without success. They maintained that it would be 50 cents or nothing, and "Bill" took them at their word. And "nothing" is the word. Now a free taxi service has been established between the depot and hotel, by the Western Hotel, and knowing "Big Bill" as well as I do my prediction is that he will come out victor.

Transportation companies have about as much sense as deficient children when it comes to meeting competition. When business is slack instead of doing something to stimulate it, they invariably advance their prices in the vain hope that their receipts will be greater, contrary to every known business law. When the level headed business man wants trade he steps out with some attractive bargains, advertises a "mark-down" sale. The days of price boosting have passed—so far as the present generation is concerned. Henceforth the individual or organization which does not recognize this self-evident truth, will pass out of the film.

Horace Greeley once said that "the epithet which should properly be hurled at the writer of an anonymous letter, has not yet been formulated sufficiently scathing by the lexicographers."

The man who writes an anonymous letter to a landlord about what he considers abuses in service, instead of going to the hotel man with his complaint, ought to have his head examined by a phrenologist.

Carl Montgomery, of the Post Tavern, Battle Creek, showed me one which he received the other day. It reminds me of the play which the newspaper critics in reviewing stated that it was so rotten that it was almost good.

"This is written in a spirit of friendliness, by a traveling man who has stopped at your hotel regularly for the past eleven years. It is written after many a conversation with other traveling men on the subject his letter is written about."

"There are some things about your hotel that I do not like, there are other things that are quite nice. One of the things I do not like is those warnings to thieves wherever one directs one's organs of vision. What impression would you have in Marshall Field's store in Chicago, if you saw signs everywhere: 'Beware of pick-pockets.' 'Shoplifters, our detectives are watching you.' Would you feel at ease in a jewelry store or a bank, which displayed signs: 'Our employees are all armed?' Would you not sur-

mise that the average patrons of such places were persons of low character?

"What in heck do you have so wonderful in the way of those 'home comforts,' that every hotel, even second and third class, does not have? A pin cushion with a few pins and buttons on it; a box of matches. Did you ever go through your rooms and see how many cushions have any pins on them, or how many matches there are in the boxes?"

"Public notices are published for the enlightenment of the majority."

"Are you aware that some hotels hang up shoe shine cloths with the hotels compliments; others likewise wash cloths. You can take them along if you want to. You are invited to do so. Could mention lots of other things that some hotels courteously present their guests with."

"Slush on such stuff. I do not want it, but what I wish to point out is that this kind of a spirit tends much more to the home-like feeling than warnings not to steal the suit case benches."

"The average intelligent man who can afford to stop at a good hotel, does not need to be told that checks cannot be cashed without proper identification. To see signs everywhere saying that you do not do this, is an insult to one's intelligence. You are addressing the majority again, and giving a negative suggestion of your desire to serve the worthy."

"You have the best cafeteria in the State; your clerks are as courteous as anywhere else. Your rooms and furniture are quite average. Your pictures are wonderful, though I do not regard them as a desire to please the public so much as a convenient place to store the result of a rich man's hobby."

Signed: "An average, respectable, salesman."

Gen. "Bob" Toombs, on the side of the South, in what was called, fifty years ago, "the late unpleasantness," used to tell a story on Sam, a colored body servant of his during the Mexican war, some years previous.

Sam was known to be doing a little quiet boot-legging on the side, the privates in Toombs' regiment being his regular customers. One day an embryo hero stepped into Sam's dispensary and ordered up a snifter. This was poured out in a tin cup. "How much are you charging me for this drink?" queried the son of war. "One dollar, suh." The private came back with the forceful exclamation that it was a "h-l of a price to pay for a drink of liquor," whereupon Sam very clearly enunciated his position: "Well, suh, if you don't like the price of that liquor, you all can just pour it right back in the jug."

The posting of such signs as are referred to in this communication, are in keeping with the ideas of the management of the hotel. They were the outcome of grievous experience by the Post Tavern people. I should say that if the rays of the sun were troublesome for some eyes, that colored glasses would be justified. If one did not purpose acquiring them, then, well one could keep out of the sun. You have got to take Mr. Montgomery and his little hotel just as you find it, but one would deduce that if you wanted to revolutionize Mr. Montgomery's ideas about the operation of his little hotel,



WHEN IN KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine
Turkish Baths

Luxurious Rooms
ERNEST McLEAN, Mgr.

HOTEL BROWNING

GRAND RAPIDS

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
None Higher.

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



One half block East
of the Union Station
GRAND RAPIDS MICH

The Durant Hotel

Flint's New Million and Half
Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the
United Hotels Company

HARRY R. PRICE, Manager

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

Bell Phone 596 Citz. Phone 61366

JOHN L. LYNCH SALES CO.
SPECIAL SALE EXPERTS

Expert Advertising

Expert Merchandising

209-210-211 Murray Bldg.

GRAND RAPIDS, MICHIGAN

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.

CODY HOTEL

GRAND RAPIDS

RATES \$1.50 up without bath
\$2.50 up with bath

CAFETERIA IN CONNECTION



Hotel
Whitcomb
AND
Mineral Baths

THE LEADING COMMERCIAL
AND RESORT HOTEL OF
SOUTHWEST MICHIGAN

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

J. T. Townsend, Mgr.
ST. JOSEPH MICHIGAN

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.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

it would be more efficacious to have a personal conference with him, and not resort to the anonymous letter treatment.

My personal impression is that Carl's hotel is doing a very good business with a class of customers who either do not believe in signs, or believing at least in them, do not feel that the coat fits. Hence his daily house count is exceptionally good, and patrons keep on praising his institution.

The letter itself does not reveal whether it is intended as a complaint or not. Possibly the writer may know. But in any event whether or no he continues to occupy parking space at the Post Tavern is a matter of his own election.

There is still much evidence of an insane desire to make investments in securities based upon hotel projects. Bond salesmen repeatedly represent that investments in hotels are bringing in enormous profits to their operators when the facts are that every day we hear of some hotel project, which was started with a most wonderful prospectus, slipping back into the hands of the bond holders for temporary operation.

When you hear of a hotel being operated by the bond holders you may reasonably conclude that it was too far on the way down to make it possible for a receiver to continue its operation. Detroit to-day has a score of these cases, and yet the money continues to flow into the coffers of these promoters, from people who will not believe there is anything except enormous profit in that industry.

Henry Bohn, of the Hotel World, last week had this to say about present day conditions along these lines, and every word is as true as gospel: "There is at present what may correctly be called an obsession of hotel creation. Great hotel expansion in the present era is warranted, but unlimited hotel construction is not warranted. No town or city should construct a new hotel merely because some other town or city has done so.

"Remember that unprofitable ventures do not broadcast their losses, but present a prosperity front to the world as long as possible. Men herald their successes—not their failures. Every unprofitable enterprise is a detriment to the community, and making honorable and reputable existing enterprises unprofitable is a damage to the community. For the individual promoter, the architect, the contractor, the materials man, the bond salesman, a new hotel may be very profitable, for they are through when the hotel opens; but for the owners, the lessee or operator and for the entire community, it may prove very unprofitable.

"It seems to me there is some economic danger threatening our country at the present time which Roger Babson and his kind have not quite set forth. Money is being made faster at present than are profitable openings for investment. That is one reason why it is easier to-day to raise a million dollars for hotel construction than it was a few years ago to raise one hundred thousand."

Mr. Bohn has from time to time suggested that where a community needed a hotel, or rather thought it did, a conference should be had with some disinterested operator with all the facts in evidence. If there is no proper hotel establishment in said town or city, then the real thing is to ascertain what capacity hotel will be required to supply necessary service ordinarily. The hotel should be built to meet ordinary requirements only. If it is to be a community owned affair in which each contributor thoroughly understanding that he has said a last farewell to his investment, it still must be built in such a manner that will enable its operation at least, without further loss.

Now in Michigan there are only two cities which really need new or better hotels—Niles and Ionia. There is no absolute guaranty that a new hotel

can be operated at a profit in either case, but there is a chance that an investment might be made on prospective profits. Several other towns and cities need better hotels than they now have, but not additional ones. And it is not absolutely true that anyone is staying away from the particular town or city just because it has not this better hotel.

It is estimated that 80 per cent. of hotel patronage is determined by the pocket-book and not by any preference. If a new hotel is built and the old one continues to operate, in the latter case at a reduced rate, a certain considerable per cent. of patrons will remain with the old establishment. Hence a handicap in volume of business and profits on same. That is why in a community proposition it is much better to buy out the old hotel, and transform it into a better one.

But always bear in mind that promoters and real estate men are constantly agitating the subject of new hotels—the one for the purpose of earning commissions on stock and bond sales; the other in order that he may dispose of some real estate otherwise unsaleable. Many persons who have been living in hotels for an extended period of time, observing the volume of business without regard to whether it is developing a profit or not, come to the conclusion that it is an easy matter to operate a hotel and make money without any great exertion—that selling of rooms is the principal part of the business. They apparently see numerous reasons for criticizing the management, imagine the latter is slack in many directions and that with innovations of their own, and with other ideas they have seen elsewhere in hotels, believe they could readily make a success of the hotel venture, and so ultimately when they come into possession of enough money to enter the business they are an easy prey for the promoter, and with his assistance many of them figure out on an approximately full room earning capacity throughout the year. And by similar methods the operating expenses are estimated 25 per cent. less than they normally will be.

They invest their money, and when the mint seems to be a trifle tardy in functioning, they are buoyed up with the suggestion that the public are not as yet fully aware of the existence of this new candidate for public consideration. When ultimately he discovers that his hotel is getting all the trade, or its share of the trade coming to this particular town, and the balance is diverted elsewhere on account of lower prices, he helps along the process of self elimination by cutting down his rates, and operating at a still further loss.

Of course the hotel has been erected and will have to stay just where it was built, but it will pass through many vicissitudes, the original investor will finally wipe off the slate, charge his investment to profit and loss; but the fellow in the next town who sees the wonderful structure from the car window, will believe that hotels are all that they seem, and become also a victim of the promoter.

What is really needed in such cases is a doctor—not a bond salesman.

Frank S. Verbeck.

Items From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 17—D. O'Brien, soap salesman for Swift & Co., who has succeeded E. A. LeTearneau, is making his first call on the trade here this week. He tells us the Soo is one of the best cities on his territory and may move his family here in the near future, making his residence here instead of at Ishpeming.

The Soo Hikers were entertained by Dr. Husband last Sunday at his summer home on the banks of the Saint Mary's River. Mayor Supe was in charge of the hike. Dr. Ritchie and Wesley Clark had charge of the cook-

ery and great were the eats. Owing to the absence of Nels Hall, Ed. Crisp acted as toastmaster. George Bailey told some good parlor stories. Owing to the absence of music, the solos of H. E. Fletcher and Dr. McCandless were omitted. A. J. Jean, assisted by Mayor Supe and Ed. Crisp, took fifteen pictures of the important stops on the trip, some of which are to be used by the daily papers, showing some interesting places on the North shore of Lake Superior. The next hike will be to the Shallows, where the club will be entertained by William Maxwell at his summer home.

D. Booth has resigned as President of the Booth & Newton Co. and opened business on his own account on Portage avenue, doing a wholesale fruit business. The old house of Booth & Newton will continue as heretofore, with Mr. Newton in charge.

Pity the rich who have to set up nights with their income tax reports, while the poor can go to the movies.

Mr. Chalmers, formerly manager of the Hewett Grocery Co., but now in the wholesale confectionery and tobacco business with Chalmers & Burns, Iron Mountain, paid the Soo a visit last week. He likes Iron Mountain, where he reports business as good, but the Soo still looked good to him.

The Soo Co-op. Mercantile Association re-elected all of its old officers at the annual meeting last week. Leo LeLeivere, the manager, reports a very satisfactory year's business.

Bachelors are generally considered to be free from worry, but at that they have to live in constant dread of getting married. William G. Tapert.

FOR SALE—The Trumble Hotel, one of the best Commercial and Tourist Hotels in Michigan. No competition and doing good business. Can use some property. Part cash and easy contract, 10% discount if sold in 30 days. Write or come and see.
J. A. HARPER,
Evart, Mich.



A Freeland Fruit Counter in the store of
L. G. Puls, Des Moines, Iowa

More Profits from Fresh Fruits and Vegetables

Get Them with a Freeland Fruit Counter

A Freeland Fruit Counter will increase your profits by helping you sell more fresh fruits and vegetables. It will enable you to make more sales and get quicker turnover. Read what one grocer says here.

Makes an Attractive Display

Fruits and vegetables are shown off to good advantage in a Freeland Fruit Counter. Customers see what they buy, and buy more because things look so inviting. You can do more real selling and do it quicker, too.

A Freeland Fruit Counter occupying only 21 square feet of floor space, holds and displays merchandise which would occupy 81 square feet if left in boxes or barrels. You save money, time and space with a Freeland Fruit Counter.

Sold by Mail—Write for Information

The Freeland Fruit Counter is sold by mail. It is sold and manufactured by a successful retail grocer who has developed it out of practical experience. Find out what this valuable convenience can do for you in your own store. Write today for booklet, "Making Fresh Fruits and Vegetables Pay Big and Pull Trade."

Ansel Freeland Company
Department M, Nevada, Iowa

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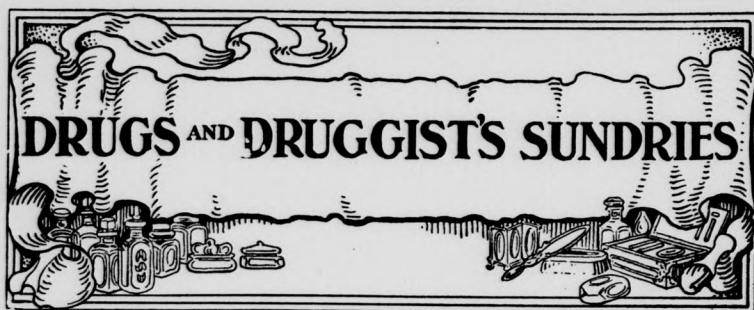
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A Cure For Drug Store Loafers.

With some druggists the loafer problem is serious. The genus loafer has many species and numerous habitats. You do not find him much in the downtown drug stores. They are too busy. And during the day he is apt to be busy himself. In the uptown city neighborhoods and in small towns he flourishes. In many small towns certain leading citizens form the habit of gathering in a drug store at night. They get off into a corner, carry on a conversation among themselves, joined in now and then by the proprietor. They know everybody who comes in, and everybody knows them. This sort of loafing may be carried on without becoming offensive. Frequently there is a town character who likes to hang around the drug store. Citizens like to crack jokes with him, and he may serve a useful purpose by keeping people occupied while they are waiting for prescription work.

As a general rule, however, the loafer is no great help to the store. He may approach the cigar case, buy a cigar, light it, and start a conversation with the druggist about pennant prospects. The druggist gives him a minute and then edges away, being busy or pretending to be busy. The loafer has plenty of time. He leans against the counter, puffs his cigar, fills that end of the room with smoke and nails the druggist every time that gentleman makes an appearance.

This loafer is an actual customer. The proprietor would just as soon not have his business, but cannot quite come to the point of telling him so. One of the most pestiferous of loafers is the man who walks behind the prescription counter. He tries to engage the boss in conversation in the midst of compounding work, which is very bad, or will tell a joke and laugh loudly at his own witticism. This is worse. Merriment behind the prescription counter never makes a favorable impression on those in the front of the store. The question need not be argued.

There was a man with a small uptown store. He had a little sitting-room just back of the prescription department. In this room he and his clerk would sit on winter evenings, discussing the problems of the day, ways and means of getting more business and so on. There was in the neighborhood an unattached gentleman who discovered this sitting-room and decided that it was an ideal spot in which to pass an evening. He promptly instituted the custom of dropping in every evening, walking behind the prescription case, thence into the aforesaid sitting-room, where he would plant himself for keeps. Not one

evening was this program carried through, but every evening. He would proceed to regale the druggist and his clerk with his views on every subject, and he had many views. Also a fine carrying voice. It became very monotonous. By agreement the druggist and his clerk would get very busy behind the prescription case. They saved up preparations to be made at this hour. They never went into the sitting room. This did not deter the bore. He continued to occupy his usual chair and fire off his views at long range. They finally dismantled the sitting room and filled it with packing cases. Not until then did the loafer give up. It took them exactly a year to get rid of him.

This seems a good deal of effort to expend on one loafer.

Why not come to the point and tell him he was not wanted?

Easily said, but not so easily done. There is a cure for loafers. Properly applied, it is said to be a specific. Just try to sell him something. This cure seems simple enough, and obvious enough, once you have had it called to your attention, but many a druggist has been afflicted with loafers for years without trying this cure. There are different methods. A mild case may be treated in this manner: The loafer buys a cigar and starts to talk baseball. The druggist gives him a minute of this, which is only fair to all customers. The business has its social side. But after a minute the boss tries to sell him a set of ash trays—very handy for card parties.

Some druggists have tried this with a view to getting rid of the loafer and surprised themselves by making sales. Of course, if you make a sale the wind is taken out of your sail, so to speak. In that case the bore is given a little leeway for the evening, but the druggist comes right back at him the next evening.

Try it. You will find that the loafer soon learns not to linger. And there is no reason in the world why he should be driven from the store. In the case of a virulent bore, try to sell him something big. Pick out something that runs into money, a radio set or a graphophone. After he has had an allowance of pennant or political talk, start in to tell him how much he needs a radio set. He may squirm and try to dodge the issue. Don't let him. Come right back at him.

Do you think a loafer can stand this bombardment very long?

And you may sell him a radio set.

If you are bothered with loafers, try this scheme on them. It is said to be a sure cure if you keep up the treatment.

The Inventory in the Drug Store.

The taking of an inventory in the drug store has always been regarded as something of a bugbear and yet it need not be so if a little time and thought is given to it. We take our stock at the beginning and end of the calendar year—this space of time being our accounting period. We have done this for some years and on Jan. 10, 1924, we had our figures all extended and added up. When we first started to take inventory it would take us several months for the job and the results were of doubtful value when we got them. Now we are taking our stock and figuring it up in about ten days, and we believe the figures are as accurate as it is humanly possible to have them. We utilize the time between Christmas and New Year to get our stock in good condition and ready for the actual counting and we begin in the prescription department a week earlier, listing the slow-moving goods first. We estimate the number of tablets in a bottle and follow the same course as to partially filled bottles of liquids. The items are entered upon loose leaf sheets which can be purchased for this purpose, and all sheets are numbered to prevent loss. As has been our practice for many years, our store is open only two hours morning and evening on Sundays, and we utilize the nearest Sunday to December 31 for stock taking. We should prefer to use another time, but it seems almost impossible to do it on a week day during the regular course of business. The whole force is on hand and we generally have some extra help for the day. Working in pairs, one calling the items and the other taking them down on the sheets, we have found it possible to list our entire stock between eight in the morning and five in the afternoon. In entering the items upon the sheets we put down the actual number on hand, eliminating the terms "dozen" and "gross" and then after the name of the item, the cost price for one. Thus 8 1/4 dozen tooth brushes would be listed "99 tooth brushes @ 25c." By listing in this way a simple multiplication gives us the total amount and by following this uniform plan the extension and addition of the items may be done outside the store if desirable.

The value of accurate inventory figures cannot be over-estimated. They form the basis for the opening of the books and without them no real statement of profit and loss can be made. Furthermore, the Government requires them for income tax purposes and they are of great value in case of loss by fire. But perhaps the greatest value, the taking of the inventory has, is the fact that it reveals goods which have been hidden or stored away and often times completely forgotten. It reveals shop-worn and soiled goods and serves as a notice that these should be gotten out and sold at a reduced price if necessary. Shoving goods in a corner, when for some reason they do not seem to sell well is a very poor policy. We have made it a practice to keep these goods out where people may see them, and if they are not sold at the original price we keep on reducing the price until they are sold. There is practically nothing that will not sell

at some price and we are better off to take this price rather than tuck them away in the cellar where they will very likely be forgotten and never turned into cash. Time and labor spent upon inventory is a good investment and particularly so in making up a financial statement of condition—it is absolutely necessary—so your banker will tell you if you seek a loan on the basis of your business statement.

C. W. Holton.

Next Meeting of Michigan Board of Pharmacy.

Lansing, Feb. 17—The Board of Pharmacy will hold a meeting for the examination of candidates for registration at the Knights of Columbus auditorium, 50 Ransom avenue, Grand Rapids, Tuesday, Wednesday and Thursday, March 17, 18, 19, beginning at 9 o'clock a. m. of the 17th. All candidates must be present at that hour. Applications must be filed with the Director at least ten days before the examination.

Applications for examination and blank forms of affidavits for practical or college experience furnished on request.

Fee for Registered Pharmacist, \$15; fee for Registered Assistant Pharmacist, \$10. Fee for re-examination: Registered Pharmacist, \$3; Registered Assistant Pharmacist, \$2. There is also a certificate fee after passing: Registered Pharmacist, \$15; Registered Assistant Pharmacist, \$10.

The next examination will be held in Detroit on June 16, 17 and 18.

H. H. Hoffman, Director.

At the last meeting of the Board, the successful candidates were as follows:

Registered Pharmacist.

L. Ray Duggan, Detroit.
Oscar C. Gorenflo, Detroit.
Charles B. Gorey, Detroit.
Ernest Gross, Detroit.
Irving H. Grossman, Detroit.
Floyd Halladay, Detroit.
Don R. Harris, Clio.
Robert A. Herald, McBrides.
George Jezek, Bessemer.
M. F. Johnston, Detroit.
Francis V. Kolufsky, Detroit.
Victor E. Krieger, Detroit.
Thomas F. Mooney, Detroit.
Eugene Schiff, Detroit.
Erwin E. Szatmary, Detroit.
Edw. T. Vennard, Ann Arbor.
Walter R. Bohnhoff, Saginaw.
John C. Dickinson, East Lansing.
Howard G. Doud, Lansing.
S. D. Friedlander, Detroit.
Russell W. Hochstetler, Detroit.
E. N. Kernahan, Detroit.
Louis Kertesz, Detroit.
Charles S. Lempke, Algonac.
Joseph Loomis, Detroit.
J. Wendell Lyons, Detroit.
Theodore R. Monroe, Lansing.
Walter H. Mueller, Detroit.
Lewis H. Nooney, Marshall.
William H. Plase, Detroit.
Fred H. Prescott, Detroit.
Evi Raymond, Detroit.
Gardner E. Thorne, Detroit.
Henry O. Trinklein, Saginaw.
Shad W. Vincent, Lapeer.
D. J. Wilson, Highland Park.
R. Stanley Wilson, Highland Park.
Louis Zack, Detroit.
John Richard, Detroit.
Registered Assistant Pharmacist.
William G. Bernbaum, Detroit.
Robert C. Bliss, Milan.
Irving M. Eisenman, Detroit.
Sol Grant, Detroit.
William Hubert, Detroit.
Louis Lightstone, Detroit.
John A. MacDonald, Detroit.
Wm. John McAuliffe, Detroit.
Irvine Mentz, Detroit.
C. J. Perrault, Detroit.
Russell E. Raymond, Detroit.
R. Wesley Robb, Detroit.
Douglas R. Scott, Benton Harbor.
Harold J. Slinkster, Highland Park.
Edw. M. Smedley, Detroit.
Carl M. Smith, Detroit.

Ralph H. Thomas, Detroit.
James Winning, Detroit.
Robert E. Ashbury, Detroit.
James H. Barclay, Detroit.
Clarence L. Eaton, Highland Park.
Nelson J. Fanning, Detroit.
E. Fred Gnekow, Detroit.
Samuel G. Hammerstein, Detroit.
Alexander Hunziker, Niles.
Richard Kienman, Detroit.
Jack L. Levin, Detroit.
Charles L. Loney, Detroit.
John F. Newberry, South Haven.
Zolton K. Papp, Flint.
Paul Wm. Peet, Detroit.
Harold H. Pierce, Detroit.
Chester A. Plewa, Hamtramck.
Mrs. Vera Robinson, Flint.
Benny Rovin, Detroit.
Morton Siegel, Detroit.
Ernest A. Sobanski, Detroit.

The action of the Indian Legislature at Delhi in adopting a reciprocity measure on inferiority is something new in the line of international relations. Governments like the United States which treat the Hindus as inferior people will in turn be put on the inferiority list by them. The act seems plausible. Among the Western nations it seems quite all right to apply to all other nations and peoples a sliding scale of disparaging appraisal—backward peoples here, arrested development there, corrupted, incompetent and the like. By the new Hindu Act the rule will be made to work both ways.

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WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow		Cinchona	
Boric (Powd.)	15 @ 25	Lavendar Gar'n	8 00@8 25	Colchicum	@2 10
Boric (Xtal)	15 @ 25	Lemon	85@1 20	Cubebs	@3 00
Carbolic	39 @ 46	Linseed, bbl.	1 50@1 75	Digitalis	@1 80
Citric	58 @ 70	Linseed, bbl less 1	32@1 45	Gentian	@1 35
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@1 23	Ginger, D. S.	@1 80
Nitric	9 @ 15	Linseed, rat. less 1	30@1 33	Guaiaac	@2 20
Oxalic	15 @ 25	Mustard, artifi. oz.	@ 60	Guaiaac, Ammon.	@2 00
Sulphuric	3 1/2 @ 8	Neatsfoot	1 35@1 50	Iodine	@ 95
Tartaric	40 @ 50	Olive, pure	3 75@4 50	Iodine, Colorless	@1 50
Ammonia		Olive, Malaga, yellow	2 75@3 00	Iron, Clo.	@1 35
Water, 26 deg.	10 @ 18	Olive, Malaga, green	2 75@3 00	Kino	@1 40
Water, 18 deg.	8 1/2 @ 13	Orange, Sweet	4 50@4 75	Myrrh	@2 50
Water, 14 deg.	6 1/2 @ 12	Origanum, pure	@2 50	Nux Vomica	@1 55
Carbonate	20 @ 25	Origanum, com'l	1 00@1 20	Opium	@3 50
Chloride (Gran.)	10 1/2 @ 20	Pennyroyal	3 00@3 25	Opium, Camp.	@ 85
Balsams		Peppermint	15 00@15 25	Opium, Deodor'd	@3 50
Copaiba	75@1 20	Rose, pure	13 50@14 00	Rhubarb	@1 70
Fir (Canada)	2 55@2 80	Rosemary Flows	1 25@1 50	Paints.	
Fir (Oregon)	65@1 00	Sandalwood, E.	10 00@10 25	Lead, red dry	16 1/4 @16 1/4
Peru	3 00@3 25	Sassafras, true	2 50@2 75	Lead, white dry	16 1/4 @16 1/4
Tolu	3 00@3 25	Sassafras, arti'l	80@1 20	Lead, white oil	16 1/4 @16 1/4
Barks		Sperm	7 00@7 25	Ochre, yellow bbl.	@
Cassia (ordinary)	25 @ 30	Spiramint	1 80@2 05	Ochre, yellow less 2 1/2	@
Cassia (Salgon)	50 @ 60	Tansy	5 00@5 25	Red Venet'n Am.	3 1/4 @
Sassafras (pw. 50c)	@ 55	Tar, USP	50 @ 65	Red Venet'n Eng.	4 @
Soap Cut (powd.)	18 @ 25	Turpentine, bbl.	@ 99 1/2	Putty	5 @
Berries		Turpentine, less 1	07@1 20	Whiting, bbl.	@ 4 1/2
Cubeb	@1 25	Wintergreen, leaf	6 00@6 25	Whiting	5 1/4 @ 10
Fish	@ 40	Wintergreen, sweet	3 00@3 25	L. H. P. Prep.	2 80@3 00
Juniper	09 @ 20	Wintergreen, art.	80@1 20	Rogers Prep.	2 80@3 00
Prickly Ash	@ 30	Wormseed	6 50@6 75	Miscellaneous	
Extracts		Wormwood	8 50@8 75	Acetanallid	47 @ 55
Licorice	60 @ 65	Potassium		Alum	08 @ 12
Licorice powd.	@1 00	Bicarbonate	35 @ 40	Alum, powd. and	09 @ 15
Flowers		Bichromate	15 @ 25	Bismuth, Subni-	3 22@3 43
Arnica	25 @ 30	Bromide	69 @ 85	trate	07 @ 13
Chamomile (Ger.)	20 @ 25	Bromide	54 @ 71	Cantharades, po.	1 75@2 25
Chamomile Rom.	@ 50	Chlorate, gran'd	23 @ 30	Calomel	1 93@2 09
Gums		Chlorate, powd.	16 @ 25	Capsicum, pow d	48 @ 55
Acacia, 1st	50 @ 55	or Xtal	16 @ 25	Carmine	6 00@6 60
Acacia, 2nd	45 @ 50	Cyanide	30 @ 90	Cassia Buds	25 @ 30
Acacia, Sorts	20 @ 25	Iodide	28 @ 4 43	Cloves	50 @ 55
Acacia, Powdered	35 @ 40	Permanganate	20 @ 30	Chalk Prepared	14 @ 16
Aloes (Barb Pow)	25 @ 35	Prussiate, yellow	65 @ 75	Chloroform	55 @ 65
Aloes (Cape Pow)	25 @ 35	Prussiate, red	@1 00	Chloral Hydrate	1 35@1 85
Aloes (Soc. Pow.)	65 @ 70	Sulphate	35 @ 40	Cocaine	11 35@12 00
Asafoetida	65 @ 75	Roots		Cocoa Butter	50 @ 75
Pow.	1 00@1 25	Alkanet	25 @ 30	Corks, list, less	40 @ 50 1/2
Camphor	1 05@1 15	Blood, powdered	35 @ 40	Copperas	2 1/2 @ 10
Guaiaac	@ 75	Calamus	35 @ 50	Copperas, Powd.	1 58@1 76
Guaiaac, pow'd	@ 75	Elecampane, pwd	25 @ 30	Corrosive Sublim	1 58@1 76
Kino	@ 85	Gentian, powd.	20 @ 30	Cream Tartar	40 @ 45
Kino, powdered	@ 90	Ginger, African	30 @ 35	Cuttle bone	40 @ 50
Myrrh	@ 60	Ginger, Jamaica	60 @ 65	Dextrine	6 @ 15
Myrrh, powdered	@ 65	Ginger, Jamaica, powdered	55 @ 60	Dover's Powder	3 50@4 00
Opium, powd.	19 65@19 92	Goldenseal, pow.	5 50@6 00	Emery, All Nos.	10 @ 15
Opium, gran.	19 65@19 92	Ipecac, powd.	3 75@4 00	Emery, Powdered	8 @ 10
Shellac	90 @ 1 00	Licorice	35 @ 40	Epsom Salts, bbls.	@
Shellac Bleached	1 00@1 10	Licorice, powd.	30 @ 40	Epsom Salts, less 3 1/4	@ 10
Tragacanth, pow.	@ 1 75	Orris, powdered	30 @ 40	Ergot, powdered	@ 1 00
Tragacanth	1 75@2 25	Poke, powdered	35 @ 40	Flake, White	15 @ 20
Turpentine	@ 25	Rhubarb, powd.	1 00@1 10	Formaldehyde, lb.	13 @ 20
Insecticides		Rosinwood, powd.	@ 40	Gelatin	1 10@1 25
Arsenic	15 @ 25	Sarsaparilla, Hond.	@ 1 00	Glassware, less 55%	
Blue Vitriol, bbl.	@ 07	Sarsaparilla Mexican.	@ 1 25	Glassware, full case 60%	
Blue Vitriol, less 8 1/4	@ 15	ground	@ 1 25	Glauber Salts, bbl.	@ 02 1/2
Bordea. Mix Dry 12 1/4	@ 23 1/2	Squills	35 @ 40	Glauber Salts less 04 @ 10	
Hellebore, White	20 @ 30	Squills, powdered	60 @ 70	Glue, Brown	21 @ 30
powdered	20 @ 30	Tumeric, powd.	17 @ 25	Glue, Brown Grd	15 @ 20
Insect Powder	75 @ 85	Valerian, powd.	40 @ 50	Glue, white	27 1/2 @ 35
Lead Arsenate Po.	22 @ 36 1/2	Seeds		Glue, white grd.	25 @ 35
Lime and Sulphur	9 @ 20 1/2	Anise	@ 35	Glycerine	25 @ 45
Dry	9 @ 20 1/2	Anise, powdered	35 @ 40	Hops	65 @ 75
Paris Green	22 @ 37	Bird, ls	13 @ 17	Iodine	6 45@6 90
Leaves		Canary	13 @ 20	Iodoform	7 35@7 65
Buchu	1 35@1 50	Caraway, Po.	30 @ 30	Lead Acetate	20 @ 30
Buchu, powdered	@1 50	Cardamon	@3 00	Mace	@1 40
Sage, Bulk	25 @ 30	Cardamon	@3 50	Mace, powdered	@1 45
Sage, 1/2 loose	@ 40	Coriander pow.	30 @ 25	Menthol	16 50@17 00
Sage, powdered	@ 35	Dill	12 1/2 @ 20	Morphine	11 18@11 93
Senna, Alex.	50 @ 75	Fennell	25 @ 40	Nux Vomica	@ 30
Senna, Tinn.	30 @ 35	Flax	09 @ 15	Nux Vomica, pow.	17 @ 25
Senna, Tinn. pow.	25 @ 35	Flax, ground	09 @ 15	Pepper black pow.	32 @ 35
Uva Ursi	20 @ 25	Foenugreek pow.	15 @ 25	Pepper, White	40 @ 45
Oils		Hemp	8 @ 15	Pitch, Burgundy	10 @ 15
Almonds, Bitter, true	7 50@7 75	Lobella, powd.	@1 25	Quassia	12 @ 15
Almonds, Bitter, artificial	4 00@4 25	Mustard, yellow	15 @ 25	Quinine	72 @ 1 32
Almonds, Sweet, true	1 40@1 60	Mustard, black	20 @ 25	Rochelle Salts	30 @ 35
Almonds, Sweet, imitation	60 @1 00	Poppy	22 @ 25	Saccharine	@ 30
Amber, erude	1 50@1 75	Quince	1 50@1 75	Salt Peter	11 @ 22
Amber, rectified	1 75@2 00	Rape	15 @ 20	Selditz Mixture	30 @ 40
Anise	1 00@1 25	Sabadilla	25 @ 35	Soap, green	15 @ 30
Bergamont	5 75@6 00	Sunflower	11 1/2 @ 15	Soap mott cast.	22 1/2 @ 25
Cajeput	1 50@1 75	Worm, American	30 @ 40	Soap, white castile	@12 00
Cassia	4 25@4 50	Worm, Levant	4 00@4 25	Soap, white castile less, per bar	@1 45
Castor	1 95@2 20	Tinctures		Soda Ash	3 1/4 @ 10
Cedar Leaf	1 75@2 00	Aconite	@1 80	Soda Bicarbonate	3 1/4 @ 10
Citronella	1 50@1 75	Aloe	@1 45	Soda, Sal	02 1/2 @ 50
Cloves	3 25@3 50	Arnica	@1 10	Spirits Camphor	@1 35
Cocoonut	25 @ 35	Asafoetida	@2 40	Sulphur, roll	3 1/4 @ 10
Cod Liver	2 00@2 10	Belladonna	@1 35	Sulphur, Subl.	04 @ 10
Croton	2 00@2 25	Benzoin	@2 65	Tamarinds	20 @ 25
Cotton Seed	1 40@1 60	Benzoin Comp'd	@2 55	Tartar Emetic	70 @ 75
Cubebs	7 50@7 75	Buchu	@2 85	Turpentine, Ven.	50 @ 75
Eigeron	6 00@6 25	Cantharadial	@2 85	Vanilla Ex. pure	1 75@2 25
Eucalyptus	1 25@1 50	Capsicum	@2 20	Vanilla Ex. pure 2 50	@3 00
Hemlock, pure	1 75@2 00	Catechu	@1 75	Zinc Sulphate	06 @ 15
Juniper Berries	3 00@3 25				
Juniper Wood	1 50@1 75				
Lard, extra	1 50@1 70				
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

Evap. Apricots
Red Kidney Beans
Pickles

DECLINED

Brown Beans
Cloves
Ginger
Pepper

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



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

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

BEECH-NUT BRANDS.



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

BLUING

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

BREAKFAST FOODS
Cracked Wheat, 24-2 3 85
Cream of Wheat, 18s 3 60
Pillsbury's Best Cerl 2 60
Quaker Puffed Rice ----- 5 20
Quaker Puffed Wheat 4 30
Quaker Brst Biscuit 1 90
Quaker Brst Biscuit 1 90
Ralston Branzen ----- 2 70
Ralston Branzen ----- 3 20
Ralston Food, large ----- 4 00
Saxon Wheat Food ----- 3 90



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

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

Shoe

No. 50 ----- 2 00
Peerless ----- 2 60
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
Apple Sauce, No. 10 8 00
Apricots, No. 1 1 35
Apricots, No. 2 ----- 2 85
Apricots, No. 2 1/2 2 60
Apricots, No. 10 ----- 8 00
Blackberries, No. 10 10 00
Blueberries, No. 2 2 00
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
Peaches, No. 1 Sliced 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 Mich 2 45
Peaches, 2 1/2 Cal. 3 25
Peaches, 10, Mich. ----- 7 75
Pineapple, 1, sl. 1 80
Pineapple, 2, sl. 2 80
Pineapple, 2 br. sl. 2 65
Pineapple, 2 1/2, sl. 3 35
Pineapple, 2, cru. ----- 2 90
Pineapple, 10 cru. ----- 12 00
Pears, No. 2 ----- 3 25
Pears, No. 2 1/2 ----- 4 00
Plums, No. 2 ----- 1 75
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
Rhubarb, No. 10 ----- 5 25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00
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, Star ----- 2 70
Shrimp, 1, wet, 2 10
Sard's, 1/4 Oil, ky 5 75
Sardines, 1/4 Oil, k'less 6 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2 2 75
Salmon, Red Alaska ----- 3 10
Salmon, Med. Alaska 2 75
Salmon, Pink Alaska 1 75
Sardines, Im. 1/4, ea. 10 28
Sardines, Im. 1/4, ea. ----- 25
Sardines, Cal. ----- 1 65
Tuna, 1/4, Albocore ----- 95
Tuna, 1/4, Curtis, doz. 2 20
Tuna, 1/4, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT.

Bacon, Med. Beechnut 2 40
Bacon, Lge. Beechnut 4 05
Beef, No. 1, Corned ----- 2 75
Beef, No. 1, Roast ----- 2 75
Beef, No. 2 1/2, Eagle sil 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 ----- 25
Beefsteak & Onions, 2 75
Chili Con Ca., Is 1 35
Deviled Ham, 1/4s ----- 2 20
Deviled Ham, 1/4s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 1/4 oz. ----- 1 10
Potted Meat, 1/4 Libby 5 1/2
Potted Meat, 1/2 Libby ----- 85
Potted Ham, Gen. 1/4 ----- 1 85
Vienna Saus., No. 1/4 ----- 1 35
Vienna Sausage, Qua. ----- 95
Veal Loaf, Medium ----- 2 30

Baked Beans

Campbells ----- 1 15
Quaker, 18 oz. ----- 95
Fremont, No. 2 ----- 1 20
Snider, No. 1 ----- 95
Snider, No. 2 ----- 1 25
Van Camp, small ----- 85
Van Camp, Med. ----- 1 15

CANNED VEGETABLES.

Asparagus.
No. 1, Green tips 4 60
No. 2 1/2, Lge. Green 4 50
W. Bean, cut ----- 2 25
Green Beans, 2s 2 00
Gr. Beans, 10s 7 50
L. Beans, 2 gr. 1 35
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20
Beets, No. 2, wh. 1 75
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
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50
Hominy, No. 3 1 00
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
Peas, No. 2, Sift. ----- 1 85
Peas, No. 2, Ex. Sift. ----- 2 25
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35
Pumpkin, No. 10 4 50
Pimientos, 1/4, each 12 14
Pimientos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/2 1 60
Sauerkraut, No. 3 1 40
Succotash, No. 2 1 65
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60
Spinach, No. 3 ----- 2 10
Spinach, No. 10 ----- 6 00
Tomatoes, No. 2 1 40
Tomatoes, No. 2, 2 glass 2 25
Tomatoes, No. 2, glass 2 60
Tomatoes, No. 10 ----- 7 50

CATSUP.

B-nut, Small ----- 2 70
Lily Valley, 14 oz. ----- 2 60
Lily of Valley, 1/2 pint 1 75
Paramount, 24, ss ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 95
Sniders, 16 oz. ----- 2 95
Quaker, 10 1/2 oz. ----- 1 60
Quaker, 14 oz. ----- 2 25
Quaker, Gallon Glass 12 50

CHILI SAUCE

Snider, 16 oz. ----- 3 50
Snider, 8 oz. ----- 2 50
Lilly Valley, 8 oz. ----- 2 10
Lilly Valley, 14 oz. ----- 3 50

OYSTER COCKTAIL.

Sniders, 16 oz. ----- 3 50
Sniders, 8 oz. ----- 2 50

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 ----- 28
Michigan Full Cream 27
New York Full Cream 28 1/2
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 ----- 65
Beechnut ----- 70
Doublemint ----- 65
Juicy Fruit ----- 65
Peppermint, Wrigleys ----- 65
Spearmint, Wrigleys ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

CHOCOLATE.

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

COCOA.

Bunte, 1/4s ----- 43
Bunte, 1/4 lb. ----- 35
Bunte, lb. ----- 32
Droste's Dutch, 1 lb. ----- 8 50
Droste's Dutch, 1/4 lb. 4 50
Droste's Dutch, 1/4 lb. 2 35
Hersheys, 1/4s ----- 34
Hersheys, 1/4s ----- 34
Huyler ----- 40
Lowney, 1/4s ----- 40
Lowney, 1/4s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/4s ----- 32
Runkles, 1/4s ----- 36
Van Houten, 1/4s ----- 75
Van Houten, 1/4s ----- 75

COCOANUT.

1/4s, 5 lb. case Dunham 42
1/4s, 5 lb. case ----- 40
1/4s & 1/4s 15 lb. case ----- 41
Bulk, barrels shredded 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
Braided, 50 ft. ----- 2 75
Sash Cord ----- 4 25



COFFEE ROASTED

Bulk
Rio ----- 32
Santos ----- 35
Maracaibo ----- 40
Gautemala ----- 41
Java and Mocha ----- 47
Bogota ----- 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

CIGARS

Worden Grocer Co. Brands
Master Piece, 50 Tin. 37 50
Webster's ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 24
Starlight P-Club ----- 135 00
Little Valentine ----- 37 50
Valentine Broadway ----- 75 00
Valentine DeLux Im ----- 95 00
Tlona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars, 1-20, per M ----- 75 00
Worden's Havana ----- 19 50
Specials, 20, per M ----- 75 00
Little Du: 1 Stogie 18 50

CONFECTIONERY

Stick Candy Pails
Standard ----- 17
Jumbo Wrapped ----- 19
Pure Sugar Sticks 600s 4 2f
Big Stick, 20 lb. case 20

Mixed Candy

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

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted 1 70
Choc Marshmallow Dp 1 70
Milk Chocolate A A ----- 1 80
Nibble Sticks ----- 1 95
Primrose Choc. ----- 1 25
No. 12 Choc., Dark 1 70
No. 12, Choc., Light 1 75
Chocolate Nut Rolls ----- 1 75

Gum Drops Pails

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

Lozenges. Pails

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

Hard Goods. Pails

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

Cough Drops Bxs.

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

Package Goods

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

Specialties.

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

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1000 Economic grade 37 50

Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes ----- 32

DRIED FRUITS

Apples

Domestic, 20 lb. box 11
N. Y. Fcy, 50 lb. box 16 1/2
N. Y. Fcy, 14 oz. pkg. 17 1/2

Apricots

Evaporated, Choice ----- 24
Evaporated, Fancy ----- 27
Evaporated, Slabs ----- 21

Citron

10 lb. box ----- 48

Currants

Package, 14 oz. ----- 17
Greek, Bulk, lb. ----- 16

Dates

Hollowi ----- 09

Peaches

Evap., Choice, unp. ----- 15
Evap., Ex. Fancy, P. P. 20

Peal

Lemon, American ----- 24
Orange, American ----- 24

Raisins.

Seeded, bulk ----- 9
Thompson's s'dless blk 9 1/2
Seeded, 15 oz. ----- 11
Thompson's seedless, 15 oz. ----- 11

California Prunes

70@80, 25 lb. boxes ----- 09
60@70, 25 lb. boxes ----- 10 1/2
50@60, 25 lb. boxes ----- 12
40@50, 25 lb. boxes ----- 14 1/2
30@40, 25 lb. boxes ----- 17
20@30, 25 lb. boxes ----- 23

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 07 1/2
Cal. Limas ----- 16
Brown, Swedish ----- 07 1/2
Red Kidney ----- 12

Farina

24 packages ----- 2 50
Bulk, per 100 lbs ----- 06 1/2

Hominy

Pearl, 100 lb. sack ----- 4 25

Macaroni

Domestic, 20 lb. box 11
Armours, 2 doz., 8 oz. 2 00
Fould's 2 doz., 8 oz. 2 25
Quaker, 2 doz. ----- 2 00

Pearl Barley

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

Peas

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

Sago

East India ----- 10

Taploca

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

FLAVORING EXTRACTS



Doz. PURE Vanilla
Lemon 1 50 ----- 1/4 ounce ----- 2 00
1 80 ----- 1/4 ounce ----- 2 65
3 25 ----- 1/4 ounce ----- 4 20
3 00 ----- 1/4 ounce ----- 4 00
5 50 ----- 1/4 ounce ----- 7 20

UNITED FLAVOR

Imitation Vanilla
1 ounce, 10 cent, doz. 90
2 ounce, 15 cent, doz. 1 25
3 ounce, 25 cent, doz. 2 00
4 ounce, 35 cent, doz. 2 25

Jiffy Punch

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

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

HORSE RADISH	
Per doz., 5 oz.	1 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 1c bxs	5 50
Red Diamond, 144 bx	6 00
Safety Matches	
Quaker, 5 gro. case	4 75

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

MOLASSES.

Gold Brer Rabbit	
No. 10, 6 cans to case	5 95
No. 5, 12 cans to case	6 20
No. 2 1/2, 24 cans to case	6 45
No. 1 1/2, 36 cans to case	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 90
Dove, 24, 2 1/2 lb. Black	4 70
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, rstd	15
Pecans, 3 star	23
Pecans, Jumbo	50
Walnuts, California	31
Salted Peanuts.	
Fancy, No. 1	14
Jumbo	23
Shelled.	
Almonds	68
Peanuts, Spanish	13
125 lb. bags	37
Quarters	1 06
Pecans	59
Walnuts	59

OLIVES.	
Bulk, 2 gal. keg	3 60
Bulk, 3 gal. keg	5 25
Bulk, 5 gal. keg	8 50
Quart Jars, dozen	6 00

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, Pl. doz.	4 25
3 oz. Jar, Stu., doz.	1 35
6 oz. Jar, stuffed, doz.	2 50
9 oz. Jar, stuffed, doz.	3 50
12 oz. Jar, Stuffed,	4 50@4 75
20 oz. Jar, stuffed doz.	7 00

PEANUT BUTTER.

Bel Car-Mo Brand	
8 oz., 2 doz. in case	24
1 lb. pails	25 1/2
12 2 lb. pails	26
15 lb. pails 6 in crate	25 1/2
5 lb. pails	14
25 lb. pails	17
50 lb. tins	18

PETROLEUM PRODUCTS

Iron Barrels	
Perfection Kerosine	12.1
Red Crown Gasoline	16.7
Tank Wagon	37.2
Gas Machine Gasoline	19.6
V. M. & P. Naphtha	39.2
Capitol Cylinder	21.2
Atlantic Red Engine	12.2
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
Finol, 4 oz. cans, doz.	1.40
Finol, 8 oz. cans, doz.	2.00
Parowax, 100, lb.	7.7
Parowax, 40, 1 lb.	7.9
Parowax, 20, 1 lb.	8.1



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	13 00
0 gallon kegs	10 00
Sweet Small	
30 gallon, 3000	50 00
5 gallon, 600	10 00
Dill Pickles.	
600 Size, 15 gal.	13 00
PIFES	
Cob, 3 doz. in dx. 1 00@1 20	
PLAYING CARDS	
Battle Axe, per doz.	2 65
Blue Ribbon	4 50
Bicycle	4 75

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
Cows.	
Top	12 1/2
Good	11
Medium	9
Common	7 1/2
Veal.	
Good	15 1/2
Top	17
Medium	13
Lamb.	
Good	28
Medium	25
Poor	20
Mutton.	
Good	20
Medium	10
Poor	8
Pork.	
Heavy hogs	12
Medium hogs	13
Light hogs	14
Loins	18 1/2
Butts	17
Shoulders	14
Spareribs	13 1/2
Neck bones	5

PROVISIONS	
Barreled Pork	
Clear Back	29 00@30 00
Short Cut Clear	29 00@30 00

Dry Salt Meats	
S P Bellies	18 00@20 00

Lard	
Pure in tiers	17
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1/4
Compound tiers	14
Compound, tubs	14 1/2

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.	26
Hams, Cert., 16-18 lb.	27
Ham, dried beef	@34
sets	@15
California Hams	@32
Picnic Boiled	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	31
Moist in glass	8 00

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 skeln	1 75@2 00

RICE	
Fancy Blue Rose	7 1/2@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, 18 Regular	2 00
Quaker, 12s Family N	2 95
Mothers, 12s, Ill'num	3 60
Silver Flake, 18 Reg.	1 80
Sacks, 90 lb. Jute	3 65
Sacks, 90 lb. Cotton	3 75

RUSKS.	
Holland Rusk Co.	
Brand	
36 roll packages	4 50
18 roll packages	2 30
36 carton packages	5 10
18 carton packages	2 60

SALERATUS	
Arm and Hammer	3 75

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

COD FISH	
Middles	16
Tablets, 1 lb. Pure	19 1/2
Tablets, 1/2 lb. Pure, doz.	1 40
Wood boxes, Pure	28
Whole Cod	11 1/2

Holland Herring	
Mixed, Kegs	1 10
Queen, half bbls.	10 25
Queen, bbls.	17 50
Milkers, kegs	1 25
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
out Lunch	95
Boned, 10 lb. boxes	21

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

Mackerel	
Tubs, 100 lb. fancy 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, ds.	1 35
Dri-Foot, doz.	2 00
Bixby's, doz.	1 35
Shinola, doz.	90

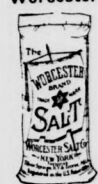
STOVE POLISH.	
Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 25
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1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

SAIT.	
Colonial, 24, 2 lb.	95
Log Cab., Iodized, 24-2	2 40
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Parkers Meat, 56 lb.	63
Crushed Rock for ice cream, 100 lb., each	75

Butter Salt, 280 lb. bbl	4 50
Blocks, 50 lb.	42
Baker Salt, 280 lb. bbl.	4 07
100, 3 lb. Table	5 57
60, 5 lb. Table	5 30
30, 10 lb. Table	5 30
28 lb. bags, Table	4 40
Colonial Iodine Salt	2 40



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

Worcester

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

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
Grdina White Na. 100s	4 10
Rub No More White	
Naptha, 100 box	4 00
Swift Classic, 100 box	4 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 75
Jap rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Octagon	6 75
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 lgs.	3 45
Quaker Hardwater	

WASHINGTON'S YOUTH.

Sidelights on Romantic Phases of Great Patriot.

Recently acquired records of the days of George Washington and an examination of his carefully kept expense accounts and diaries unfold a real heart-interest story.

Washington, as a young man, was most popular with the ladies. Furthermore, he knew. At sixteen he had his reverses, like most boys of that age, for he writes of a "Hurt of the heart incurable." Many times after that he mentions a "Faire Mayde" who has captured his admiration for the time. You see Washington found himself more at ease with the ladies than he was with the men. He was able to get along better with his female acquaintances than with the men.

When he was chosen to carry a message to some of the French officials then in America, he found time to turn aside to call upon a noted Indian princess, Aliquippa. He later wrote of how impressed he was with her grace and beauty. She, too, told of how kindly she considered the tall, handsome young Virginian. He records in his accounts the present that he gave her. It consisted of a blanket and a bottle of rum. He wrote, "which latter was thought the much best present of the two."

Because young George Washington kept such a very exact expense account there are additional glimpses of his social interests and his desire to be well thought of by the fair maidens. There are found such entries as "Treating the ladys, 2 shillings;" "Present for Polly, 5 shillings;" "My share of the music at the dance, 3 shillings;" "Lost at love, 5 shillings."

Before he met the beautiful young widow he married he had two other quite serious love affairs. There was the charming Mary Philipse, whose people came from New York. She was a few years older than Washington, and a most sought-after society belle.

The upstanding Washington's country manners and military life made him a novelty to the blase New York girl. She was not adverse to letting him know that she was interested in him. And because she did let him know he almost lost his romantic young head. But Mary, although she respected him and admired him, was quite certain that she did not love him and she most certainly turned down his ardent pleas.

Evidently Washington had something of a philosophic turn of mind and he made a note in his diary that shows something of the conclusion that he was too precipitate and that he had "not waited until ye ladye was in her mood."

Washington's other serious affair of the heart was a platonic regard for the wife of his close friend. It fortunately remained an entirely harmless attachment, for it was innocent of damage to his character. Nevertheless it was, for a time, a little disturbing.

On many trips in the services of the King and the Colonial Government and his hunting travels Washington had for a boon companion George William Fairfax. As a surveyor he went to

live with the Fairfaxes after his friend had married. The groom was but twenty-two and his wife a happy winsome girl of eighteen. In the home of this young couple he spent many hours but it was the interest that Mrs. Sally Cary Fairfax had in literature and history that stimulated and interested him most. She prodded his ambition, for she recognized in him great qualities that needed developing, expanding and enlarging.

Martha Dandridge Lee Custis was twenty-five when her husband died and one of the most beautiful, as well as richest, heiresses of Virginia. She had married very young and had had four children, one of whom, a boy, died not long after his father. Washington's courtship of the charming widow was as direct as his methods in war. He

for in May, 1758, his diary bears a record, "one engagement ring, 2 pounds 16 shillings."

On January 17, 1759, they were married. The planters, members of the Virginia Assembly and the belles and beaux were all there.

There has recently come to light an interesting letter that he wrote at this time in which the young husband specially instructed that his house be all ready when they should arrive.

The letter is signed "G. Washington," and shows him as the human, lovable character that he was. He says:

"I have sent Miles on to-day, to let you know that I expect to be up tomorrow, and to get the key from Col. Fairfax's which I desire you will take care of. You must have the house very

Being Gentleman Farmer Was Washington's Favorite Amusement.

We know a good deal about the hopes and difficulties of Washington as a statesman and military commander, but Washington as a farmer is not so familiar. Yet it is clear from his letters and diary that he liked best to think of himself as a farmer. His family coat-of-arms, which showed the bearer owned land and farmed it, he used as a design for a book-plate, adding a spear of wheat further to indicate what he once called "the favorite amusement of my life."

"To see plants rise from the earth," he wrote, "and flourish by the superior skill of the laborer fills a contemplative mind with ideas which are more easy to conceive than to express."

If the Hessian fly got in his wheat he could not write to the Department of Agriculture for advice. No county agent called with whom the pest could be discussed, no experiment station sent helpful bulletins. There was no American agricultural journal.

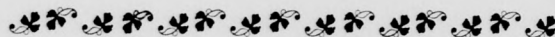
But Washington, who had piloted his country through a war and organized a government, felt the need of sound, scientific advice in agricultural methods so keenly that he turned to his late enemy, and kept up a vigorous correspondence with Arthur Young, editor of *Annals of Agriculture*.

This English periodical, a forerunner of the farm journals of to-day, contained accounts of a great variety of experiments in agriculture and stock raising, with pictures and descriptions of farm machines and implements, plans for rotation of crops, and articles by farmers who had tested out what they were writing about. Even William Pitt contributed material. You can still read an article of his on storing turnips, or another on deep ploughing, and George III himself dropped matters of state long enough to write for Young's journal under the pen name of "Ralph Robinson."

On the Mount Vernon estate to-day can be seen the octagonal, tower-like building which Washington used as a seed house. The procuring of seed was one of his greatest problems. Most of it had to be shipped from England, and this often proved unsatisfactory. For instance, in one of Washington's letters he mentions that he has ordered from Arthur Young cabbage seed, turnip, grass, clover, velvet wheat, oats, beans and spring barley seed. A little later we read that the seeds were stored in the hold of the vessel bringing them and that much of the shipment was injured by becoming overheated. Young had to get special permission to ship this seed, for the English law on exports was then very severe. The same letter tells that the clover seed cost \$8 per bushel.

Washington was very fond of nuts and planted many hickories. His nephew brought him forty-eight mahogany-tree seeds from the West Indies, which were carefully planted.

No one realized more than Washington the value and necessity of having good seed. "Unless your seed is good it is worse than simple robbery"



The Leaves of Life

The leaves of life are falling one by one—
The woods once thick and green are brown and sere;
And youth with all her bounteous hours is done,
And Age is here.

The leaves of life are falling one by one—
And one by one the heavy hours fall past,
And the glad hours we prayed might ne'er be gone
Old dreams, old friends, we watch them fall away;
Are gone at last.

The Leaves of life are falling one by one—
And all our music takes a minor tone,
Our skies grow gray.

The leaves of life are falling one by one—
Best, worst, loved, hated, happy days and sad,
Each the inevitable course has run,
The present had.

The leaves of life are falling one by one—
Till, after all the gladness and the strife,
We see the redness of the setting sun
Light up our life.

And good seems not so good—ill not so ill;
And things look other than they used to seem;
Ourselves more vague, questions of fate and will
Less like a dream.

And then why leaves should fall, we think we know,
Because the autumn comes before the spring—
The Eternal Spring, where flowers will always blow,
Birds always sing.

E. Nesbit.

first saw her on a pleasant day in May, 166 years ago. He was on a military mission, and a planter of the neighborhood, recognizing young Washington, invited him to stop at his plantation and rest, staying for dinner. But he declined, saying that he must hurry to Williamsburg and lay before the Governor and Council of Virginia matters relating to the march of the British and Colonists against Fort Duquesne. He seemed in very much of a hurry.

Finally the would-be host told of a guest whom he had at the time, a charming Williamsburg widow, Mrs. Daniel Parke Custis. Washington, always very much alive to the charms of a pretty woman, yielded.

His courtship was most successful,

well cleaned and were you to make fires in the rooms below it would air them. You must get two of the best bedsteads put up—one in the hall room and the other in the little dining room that use to be, and have beds made on them against we come—you must also get out the chairs and tables and have them very well rubbed and cleaned—the staircase ought also to be polished in order to make it look well.

"Enquire about in the neighborhood, and get some eggs and chickens, and prepare in the best manner you can for our coming: you need not, however, take out any more of the furniture than the beds, tables and chairs in order that they may be well rubbed and cleaned."

he writes, "for there you lose your money only, but when your money is given for bad seed you lose your money, your labor in preparing the ground, and a whole season."

He further complains that he sometimes has to set the women to work picking the wild onion seeds out of the seed he has bought, and he writes thus to his overseer:

"I will not buy common oats, which are brought from the Eastern Shore to Alexandria for sale (1) because they are not of good quality (2) they are rarely if ever free from Galick and wild onions; with which many of my fields are already but too plentifully stocked from the source already mentioned, and that before I was aware of the evil."

Many experiments with seeds were made by Washington in the hope of bettering conditions. He was always very careful as to the preparation of the soil to be planted, and even tried to calculate the number of seed in a pound Troy, so as to know how much should be sown to the acre. He estimated that in a pound of clover there were 71,000 seeds, in a pound of barley 8,925.

The same year that he was serving as a member of the Federal Convention, and was thus dealing with the great problem of drawing up our Constitution, he worked out a scheme to find out what kind of oats produced the best yield, and whether it was better to plant two or four bushels of seed to the acre. He divided the fields of one of his farms into squares and tried out the different methods, finally coming to the conclusion that two bushels of seed to the acre was preferable.

To prevent smut he tried steeping wheat in brine and alum, and because his slaves often stole a part of the seed they were to plant he mixed it with sand. It could not then be sold, and also was sown more evenly.

Underwear Situation Is Uneven.

As far as the primary market for knitted underwear is concerned, business in both light and heavy goods is quiet and uneven. Retailers have not started to buy Spring lines to any extent as yet, and until their activities make inroads into the jobbers' stocks the latter will have little incentive to trade further. Although business is irregular, some lines have done well. Among these lines are women's knitted vests, which had been inactive for some time. One well-known selling agent is reliably reported to have written orders covering 33,000 dozen of these goods since the first of the year. The vests in question retail at 25 cents, which may account for their wide sale. The same agent has also done quite a good business on men's "athletic" underwear.

Hair Nets Are Coming Back.

The demand for hair nets is stronger now than for a good while past, according to wholesalers here. The improved outlook is held to be due to the very many women with "shingled heads" letting their hair grow long again. In fact, say the hair net dealers the bobbed hair vogue has seen its best days.

Best Department For Ensemble.

The problem of the most advantageous department location is being worked out in various ways by retailers. A number of the larger stores are creating special ensemble departments in the belief that this style will be a permanent one. Where a separate grouping is not resolved upon, many of the stores are placing the silk ensembles in the dress department, particularly where the dress portion of the ensemble is stressed and also because of the necessity minimizing soiling. Where the ensembles are of woollens, a number of retailers are placing them in the suit department, in some instances reviving this section if they have previously discontinued it. Some retailers have decided on the coat department as the best place in their establishments, but this plan is not being followed to as large an extent as the others mentioned.

Birds Eat Lead.

Lead poisoning from eating shot is a malady of wild ducks which of recent years has attracted attention among persons interested in game birds in the United States. It is thought by the Biological Survey that a number of species in addition to those about which facts are known may have been poisoned in the same way. From year to year a large quantity of expended shot is deposited in the mud about shooting points and blinds in marshes, shallow bays and lakes. Many birds find and swallow these leaden pellets while searching for food and become seriously affected by the poison thus taken. Mallards, canvas-backs and pintail ducks and whistling swans have suffered most. It is believed that the trouble is prevalent throughout the country.

Notions Outlook Is Better.

"Some factors in the notions market say they look for a stronger demand for staples during the year," says the current market letter of the National Wholesale Dry Goods Association, "but do not give any reason for their opinion. Reports from hair-dressers indicate that many women are permitting their hair to grow, and it is felt that this will tend to strengthen the demand for hair pins. It is also thought that art needle work lines may improve. Prices on rubber goods are being advanced from 15 to 25 per cent, because of conditions in the rubber market. Fashion cables from Paris say that buttons will continue to be used freely as trimming for another season. Talk in the primary market is to the effect that covered buttons will also continue in strong demand."

Offers New Aviation Game.

Among the new toys brought out for the present season by the manufacturers is a game based on the route taken by the around-the-world fliers in their recent circling of the globe. It shows the entire course followed by the aviators, with the various stops indicated. The game not only is said to have a distinct educational value, but also to possess the competitive interest necessary to make it a commercial success. It is lithographed on metal and is said to be indestructible.

On the reverse side of the toy, which retails at \$1, is a checkerboard.

Hydrangea Colors in Chokers.

The choker is expected to be a good seller in popular-priced novelty jewelry this spring and summer. As a "best bet" in this merchandise, a leading wholesaler is stressing the pearl choker in hydrangea colorings. The latter are shown in varied combinations, such as orchid and pink, pink and white, copen and white, etc., with the shade of each bead alternating. A touch of novelty is also given the sterling silver clasp of the choker in a "two pearl" arrangement, which adds to its appearance and makes the catch more secure. Wholesale prices of the chokers range from \$24 to \$42 per dozen.

New "Vanities" For Spring.

Vanities are said to be coming in for considerable attention in the Spring lines of handbags. Various models are being shown, some with handles and others with backstraps and topstraps. Lizard is one of the leathers being featured in bags to retail at from \$2.95 to \$5.95. "Jazz" leather is used for an English vanity, the principal feature of which is the use of cubist colorings and designs. These numbers retail from \$4.95 to \$7.50. A large array of bags is shown in mottled and morocco grained leather with petit point medalion inserts, to retail at from \$2.95 to \$10.

Worthy of His Hire.

The plumber worked and the helper stood helplessly looking on. He was learning the business. This was his first day.

"Say," he enquired, "do you charge for my time?"

"Certainly, boob," came the reply. "But I haven't done anything."

The plumber, to fill in the hour, had been looking at the finished job with a lighted candle. Handing the two inches of it that were still unburned to the helper, he said witheringly, "Here—if you gotta be so conscientious—blow that out!"

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	16½
Calfskin, Cured, No. 1	19
Calfskin, Cured, No. 2	17½
Horse, No. 1	3 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
Muskrats, Winter	1 25
Muskrats, Fall	1 00
Muskrats, 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

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc.

LOUIS LEVINSOHN, Saginaw, Mich.

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—At a SACRIFICE for cash, a neighborhood corner store located in a good business section, at a street car intersection, in Detroit. Merchandise consists of ladies' and children's ready-to-wear, men's furnishings, dry goods, notions, novelties, etc. Stock and fixtures will inventory about ten thousand dollars. R. Benetant, 4868 Beaubien, corner Warren, Detroit, Mich. 832

BUTTER MAKER WANTED—Man capable of taking charge of a cream and poultry buying station. SHORT & REDMAN, ALMA, MICH. 833

For Sale—Coffee ranch; good paying business in Southern Michigan city of 50,000. Ill health reason for selling. Address No. 834, c/o Michigan Tradesman. 834

Must sell well established implement business on account of sickness. Stock will pay for half price asked. Address No. 835, c/o Michigan Tradesman. 835

Merchandise sales specialist will assist merchants to reduce or close out stocks entirely. Reasonable charge. Expert service. Greene Sales Co., 216 Michigan Ave., E. Jackson, Michigan. 836

Position Wanted—By high grade stationary engineer. Understands generators and motors. Can take full charge of maintenance. Wm. H. Geale, R. F. D. No. 9, Box 336, Grand Rapids, Mich. 837

For Sale—Drug store in Britton, Mich. On account of death of owner. Box 123. 838

Wanted—Used cooler, in good, first-class condition; size about 8x8. Kalkaska Produce Co., Kalkaska, Mich. 839

Wanted—Registered pharmacist. State experience, and names of past employers. Address No. 840, c/o Michigan Tradesman. 840

FOR SALE—Old established shoe store, only general line in town of 1000; resort and farming. Western Michigan. Owners have other interests. A visit is welcomed from bona-fide prospects. Address No. 821, c/o Michigan Tradesman. 821

Exchange—Improved 80-acre farm and cash for general merchandise, shoes or groceries. Box 71, Rockford, Mich. 822

For Rent—I want to rent store building and fixtures at 419 W. Main street, Ionia, for any kind trade that is suitable. Best location in city. Store is all remodeled, in good condition. G. Balice, Ionia, Mich. 823

DRUG STORE—Town of 500 population, no competition. Present owner thirty years, retiring. Good store building with modern living rooms can be bought or leased reasonable. BRACE FARM AGENCY, Sparta, Mich. 824

BAKERY—Good town, no competition. Did over \$20,000 last year. Modern equipment, nearly new. Owner's health necessitates retirement. BRACE FARM AGENCY, Sparta, Mich. 825

Merchants—I will conduct your reduction or close out sales at reasonable cost. Ten years' experience. Write me. F. G. Busta, Ludington, Mich. 826

For Sale—Hardware stock and building. Stock \$4,500, building \$5,500. Will sell building separate. Can give terms on building only. A. C. Abraham, Knowles, Wis. 827

FOR SALE—Hotel Mack, at Lawton, Mich. Best reasons for selling. Call or write Mrs. L. B. McNeil. 828

GROCERY—Good clean stock of groceries and fixtures in one of the best established retail locations in Saginaw. Doing good business. Owner going into other business, will sell right. Address No. 830, c/o Michigan Tradesman. 830

FOR RENT—A modern business room in best business district of town of 10,000 population. Suitable for fancy grocery, shoes or men's and women's furnishings. Bradley Bros., Wabash, Ind. 831

For Sale—Ice machine, Isko, cheap. C. H. Kretschmer, Saginaw, Mich. 812

WANTED—Man with sales experience to sell the EHRICH line of refrigerators, cooling rooms and freezing counters to the butcher and grocery trade. Splendid opportunity for the right man. H. EHRICH & SONS MFG. CO., LAKE AND COLORADO AVES., ST. JOSEPH, MISSOURI. 813

For Sale—Dry goods business; good future, old stand. Want to retire. N. Scharnberg, Dunes Highway, Michigan City, Indiana. 806

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

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

Handling the Drake Estate Efficiently.

Jan. 26 Wm. D. Drake, grocer and meat dealer at 751 Wealthy street, Grand Rapids, voluntarily turned his stock, fixtures, lease and book-accounts over to Howard L. Boggs, Secretary of the Grand Rapids Credit Men's Association, as trustee for all of the creditors, without preference. Mr. Boggs immediately accepted the trust and arranged to continue the business without interruption in charge of the chief clerk, Mr. Finkhousen. At a meeting of the creditors, held Feb. 4, Messrs. Dooge, Farr and Mohrhardt were selected to act as a creditors committee. The assets of the estate, as computed Jan. 26, were as follows:

Cash on hand	\$ 101.00
Merchandise	4,735.00
Furniture and fixtures	17,762.60
Stock in G. R. W. Gro. Co.	300.00
Accounts receivable	4,293.07
	\$27,191.67

The liabilities are as follows:

Accounts.

Austin Nichols & Co., Chicago	\$106.85
Armour & Co., Chicago	10.99
J. J. Burggraaff, Grand Rapids	39.35
Roy Baker, Grand Rapids	50.45
A. E. Brooks & Co., Grand Rapids	31.15
Brose Sheet Metal Works, Grand Rapids	59.50
Brown Seed Store, Grand Rapids	54.35
Central Michigan Paper Co., Grand Rapids	117.11
Chas. A. Coye, Inc., Grand Rapids	30.00
Central Wax Paper Co., Chicago	51.92
Collins Ice Co., Grand Rapids	44.22
Denison-Dykema Co., Grand Rapids	49.59
Drenks Pure Food Co., Milwaukee	15.83
Durand, McNeil, Horner Co., Chicago	38.25
Ellis Brothers Co., Grand Rapids	1,865.87
East End Advocate, Grand Rapids	59.00
G. R. Wholesale Grocer Co., Grand Rapids	122.05
J. P. Graham, Grand Rapids	116.86
G. R. Paper Co., Grand Rapids	63.65
G. R. Press, Grand Rapids	66.74
G. R. Gas Light Co., Grand Rapids	12.54
G. R. Water Works, Grand Rapids	2.10
S. Gumpert Co., Brooklyn	13.95
Home Fuel Co., Grand Rapids	3.39
Horton Cheese Co., Fruit Ridge	22.80
H. & T. Electric Co., Grand Rapids	10.00
Judson Grocer Co., Grand Rapids	458.88
Jennings Mfg. Co., Grand Rapids	26.15
Karavan Coffee Co., Toledo	41.80
Kent Storage Co., Grand Rapids	498.33
A. J. Kasper Co., Chicago	64.90
Loose-Willes Biscuit Co., Chicago	12.69
Lacey Co., Grand Rapids	4.50
Oscar Mayer Co., Chicago	155.07
Harry Meyer, Grand Rapids	18.00
Market Produce Co., Grand Rapids	9.25
Henry Meyer, Grand Rapids	502.97
J. A. Mohrhardt, Grand Rapids	470.36
Mieh. Telephone Co., Grand Rapids	18.54
Moseley Brothers, Grand Rapids	4.00
C. W. Mills Paper Co., Grand Rapids	240.60
Monarch Printing Co., Grand Rapids	58.45
National Packing Co., Baltimore	11.50
National Biscuit Co., Grand Rapids	21.00
Rademaker-Dooge Grocer Co., Grand Rapids	952.65
Ravenna Butter Co., Ravenna	16.40
Reid-Murdoch Co., Chicago	28.59
Rich & France, Chicago	43.50
Abe Scheffman, Grand Rapids	241.61
Chase & Sanborn, Chicago	280.82
Swift & Co., Grand Rapids	335.00
Smith Flavoring Extract Co., Grand Rapids	5.60
Schaeffer Black Co., New Philadelphia	25.92
W. Stellema, Grand Rapids	8.50
Sherman Brothers Co., Chicago	139.26
St. Louis Creamery Co., St. Louis	27.30
Sylmar Packing Co., Los Angeles	57.33
Fred Uisinger, Milwaukee	11.36
V. C. Motor Car Co., Grand Rapids	18.72
Van Eerden & Co., Grand Rapids	340.00
Vette & Zunker Co., Chicago	110.06
Voigt Milling Co., Grand Rapids	189.21
Van Driele & Co., Grand Rapids	34.85
Vigil Publishing Co., Grand Rapids	46.45
Valley Packing Ass'n., Monrovia	41.80
Allen B. Wrisley Co., Chicago	12.81
Wolverine Spice Co., Grand Rapids	48.95
Worden Grocer Co., Grand Rapids	256.55
Wagenar Brothers, Grand Rapids	131.08
Thomas Ward, Grand Rapids	25.00
Wolverine Battery Co., Grand Rapids	28.50
Watson-Higgins Milling Co., Grand Rapids	14.00
P. D. Mohrhardt, Grand Rapids	2.66
H. J. Heinz Co., Grand Rapids	29.74
D. Wabeke, Dutton	27.54
A. Anderson, Caledonia	17.52
	\$9,218.98

Notes.

Benson E. Doolittle, Grand Rap. \$3,800.00
Mrs. William Drake, Grand Rap. 3,000.00

W. L. Finkhouser, Grand Rapids	2,300.00
G. R. National Bank, Grand Rap.	2,075.00
G. R. Savings Bank, Grand Rapids	6,168.00
Kent State Bank, Grand Rapids	550.00
Marinus Koopman, Grand Rapids	2,300.00
O. R. Robinson, Grand Rapids	470.00
Decker & Jean, Grand Rapids	36.10
E. J. Hatchew, Newaygo	2,000.00
	\$32,033.08

In addition to above liabilities there is an item of \$56.24 due for taxes and a \$2,000 mortgage on the fixtures.

Handling the estate by trusteeship is so much more economical and efficient than the bankruptcy court (if properly handled) that it is confidently expected that creditors will realize a very considerable portion of their claims. Cost of operation has been scaled down \$65 per week. The regular sales average \$1,500 per week.

Mr. Drake has long been regarded as one of the progressive grocers of the city. There is no suggestion of concealment or fraudulent intent on his part. He has gone down through adverse conditions which perhaps a younger merchant would have discovered and avoided. The location is a good one for a grocery store, the lease is a valuable asset and the trustee will probably be able to make a very advantageous sale of the assets to some one who can see his way clear to continue the business and thus secure the valuable clientele Mr. Drake built up by long years of fair dealing. The sales of the store were \$90,000 in 1923 and \$86,000 in 1924.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 17—Tom Luce and wife, of the Mertens Hotel, have returned from Cuba, which they approached by way of Florida, to make brief stops at Jacksonville, St. Augustine, Palm Beach and Miami. Mr. Luce says the traffic congestion in Florida is so great that all trains are from eight to eighteen hours late.

Frank E. Leonard will erect a handsome suburban home at Eastmanville during the summer season. It will be located just East of the fine home of his son-in-law Noyes Avery. A central electric plant will furnish light and heat for both houses. The Averys will spend the summer in Europe and the Leonards will occupy the Avery home while their own is being erected.

H. W. Spindler, President of the Michigan Hardware Co., has purchased the residence of Samuel Krause, 551 Cambridge boulevard, and will take possession about March 1. The Krause home is one of the finest residence properties in the city, having been erected only a few years ago at a cost of about \$40,000.

G. G. Weiland, of the Grand Rapids Show Case Co., gave an interesting talk Saturday noon at the Salesman's Club. His subject was "Salesmen from the Office Man's Standpoint." It was inside information about the workings of a great order-filling machine. He suggested that every salesman use his best efforts to co-operate, not only with the shipping and manufacturing departments, but the office force as well and especially the credit department.

Henry A. Schuil, President of the Izaak Walton League in Michigan, was asked to tell the members about the big banquet and program to be staged by the League at the Coliseum Wednesday night. Jack Miner, the well known bird man of Upper Canada, will be the principal speaker and Will Dilg, National President of the League, will attend as a guest of Mr. Schuil. Three reels will show wild fowl in their native haunts. Plans are completed for the accommodation of 1200 people.

The program for Saturday, Feb. 21, is in charge of Team No. 2, of which

Harry Behrman is manager and Karl Dingman captain, assisted by P. F. Crowley, Gilbert H. Moore, J. J. Doolley, E. B. Ghysels, Ellis Perkins, Walter Lypps, and L. V. Pilkinton.

Grand Rapids Council, No. 131, United Commercial Travelers, are now working on plans looking toward holding the most successful banquet yet put on by this live bunch of traveling men. The date set is for March 7 and the event will be pulled off in the ballroom of the Pantlind Hotel, starting at 6:30. An outstanding speaker of National renown has already been secured and the committee in charge are working out plans looking toward securing some very high grade and high class entertainment. They have announced they are going to run on schedule, closing the speaking part of the program at 9:30, and the remainder of the evening will be spent in visiting and dancing. One of the best orchestras in the city has already been secured and everything points toward a very successful event. The committee in charge of the arrangement is as follows: Mr. and Mrs. Homer R. Bradford, Mr. and Mrs. Gilbert H. Moore, Mr. and Mrs. John B. Olney, Mr. and Mrs. Harry Behrman, Mr. and Mrs. Dan M. Viergever, Mr. and Mrs. Ray W. Bentley, Mr. and Mrs. Karl Dingman. This also is the date of the annual meeting at which the election of officers is held. The meeting will be called at the Rowe Hotel at 9:30 a. m. that date, with the initiation of a large class of candidates in the afternoon, adjourning plenty early enough to give all present time to go home and prepare for the evening's festivities.

The report has reached this city that the well-known insurance man, Fred Fisher, and former postmaster, Charles E. Hogadone, have opened a real estate office at Ft. Myers, Florida.

Ray Wise, former member of the Wise & Rich Hardware Co., Goblesville, which discontinued business last fall, has taken a position as traveling salesman with Rickard Wilcox & Co., Chicago. His territory covers the entire State of Michigan.

Claude Hamilton has the sympathy of his many friends in the death of his mother, Mrs. Phila L. Hamilton, who passed away last Saturday. Mrs. Hamilton's death brought not only sorrow to a multitude of friends, but loss to many causes to which she gave active service, carrying with singular distinction and worthiness a name which will be remembered for all time in the history of the city. She was prominent in social, fraternal and religious circles. It was not a perfunctory service she gave, but one of deepest concern, of high intelligence and of expert knowledge. Her life was one of noblest example in a generation which has set for itself less rigorous and serious standards.

Shift in Pantlind Hotel Ownership.

Joseph Brewer has purchased a controlling interest of the common stock of the Pantlind Hotel Co., which carries with it the control of the Pantlind Hotel Building Co. through the ownership of a controlling interest of the common stock of that organization. Purchases of stock necessary to accomplish this result have been made at prices ranging from \$80 to \$90 per share. Mr. Brewer is reported to have stated that he will introduce economies which will result in making the Pantlind Hotel Co. one of the biggest dividend payers in the country. Now that he has ample time on his hands to devote to an undertaking of that kind he will probably carry his plans into execution.

One thing he will probably be unable to improve—the housekeeping. Guests of the Pantlind have always insisted that the housekeeping of the

Pantlind family has always been above par.

Two features of the hotel have received much criticism in the past—misleading information imparted by the porter and the deplorable manner in which the mail and telegraph departments have been administered. Neither of these features have ever received the attention they deserve. If Mr. Brewer makes a study of the service rendered by the hotel he will probably find ample opportunity for energetic effort along these lines.

It is understood that no change will be made in the present management of the hotel. Fred Pantlind has demonstrated his ability to conduct a large hotel in the way it should be conducted and has succeeded in satisfying a larger percentage of his patrons than most landlords are able to accomplish.

Traverse City—Frank Hamilton, who nearly rounded out fifty years as a merchant in Traverse City, and who has been a director of the First National Bank of Traverse City for over forty years, was elected President of the Bank at the annual meeting a few days ago—a worthy honor worthily bestowed. The vacancy in the office of Vice-President, caused by the elevation of Mr. Hamilton to the Presidency, has been filled by the election of Howard Musselman.

St. Joseph—The St. Joseph Valley Brick Co., Napier avenue, has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

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