

MICHIGAN TRADESMAN

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Forty-second Year

GRAND RAPIDS, WEDNESDAY, MARCH 18, 1925

Number 2165

FROM YEAR TO YEAR



LET ME BUT LIVE MY LIFE from
year to year
With forward face and unreluctant
soul;
Not hurrying to, nor turning from
the goal;

Not mourning for the things that disappear
In the dim past, nor holding back in fear
From what the future veils; but with a
whole

And happy heart, that pays its toll
To Youth and Age, and travels on with
cheer.

So let the way wind up the hill or down.
O'er rough or smooth, the journey will
be joy;

Still seeking what I sought when but a
boy,

New friendships, high adventure, and a
crown,

My heart will keep the courage of the quest,
And hope the road's last turn will be the
best.

Henry Van Dyke

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 eventu-

ally 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

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MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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of Grand Rapids as second class matter
under Act of March 3, 1879.**A TWO-EDGED SWORD.**

The Democrats did not reject Mr. Warren because years ago he was attorney for the sugar interests. They fought him because a Republican President named him. They yielded to partisanship under the scorpion whips swung by "Jim" Reed, saw-voiced raven, and by the waspish Walsh. They were not to be held responsible for the appointment. They were not the majority party. Nevertheless, they opposed it.

Warned by their own brethren that their tactics of obstruction in the last Congress led to their terrible defeat in November, they swung back to these tactics. The same "unholy alliance" of Democrats and radicals that helped smash John W. Davis was renewed. They could not resist the temptation to hamper and humiliate the Administration. They have set an evil precedent. Political memories are long. They have taken up a two-edged sword and this act will rise to haunt them when and if they come into power.

The La Follette group voted its natural resentment at being kicked out of the party it betrayed. These men owed the party nothing save a blow for a blow. It is upon the half-breeds, who are neither fish nor flesh, neither real Republicans nor open "insurgents," that party wrath must fall heaviest.

These men have again shown that no more than the thickness of a hair divides them from the outlawed La Follette group. Once more they have flouted their fleeing contempt for party loyalty and responsibility. They were voting against Calvin Coolidge. They were defying the will and policy of the party on which they ride to office and to which they give occasional lip-service.

The Republican party can never be

the great instrument of National service it should be until it drives out more of its guerrillas. The house-cleaning has gone far, but not far enough. Sooner or later the half-breed must be fought in his own strongholds. This may mean a long war. It may mean wading the bitter waters of defeat, but it will be worth the price to Republicanism if by so doing it can wash its garments clean of radicalism and insurgency.

When a President invades the domain of Congress and seeks to dictate legislation he exceeds his powers. When Congress tramples down the rights of the Executive and denies him the right to name those members of his official family for which he is responsible, it becomes dangerous. The time is not far off, if the Senate keeps its course, when the President must go to the country on the issue of whether the Senate is to be the Senate or to become in fact both Senate and Executive.

Whatever a congressman is worth to the country, it is fair to assume that the secretary to the President is worth just as much; and though Representative Sanders, of Indiana, who is the new secretary, has protested against an increase in salary, those conversant with the multifarious duties attached to the office will not think that \$10,000 a year overpays him. Uneasy lies the head of the functionary who must establish the buffer state between the President and the public which thinks it has a right to see him and talk with him because it voted for him, or else because it didn't. Whether the Presidency is an intolerable burden or not depends largely on the tact and perception of the secretary, who is a great deal more than a mere amanuensis or ready letter-writer, and must himself have the qualities of a diplomat or a member of the Cabinet and be ready at times to serve as "pinch hitter" for the President himself.

Though our commercial flying is belated in development and far behind what Europe has attained since the Wright brothers supplied the initial momentum, the forty-six pilots on the transcontinental air route have maintained the service during winter months with a fidelity that asks neither guerdon nor heraldry. In the six months to the first of the year a million miles were flown by daylight and a third of a million more at night. This is a sufficient answer to those who wonder whether in our land of wide spaces and high mountains the air mails are feasible, as over the shorter routes and more densely populated territory of Europe. It is interesting to observe that if a recent French record of more than 300 miles an hour

by plane could be maintained India would be reached from our Atlantic seaboard over the present mail route in thirty-one hours and the Philippines in thirty-seven. Such accomplishment each day is bringing us nearer.

Dr. Hibben, president of Princeton, feels that too much money is spoiling college students. How much damage is done to the immature pupil by money may depend on how much he has to spend. Dr. Briggs, who is just relinquishing his post as dean and professor after forty-four years of experience at Harvard, said years ago, when the cost of living was much lower, that every dollar beyond twelve hundred a year was a dollar of danger. At that time one student had managed to spend \$4,400 in a year. But at the other end of the scale were men who spent less than \$400. Academic annals the world over are full of instances of those who worked very hard for an education, denying themselves all creature comforts and finding their reward in success, while the luxurious trifter came to nothing. For the student, as for the rest of us, prosperity and adversity alike are tests of character.

The speed at which we live was brought sharply to popular attention by the statistics offered at the American Congress on International Medicine, in session at Washington last week. The ratio of deaths from heart disease and all other diseases was given at five to one, with 150 deaths from the disease for every fifteen automobile fatalities and for every death from pneumonia. Great progress has been made in controlling most other diseases. Ailments that were once considered incurable have been curtailed and even cured. But the feverish haste that marks the American, both at work and play, has begun to be noticeable on the National heart. Going at top speed, he just drops out of life. The next reform of the doctors will be to teach us how to take things more easily.

Having "cast out devils" in the persons of La Follette and his gang of treason mongers, it is now in order for the Republican party to finish the job by showing the door to Borah, Norris or Couzens. Neither of these men has shown a disposition to work with the party in power or co-operate with President Coolidge in giving the people a safe and sane administration. On the other hand, they have done everything they could, in all ways they could find, to destroy the party, hamper the President and bring popular government into disrespect. The sooner they are condemned to the eternal bow wows the better it will be for all concerned.

Census figures just completed show that the factory value of products manufactured in the United States in 1923 amounted to \$60,481,135,000. Employed in the production of this enormous total of wealth were 8,763,883 wage workers who collected \$10,985,895,000 in wages. In addition to the man power there was the mobilization of 33,749,249 horse power through engines, water wheels and electric motors and the heating power of 241,168,602 tons of coal in the total output. These figures are useful for all sorts of economic and industrial computations, but they are also inspiring as an exhibit of the constantly increasing powers of human genius by mechanical ingenuity and co-operative association to levy upon the materials and things of nature for the satisfaction of human wants. A factory production of almost \$3,000 for every family of five in the United States shows how far an efficiently organized industrial system has gone toward solving the problem of meeting all the needs and supplying many luxuries to all the people.

Now that Gutzon Borglum is getting his side of the Stone Mountain case into the news it begins to appear that the huge Confederate memorial is in a worse mess than was supposed. The sculptor was accused of taking more money out of the enterprise than he was entitled to, but he counters with charges of excessive overhead on the part of the Stone Mountain Association managers and declares a sort of holy war against "little-minded men" who have sought to inject petty personal interests and to reap selfish advantage from a great memorial project. Both sides to the controversy exhibit more heat and venom than anybody believed possible in a movement that has proceeded hitherto in such a lofty rapture of historic sentiment and artistic aspiration. It might be well if the public, whose contributions have paid for the work to date, would demand a show-down and try to get at the truth of the business.

A speaker before a gathering of ministers predicts that in the year 2000 we shall live to be 150 years old, and he declares that by 1975 the average life will round the century mark. He is an optimist. But men of science will support the assertion that life is much longer than it has been. Dr. Wilfred Grenfell the other day asserted that we ought to live to reach the 125-year mark. The definition of old age must undergo revision as various enemies of a long life are abolished—as infant mortality is abated, as vaccination for smallpox and inoculation with serums for typhoid and other maladies increase, and preventive, not merely curative, medicine gains a foothold.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Few of the many thousands who have come in contact, direct or indirect, with the "Spanish Prisoner" will believe that his arrest in Madrid marks the end of his long career. He long ago ceased to be a mere man bent upon swindling the legions of the financially unwary. He became something like an institution, which the arrest of a single individual seems powerless to abolish completely. In a world that laughed at the old myths he sent thousands looking for the pot of gold at the end of the rainbow. His subtle, flattering letters went to the four corners of the earth, bringing no one knows how many thousands of dollars into his Spanish coffers. The United States Post Office Department has for decades issued periodical warnings against him. The newspapers have so often printed stories of his swindle that it long since ceased to be "news." If he has, in fact, at last been arrested, why has he been for so long free? But what if he is in jail? Can the Spanish police wipe a rainbow out of the sky or impound the golden treasure men seek at the end of it?

Tricksters seeking to get merchandise from local retail stores without paying for it are again on the job, and some of them are showing more than the usual ingenuity. One of them has lately made a practice of calling up certain hotels and getting credit information that he later used to his own advantage. In order to get it he posed as the credit man for various local stores, and his activities finally became so obnoxious that the hotels in question will no longer give out credit data over the telephone. In a well-known store two men dressed as army officers attempted recently to buy a dress with a check signed with a fictitious name. The bank on which it was drawn reported no account in that name, and enquiry at a near-by military station disclosed no one of that name. They are thought to have "dressed for the part."

Allegan, March 14—An interesting item for the Tradesman's "In the Realm of Rascality" department came to light in the Allegan Circuit Court this week. In October, 1923, a traveling salesman for the Asbestos Co., Ltd., of New York, visited Plainwell and made a contract with Tom Wells, a contractor and builder of that city, to handle their asbestos roofing cement or paint. Mr. Wells to act as their agent and to receive a commission on work done. The company was to send solicitors to Plainwell to take orders for their product, advertise with circulars and run a page advertisement in the Plainwell paper. In December of the same year a trade acceptance contract was sent to the Plainwell bank for collection, the amount being \$324. The company had a few days previous to this sent their product to Mr. Wells. Both the consignment of merchandise shipped him and the trade acceptance were refused by Wells. Then Mr. Wells received notice that his contract for trade acceptance had been sold to the Asbestos Trading and Finance Co., also of New York City. Then suit was brought against Wells in the Allegan Circuit Court to compel him to pay

for the product. Mr. Wells testified that the only paper he signed was the contract, which called for the commission and advertising as given above, and that he did not sign either of the two other papers bearing his name, though the signatures looked like his. Frank Heath, Assistant Cashier of the First State Bank at Plainwell, testified that he had handled a good many checks bearing Mr. Wells' signature in the past ten years and if that gentleman had signed two of the documents, then he wrote them better than any specimens of his writing he had ever seen. The jury deliberated only about ten minutes in arriving at a verdict of no cause for action. A similar suit was on the calendar by the Asbestos Trading and Finance Co. against D. G. Chamberlain, of Otsego, also a contractor and builder, but when the jury's decision was announced the suit was withdrawn. The company did not offer a witness to establish the justness of their claims, Messrs. Wells and Heath being the only witnesses sworn.

It Is Up To the Reader.

Manistique, March 14—As near as I can remember I have been a subscriber and a close reader of your most valuable publication, the Michigan Tradesman; for the past thirty-four years.

Many times I have profited by the valuable information presented through its columns.

Trade papers of the type of the Tradesman give its readers information of the most vital and helpful character.

It is up to the reader, however, to decide to what extent he will make use of this valuable information.

It is up to the reader to determine whether he will profit by the efforts which are being made to help him in the solution of his problems or whether he will devote only casual attention to the trade paper for which he subscribes, and therefore miss much of the help which his paper is in a position to give him.

An unopened trade paper is of no more use to the individual subscriber than a package of seeds unopened would be to a farmer.

The seeds must be planted before a harvest can be secured and the ideas projected through the medium of the trade paper must be absorbed by its reader before they can put into action in the conduct of his business. The way I look at the trade paper is this: the man who subscribes for a trade paper has done something; but the man who subscribes and then reads and makes use of the most valuable suggestions contained in his trade paper is in the best possible position, for he is capitalizing the information it contains. He is getting returns on his investment and is making money he spends for the paper earn a dividend.

The Michigan Tradesman is giving its subscribers the biggest money's worth you can possibly purchase anywhere. Failure to utilize this paper to the greatest degree is missing an opportunity to cash in on its extra value. Many more years of success to the Michigan Tradesman.

John I. Bellaire.

Suspender Skirt Sells Well.

The suspender, or jumper, skirt continues to sell well, according to manufacturers. This novelty, it is pointed out, although in demand from the larger retail centers for some weeks, is now being well received in the smaller communities. The peasant type of blouse is being worn with the skirt, the two forming their own ensemble. Flannels, cashmeres, satins and lustrous worsteds in high colors are the favored fabrics.

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

Which Would You Rather Sell?

? || ONE MATCH
OR
TWO MATCHES || ?



Say to your customers: "Here are two boxes of the new, perfected Diamond Match for fifteen cents—the best match and the *safest match* to take into your home. They are better value than ordinary matches at six or seven cents per box."

Your *percentage* of profit on Diamond Matches is *larger* than on *ordinary* matches, and your total profit on Diamond Matches—two boxes for fifteen cents—is much larger than on one box of ordinary matches at six or seven cents.

And you will sell two boxes almost every time.

You may as well increase your match sales. And you may as well make this extra profit on your match sales.

THE DIAMOND MATCH CO.

Michigan's Prehistoric Forts and Mounds.

West Branch, March 17—A Bay City paper recently mentioned a lecture on "Prehistoric Indians of Michigan," given by Dr. Hinsdale, of the Michigan University, in which he mentions the prehistoric forts and mounds found in different parts of the State, and refers to these Indians as the probable builders.

The prehistoric walled in enclosures are commonly known as forts, and their general appearance would indicate they were constructed for protection, but certain facts about them seem difficult to reconcile with this theory.

These forts and mounds have always been of much interest to me, but it is difficult for the person inexperienced in such things to judge with any degree of accuracy as to their age. I have had people express to me their belief that these forts were probably built by soldiers or explorers during the early wars in Michigan of two or three hundred years. While the appearance of some of them might justify this belief, it would seem a certainty if such was the case that some history or traditions concerning them would have been handed down.

Many years ago I spent some weeks in the summer and fall of each year in camping and hunting along the South side of the Muskegon river a few miles East of Newaygo. The soil was light and sandy for some miles after leaving Newaygo, but the country was well timbered with low growing oak and continuous miles of white pine, with openings of a few hundred acres here and there, made by the lumbermen. For a dozen miles South of the river, and as many more East, practically the whole country was a wilderness of thick forest, dotted with many beautiful lakes. There was not to exceed a dozen farms in the whole tract and those all on a single road.

In this section I found several mounds, always in thickly timbered places and generally isolated. An exception was a group of three a few miles East of Newaygo and perhaps a mile South of the river. These stood in line about two rods apart, the largest being in the center. This was about fifteen feet in diameter and perhaps three feet high at the peak. They were almost exactly round with a trench about two and one half feet deep encircling each.

About twenty-five years ago in camping trips in Ogemaw county I came across some of the prehistoric forts. One of the lesser ones I found near a small tributary of the Tittabawassee river. This is about five rods wide and fifteen long. Its walls still form a ridge three to four feet high in some places. Its North and South walls, while yet about three rods apart, ran down to lower ground on the West, and were lost in the edge of a swamp, which was obviously a lake when they were built. The ditch surrounding this is an average depth of three feet. Later a section line wagon road cut nearly through the center of it and farms are now nearby.

Two of the best preserved forts I have seen are near the head waters of Rifle river in the same county. The smaller one is on the very brink of the East bank of the river, and about seventy feet above the water. It is in thick second growth timber (the original timber was heavy pine) and cannot be seen until directly on it. It is a little larger than the first one mentioned and constructed in the same way, but with higher walls. The trench surrounding it is still five feet deep in places.

The other one—and the only one I know of that is not near a water supply—is about one-half mile away and is the largest I have yet seen. I have walked entirely around this on top of the wall on several occasions and across it in two or three places, and

after a careful estimate of its dimensions, without actual measurements, I judged that it enclosed at least three and a half acres. The construction of such a place must have required the labor of hundreds of people for some time.

All these forts are the same shape—nearly a true oval—and as far as I have seen all are on sandy soil and always built in thick timber. The original forest about this largest one was pine with a mixture of the low growing oak characteristic of this section. The oaks still stand, but no pines are left if we except, perhaps, a score of prostrate, fire blackened bodies of low bushy trees, some of them two feet or more in diameter, which have grown in more recent years here and there along the crest of the wall, escaping because worthless for the lumbermen's need, to yield at last to those twin enemies of the forest, fire and wind.

I have yet to find in any of these forts any signs of the people who built them. If any dwellings were ever constructed they have disappeared and left not the slightest trace. The ground within the enclosure presents the same appearance as that in the adjoining forest.

It may be that to men who have spent their lives studying such things and have examined works of known antiquity in all parts of the world, there are signs about the prehistoric forts of Michigan that prove them to have been constructed thousands of years ago. But the ordinary person who examines one with a view to determining its age will decide that, whether they are three hundred or three thousand years old will remain to him an unsolved problem. Ica.

City and Village Life Contrasted.

Mears, March 16—I am taking extreme pleasure in sending check for which please shove my subscription to the Tradesman ahead fifty-two weeks.

I suppose city grocers waste a lot of sympathy on us poor hicks who do business in the country towns. Taint so worse, though, with the radio and electric service. The only thing we miss is the theater; but this village is extra lively just now, with basket ball teams and fans and the socials and lodges and the ladies and schools putting on plays with local talent and music. For instance, this is show night and we are going to put on a "Mother Goose" play. Now with my competitor, W. W. Tiffany, taking the part of the goose and the editor as Simple Simon, and every one else likewise getting a part they naturally fill, it makes each one just act natural. No study of parts necessary. I wanted to be one of the three wise men of Gotham who went to sea in a bowl, but they could not find the other two in this town. The rest also thought I would be better as the bowl. Then I objected to taking water, so they cut out that part. I will be cut out entirely unless they tie up my hands and let me sell tickets. I expect to find a lot more real enjoyment at this local show than I did last Monday on Monroe avenue, when I tried to sneak past a traffic cop and he made me back half a block. He is a big good natured cop and did not know I was in a hurry.

Well, I am spoiling too darn much good paper. I ain't doing much but entertaining a lot of traveling men and a few gentlemen daily. Bill Berner, Swift's meat man, two tobacco men, one broom man and one Chicago traveling man were all that registered today. Oh, yes, E. P. Monroe also called, but he doesn't hardly count. Chronic Kicker.

Never run after a street car or a woman. There will be another along in a few minutes. There are not so many after midnight, but they go faster,

The Partnership Angle of Success or Failure



BUSINESS has been somewhat slow to grasp the fact that failure and success are mutual problems. Merchants often harbor a secret exultation over the defeats and failures of competitive merchants. They forget that seeds of failure germinate quickly in the rich soil of success and that failure is a contagious business disease.

Nothing is more contemptible, more utterly foolish than the self-satisfied exultant smile on the face of a merchant who has just learned that his competitor faces failure. It is as though the pastor of some thriving church should take an unholy joy in the empty pews of a neighboring church.

The failure of a competitor may for a time have a favorable effect upon the business of a rival, but eventually failures strike the nerve centers of a community's commercial life and produce other failures or near failures. You help to pay the cost of every failure in your community.

WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years

The Prompt Shippers



Movement of Merchants.

Detroit—Ralston Hardware has opened at 19408 Ralston avenue.

Ionia—Cole & Blow succeed D. O. McVeigh in the grocery business.

Coloma—J. W. Ruff succeeds J. H. McConnell in the grocery business.

Detroit—Isador Diamond has opened a fruit market at 6872 Warren, West.

Detroit—C. F. Miller has opened a meat market at 9614 Grand River avenue.

Detroit—Fred Gunther has opened a confectionery store at 5701 Van Dyke avenue.

St. Joseph—The Coloma Oil Co. has increased its capital stock from \$5,000 to \$35,000.

Grand Rapids—McFadyen's, Inc., has changed its name to the K. & B. Stores, Inc.

St. Joseph—The Sieber Oil Co. has increased its capital stock from \$100,000 to \$200,000.

Dowling—C. A. Pratt succeeds Vert Robinson in the grocery and general mercantile business.

Detroit—E. K. Stein will open Stein's Haberdashery at 9608 Grand River avenue shortly.

Detroit—Edward C. Covert has sold his grocery stock at 554 Concord avenue to Bert Doty.

Detroit—The Theisen Motor Sales, Inc., has changed its name to the Imperial Motor Sales, Inc.

Cadillac—Clyde C. Ayres has sold his drug stock to Russell Gold, who will continue the business.

Detroit—James Asher has opened a grocery store in the new building at 9616 Grand River avenue.

Detroit—The Union Title & Guaranty Co. has increased its capital stock from \$500,000 to \$1,000,000.

Detroit—Charles A. Gilligan Co., grocers, have opened another store at 13043 Jefferson avenue, East.

Central Lake—The Central Lake Canning Co. has increased its capital stock from \$60,000 to \$100,000.

Detroit—Otto H. Bach succeeds C. B. Gerisch in the Sunnyside Confectionery, 1401 Lawndale avenue.

Detroit—The Hurd Lumber & Woodwork Co. has increased its capital stock from \$50,000 to \$250,000.

Detroit—Percy L. Brown, grocer at 735 Lycaste avenue, is bankrupt. Liabilities, \$1,985.45; assets, \$2,697.49.

Detroit—The Joe Leavitt hardware stock has been moved to 12944 Hamilton avenue from 2581 Michigan avenue.

Detroit—The United Investment Co., 256 Penobscot building, has changed its name to the United Guarantee Co.

Detroit—H. Apple opened a dry goods and furnishing store at 7013

Warren avenue, West, the first of the month.

Iron Mountain—Chalmers & Burns, Inc., wholesale confectioner, has increased its capital stock from \$15,000 to \$40,000.

Detroit—Leo M. Falcow has bought the interest of his partner, Adolph Kishon, in the drug stock at 4869 Chene street.

Marquette—Mrs. J. B. Vanchesteing will open a women's ready-to-wear garment store in the Harlow block about April 1.

Grand Rapids—The Federal Securities Co., Michigan Trust building, has changed its name to Haynes, Plumb & Williams, Inc.

Grand Rapids—The Grand Rapids Trunk Co., 101 Division avenue, S., has increased its capital stock from \$10,000 to \$25,000.

Springwells—The Bank of Commerce of Springwells has been incorporated with an authorized capital stock of \$100,000.

Detroit—Samuel Liberman, women's wear, 3430 Grand River avenue, is bankrupt. His liabilities are \$4,695 and his assets \$5,208.

Port Huron—The Cawood & Paige Co., autos, accessories, parts, etc., has changed its name to Carl Paige & Co., 1119 Military street.

Menominee—The F. C. Nowack Co., fuel, ice, building materials, 1316 Main street, has decreased its capital stock from \$25,000 to \$15,000.

Lansing—Jack Kahn has opened a women's ready-to-wear apparel and millinery store at 118 West Allegan street, under the style of Warren's.

Detroit—The Madiera Shop, 72 Adams avenue, West, will soon discontinue business. The shop dealt in linens, laces and other fancy goods.

Petoskey—The Michigan Tanning & Extract Co. has changed its capital stock from \$3,000,000 to \$1,500,000 preferred and 25,000 shares no par value.

Detroit—Kenneth E. Worthing, men's furnishings, 7225 Gratiot avenue, is bankrupt. An involuntary petition was filed by three creditors who claim \$510.10.

Detroit—Joseph B. Keiswetter and Andrew H. Bower have bought the Becker Shoe Co., 209 Gratiot avenue, from the estate of the late C. C. Becker.

Monroe—Schrauder & Co., East Front street, wholesale and retail meat dealer, is remodeling the interior of its store building, installing a modern front, etc.

Cadillac—W. B. Lentz, who has conducted a grocery store here for the past 35 years, will close out his stock at special sale and take a much needed vacation.

Detroit—The Engass Jewelry Co.,

1218 Randolph street, will move to its new location at 223 Monroe avenue about April 15. The firm was established in 1865.

Detroit—Christian P. Schunck has taken over the business of Owen J. Schunck, 14429 Charlevoix avenue. The store handles men's, women's and children's shoes.

Detroit—Aubrey M. Radin, dealer in haberdashery at 17304 Woodward avenue, has declared himself a bankrupt. His liabilities are \$8,337 and his assets are \$3,257.

Gilford—Fire destroyed the store building and stock of general merchandise of E. D. Parish, entailing a loss of about \$23,000, partially covered by insurance.

Detroit—Joseph Kaplan, conducting Kaplan's drug store at 557 Gratiot avenue, has filed a bankruptcy petition, giving as his assets \$6,281 as opposed to liabilities of \$8,103.

Detroit—Lynne D. Walker, manager of the Brunswick drug store, 534 Grand River avenue, has filed a petition in bankruptcy, listing liabilities of \$5,625 and assets of \$4,575.

Adrian—The Purity Ice & Ice Cream Co., Race street, has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Detroit—The Cantilever Shoe Co. has become established in its new quarters at 2038 Park avenue. The former address was 41 Adams avenue, East. S. J. Rackham is manager.

Cadillac—Henry Anderson succeeds D. O. Elva in the grocery and general store business. Mr. Anderson was manager for years of the Cobbs & Mitchell general store at Jennings.

Cadillac—Harold Roussin will resume his drug business at his former location as soon as the store building is repaired from the ravages of the recent fire and his new drug stock arrives.

Ann Arbor—Arthur E. Crippen recently opened his third drug store in Ann Arbor. The Calkins Fletcher Drug Co., owned and operated by College of Pharmacy graduates, also have three stores in Ann Arbor.

Bay City—The Crescent Coal Co., 510 Phoenix Block, has been incorporated with an authorized capital stock of \$45,000, of which amount \$23,550 has been subscribed, \$3,650 paid in in cash and \$15,000 in property.

Detroit—The Peggy Shop, Inc., 1438 Washington boulevard, has been incorporated to conduct a retail women's apparel store, with an authorized capital stock of \$15,000, \$6,000 of which has been subscribed and paid in in cash.

Olivers—The mercantile establishment of C. E. Carlson has been closed on a chattel mortgage. Mr. Carlson also was manager of the co-operative warehouse here, which also has suspended business until affairs are adjusted.

Detroit—The Gown Shop, Inc., 115 East Grand River avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$40,000, \$20,000 of which has been subscribed and paid in in property.

Detroit—The Stevens Brokerage

Co., 515 Tenth street, has been incorporated to conduct a wholesale brokerage business in flour and other products, with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Detroit—The Buyers Service Corporation, 1205 Griswold street, has been incorporated to deal at wholesale and retail in fruits, grain, produce, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,600 paid in in cash.

Pompeii—The partnership between I. S. Seaver, Loren M. and Mattie E. Bayliss, conducting a general store here under the style of I. S. Seaver & Co., has been dissolved by mutual consent and the business will be continued by I. S. Seaver under his own name.

Detroit—The Johnson Land & Timber Corporation, 1250 Seventeenth street, has been incorporated with an authorized capital stock of \$1,000 common and 5,000 shares at \$1 per share, of which amount \$1,000 and 100 shares has been subscribed and \$1,100 paid in in cash.

Saginaw—The Valley Tire & Repair Co., 901 East Genesee avenue, has merged its business into a stock company under the same style to conduct a wholesale and retail business in auto tires, accessories, parts, etc., with an authorized capital stock of \$100 common and 1,490 shares at \$10 per share, of which amount \$100 and 1,393 shares has been subscribed and paid in.

Traverse City—A third cherry and apple canning plant is assured for Traverse City this year, with the announcement that George W. Lardie & Son will merge their produce business into a stock company which will build a canning plant on the Lardie property at the junction of East Eighth street and Lake avenue. A hollow tile one-story factory building will be started within a short time and the machinery and cans have already been ordered. It is planned to have the plant ready to turn over on June 16 so it will be ready to handle the sour cherry crop when it comes to market early in July.

Manufacturing Matters.

Holland—The Holland Chair Co. has increased its capital stock from \$100,000 to \$160,000.

Detroit—The Stiner Piston Ring, Inc., 535 West Larned street, has increased its capital stock from \$50,000 to \$100,000.

Plymouth—The Dunn Steel Products Co., 377 Amelia street, has been incorporated with an authorized capital stock of \$100,000, \$10,000 of which has been subscribed and paid in in cash.

Dowagiac—The Round Oak Heating Co., has been incorporated to deal in stoves, ranges, furnaces, etc., with an authorized capital stock of \$10,000, \$1,000 of which has been subscribed and paid in in cash.

Hillsdale—The Alamo Corporation has been incorporated to manufacture and deal in lighting fixtures, appliances, apparatus, etc., with an authorized capital stock of \$500,000, of which amount \$445,000 has been subscribed and paid in, \$20,000 in cash and \$425,000 in property.

Essential Features of the Grocery Market.

Sugar—Local jobbers hold cane granulated at 6.90c and beet granulated at 6.80c.

Tea—The market has not shown very much change during the week. Abroad there is a good active demand for India teas, which are now ruling very steady. Poor India teas show a decline which is affecting the market for the better grades to some extent. In this country the demand for good tea is still active, with a healthy demand coming from most sections. Prices show no particular change, but the undertone and the feeling are still firm. Java teas are very firm and good grades are wanted.

Coffee—The market for future Rio and Santos coffee, green and in a large way, has shown some additional softness during the past week. The market here reflects conditions in Brazil very closely and these conditions have been somewhat depressed during the week. The general feeling is easier. As to spot Rio and Santos, green and in a large way, the market shows no special change for the week, although figuring closely there is possibly a slight shade decline. Milds are just where they were about a week ago; demand light.

Canned Fruits—California fruits are short of present and prospective needs and will develop more scarcity of all grades and sizes as the season progresses. Naturally the situation favors the seller. Pineapple is quiet. Transient outlets are fair while spring and summer channels so far have not been extensively met. Apples are in moderate jobbing demand.

Canned Fish—Statistically the whole line is in good shape. Tuna fish, crab meat, shrimp, lobster and oysters are all closely sold up and are working toward higher levels. Maine sardines promise to be about exhausted by the time new pack comes in while the California pack is being absorbed and is tending higher on the Coast. Salmon is stronger in the West than on the spot and packers are holding for advances which they expect to realize when spring and summer trading begins. Locally the movement is for nearby wants and enough to keep prices stationary.

Canned Vegetables—No examples of unusual activity can be mentioned, as no commodity is selling freely for replacement although all lines are moving in their usual seasonable volume toward the consumer. Instead of being active, the market is dull as the turnover is so much confined to actual and nearby needs that large blocks do not change hands as rapidly as smaller jobbing quantities and it takes a lot of merchandise moving in that way to make a spectacular situation. Hand-to-mouth buying is the policy of the largest as well as the smallest distributors. Brokers frankly say that the market is not as active as they had anticipated. In futures there is even less desire to buy ahead in a big way. Negotiations are being carried on but they lead to moderate actual sales as the canner and the buyer are too far apart in their views to get to-

gether. Many close observers believe that the quiet situation is caused by financial and industrial conditions quite removed from the canned food market itself and is not the result of any inherent weakness in canned foods themselves. Southern tomatoes are feeling the results of restricted sales of No. 2s at \$1.15 factory and it is possible now to do \$1.12½ with an easy undertone in the country. There are no more tomatoes than there were but there are fewer buyers. The concessions are chiefly made by the smaller canners. Well financed packers believe that they will clean out before the season closes at better than today's prices. Futures are mostly neglected by the local trade although prices hold firm. Southern and Western corn is no lower but it is easier to buy than formerly as there are sellers where heretofore they were off of the market. Stocks are being distributed and are being replaced but in conservative parcels. No change has occurred in new packs. Southern peas are unsettled and discounts under former levels are possible. Western goods are also more in favor of the buyer than ten days ago. The demand is not conspicuous and some holders are willing to make concessions to keep their stocks moving. In view of this situation, new packs do not look attractive at prevailing quotations.

Dried Fruits—The Coast dullness of the past month has not changed the market at the source. Packers are not worrying about cleaning up 1924 packs, as all crops are being reduced in volume and are shorter in supply than they have been at this season in several years. Export markets and interior cities have been buying right along and it is believed that sooner or later New York will be forced to pay more attention to replacements. All local outlets are routine. There are no unusual sales of any dried fruits, with the exception perhaps of carton prunes. Association and private label packs are being pushed, the whole line feeling the impetus given by the association specialty and consumer advertising. Box packs are dull. Raisins have not sold freely for Coast shipment, while there is still some price cutting on the spot among independent offerings. Peaches and apricots have sold in fair volume, but their strong undertone is due more to a shortage of stocks at the source than to anything else. Currants drag, while bag figs are doing better on the high quality lines, as the market is gaining in strength which causes the large users to buy ahead. Very little doing in apples and market up-State easier and quotable somewhat nominally at about 11@11¼c f. o. b. for prime. Export demand is negligible and domestic trade practically at a standstill. Cherries dull sale and easier.

Nuts—More interest is being shown in walnuts and almonds in the shell for the Jewish holidays. Fancy varieties of walnuts are wanted but offerings are restricted as all distributors have moderate or light holdings which will not be increased for some time to come when Chili new crop is available. In all lines showing good cracking qualities a strong undertone prevails.

Almond stocks have been so reduced that even the largest handlers have to content themselves with parcels of five, ten or twenty-five bags where they need blocks four or five times larger. Paper shells have almost been cleaned out. Spot filberts are down to bedrock. Critical buyers find it hard to cover on desirable lines. Pecans are moving a trifle slower now that the range is so high. Old crop Brazils are steady with moderate trading reported. French shelled walnuts have reacted from the recent low levels occasioned by forced sales of shippers and crackers. The cheaper lines have disappeared and weak holders appear to have no further offerings. Remaining stocks in France are reported to be small and higher prices are predicted. Foreign shelled almonds are also improving abroad and there are fewer offerings as holders look for still higher prices. Filberts have been closely liquidated. Pecans are generally in strong hands but some parcels are occasionally changing hands at slight concessions.

Olive Oil—The market is more unsettled in tone than in quotations. In fact, few price fluctuations occur, as there is no free selling on the spot, since it is realized that the distributing trade has struck a conservative pace and lower prices would not tend to expand trade outlets. Moreover, present stocks cannot easily be replaced and doubtless will be needed later on when the present dull period ends. Meanwhile the whole market is on a hand-to-mouth basis.

Syrup and Molasses—The demand for high-grade molasses is good and prices are steady. Undergrades are neglected and without any change. Sugar syrup is very quiet and easy. Compound syrup steady and in fair demand.

Salt Fish—The stocks of salt mackerel are getting more and more ragged and everything available is advancing. Buyers have now begun to take what they want. Codfish is also scarce and firm.

Cheese—The demand during the past week has continued rather poor, but the market has continued steady to firm.

Provisions—Provisions have shown a moderate demand during the week which has extended to all staples, beef and hog products. Nothing has occurred in the way of price change, everything being exactly on the basis of a week ago.

Review of the Produce Market.

Apples—Baldwins command \$2 per bu.; Spys command \$2.50.

Asparagus—California, 75c per bunch.

Bagas—Canadian, \$1.80 per 100 lbs.

Bananas—8½c@9c per lb.

Beans—Michigan jobbers' are quoting as follows:

C. H. Pea Beans\$5.85

Light Red Kidney 10.25

Dark Red Kidney 11.50

Brown Swede 6.00

Beets—New from Texas, \$2.50 per bu.

Butter—The market has continued rather firm during the past week. The market for fine creamery is firm at

the present writing, with everything well cleaned up and the market in a strong and healthy condition. Undergrades are dull and show no particular improvement in value. Local jobbers hold fresh creamery at 49c and prints at 50c. They pay 22c for packing stock.

Cabbage—\$2 per 100 lbs. for home grown. \$3.75 per crate for new from Texas.

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

Cauliflower—\$2.75 per doz. heads.

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

Cucumbers—Illinois hot house command \$3 for fancy and \$2.50 for choice.

Eggs—The situation in eggs has shown no great change for the week. On account of the scarcity of fine fresh eggs, which are in very active demand, the market strengthened up considerably and advanced. Later, however, the receipts increased and there were slight declines, with accompanying pressure to sell. The market is substantially where it was a week ago. Undergrades are not wanted and are ruling about unchanged. Local jobbers pay 27c for fresh.

Egg Plant—\$3 per doz.

Garlic—35c per string for Italian.

Grape Fruit—\$2.75@3, according to quality.

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

Honey—25c for comb; 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist\$7.00

300 Red Ball 6.50

360 Red Ball 6.50

Lettuce—In good demand on the following basis:

California Iceberg, 4s\$5.50

California Iceberg, 5s 5.00

Hot house leaf, 16c per lb.

Onions—Michigan, \$3.50 per 100 lbs.

Chili in 50 lb crates, \$3.75.

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—\$1.75 per bu.

Peppers—Green, 70c per doz.

Potatoes—Country buyers pay 45@55c all over Michigan.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls 26c

Light fowls 20c

Heavy springs 27c

Cox 14c

Radishes—65c per doz. bunches for hot house.

Spinach—\$1.25 per bu. for Texas.

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 14½c

Good 13c

60-70 Fair 10½c

Turning Backward the Wheel of Time.

Grandville, March 17—Fashions in shoes have undergone even more change than clothes or headgear.

Back in ante bellum days such a thing as a man's shoe was wholly unknown. Boots and paces aside from the Indian moccasin, made up the foot covering of the masculine half of humanity.

The backwoods stores received great boxes of boots from Eastern firms and smaller ones containing childrens and womens shoes. Even these shoes, however, compared illly with the fancy stocks of today.

Women's footwear were heelless. To put even the smallest of heels on a feminine shoe would have been considered contrary to the laws of nature. Women worked, walked, even skated without a heel to her shoe, and I have sold hundreds of pairs of such shoes which gave full satisfaction.

For men there were boots, stogies, kips and calfskins, with legs to match. The coarser boots had plain cowhide tops, the lighter leathers fancy tows, usually with half fronts of red morocco.

Many a stout logger (not a lumberjack, for there were no lumberjacks in those early days) strode to his work with trousers tucked in boot tops. The man who could lift himself by his boot straps was it, so to speak. That sort of person went out of style with the close of the civil war.

The kiddies (young ones) wore boots with red tops. Even the girls adopted boots for winter wear in order to breast the snow. Later the boots for the children were ornamented with copper toes, for be it remembered the young ones wore out the toes of their boots first.

It was something unusual for the boys and girls to go to school during the winter months and come home dry shod. Wet feet and numerous attacks of head colds resulted, giving work for doctors who sometimes rode twenty miles to attend a single patient.

"Why didn't they put on their rubbers?" this boy will ask. Simply because rubbers were wholly undiscovered at that time, and the only protection from snow and water was a good coating of tallow on the boots each morning during inclement weather.

I well remember the first pair of women's shoes with heels that came to our baliwick. They created a deal of wonder and were regarded with disapproval by many who felt sure a woman could not walk with such hubs under their heels.

The new style grew rapidly in favor however, and, when once thoroughly introduced, never were cast aside.

Nobody but babies wear a heelless shoe to-day.

A man would never think of wearing shoes in ye earlly times. They were too effeminate, and yet when leather became scarcer, and it was seen that boot tops were a waste of material, the change from boots to shoes came about, and to-day a man habitually wearing boots would be regarded as an oddity.

There has also been a considerable change of fashions in clothing. Clothes ready made for young folks were unknown. Mothers made their sons' clothing, as well as that of their daughters. How proud we boys were to march down the school aisle clad in a brand new suit, trousers and jacket, the handiwork of the good home mother, who knew more about such work than any of our modern housewives.

As for underclothing, there was none readymade. Children, as well as their elders, were swathed in red flannel or white, made into garments by the nimble housewife's fingers.

For many years red flannel was held up as a health garment, but continued use did not seem to bear out the statement, and gradually grays and other

shades were adopted; later on the knitted underwear took the place of the home made article.

Not until long after I was a man grown did I see the knitted underwear we have to-day. One writer of supposed medical ability made the statement if people would not wear stockings, but go with bare feet in their boots their health would be much improved. Many people will try a thing once. I was willing to try the experiment, my first essay with stockingless feet being a trip of twenty miles through a blinding snow storm with the mercury hovering around zero.

That trip of forty miles to and from town satisfied my curiosity on the subject and I never repeated the performance. I remember that I put in the most of those long, snowy miles on foot, and even then came near freezing my feet.

This experiment was little less idiotic than that of the man, who, listening to the lecture of a man who laid the baldness of men early in life to the wearing of hats, declaring that if one would wear nothing on the head he would never be bald, decided to try it for himself.

This man worked all one day in the harvest field, under a scorching sun, with no head covering. Having lost most of his hair he was willing to adopt strenuous methods to regain it. Consequence was his head was one big blister at night, and he was indeed a sorer and a wiser man thereafter.

However, we would learn little unless we accepted chances in experimenting. If one could enter one of the stores of seventy years ago what a sight would meet his gaze. Heelless shoes and high topped boots on the shelves; hoop skirts and poke bonnets arranged along the counters; soap unwrapped; coffee, tobacco and flour in barrels—well, it would be worth seeing, but, no doubt, we would not care to return to those ante bellum days.

Old Timer.

No Long Speakers Will Be Tolerated.

Saginaw, March 17—We read much these days about "survival of the fittest." The best is none too good for those who do survive. Competition is not only keen, but it is also more scientific than ever before. You will need every bit of initiative and all the energy that you can muster in order that you can hold your own during 1925.

Economists say there will be plenty of business during the year for those who will go after it. You cannot go after it effectively and intelligently unless you are up on all the latest business getting ideas and methods. You must know the tactics of your most aggressive and successful competitor.

That's why we say, "The best is none too good." And we promise you the best of everything at the Muskegon convention. No long, vague speakers on generalities will get on the programme to bore you; but only timely, snappy speakers on live topics. Discussions that will be of interest and help to you will be in charge of competent chairmen and questions of vital interest to you will be answered clearly and lucidly.

Read the Tradesman every week for further announcements. Convention dates are April 21, 22 and 23.

Charles Christensen, Pres.

Well Turned Out.

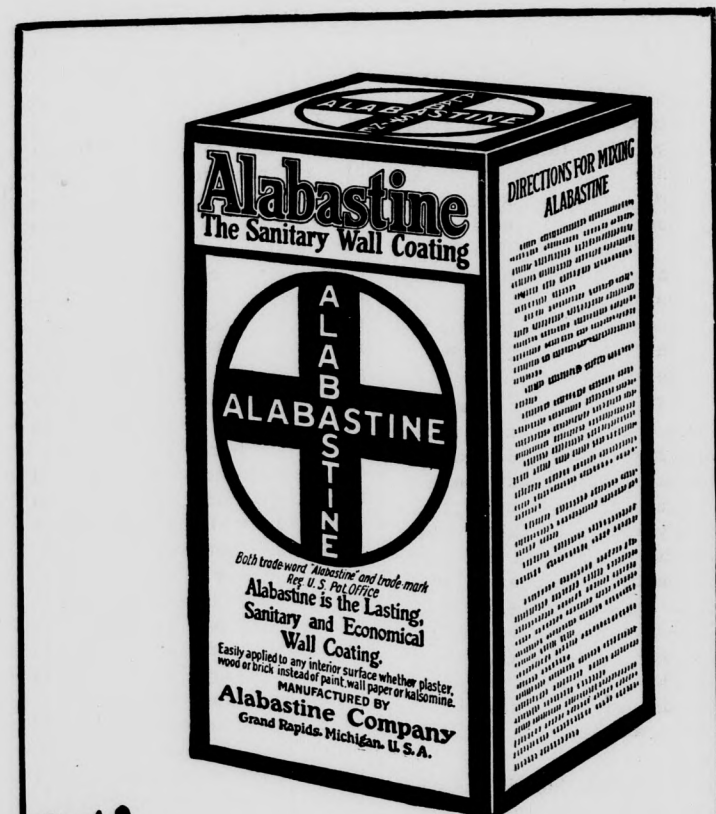
"Did your last employer give you a reference?"

"Yes, but it doesn't seem to be any good."

"What did he say?"

"He said I was one of the best men his firm ever turned out."

Art is only work well done. Are you an artist?



What is Alabastine?

Alabastine is the favorite interior wall finish used by thousands of home owners, interior decorators, and decorators.

Alabastine comes in white and all tints.

Alabastine covers more wall space pound for pound than any other wall finish.

Alabastine offers you an endless variety of color harmonies.

Alabastine is more economical than paint or wall paper. It is durable, sanitary and beautiful.

Alabastine won't rub off if properly applied.

Alabastine washes off readily when time to redecorate.

Alabastine has many substitutes—all great successful products have—but none can duplicate Alabastine results.

Alabastine comes in trade mark package with cross and circle printed in red.

Ask your dealer today for Alabastine colorcard. Tell him as soon as you can what colors you'll want. Be sure you say Alabastine.

Alabastine

Instead of Kalsomine or Wall Paper

Will Demand or Manifesto Fix Cherry Prices.

Written for the Tradesman.

Michigan cherry growers are interesting themselves in various plans to better the conditions of their industry.

Some of it is good and some of it is not so good.

In some sections of the fruit belt growers are giving enthusiastic endorsement to the proposal of promoting demand for the fruit by advertising the gastronomic joy, dietetic virtues and exceptional qualities of Michigan cherries, which, through the process of canning, have their season continued throughout the year.

Some cherry associations are putting emphasis upon establishing a price to the grower at a minimum of 6c per pound.

The ideas are directly divergent, the first proposing to gain a better price by creating the urge of the consumer to buy, and the other to fix the price for him by manifesto.

It will be generally agreed that if the price-fixing scheme did not run up against some rather stubborn economic laws and conditions it would be by far the more simple plan.

Cherries, as now grown in Michigan are largely a canning proposition—more than 80 per cent. of the crop being marketed in tin cans.

There is nothing, I am sure, that would please the canners more than to have the price of their raw material stabilized—all thus being assured that each has the same first cost, but—

Here's the rub: How is the canner to be assured that the consumer will take them at that price?

Michigan cherries in No. 10 cans, 1924 pack, are right now being sold at \$8, factory, which is a 4c to 4½c per pound basis, and New York "futures" are now quoted at that figure.

Neither the law of gravity nor the law of supply and demand has been repealed. They are still stubborn factors in our physical and economic life.

The grower may control his price "until the cows come home," but it is the fellow who buys the goods—or refuses them because of the price—who really determines their sale.

Fixing prices is quite ineffective unless sales go with the price.

In view of the present state of the canned cherry market promoting a demand would seem to be rather more important to the industry than fixing a price.

Harry M. Royal.

What Is Your Phone Number?

Considering how valuable a good phone number is to the merchant—the easy-to-remember kind—it is surprising how few in the trade possess one. As time goes on the business world transacts more and more of its business over the telephone, and the use of the utility for enquiry purposes is universal. Most dealers derive a peculiar satisfaction from phone business, which is often highly desirable, but few have a phone number which in itself stimulates such. Most phone numbers are just plainly difficult to remember.

To go into the situation in a typical Western city, we find a small minority

with phone numbers easily remembered. Green Brothers in Denver have on even hundreds number—2300—and so has the Rhodes Company—2500. These are excellent numbers.

Several numbers help the memory through repetition or a sequence. E. V. Agen Co., thus, has 4550, and the Standard Mercantile Co. 1949. Henry Deutch Co. has 8004.

Among other numbers in the Denver trade some are more easily handled than others, but most are difficult.

It isn't always possible for the merchant to get a good phone number, but he can always make the effort. In many cases, if he will keep well in mind what makes a phone number a good one, he will be able to spot in the selection given him the thing he desires.

Here is a rough list of different varieties of easy-to-remember numbers:

Even tens, hundreds and thousands.

Numbers consisting of the same figure repeated, as 11,333, 8888.

Very small numbers, ten and below are exceptionally good on any exchange of considerable size, and numbers 100 and below on the large exchange are good.

Numbers with the same beginning and ending figures, and zero or zeros in between—303, 60006, for instance.

Numbers in arithmetical progression, as 468, 3579.

Pairs of doubles, such as 4466.

Numbers containing a double or a triple, as 366, or 2888.

There are always numbers which are better than others, though not especially good in themselves. If the merchant can't get a tip-top number, he is interested, naturally, in getting as good a number as he can. Other things being equal, the two-figure number is better than the three-figure, the three-figure than the four-figure. Any repetition of a figure tends to make a number more readily remembered. As an illustration, 7279 is easier to remember than 7264; 121 than 128. Numbers containing even tens and even fives lend themselves to being remembered, as 3060, or 2515.

If you can't get a good number, get as good as you can. Emergency service, calling for use of the telephone, is too important an element in the retail business to countenance deliberate inattention to the matter.

John T. Bartlett.

Made His Mark in Seven Years.

Birmingham, March 17—Seven years ago "Billy" McBride, Birmingham grocer, borrowed a dime from a newsboy to get from Detroit to Birmingham. He recently announced his retirement from the management of the substantial business he has built up. He plans to "see America first" before traveling in the Orient.

McBride, with his wife and child, came here from Maine. He recalls that after paying railroad fares and freight charges on his furniture, he arrived in Detroit seven cents short of street car fare to Birmingham. He offered to sell a pocket knife to a taxi driver for a dime, but the driver refused.

A newsboy, standing by, heard what was going on. "Here's a dime, mister, I guess you must need it."

McBride started in a small store with a month's rent and about \$25 worth of groceries. He borrowed on his furniture to pay for the groceries. To-day he owns an elaborate candy store and a valuable business block.

"Everybody Likes 'Em"



Chocolate Fruit

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

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

How about you?

Ask your wholesale grocer for samples and prices.

Zion Institutions & Industries
ZION, ILLINOIS

Help us urge your customers to buy the *right way*

A new advertising campaign on Domino Package Sugars is appearing in a large number of newspapers throughout the country. As in previous years, this advertising is planned to profit the retailer in two ways. It increases the actual sales on Domino Package Sugars. And it educates the consumer to buy sugar in packages, the way that saves *time* and *waste* and *handling cost*.

The cumulative effect of all these years of educational advertising is shown by millions of women throughout the country who buy Domino Package Sugars. Co-operate with it by pushing the whole Domino Package Sugar line for more and better business on sugar.

American Sugar Refining Company
"Sweeten it with Domino"

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

THE CANNED FOODS MARKET.

Those traders who expected to do a land-office business in canned foods, spots and futures, have been disappointed as no new precedents as to the volume of trading have been established. No war-time activity without regard for costs but with only volume considered, has occurred. Naturally those operators who looked for the unusual to happen have been disappointed but perhaps it is better that their hopes have not been realized since they had anticipated an unhealthy situation which, if it had occurred, would doubtless have led to a reaction. What has happened recently has been more or less what occurs year after year and, therefore, seems commonplace and disappointing to those who like spectacular situations. Speculative interest is absent; there is no heavy buying to absorb stocks and then have traders out of the market for a while. On the other hand, a quiet pick up business is going on in which all classes of canned foods are being taken. They are being bought on a competitive basis and are priced so that when they reach the retailer they will not cause a substitution of fresh products because the canned article is too high. Wholesale grocers are not overbuying so that later on when new goods are in sight they will cut prices to secure a clean up. Old packs are being liquidated in a way that they will cause no problem as to carryover. Some items will be practically out and others are being reduced with each day's trading. The question of supplies tends to curtail spot trading as there are no heavy offerings from first or second hands to give distributors ample working material. Sellers are not aggressively seeking business which they secure when they go after it; another reason for the present quiet market. The situation can easily be understood when conditions are analyzed, although a wrong impression is apt to be formed when only surface conditions are examined. A study of futures explains why the trade has not overbought and canners, instead of complaining, ought to endorse the stand of buyers in not overloading at a range of prices which might prove disastrous by producing an overpack and a range of retail prices which would result in a glutted market during the coming season. Canners will not pack unless they are assured of a profit, while the distributor reasonably looks for the same assurance of reward for performing his part in moving 1925 canned foods. In a word canned food trading is conservative in both spots and futures which, instead of being a disappointing situation is after all one of the best signs that the whole market is in healthy shape.

WOOL PRICES LOWER.

Of especial interest to the wool trade is the series of sales begun in London last Tuesday. The results so far have confirmed the general belief that prices could not be maintained. How great the world's supply of wool may be at the present is a matter of conjecture, but it has become evident that the demand is not what the speculative contingent believed it would be.

Prices began to slip in the Australian sales where even the restriction of offerings was not sufficient to keep them anywhere near the high levels they reached a few months ago. There were to have been 1,150,000 bales of wool offered in Australia up to June, but this quantity has been cut in half, thus leaving over half a million bales to be carried over to the next season. This is regarded as a confession of weakness. A somewhat similar curtailment of the London offerings will further confirm this impression. It has stopped all talk of a scarcity of this raw material. Incidentally, also, the inaccuracy of the statements as to a constant lowering of production is shown in a report of the Department of Agriculture, evidencing an increase during 1924 of 117,000,000 pounds, with Russia and some other countries left out of the calculation. The lowered price of wool appears to have inspired some buyers with the idea that the decrease should be reflected in the prices of woollens, forgetting that the fabrics have been made out of higher cost wool. In the goods' market the past week has witnessed the openings for Fall women's wear fabrics. As usual, the American Woolen Company has been the leader. The main feature of its offerings was the preponderance of piece dyes as against novelty weaves. Price advances are considered moderate in view of all the circumstances. Sales of men's wear cloths for Fall have been rather tentative in character so far.

THE COTTON MARKET.

Cotton quotations during the past week showed comparatively little spread between those for the current month and those for every subsequent one up to and including next January. On some days the difference between the highest and lowest was not over half a cent. This relative stability implies a belief that the next crop will not be sufficiently big to reduce values to any appreciable extent. It is taken for granted that the foreign demand for the next crop will be greater than that for the present one, due to better and more stable conditions in European countries. Much is still made, also of the prevailing droughty condition in Texas, which produces one-third or more of the domestic crop, where planting preparations are under way. Consumption in the mills of this country has not yet reached the mark hoped for because of the indisposition to turn out goods faster than they are called for. Latterly there has been an improvement in this direction. Manufacturers have been advancing prices somewhat to correspond with the cost of the raw material, but the advances have been comparatively small. Ginghams, denims, percales and bleached goods are among the fabrics that have thus risen in price. There is a strong market in gray goods, although the buying of them in quantity is not continuous. Prices by second hands are not much below those asked by mill selling agents. In knit goods, orders keep drifting in for underwear. Hosiery is quite well sold up.

You can't feather your nest comfortably by perpetual hair-splitting.

MICHIGAN'S MISFORTUNE.

At no time in the history of Michigan has she been so wretchedly represented in the upper house of Congress as she is at present. Neither Senator has a single qualification for the high office he rattles around in.

Next to Ferris, Couzens is about as near a nonentity as it is possible to imagine. Rich beyond the dreams of avarice as the result of his association with Henry Ford, he has no more idea of the proper functions of government and the duties of a lawmaker than a mouse. He is blatant, irresponsible, untruthful and utterly undependable. He is the creature of Governor Groesbeck, who foisted him on the people of Michigan to their disgust and dismay. He has never uttered a witty word and never said a wise one. He is a monster of selfishness, malice, vindictiveness and low cunning. He has no more right to claim clanship with the Republican party than La Follette and ought to be forced out of the party he has abused, betrayed and dishonored.

Perhaps the less said about Ferris the better. He is a mere shadow of his former self, devoid of the small amount of poise and self respect he once possessed. All that is left is a mockery of a once good name. When he swore on the witness stand at Big Rapids that he never knew his son drank to excess, his former friends realized that Ferris and honor were no longer traveling the same road. His conduct in Washington has clearly shown that the people of Michigan made the greatest mistake in the history of the State when they selected such a man to misrepresent them in Washington. He and his arrogant associate have given Michigan voters an example of incompetence and imbecility from which it will require many years to recover.

COURSE OF RETAIL BUYING.

Certain rising quotations in the primary markets recently bear out the idea that producers are determined to do business at some profit this year. They believe that prices ought to be such as to permit of a continuance of operations. This cannot be the case if there is not a margin above raw material cost and overhead, the latter including wages as well as expense of maintenance. It is recognized that mistakes in production methods, which have proved costly in the last year or two, must be avoided. Prime among these was the failure to gauge output according to demand. This led to much overproduction, thereby putting producers at the mercy of the distributors. Now, there is no effort to reduce overhead by capacity operation, although this is recognized as the most efficient of methods of keeping down production costs. The reason is that this implies volume sales as well as mass production, which does not fit in with the piecemeal method of buying that has become the custom. Producing for stock is no longer in favor even where there is the prospect of a rise in the price of raw materials. The risk is too great at a time when producers are as too inclined to play safe as are distributors and retailers. So manu-

facturers have been curtailing operations to the point of doing little more than filling orders, although now and then there is an exception where the indications for business are very favorable. This means, of course, added costs of production, which are reflected in advances of price.

Exceptionally mild weather of late has been a boon to the retail stores. It has been suggestive of the nearness of Spring and of the need of replenishing for that season. The buying for Easter by representatives of stores in town and out has been quite marked. This is especially notable in the case of millinery. Apparel for women's wear has also come in for an increased share of attention, as have likewise household furnishings. Dealings in rugs and carpets have continued in fairly large volume. In men's wear, sales of clothing still leave much to be desired, while haberdashery is making a better showing. Shoe manufacturers and dealers profess to be well satisfied with the way the season is shaping up. Makers of silks and of silk garments have been so busy on orders as to feel assured of continued good business now that strike of dress workers has been disposed of. There are indications, also, of a good forthcoming demand for dress goods of practically every description in silk, cotton and woollens. Cuttersup have been a little more cautious than usual in getting work under way in advance of real orders and in sending out garments on approval. It is said that the stocks on hand are very small for this time of year, though no scarcity is reported by buyers of such goods. The renewed activity of the retail stores in the various directions mentioned is not without its effect in the primary markets.

Any estimate of Charles E. Hughes' four years as Secretary of State must hit upon the Washington Armament Conference as the outstanding achievement of his term. The thing he did there was done for the first time in history: by international agreement nations not only limited their naval forces but actually reduced establishments in being. It seems simple and logical, now it has been done; at the time few observers of international politics imagined anything real would be accomplished. And now that the last doomed ship has been destroyed and the nations have accepted the limitation on capital ships, there is general agreement not only that armament reduction and limitation is possible but that it works out to the benefit of all concerned. This was the high spot for Mr. Hughes. But, after all, it was only one of his accomplishments in the wide and expanding field of American international relations. Many of the problems he did not have time to solve; but all of them he advanced toward solution by a realistic and logical treatment which leaves clear and solid the foreign policy of the United States. He has given it an impress and a direction which will endure for many years to come.

To go forward you don't have to be forward.

Some Men I Have Known in the Past.

On the way to Plainwell a few weeks ago to attend the annual meeting of the Michigan Paper Co., I met Bos Keppel, the well-known fuel and building material dealer of Holland. Like myself, Mr. Keppel is a stockholder and director of the corporation named, and we naturally discussed matters of mutual interest. During the course of the conversation I asked him if he knew the late George Metz when the latter was a resident of Holland. His face lighted up in an instant as he replied: "Know George Metz? I should think I did. He is the man who gave me my first start in life. I was a young fellow just out of school, looking for some opening which would enable me to get a start in the world. I found I could buy a half interest in a livery stable for \$500. In casting about for some one to loan me the money I happened to think of Mr. Metz and I sought him out and told him about the opportunity I had found. He listened to my story and sat in deep thought for a long time—it seemed to me like half an hour. Finally he remarked: 'I have been watching you for some time. I never saw you smoke or drink or chase women. I never heard you utter an oath. I think you are a pretty good boy. I will let you have the money.' A year later I sold my interest in the livery stable for \$1,100, which left me nearly \$600 clear money after paying my debt to Mr. Metz. I have always felt that I was under great obligation to him for giving me a start in my business career by not only furnishing me working capital, but by presenting me with a chart by which to steer my craft so as to avoid the shoals and rocks on which many an incipient career has been wrecked."

It is a mistaken idea which some men entertain that every man must "sow his wild oats," in order to pursue the path of rectitude later on. Such a theory is never advanced except by men who began sowing wild oats early in life and then proceeded to make the habit a life practice. Men of vision and discernment know that any lapse from the high standard and lofty ideas of childhood results in but one kind of a crop, which is only another name for the bread of bitterness. Any admonition from an adult which has a tendency to keep a young man in the straight and narrow path and prevents him from forming habits which will prove his ruination later in life is time well expended.

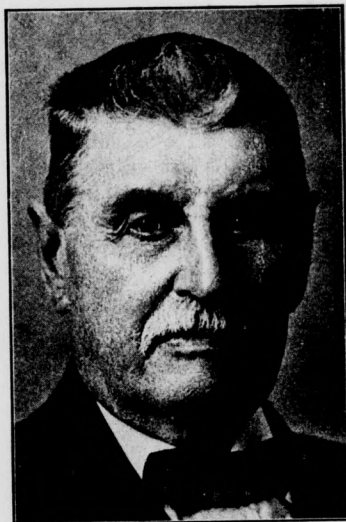
George Metz, capitalist and pioneer tanner of Western Michigan, was born December 4, 1839, at Stuttgart, Germany, from a parentage of sturdy independence. Seven years later, to escape Prussian oppression and secure personal freedom, the courageous parents brought their family to settle and rear permanently in the fullness of American democracy. The elder Metz, a tanner by trade, found in the abundant hemlock forests and vigorous New England atmosphere of the Vermont hills, a proper setting whereupon to found a home and a business that was free and unlimited. Here it was that George Metz laid the foundations of a physical resistance, mental capacity

and business skill destined to wrest success from Western Michigan's frontier forests.

In the middle sixties, Mr. Metz, with a younger brother, essayed farming in Lower Michigan, with such results as to be forever after, an unfailing source of humorous reminiscence; but with resource that knew no limit or dismay, he immediately commandeered the management of an unsuccessful combination of sawmill and tannery at Jericho, Mich., a point now lost to the map.

The results were so satisfactory to both the owner and the young manager that latent ambition and confidence were soon inspired to the inevitable independence of sole ownership. With characteristic and practical foresight, George Metz recognized the double advantage of lake transportation, accessible alike to the seemingly limitless abundance of Michigan hemlock as well as most of the then well established markets, especially Chicago.

New Year's day 1870 found George



George Metz.

Metz with plans developed and land bought on the North side of Black Lake, opposite Holland, where for fifteen years he made his home and his business, both interwoven and correlated with consummate care and patient thoroughness.

In August of 1870 George Metz was married to Mary Bertsch, sister of John Bertsch, whose sturdy reliance, by co-incidence, was already written into the successful beginnings of the fast growing Cappon-Bertsch tannery on the opposite side of the lake. So it was that residents of Holland were wont to refer to the North side tannery and the South side tannery. In 1885 the North side tannery—George Metz sole owner—was bought by the South side or Cappon-Bertsch Company, and later both plants were taken over by Armour interests. The sale of the North side tannery took with it the homestead and surrounding suburban acres.

With all ties and associations severed Mr. and Mrs. Metz came to Grand Rapids to enjoy a united recreation and to establish a new home amid wider influences and near to Mrs.

Metz' mother, brothers and sisters. Retirement from business, although brightened by extensive travel at home and abroad, could not satisfy the activity of a business mind just arrived at the master maturity of early middle life. In 1887 Mr. Metz founded the Grand Rapids Leather Company at Mill Creek, now Comstock Park, North of Grand Rapids. With the exception of a few friendly interests, helpful for purposes of legal incorporation, George Metz was again happy in the sole control and sole ownership of a second successful business. Born and bred a tanner, he was living up to the full measure of his destiny. In 1902, after a second fifteen years of achievement, George Metz again retired from active manufacturing. In 1902 the Grand Rapids Leather Company was sold to the Wallin Leather Company, a subsidiary company of the Central Leather Company.

During the conduct of these two epochs of signal success, each a life time occupation for even a more than ordinary man, Mr. Metz found time, opportunity and money for many wide and separate business interests, to which he gave freely of his service and experience, with a counsel always safely sound and conscientiously studied. After his second retirement Mr. Metz extended his influence still more, marking a climax in 1912 when the Metz building, on Fulton street, opposite the park, stamped final approval for the trend of office and business building extension in Grand Rapids.

Mr. Metz died March 30, 1914.

These, then, are the essential simple facts of a man who lived to the unusual fullness of 78 years, alert and masterful to the end. Three times, twice a manufacturer and last as capitalist and builder, he measured and spanned the successful vision of his opportunity, each time to a degree sufficient and adequate for the satisfaction of the average so styled successful business man.

But, remarkable and notable fact, three times did George Metz do more than conquer the ordinary obstacles and discouragements of usual business venture. For seventy years, dating from the time he was eight years old, George Metz suffered the gradually increasing intensity of almost constant chronic rheumatism. His normal suffering would have been acute pain to most men, and his acute pains most fearsome agony to all men. George Metz thrice crowned his material success by continuous master stoicism. George Metz endured as few men could endure and live; but George Metz loved and lived, endured and mastered, almost a super man.

George Metz was a sole owner, always in control of his own ventures. No outside partner was necessary to supplement his craftsmanship, his execution or his vision. His supreme partnership was in his home. Mrs. Metz, competent and devoted housewife and mother, was also his business confidant, conservative counselor, expert and accurate accountant, careful and diplomatic correspondent. No outside clerk hire was ever written into

the overhead expense of this duality, of a home business and a business home. George Metz was his own salesman and the aggregate output was very large.

George Metz was an honest man, genuinely honest and honestly genuine; intolerant of sham and exacting truth in return. His few and only losses were because he measured others by his own standards of prompt payment and careful thrift, while his extensive confidences meant success to many a struggling business.

George Metz was a good man and kind, loved by family and friend. Denied by his infirmity the usual social activities of church, lodge, commerce and community, he permitted only the friendly visits of relatives and neighbors, to all of whom his welcome was sincerely hearty. The leisure from his active business life was spent with books. Widely read in science, biography, history and current event, his observations and comments were interesting and pertinent; quaintly flavored with apt anecdote and humorous reminiscence. Nor did suffering ever master his ready wit or frequent friendly joking.

George Metz was quietly generous, without ostentation and mostly with concealed identity. Deserving need or worthy suffering touched his heart as well as his pocket, but imposition and thriftlessness provoked equally merited reprimand. His only hobby during both periods of active manufacturing was beekeeping and honey production. No honey was sold from either of his extensive apiaries. The surplus was dispensed to his workmen and friends.

George Metz was naturally domestic, but his constant affliction cemented the home ties. His life was written into his business and his home beyond the usual experience. Tribute to his virile character and extended busy life must include the splendid woman whose studied devotion lightened his suffering and whose business capacity enhanced his success. Mrs. Mary Metz for forty-eight years was housewife, companion, nurse, advisor and business partner of George Metz.

Never were husband and wife more truly one.

Style To Be More Important.

One effect of the almost unanimous decision of the women's wear mills to concentrate their production for Fall on staples and piece-dyed cloths will be to emphasize style details in the garments for next Fall. This calls for greater skill in designing, it was pointed out yesterday, than is the case when the vogue features new fabrics and tends to subordinate style to some extent. Some of the style leaders among the ready-to-wear firms will soon start their designing of models for next Fall. Several will begin next week, with others, however, holding back until the showing of the higher-grade fabrics by the women's wear mills. About two months will be consumed in the preparation of the early lines, with salesmen going out on the road about the middle of May.

Many an employee gets up because he was made to sit up.

HOME LIFE OF A COMMUNITY.

Features Which Are Vital To Ideal Conditions

Written for the Tradesman.

It has been a constant and increasing source of amusement to me to view the folders put out by the various Florida towns advertising their values and possibilities with the idea of attracting tourists and permanent residents. I have compared the various statements, having in mind the matters upon which the emphasis is placed in the hope of attracting people, and find that my own view of the attributes which make a town a desirable place in which to resort or live are at variance with these given most prominence in the advertising pronouncements.

It is noticeable that upon maps and statistical pamphlets where a great many towns are enumerated and a brief word given concerning each one, the usual method is to name the population and possibly the area of the city. In thinking over my own method of sizing up a town, I note that these matters of population and area make no particular appeal to me, nor do the volume of bank clearings, the amount of manufactures and the output of industries. All of these are important factors; but my own thought is that the useful and effective advertisement of a town must deal with the attributes which are conducive to the greatest happiness in living and the finest opportunities for service.

Having these things in mind, I would make very prominent the matter of health and the provisions for maintaining health in a city. This involves, of course, first of all, pure water and adequate draining facilities. Cleanliness, which is next to Godliness, is a vital element, and individual homes as against compound houses and apartment buildings, with ample door yards, are calculated to promote health. In seeking a town for a home these things are vital to joy and usefulness.

To the majority of people who have families or expect to have families, education will naturally maintain a place of prominence in connection with the facilities of a town. The quality of the schools, the usefulness of a library, the range of the curricula in the school system and the manifested interest in the details of educational processes by the people, especially along science and art lines, are intrinsic. Among the educational facilities in my own home town that make a strong appeal to me is the Junior College, which provides two years of training beyond the high school education, so that young people may live at home and have the protecting influences of the home while economically securing half their college opportunities and training. I have little patience with the somewhat popular method of sending children away from home influences to private schools or academies in preparation for collegiate training. This is an admission of the inadequacy of the home in child training, and a narrow view of foundational principles in the equipment for character.

A very prominent consideration to

me in sizing up a town would be its public spirit and its manifestations in the various enterprises calculated to give pleasure, opportunity for service and a field for altruistic enterprise. This public spirit which finds its most emphatic manifestation in living happily and usefully together is to my mind, the most important asset of a community.

The orderliness of a city naturally makes a telling appeal to orderly people. I mean such matters as the naming and numbering of the streets and residences, the provision for waste, the general neatness of the municipality, the conveniences that help to maintain social qualities in the town.

All of these things lead up to the government functions which control the management of the city. The type of government, while it is important, is not so vital to the welfare of a city as the manifestation of control in the deeper interests and welfare of the people, and the elimination or at least the reduction of the office seeking class which constitute barnacles on municipal organization. The element of beauty in the arrangement of boulevards, park areas, architecture, planting arrangements and attractiveness and home grounds, and the general atmosphere of delightful embellishment are the things that make a very strong appeal to one who visits a place having in mind a permanent home. The approaches of a town should be made attractive, for it is here that first impressions are given that influence final judgment. The appeal of beauty is far reaching and dominates even industrial facilities and commercial advantages. While the religious atmosphere may not appeal to everyone as a major unit, in naming the good qualities of a city I cannot help but feel that it is a very important consideration, not only for the welfare and happiness of the heads of the families, but as affecting the bringing up of children to the appreciation of the higher and nobler responsibilities of life. This does not mean simply a lot of churches that emphasize their sectarian differences. Acrid religious controversies based upon sectarian contentions and the multiplication of churches founded in denominational peculiarities are inimical to the catholic spirit and open mindedness that should pervade the religious atmosphere of a town. A prospective resident of a town in Georgia stood upon the hotel steps chatting with the landlord and asking all sorts of questions. He finally enquired the name of a church on the main street and was told that it was the First Presbyterian church. "And what is the name of the frame sanctuary on the opposite corner?" enquired the interlocutor. "That is the Immanuel Presbyterian church." "Well, why do you have two Presbyterian churches?" was asked. Oh," was the reply, "one believes that Adam fell from grace and the other believes he was a bad egg from the beginning." I have in mind the controversies going on in my own home town that it seems to me are exceedingly unfortunate in the advertisement of the city as a place for the higher and nobler enjoyments of life.

We do not put sufficient emphasis upon the importance of living properly together. This cannot be accomplished by exploiting our differences, but, rather, by exhibitions of tolerance and graciousness in all matters affecting the soul of man.

A city placed in a desert has, no matter what the quality of its citizenship or the attractiveness of itself, a serious handicap, and any town is dependent largely for the happiness and thrift of its people upon the productive capacity of its environment and the character of the people in the countryside which is closely associated with urban life. When the life of the city has a generous recognition of the reciprocal relations between its own ideals and those of the surrounding countryside and a feeling of mutual helpfulness and courtesy is engendered and promoted, the town reaps a decided advantage in wholesome living and an attractiveness to homeseekers.

All of these attributes which I have mentioned, if even moderately carried into execution in the making of a city, will result in reducing crime and irregularities to a minimum, and make for simplicity in government functions and avoidance of the exercise of mandatory measures in providing for the welfare and happiness of the people.

In securing all of these delightful accompaniments of a town bidding for desirable citizens to come into it, we who have to do with the making of a city have tremendous responsibilities thrust upon us, and we ought to put our best thought into every altruistic enterprise that will help to make the town one that shall attract the best type of citizens to the founding of homes therein.

When all is said, the home life of a community is its most important factor and the sweetness and richness that can be brought into it will develop the type of citizenship that shall bring about the things which I have enumerated as vital to an ideal community.

Charles W. Garfield.

First Potatoes To Reach U. S. Aroused Suspicion.

Londonderry, N. H., March 16—The first potatoes in this country were brought from Bermuda in 1636 and were sold in Boston at 2 cents per pound. In 1683 Winthrop said of them: "They are little cultivated and people look upon them with suspicion." Tradition says they were first planted in this town. They were served at a Harvard commencement in 1708, but from all reports they made few friends in this new country. It was asserted that if a man ate of them freely he could survive only seven years. As no mention is made of them in the Bible, it is asserted they were forbidden fruit and unfit for human beings. This prejudice against the potato was so pronounced that when P. J. Hubbard of Sheffield, raised 20 bu. it was advised he be dealt with by the church for his wicked hardihood.

One Remark Afforded Him.

Pete: I hear you have a swell job.
Sam: Nope; I quit.
Pete: Quit? What for?
Sam: The boss said something I didn't like.
Pete: What did he say?
Sam: Get out of here!

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

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PROFIT FROM
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INQUIRE
AT ANY OF
OUR OFFICES
FOR ALL THE
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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.

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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.

Neglected Children of Some Foreign-Born Parents.

Written for the Tradesman.

The editorial on "Pool Room Rats" in the Tradesman of Feb. 25 mentions certain young criminals as "children of hard-working, decent, law-abiding parents, who came to this country for economic betterment."

One of the various classes of foreigners to whom these words might be applied are to be found in California. There is a colony of Russians numbering some five thousand who came to America at the time of the Turko-Russian war. They belong to a religious sect called Molekans and believe it wrong to resent an injury. So, whether laws be right or wrong, they are, of course, law abiding. They think music and play are sinful and that their children will learn wickedness in American schools. In Russia they were peasant farmers; in California the men, women, grown sons and daughters work in mills and factories. The mothers leave the younger children at home to be cared for by the older ones. If they are fined for not sending children to school they learn that there are school laws to be respected.

Their religion forbids them to return blow for blow, but it does not hinder following the customs of their ancestors to beat their wives and children. When in a solicitous mood in regard to his child the father proceeds to administer a beating, not for any forbidden act or rebellious attitude, but as a preparation for continuance of good behavior. If a boy's back is so sore he cannot conceal his misery from the school teacher, she investigates, reports to the civil authorities and an officer summons the father or visits him and leaves him with a sound impression that he cannot so abuse his children in America. The father becomes despondent. He is deprived of his only known method of making his children good.

The Russian peasants, inured to hard work and exposure in the open air, are strong and hardy. Having learned to subsist on coarse fare they do not realize that their children in a different environment need any different food. They provide plenty of food such as it is and have substantial clothing. Houses are kept clean but usually non-ventilated and children are not all well nourished. They have no toys, no ornaments, no bed time stories. The life of the adult is encompassed by work, eating, going to church every evening and sleeping. The babe in arms is taken to church; after that stage it is left at home with older children.

Most of the children may grow up to be plodding workers just like the parents, but not all. The brightest, most active, most inquisitive boy is liable to be sooner or later haled into court for some misdemeanor. He wants life, excitement, adventure, and he hears of the wonderful movies, but he never has any money. He steals to get money to go to the movies, and what does he see? A bandit with drawn revolver demanding money; an auto thief speeding away; men fighting over a woman; bootleggers plying

their trade. Some of these children of law-abiding but grossly ignorant parents have just about as much chance of becoming useful citizens as a fish has to live out of water. It reminds us of "bricks without straw" as applied to the newly enfranchised negro of the sixties.

Who is to blame for these foreign children going wrong? Who furnishes the first lessons in evil? In Russia they would have been brought up to work. In America work would have been some help. School is forced upon them, but few have any conception of the value of education. Their parents never helped them with a favorable attitude toward school. Neither in the home, the school or in society are there adequate agencies for ministering to these children's physical, mental and spiritual needs. The child's right to be equipped for life's duties precedes society's right to demand amenity to its laws and conventions. Society's first duty is not to protect itself from unlawful acts, but to protect childhood from becoming unlawful in its acts.

For love of money, for greed of gain, various enterprises, various agencies are permitted to lead children into wrong thinking and wrong acting. We are all more or less to blame, but certain ones are mostly so. Our daily newspapers are supposed to be becoming more helpful in every good work, yet they still carry advertisements, give details of news and flaunt pictures which ought to bar them from the privileges of the United States mails. Booksellers supply the very best books along with others which they must know are injurious.

These children of Russian parents are, no doubt, fair samples of a great many existing all through our land. Those are really most fortunate who are discovered in their earliest acts of law violation and are brought into contact with juvenile courts where wise and sympathetic social workers are able to give them needed help, counsel and encouragement.

The needs of neglected childhood are great and the capable, experienced workers are few. For our own safety for the preservation of our ideals and institutions, there should be an efficient and Nation wide program for the aid of all neglected, unfortunate children.

E. E. Whitney.

An Understudy For Every Job.

The far-seeing merchant or store manager has at least a mental eye on an understudy for each and every job in the store, so that if for any reason there is a vacancy, promotions up to this point are possible with the jobs satisfactorily filled by workers who can step into the new places without friction, and the whole transaction be perfected at no additional expense—a reduction of expenses, usually. The wise salesperson therefore, has her eye on the job just ahead and learns all that she can about the duties of her superior officer so that she will be in line for promotion when opportunity knocks. It is well known that men in executive positions everywhere are constantly on the lookout for men and women whom they can advance in the ranks.

Candy Easter Novelties

Easter Eggs
Easter Package Chocolates

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CHOCOLATES

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In Quickly

PUTNAM FACTORY
GRAND RAPIDS, MICHIGAN

HEKMAN'S

All
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



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package with the
Windmill Trademark

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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.
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Package Display is Your Sales Help

The Fleischmann's Yeast you sell is kept back in your refrigerator out of sight. So to help you let your customers know you have it for sale, you are supplied the Fleischmann package display.

Keep this posted in a prominent place. It will link your store with the Fleischmann national advertising and build sales for Yeast and everything you sell.

FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE



Times When Thinking Men Are Making Their Wills.

The great problem which confronts every person possessed of property, whether it be an extensive estate or a small life insurance policy, is the problem of how that property can be most fairly, and at the same time, most judiciously cared for.

When you read in the paper that the Frick estate suffered distressingly through the forced sale of millions in securities and real estate and has been involved for several years in litigation; that the Woolworth building had to be mortgaged to meet settlement costs; and that the family of a well-known manufacturer, who died recently, is threatened with losing control of the business because he left no will, he looks upon the whole subject as a very interesting bit of news, and passes it by interested though undisturbed.

Does he realize how heavy the price is that the average business man's family pays for this point of view?

"No will was found."

When you have seen such a statement in the newspapers, has the force of this thought come home?

"If I neglect to make my will I surrender all right to say how my property shall be divided."

Usually the neglect to make a will is nothing more than forgetfulness, although some men are under the mistaken impression that it costs more to settle an estate under a will than it does without one. The legal fees are approximately the same, whether a man is farsighted enough to leave a will or whether the heirs have to report, "No will was found." The most impressive example of the lack of care and consideration in arranging one's property is the volume of litigation concerning the settlement of estates in our courts to-day, a large percentage of which is of a preventable nature.

For a man to fulfill the duties which he owes his family he must think and learn about wills, about executors and trustees and, above all, about inheritance taxes. The future of his family may depend upon these things.

The property of one who dies without a will is distributed among the heirs as the law provides.

The question of whether a man should make a will is in essence the question of whether he wishes to make his own terms for the division, conservation, management and possibly the protection of a going business, or whether he wishes the law to step in after he is gone and dispose of his estate and his business in a very rigid and routine way.

The law takes little account of the individual needs of those who are left

behind, of their helplessness or earning capacity, or of the proper disposition of a going business. Any distribution made by statute must necessarily be fixed and inflexible.

A will should not be made except with legal assistance, no matter how simple it may be. "Home-made" wills are dangerous and often worthless; an improperly drawn will is likely to prove worse than no will at all.

Someone takes charge of the settlement of every estate, pays the debts, distributes or holds in trust what is left. Every individual should select that person. If named in the will the person is called the executor. Should there be no will a court will appoint an administrator.

The court appointee may possibly be an absolute stranger to the family and not one whom a person would have cared to consider in such an important capacity. In fact, the person may know little if anything of the estate, and possibly less about the proper settlement and distribution of the estate.

What happens to the property after the settlement of the estate often depends on the judgment and business ability shown by the heirs.

For example, a man's wife may be without business experience, and the sudden acquisition of a large amount of property may leave her at a loss as to how to handle it. Under such conditions she may become the victim of unscrupulous advisers. To completely safeguard the future it is not merely sufficient to bequeath them the money or property in bulk, but it is advisable to place at least a reasonable proportion of the property in trust for their benefit.

The duties of an executor and a trustee require business experience and judgment of the highest order.

An ideal executor and trustee would be one of long and successful business experience, or large financial responsibility, an impartial viewpoint and with the collective wisdom of a dozen capable men, who was never ill, never out of town and would never die. You could trust problems of management extending far into the future to such a person that you would hesitate to entrust to others.

Every quality above may be found in the modern trust department of a bank.

Do you realize that National banks have the right to do anything connected with the management of money or property that an individual can do?

Pressure of time or improbability of accident or death are no excuse for failure to have a will. A will should cover all requirements and every man

Is Your Financial House In Order?

Are you aware that of the forty-eight states there are but two that have no Inheritance Tax Laws and that all but seven of these are reaching out to collect as great an amount of tax as possible **FROM NON-RESIDENT ESTATES** whose property, in whole or in part, comes within their jurisdiction?

Are you aware that having found these taxes simple method of producing revenue, rates have been raised quite generally, and that it is more than possible that twenty-five states will increase their Inheritance Taxes during the 1925 session of their Legislatures?

Do you know that Secretary of the Treasury Mellon has said that the total of these taxes "MAY TAKE MORE THAN HALF OF A LARGE ESTATE, AND CASES ARE POSSIBLE WHERE IT WOULD TAKE PRACTICALLY THE ENTIRE PROPERTY?" (The \$3,000,000 estate of an individual was recently taxed in seventeen states other than the state of residence, the taxes aggregating \$691,000, or nearly one-quarter of the entire estate).

Is your estate in such condition that your heirs will have the least possible amount taken from them through the operation of Estate and Inheritance Tax Laws?

The prudent man will have a list of his securities and other properties examined by someone unquestionably competent to tell him approximately what these taxes will aggregate, as his property is now constituted, and how far his estate may lawfully be relieved therefrom by **READJUSTMENT OF SECURITIES**, or otherwise. The Michigan Trust Company will endeavor to furnish information upon this subject at the request of any of its patrons, for which it will make no charge.

The prudent man will also provide for the prompt and easy payment of these taxes (often a sore problem) by an **INHERITANCE TAX TRUST** with The Michigan Trust Company, the small expense of which will be offset by the advantage of having ready means with which to meet these taxes without having to dispose of part of the estate at a forced sale. This can be accomplished by placing in trust with this Company either life insurance or easily convertible securities, to provide for all such taxes.

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should consider thoroughly the possibility of protecting his beneficiaries through a trust against the dangers of unwise property management. Furthermore, a man is not excused for failure to consider the means available for immediate protection of present wealth. The voluntary trust should be considered and its possibilities looked into before it is omitted from any plan of family protection.

These are matters of to-day, not of to-morrow. These are times when thinking men are making their wills.

The Cost of Slow Accounts.

In considering this subject we run here and there into volume production. Some good credit manager will say that in order to obtain volume, accounts cannot be neglected merely because their liquidation is in a greater or lesser degree not according to terms.

A wholesale grocery house in one of the Middle Western States distributed about \$2,000,000 a year. The enforcement of terms was so easy that the chronic slow payer found in its arms a comfortable nestling place. Of this concern's distribution 20 per cent. was to chronically slow payers. On a scrutiny of these accounts, it was found that at least one-half of the concern's over-due receivables were chargeable to these chronically slow paying debtors; furthermore, that through a period of years, three-fifths of its credit losses could be charged to these slow paying debtors. After calculating the overhead on a business four-fifths as large as its present business—allowing for the smaller borrowings necessary to carry the overdue receivables and the credit losses attributed to the chronic slow payer—it was found that more money could be made by cutting off this undesirable business than by maintaining a larger distribution through catering to such trade.

The concern's policy was changed, the chronically slow paying buyer was either eliminated or transformed. At first there was an insurgence among the salesmen; but they afterwards grasped the real facts of the situation and would now be unwilling to go back to the old basis. Instead of sacrificing one-fifth of the distribution, the new policy converted the ideas of some of the buyers who had rested snugly on the easy terms basis and there was no apparent decrease in volume with a very apparent reduction of costs and an increase in satisfaction and results.

It is an economic waste to produce goods that people do not heed and sell them on easy credit terms. To build up volume at the expense of good credit standards and sound credit methods does not do business a bit of good, but on the contrary increases distribution costs from raw material to consumer. Trying to make capital profitable through volume production when good economies and safe credit practices have to be thrown to the winds is not a judicious adventure and for it the people in one form or another will eventually have to pay.

In presenting these conclusions I am flying in the face of some very active men; but I cannot dismiss the impression that the slow account adds to dis-

tribution costs, reducing returns to producers, and making the dollar of the consumer buy less than it should. Many a merchant of shiftless habits, who rests comfortably in the easy methods of his creditors, is a drug on the merchandising market; yet he can be rebuilt and his ideas reformed when confronted with the fact that terms are something not to be dilly-dallied with, but to observe as honorable agreements.

I have no patience with a slow account that can be and is not changed into a prompt account. I have no patience with the easy methods that can supposedly maintain volume, when on close scrutiny the volume obtained in such a way is shown to add to costs and to work injury to business and the ultimate consumer. J. H. Tregoe.

To Standardize Invoices and Purchase Orders.

Standard invoice, purchase order and enquiry forms for recommended use by all branches of American industry and commerce were adopted by a National Conference held recently under the auspices of the Division of Simplified Practice, Department of Commerce, at Washington, D. C. Forty-five organizations were represented at the conference. These included the producer, distributor and consumer as well as the wholesaler and retailer in the leading commercial fields. Manufacturers of office equipment and accounting machinery were also represented. A survey of a large number of representative firms showed an estimated average saving of \$620 per year if all invoices received were standardized. This would amount to an aggregate annual saving of fifteen million dollars in all lines of American business. Since this figure applies only to the standard invoice, the conference has started a movement which will involve a much larger figure through the standardization of purchase order and enquiry forms as well. This indicates the tremendous possibilities involved in the simplification of other lines of office documentation and procedure.

How To Have a Fire.

1. Insufficient protection in the storage and handling of matches.
2. Careless insulation on handle of the coffee roaster.
3. Carelessness in the matter of rubbish and sweepings.
4. Inadequate lighting equipment, making necessary the use of lamps and candles, which are dangerous.
5. Unprotected floor and wall openings. Fire walls and doors of standard material would prevent fire from spreading all over the building.
6. Exposure due to external hazards. Your buildings are no safer than your surroundings.
7. Spontaneous combustion originating from bad housekeeping.
8. Lighted matches, cigarette and cigar butts, take third place in the records of fire causes.
9. Heating pant hazards. Hot ashes, coal, etc., have resulted in many losses.
10. Inaccessible and poorly ventilated basements are often fire breeders.



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Arson Warnings Which Accompany Incendiary Fires.

In almost every case of a loss that doesn't look just right it will be discovered, after the fire, that there were clear and unmistakable signs pointing to the inevitable result—the fire. And these signs could have been seen, if anyone had taken the trouble to look for them, before the fire. That the discovery of conditions and signs that a fire is intended to happen, or at least would be welcomed, is important in view of the fact that police chiefs and state fire marshals, throughout the country, who have to do with investigation of suspicious fires, are unanimous in their opinion that many fires are due to arson. The percentage has been variously estimated at from thirty to seventy-five per cent. of all the fires occurring. Of course, in the statistics, covering the causes of fire, the percentage due to arson is set down at a very small total, and for this reason agents and their organizations are accustomed to minimize this cause of the abnormal fire losses of the country. The agents disagree violently with the conclusions of the police and state fire marshals on this score. The reason for this disagreement is not for to seek. The conclusions of the investigating officials are a reflection upon the agents who will permit the signs of arson to go unnoticed. If the information, which is available to the agent, were transmitted to the home office, many cancellations would result, and the home offices would be able to protect their companies. But the fire loss ratio continues abnormally large, much of it due to wilful, premeditated and deliberate design of the policyholder, because no heed is given to these warnings.

After the fire it is a common occurrence to hear people wonder how in the world the assured was able to secure the amount of insurance carried. In many cases wonder is expressed that he was able to secure any insurance at all. It is common knowledge that something was bound to happen under the circumstances, and known, or should have been known, to the representative of the insurance companies carrying the risk. The coming event cast its shadow before. But the shadow goes unnoticed until after the event, the fire, has happened. Then the less said the better, and the companies pay for another crooked loss. The knowledge which would have given the company an opportunity to protect itself amounts to nothing in a court of law. If a few isolated cases prosecutions are begun, which, in still fewer cases, lead to a conviction of the responsible parties.

Mutual companies, writing a general line of insurance, should be especially interested in watching these warnings of intended arson. Many of the crooks engaging in this nefarious business of defrauding insurance companies deliberately select mutual companies, thinking that they will be safer from discovery after the fire. The only safeguard from these losses is a courageous cancelling of any risk in which any of the signs are discoverable. This

course may mean a loss of premium income and insurance, but it is the only protection available.

Special investigator H. P. Ruthenberg, of the Arson Department of the National Board of Fire Underwriters, recently pointed out the more common of these warnings. His conclusion is that almost every suspicious fire is preceded by some circumstance which should have served as a warning.

"In our investigations we generally find one person at least who seems not to have been surprised that the fire occurred," he said. "I do not include the assured who, after resorting to every subterfuge in his efforts to explain incendiary conditions, found after the fire, accuses the 'unknown.' I mean those persons who, before the fire, noticed unusual or peculiar incident or had personal knowledge of the affairs of the assured which caused him to expect that something was going to happen.

"We often find that these people who expected something was going to happen had made known their suspicions to others, often to local and state officials. Unfortunately, the information was either totally disregarded or remembered only after the fire had occurred. Before the fire, the information was valuable; after the fire, it often becomes the useless topic of conversation and criticism.

"The subject of anticipated fires is important when your attention is directly called to apparent preparations for a fire, even though there is no definite information of an intended touch-off. Let me mention some cases that have been brought to my attention from time to time. The practice, now prohibited in many cities, of covering the entire show windows and doors with advertisements of a mark-down sale in smaller retail establishments, preventing a view of the store from the outside, generally accompanied by suspending merchandise from wires around the store. Invariably, there is a large accumulation of rubbish and the boxes on the shelves are empty.

"Investigation of recent fires in Pittsburg and Ambridge, Pennsylvania, developed that various people had noticed such conditions and anticipated the fires. With this lesson in mind while in Dallas, Texas, where the described conditions existed in a marked degree, enquiries were made at local agencies and brought to light a general over-insurance. Inspections by the firemen, followed by orders for the removal of the advertising matter, disposal of rubbish and the burning of a night light, coupled with a few cancellations of insurance policies, reduced the number of fires. Within a month, of the places under suspicion, eight or ten firms failed; a number of others moved out.

"Our investigations of fires of factories or loft buildings used for the manufacture of clothing, novelties, leather goods, etc., generally developed apparent preparation or motive, such as a shut-down of the plant, dismissal of the night watchman, goods of discarded styles, finished merchandise not made at the plant, large returns of faulty material, removal of

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goods before the fire, construction of sealed stock rooms, preventing sprinkler systems from accomplishing their purpose. We find that these conditions have been noticed before the fire, and occasioned no surprise. Invariably these people, often firemen, have knowledge of certain other establishments where some such conditions exist and where fires are anticipated.

"Every special agent has in some one of his investigations found goods that had been damaged in previous fires. Frequently the presence of machinery or stock from a previous fire has been noticed by firemen in their fire prevention inspections and the matter reported as suspicious to fire headquarters. I am speaking only of stocks on which a total loss was paid by the companies and, the general practice being to leave in the premises of the assured the entire burned stock and equipment, which has no apparent salvage value, such conditions were lately encountered in Boston and Haverhill, Massachusetts.

"It would be the height of folly to assume that in all the cases mentioned the assured intended to have a fire, but it is reasonable to assume that in most of such instances a fire would be welcome. At any rate, they cannot be desirable risks and I suggest that all the facts be reported whenever and wherever suspicious conditions and information will most likely reach the interested companies."

Defeat Must Be Made Emphatic.

The so-called child labor amendment appears hopelessly beaten. No state east of the Mississippi has accepted it. Only one Northern and no Eastern state has ratified. The trend against it shows no trace of sectionalism. The Pacific Coast, the Mountain West, the Southwest, the Northwest, the Lake States, the North, New England and the Atlantic seaboard all are contributing to its defeat.

Nor does this mean a reactionary swing toward the increase or extension of child labor. States with excellent child labor laws are voting down the amendment just as emphatically as more backward states. The states are refusing to surrender more of their powers to the Federal Government.

Common sense revolts at the proposal to limit and regulate the labor of persons until they are 18 years old. Fear of more regulation is behind the blows showered upon it. People are afraid of Congress; fearful it will meddle in homes and schools. This and not the approval of child labor is what is killing the amendment.

Its defeat has been acclaimed, but its foes may be exulting too soon. Its friends declare the fight has just begun. They refuse to take rejection as final. While a time limit for ratification was placed upon the Eighteenth Amendment, no such limit for the child labor amendment was fixed by Congress. Its friends are asking the following questions, and are answering them in the affirmative:

May a proposed amendment that has been rejected by one State Legislature be ratified by a succeeding Legislature?

Does an amendment, even though

it has been rejected by more than one-fourth of the states, remain subject to future approval for an indefinite time?

Can Congress withdraw a pending amendment, regardless of its rejection by more than one-fourth the states, and redraft and resubmit for ratification?

The Supreme Court has never decided these questions. However, many men learned in the Constitution answer yes to all of them.

Acceptance, then, by a state is final. Rejection is not. There is no time limit for ratification. Defeat in any state will not be accepted by the amendment's friends. The battle for ratification can go on and on for years. If states persist in their rejection, then Congress can be asked to submit another and slightly changed proposal. Amendment hopes are warmed also by the fact that in many of the twenty-one dissenting states both houses have not acted, thereby making reconsideration possible. On this its friends are counting most to turn present defeat into future victory.

This question has been an issue for a generation. The Nation is as nearly ready now to decide upon the Federal aspects of it, once and for all, as it ever will be. The proposed method of settlement is wrong. The amendment deserves death on a dozen counts. It will be hard to kill. Rejection in one house of a Legislature is not enough. Defeat in twenty-one states is not sufficient. Efforts should be redoubled to bury it so deep it may never rise again. Unless this amendment is to plague the Nation for years, its defeat must be made more emphatic, complete and final.

Why Ceylon and India Teas Are High

The continuous rise in the price of Ceylon and India tea has been the outstanding feature of the London market for some months past. Charges and counter charges have been bandied about in the trade as to the responsibility for the high prices ruling, but few facts of importance have so far come to light. The wholesale price of Indian tea is now from 4½d. to 1s. (9 to 25 cents) higher than it was a years ago, or even seven months ago, and there seems to be little likelihood of a fall in the near future. The average rise is 6¾d. (13½ cents). It is stated in some circles that the primary cause of the increase in price has been the failure of tea growers, particularly in India, to increase the acreage of their plantations since the war, a failure chiefly due to lack of labor. Figures prepared by the India Tea Association show that the crop at the end of October amounted to 282,000,000 pounds—lower by 6,000,000 than at the corresponding date in 1923. Although this deficiency was more than offset by increased production in Ceylon, a scarcity has resulted, in the main owing to a larger consumption than during 1924 in Great Britain and also to larger demands from the United States, Canada and Germany. Such conditions would seem to provide the speculator with an opportunity, and there appears to be some foundation for the belief that the opportunity has not been neglected.

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Women Store Workers—Striking Examples of Proficiency.

Written for the Tradesman.

In a preceding article I brought out the marked improvement that has taken place in the past twenty-five years in the manners, appearance and efficiency of saleswomen. In that I was taking under consideration the great body of women store workers. In this I shall continue with the same idea by telling a few instances of noteworthy excellence and proficiency shown by individuals.

First let me quote a brief remark made by a young lady in a large establishment that handles china, glassware, silver and plated goods, bric-a-brac, and various articles de luxe for home furnishing. She said only a few words, but these spoke volumes.

"It is a pleasure to work in this store!"

It was uttered simply, with no striving after effect, and was plainly a sincere expression of appreciation of the beauty and elegance of the store and of the goods she was selling. It breathed a fine spirit made happy and content by the satisfaction that her surroundings afforded to her well-developed aesthetic sensibilities.

I wish the manager of the store could have heard her say it. I am sure it would have done his heart good. And I wish that every worker who is given to harping on what a hard time she is having, and to exaggerating to every listening ear all the difficulties that the discharge of her duties involves—I wish that every such one could have heard her.

Had this gracious young saleswoman been of a less happy disposition or of a less philosophical turn of mind, she easily could have dwelt upon the disagreeable features of her tasks, and have decided that these more than counterbalanced any enjoyment she got from seeing the many pretty articles carried in stock. If temperamental she might soon have reached the conclusion that it was little short of dire distress to work in that store.

For their are some mighty unpleasant things about selling fine china and glassware. Most saleswomen who are experienced in this and also in other lines, prefer a place almost anywhere in a dry goods store rather than undertake the sale of this exquisitely beautiful tableware. One becomes tired of the constant care and watchfulness required for guarding against breakage of articles so fragile. When buying, the customer expects that, barring accident, the goods will last a lifetime; so, if of an artistic turn, she is likely to make almost a life-and-death matter of selecting a few pieces. Generally speaking, there is much looking and comparing and considering, in proportion to the buying. The china saleswoman needs to have tact and patience for middle names.

The greater credit then to one who ignores all that is displeasing and votes it a pleasure to work in so beautiful a place.

The next that I will relate occurred in a coat and suit store, a branch of what I understand is the largest coat and suit house in the world.

Being already possessed of all the

heavy wraps that I should need, and having a great liking for a nice light weight coat, I determined early last fall that I would buy a summer coat for general wear during the autumn and winter. In this California climate it would be plenty warm enough for walking in all but the coldest weather. As it was at the extreme end of the season, I thought I ought to get such a garment as I wanted for about \$20.

One day I set out to look for it. I visited a number of stores without success. At some they were entirely sold out of summer coats. At others they had nothing for less than \$45 and upwards. At still others I did not like the styles shown me, having in mind a fine Poirer twill, rather plainly cut, nicely lined, and of a good shade of midnight blue. In common slang, I didn't want much. Finally I went into the coat and suit store first mentioned, hardly expecting to find there anything at the very modest price I was willing to pay, for this is a place that caters to very high-class trade.

I went up to the coat department and on getting out of the elevator was greeted by the woman who was acting as assistant to the head of the selling force of that department. In store parlance, she "had the floor" that day. It was her duty to meet customers and assign each to a saleswoman.

She was a fine looking woman, tastefully dressed and with the manner that unmistakably indicates culture and good breeding.

I stated briefly what I wanted. There was no slightest lifting of her eyebrows, no manifestation of the least surprise that anyone had the temerity to come in there for a wrap priced at the figure I named. For anything indicated by look or word of hers, a queen might be going about trying to find a twenty dollar coat without any sacrifice of imperial dignity.

"Yes, we have some at that price. Some also at about \$15," she told me, then gracefully turned me over to a saleswoman.

I was shown a few coats, all that were left of the line, now marked down to \$19.75 from the original price of nearly twice that amount. One of these was right in size and color and I was greatly pleased with it, liking it much better than anything I had seen elsewhere. On asking to see them I was shown also the coats that were selling at \$15, but as these offered no comparison in quality, I promptly rejected them. Being very tired, I did not decide on the other that night, but went away without buying.

When I returned the next morning, my lady who had the floor recognized me at once, remembering what I wanted and all about it. Very flattering it is to be recognized among the number constantly coming and going in such a salesroom. Of course I bought the coat. I presume, even at the reduced price, it was a good sale for the store, because they wanted to get all the summer left-overs out of the way. I know it has proved a very satisfactory purchase for me.

How much the pleasant greeting, the ready and sympathetic comprehension of my needs, and the later recognition

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BONDS EXCLUSIVELY

Grand Rapids National Bank Building

Chicago	GRAND RAPIDS	Detroit
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had to do in effecting the sale in my case, I cannot say. But I do know that it was very pleasant to receive such courtesies, and that in the long run, taking one prospective customer with another, they bring results in any business.

In the very few minutes I talked with this woman, she manifested a number of remarkably good abilities. The swift and sure sizing up of the person entering, the masterful handling of human nature, the very deft and gentle stroking of the fur the right way, so essential for putting the prospect in a good humor—I pay tribute to these even though it was I that was being sized up and my own personal fur that was being stroked. What was perhaps most admirable in my lady was her perfect manners, courtesy that would have graced a reception or a banquet, used easily and naturally in ordinary business intercourse. Moreover, she showed the fine restraint that always is a part of good breeding—cordiality that was not effusive, deference and sincere interest that did not descend to flattery and obsequiousness.

Such an example as this encourages me to believe that now and then a woman store worker is coming to see the high privilege of her profession, and is acquiring real skill and proficiency in the fine art of selling goods. It is something that is largely the result of a right mental attitude, a fruit of the spirit, so to speak. As time goes on I hope that greater numbers will enter the charmed circle.

While speaking of members of the sex who are artists in selling, I must not omit one little girl I well knew in Michigan who, to my amazement and delight, developed rapidly from a beginner into an expert. She possessed the "divine instinct" of business, her forte, almost from the start being the winning and holding of customers. Not at all imposing physically, since she never weighed a hundred pounds, she early showed a unique and remarkable personality. Working in a village general store, she always was letter perfect in her knowledge of all the million and one different articles carried in such a place, but this was not all. Her really strong point was that she was known and liked and quoted by the town residents and by the farm trade for miles around. Having excellent taste and judgment as to goods, her recommendations were sincere. People trusted her. And she could sell.

Despite the fact that for years past women have been advanced to positions of trust and responsibility in retail stores, and have filled places as buyers and heads of departments in some lines, there still remains a strong feeling that in certain other lines, as silks and high-priced wool yardage, men are more proficient both as buyers and as sellers. I make no quarrel with this idea that seems to be almost a settled conviction. I believe that it may be really better that there should be some men on the selling force of every large store.

Shoes are another line, the retailing of which has remained largely in the hands of men.

Here are some of the reasons I have heard given why girls and women usually are not considered successful in selling shoes; it seems to be beneath their dignity to get down and take off and put on foot gear. The work is hard on one's clothes, and it is almost impossible to maintain a crisp daintiness of attire while engaged hour after hour in fitting shoes. It is decidedly unpleasant to come near the unshod feet of some persons. And even those girls who are willing to wait on customers to the best of their ability, do not like to spend their odd minutes keeping the stock in order.

They do not learn the stock thoroughly, and so do not know what there is on hand that might meet the requirements of peculiar and difficult cases. They do not, as a rule, seem to get hold of the science of fitting the feet, nor to realize the great importance of correct fitting. A dress or a suit that is not just right for the figure usually can be altered a little or at any rate can be gotten along without serious discomfort; but a shoe that is too small or too large or improperly shaped, spells only misery until it is cast aside.

In face of all this, I can say that I have known at least half a dozen women who were very good at selling shoes. One of these has sold nothing but footwear for years, is counted an expert and holds a good position with a high-class shoe firm.

There really is nothing about fitting shoes that is impossible to a brainy woman who is determined to do it. In view of the proficiency occasionally attained by women in this line, men would do well to look to their laurels or the Janes may be selling the shoes, at least those of women and children.

Ella M. Rogers.

Beloit To Stage a Booster Campaign.

Beloit, Wis., March 13—The entire city has united in putting over a Boost Beloit Campaign, which has recently been introduced here as part of the Atlas Boost Your Town—Trade at Home Campaign, a \$3,000,000 National enterprise in the interest of helping the retailer help himself and promoting civic growth, sponsored by twenty Nationally known manufacturers and associations.

The movement is sponsored locally by the Beloit Lions Club and is receiving the active support of city officials, civic leaders and all merchants. A civic Booster Week has been declared, as this is the apex of the campaign in every city. It will open in Beloit March 23. Stores will be decorated for the occasion, offering Booster sales. The big feature of the week is the exhibition at the Majestic theater of My Home Town, the \$100,000 feature motion picture, starring Wesley "Freckles" Barry.

Four-color posters, street car cards, automobile banners, booster buttons and windshield stickers, in the form of Ima Booster, the campaign girl, all part of the campaign equipment, are being distributed all over Beloit. A school children's essay contest, sponsored by eighty-five merchants, is another feature in the interest of community spirit. Pastors will speak from Beloit pulpits on local loyalty, Sunday, March 22.

Weather permitting, the merchants will stage a street parade Wednesday, March 25, using floats, bands and all the other regalia to mark the celebration of the gala week.



Post Toasties, Double-Thick Corn Flakes stay crisp in cream! Year 'round advertising in magazines and newspapers makes this great national success a fast seller. Keep Post Toasties on prominent display. That means turnover.

POSTUM CEREAL COMPANY, Inc.
Battle Creek, Michigan

Makers of Post Health Products: Post Toasties (Double-Thick Corn Flakes), Post's Bran Flakes, Postum Cereal, Instant Postum, Grape-Nuts

Post Toasties
DOUBLE THICK Corn Flakes
stay crisp in cream



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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



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.

Fine Silk Hosiery Sold Up.

So well sold up are the higher-priced lines of full-fashioned silk hose that in some cases the manufacturers are completely out of merchandise for delivery in time for the Easter retail season. Certain odds and ends are to be had, but the really wanted things are no longer available. Among the buyers who have been caught by this situation are some who were forehanded about placing their orders in bulk but behindhand in forwarding details to the mills. Among the interesting style features at present is the increasing call for shades with a touch of rose in them. A French nude with a fair amount of pink in it is said by one of the big concerns to be doing very well. The better shops are also taking well a rosewood tinted stocking that is designed for wear with rosewood satin or black satin pumps. For wear with fallow, blond satin and apricot satin pumps, a nice business is reported in the hosiery shades that harmonize with these colors.

Shoe Trade in Good Shape.

One of the interesting things about the Spring business done in women's shoes this season, according to one of the best posted men in the local trade, is the reversal in the colors and materials wanted. Last Spring, this man said yesterday, patent leather footwear sold best to the fair sex, with satin and colored pumps selling in the order named. This year tan is in the lead, particularly in calf, with patent leather second and satin third. Business has been very good since the turn of the year, he further said, and the same is true of men's shoes. Another feature of the orders booked to date is the increasing demand for crepe-sole footwear for men, boys and children.

Bright Colors Are in Vogue.

A pronounced tendency toward bright shades in the popular "numbers" of women's Spring and Summer underwear and negligees is reported by members of the United Underwear League of America. The deeper shades of pink, yellow, green and other bold hues are very much in evidence, particularly in the silk and cotton voile materials. A novelty now being shown here is a beach costume of pajamas and coat of flowered cretonne, which is meant to be put on

over a bathing suit for lounging on the sand. The cretonne being guaranteed not to fade, the garments in question are regarded as both practical and ornamental.

Are Buying Now For Fall.

Reports of a probable scarcity of fine knitting yarns and higher prices for the garments made of them are said to be causing many buyers of infants' and children's knit goods to place orders now for Fall delivery. With the Spring season not yet over, this is thought to be something of a record. Orders for Spring and Summer shipment are also being placed, among the things called for being knitted caps in various colorings suitable for young children. Tan and brown shades, especially cocoa, are favored in this merchandise, and there is also a good call for green and blue caps.

Solving the Color Question.

One thing deemed certain in the buying of women's wear woolen fabrics for Fall is that practically all of the advance orders will be for goods in the gray, with color specifications to be given later by the cutters-up. This is only practicable with piece dyed fabrics, and it is on these that the mills will concentrate a large part of their attention. The color problem was a perplexing one this Spring and more so last Fall when, at the last minute, there was a sudden and strong call for cranberry reds. It is believed that the present method will afford better protection both to the mills and the garment manufacturers.

Cap Trade Is Busier.

A good sized immediate delivery business in cap fabrics is being done by some of the mills. Smooth finished materials are most demand, with the patterns of a quiet type. The retailers are doing more in the way of filling out their orders for Spring, the early buying of many of them having been rather light. Both the eight-quarter and one-piece styles are being called for, although the former is favored by most of the retailers. The indications are said to point to a good season for caps for sports wear. Grays and off color blues lead in the colors.

Women Like Sports Jewelry.

Women are better customers than men for novelty sports jewelry, according to a leading manufacturer of these goods. The merchandise includes stock pins, scarf pins and cuff links having sports designs such as horse and dog heads, jockeys, jumping horses, pheasants, golf clubs, tennis racquets, etc. The jewelry is

shown in enameled sterling silver, gold-plated combinations or crystal effects. A featured line of cuff links and stock pins has hand designs on white or colored enamel.

Stronger Call For Laces.

The outlook for laces has improved considerably, according to wholesalers. Increased buying is reported by the silk underwear manufacturers, while the neckwear and dress trades have been taking liberal quantities. Pleatings, "vals" and alencons are among the leading laces in demand, white, ochre and ecru being favored colors. The jabot trend in ready-to-wear has increased the demand for laces suitable for this treatment. The jobbers are also said to be doing quite a fair business at the moment.

Silks Demand Continues Strong.

The position of silks in the Spring fabric demand appears to be stronger than ever. While advance orders are lacking, the small but frequent purchases total very large and have served to operate the silk mills at a higher rate of capacity than in a period of more than a year and a half. The favor shown prints continues strong. Chiffons and sheer silks are coming to the fore notably and promise to have the best demand in a long while, crepes de chine, satin crepes and flat crepes are likewise in active request.

Ensemble Predicted For Fall.

While it is deemed too early yet for definite indications of the probable trend in women's ready-to-wear for Fall, many factors here believe that the ensemble will again be a prominent feature. Last Fall the ensemble topped the vogue in the higher-priced garments. Following this efforts were made this Spring to popularize the type, and according to all reports the ensemble is meeting with much success. A similar situation is expected for the Fall, at least in the medium priced garments.

Stress Mannish Suit For Fall.

While the ensemble is expected to be a big feature of the coming Fall ready-to-wear lines, considerable attention will be given to mannish two-piece suits. Soft finished novelty suitings, tweeds and cashmeres will be the outstanding fabrics for these garments. In fact, it will be a case of "men's wear styles in women's wear colors," according to this version. This trend is very sharply marked, it was added, and is likely to carry through the entire Fall season.

Orders For Spring Woolens.

Although reports differ about the orders that the women's wear mills are getting from retailers, some of the leading mills have been going very well. An executive of one of the latter says that his firm's orders from retailers have been very large. The demand is largely concentrated on sheen twills and fine cashmeres. The sponsorship of moonstone gray by Mrs. Coolidge for her inaugural costume has led to a strong call for this color from the retailers.

Duro Belle HAIR NETS

**Retains Good Will — Brings
Customers Back For More—
Give You Great Profits.**

Yesterday—today—tomorrow — the 100% standard of Duro Belle Quality will be maintained.

That is why so many dealers carry Duro Belle Hair Nets and none other. Besides the dependable quality, your profit is unusually liberal.

Duro Belle display matter and sales helps are real trade builders. This service is FREE to dealers.

**Get Our Proposition — Write Your
Jobber Or to
Any Address
Below.**



NATIONAL TRADING CO.
 620 South Wabash Ave., Chicago, Ill.
 67-79 Irving Place, New York City

NEVER BE WITHOUT



Advertised continuously to 50,000,000 Magazine and Newspaper readers.
 The World's Best \$1.00 Athletic Suit.

Daniel T. Patton & Company
 Grand Rapids, Michigan — 59-63 Market Ave. N.W.
 The Men's Furnishing Goods House of Michigan

NEW ISSUE

\$3,750,000

National Electric Power Company

Twenty-Year 6% Secured Gold Bonds, Series of 1945

Dated March 1, 1925

Due March 1, 1945

Interest payable March 1 and September 1. Coupon Bonds in interchangeable denominations of \$1,000, \$500 and \$100. \$1,000 Bonds registerable as to principal only. Redeemable at the option of the Company in whole or in part on any interest date on thirty days' notice, at 105 and accrued interest to and including March 1, 1926, this premium of 5% of the principal decreasing at the rate of $\frac{1}{4}\%$ of the principal on each March 1 thereafter to and including March 1, 1944, and at 100 and accrued interest on September 1, 1944, Principal payable in New York at the office of the Trustee. Interest payable at the option of the holder in New York or Chicago. The Equitable Trust Company of New York, Trustee.

Interest Payable Without Deduction for Normal Federal Income Tax Not to Exceed 2%

Pennsylvania Four Mill Tax, Connecticut Four Mill Tax, Maryland Four and One-Half Mill Tax, and Massachusetts 6% Income Tax refundable to holders resident in those States, as provided in the Mortgage.

THESE BONDS ARE LISTED ON THE CHICAGO STOCK EXCHANGE

The following information is summarized by Mr. Victor Emanuel, Vice-President, from his letter to us and from auditors' and appraisers' reports and other reliable sources:

BUSINESS: National Electric Power Company will own approximately 97½% of the Common Stock of Cumberland County Power & Light Company, and the entire Common stock (except directors' qualifying shares) of Northwestern Public Service Company, which together serve with electric light and power a population estimated at 310,000, the territories embracing a total of 123 communities. Gas is manufactured and distributed in five of the communities served, and the street railway system in and about Portland is operated under a lease expiring 2011.

The territories served by the operating companies include the important industrial, shipping and manufacturing district within a radius of 40 miles of and including Portland, Maine, the largest city in the state; a rich agricultural district in the eastern half of South Dakota, and also the important cities of North Platte and Columbus, Nebraska.

The operating subsidiaries are believed to be, respectively, the largest electric light and power companies in the states of Maine and South Dakota, and have a normal installed generating capacity of 66,949 kva. of which 22,750 kva. is hydro-electric.

SECURITY: These Twenty-Year 6% Secured Gold Bonds will be the direct obligation of National Electric Power Company and will be specifically secured by pledge with the Trustee of at least 29,225 shares of the Common capital stock of the Cumberland County Power & Light Company (being approximately 97½% of its entire outstanding Common capital stock) and all of the outstanding Common

capital stock (except directors' qualifying shares) of the Northwestern Public Service Company.

EARNINGS: For the twelve months ended December 31, 1924, consolidated earnings of the above subsidiaries (including earnings of leased properties) were as follows:

Gross Earnings	\$5,420,925
Operating Expenses (including maintenance and depreciation computed at 12½% of gross earnings, amortization of discount of funded debt, and all taxes, including Federal Income Taxes)	3,615,055
Net Earnings	\$1,805,870

Balance of Net Earnings applicable to securities of subsidiary companies owned by National Electric Power Company, after deduction of interest charges on funded debt and dividends on preferred stocks of subsidiary companies, and net earnings applicable to common stocks of subsidiary companies held by the public 843,042

Annual Interest charges on National Electric Power Company 6% Secured Gold Bonds 225,000

The balance of net earnings as shown above, is thus equal to practically 3¾ times annual interest requirements on all the Company's outstanding bonds.

MANAGEMENT: The local management of the operating subsidiaries will continue in the hands of the men who have been responsible for the successful development of these properties, while their general operation will be under the supervision of Albert Emanuel Co., Inc., New York, whose successful and efficient management of important public utility companies has been demonstrated over a long period of years.

All legal details in connection with this issue will be passed upon and approved by Messrs. Seibert & Riggs, New York, and by Messrs. Verrill, Hale, Booth & Ives, Portland, Me. All properties have been reported upon by Messrs. Day & Zimmermann, Inc., Engineers, Philadelphia. The books and accounts of the Company and its subsidiaries will be audited annually by Messrs. Arthur Young & Co., New York.

These Bonds are offered for delivery when, as and if issued and accepted by us, and subject to approval of our counsel. It is expected that temporary bonds will be ready for delivery about March 30, 1925.

Price: 97 and Accrued Interest, to Yield over 6.25%

Howe, Snow & Bertles

(INCORPORATED)

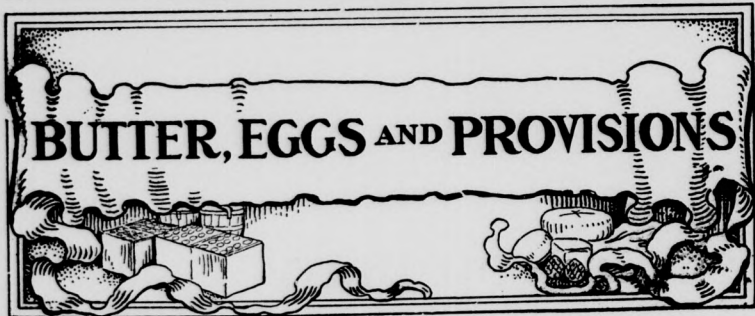
Investment Securities

GRAND RAPIDS
CHICAGO

DETROIT

NEW YORK

The statements made above are not guaranteed, but they are based upon reports and other information which we believe to be entirely reliable and upon which we have acted in purchasing these securities for our own account.



Some Things Change and Some Do Not.

Our older men have a great deal to tell us. Not only have they gone over the paths we are traveling, but in spending their life force they have acquired a broader and deeper vision. They look at us through different eyes. We can, through their eyes, see ourselves not as in a mirror, but as through a magnifying glass.

I wanted to refer to a book which I read when a boy, and I found the two copies circulated by our local library were both in use, so great is the interest to-day in Edward Bellamy's "Looking Backward." And yet that book imagined a miracle—a time soon to arrive when all human ills would be banished by the power of universal wealth. And now, after 40 years are gone, we have part of the miraculous wealth which the 20th century was to bring, and the young are still dreaming of the time when human ills shall vanish. It is a good sign, and surely one of the ills to which humans are still heir is the commercial egg.

I want to show that the egg and the egg trade are considerably nearer Bellamy's dream than they were at the beginning of the century, and that these elders of ours have a wonderful tale to tell us. I do not in any respect intend to tell here the tale itself, or even to summarize it, but the mere recital in barest outlines of some of the changes which have actually occurred during the first quarter of our century will, if I am a judge of what is inspiring, fire the imagination of all of us. I was myself astounded at the magnitude and importance of these years to the industry when I came to review them for this story. In common with many others, I presume, I may have actually thought, judging from programs of reform that are in the air, that the egg business had been retrograding. But nay, nay—as you shall see.

Emphasis has, of course, been on material progress, as Bellamy predicted it would be for a time, and possibly there has been a low moral tone and some neglect of principles. We cannot take the view, however, that the industry is at low ebb. Looking backward, the last fifteen years especially have been pre-occupied with disturbances which subordinated the broader issues that are eddies and storm centers stirred by the efforts to counteract the temporary advantages thrown out to the business opportunist.

We must now note that one result of the expanding wealth and material prosperity of the period we are reviewing was rising prices, in which April eggs prospered to a degree not shared

by the average of all commodities. Year after year prices mounted in April out of all proportion to selling prices of the previous year and the gains were on the whole, held. It was the statistical story of the romance of cold storage.

It was but natural that the attention of operators was fixed by the opportunities for profit, and that speculation took on new importance. Even the regular supply channels, such as the packers and the jobber, were forced to join in a riot of chance-taking to hold their place in a trade dominated by the one idea of storage profits. A few more bold than others, went ahead and bought in the spring, regardless of the usual indications, trusting to the scramble of followers to support their own operations, which were on a princely scale.

Having noted, then, the more important general movements governing or influencing the egg industry during the past twenty-five years, it is easy to relate the changes within the industry to them. I have omitted to mention the personality of leaders now coming to the surface; but there was an under current of right action regardless. The industry is conscious of a unity of interest as never before, because the movements which are now converging on one another had their beginning and independent first growth during the past quarter of a century.

Standardization for greater production is one of the most interesting of the general movements which are now touching the egg industry. Beginning with some very simple articles of manufacture, the reduction of costs and consequent increase of output were so astonishing that belief in the new principle spread with great rapidity into the packing house, the canning factory, the harvest field, the sales program, the advertising copy, the oil industry and the barrel, the egg case, the package of candy or chewing gum, the filing cabinet, the library, the entrance conditions to college, and we could fill several pages with names of things that have been touched by standardization to which now cotton, tobacco and eggs are yielding obedience.

Standardization has been a messenger of truth, one of the three principles of the ancients, and it has brought something of the other two principles along with truth, for standardized articles are handled in quantities so large that more attention can be given to their beauty and goodness, regardless of cost.

Another movement which is the revolutionizing the egg business is the spread of scientific education. Our schools have attracted large material resources and large numbers of stu-

To buy the finest motor car requires spending the greatest amount of money. To buy the Rolls-Royce of flours requires merely discrimination in buying.

Red Star



JUDSON GROCER COMPANY
GRAND RAPIDS, MICHIGAN

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

Receivers and Shippers of All

Seasonable
Fruits and Vegetables

MOZART Brand Fancy Canned Goods

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



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

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

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

dents in the scientific, business and industrial courses. We are flooded with novitiates filled with new knowledge. The competition for mere attention to their blooming ideas has been so fierce, and their numbers are increasing so rapidly that they are forced into missionary work of one kind and another to make a place for themselves, often to the annoyance of day-to-day business which has a few regular and necessary chores to do such as feeding and clothing the nation. However, it is all part of the program looking toward universal wealth and we hope the end of human ills, and ills of the egg industry in particular.

The expansion of government and state agencies to include the egg industry has been another leavening influence of the past quarter century, which has, on the whole, kept to its legitimate work of research and dissemination of information not obtainable from private sources and the enforcement of salutary regulations through food commissioners, etc. During the war these agencies were expanded to include many functions not warranted in peace times, and some of them, we thought, ran a little wild, but the wave of reforming through governmental pressure seems to be subsiding and a better understanding exists with the trade, which is more inclined to use government agencies and not to oppose them.

The egg industry has been influenced by a fourth movement of a character so general as to affect all business, namely, the movement of population toward the cities, taking up the slack caused by mechanical farming and supplying the labor needed in ever-increasing numbers to man industries created by expanding organization.

The four great movements, standardization, education, expansion of public activities and the drift of population to cities, have been mentioned first to show, as we go along, that they have largely influenced all the other movements which we shall have space only to touch upon in passing. But I suggest that the reader keep them in mind. He will then more fully understand how natural have been those other movements which have affected the egg industry.

Farming has become specialized, the henner egg is supplanting the range egg and back-yard production; the commercial hatchery is supplanting home hatching. Trade protective associations have sprung up in answer to a business which has developed national operations along specialty lines. Farmer protective associations have likewise answered the need of agriculture, which was confronted by organized operators interested only in how much the farmer could produce and how cheap they could buy his output. Political action centered around restrictive laws, which were hastily formulated to meet new situations. War and forcible regulation of industry gave the opportunity for trying many experiments, and the fortunes of speculators, magnified by an uninformed press, gave rise to women's mass action, boycotts, etc.

But some of these movements, it can readily be seen, were only because

the times produce, or at least select, the leaders fitted for them, and it is a part of the purpose of this series of articles to bring out the personal stories with all the color of variety due to personality and human interest in the events of the period.

Our outline must now be filled in with a list of the changes wrought by men working with or in opposition to forces which they found on the stage when they appeared. These changes in the industry have been very remarkable. They suggest that another 25 years will be ample time in which to revolutionize the industry as it is found to-day. I can mention only a few of them.

There has been a rapid expansion and refinement of refrigeration and air conditioning.

The whole bulk egg business has grown up in this period.

There has been first a rise and then a decline of the merchant warehouseman, following the earlier profits and the later hazards of the April storage deal.

Retailing has become a science and a "big business," which has corralled a large portion of the egg business of larger cities.

The incubator has become an institution for standardizing the poultry crop and has added a new specialty to the industry, itself of national proportions.

The big-packer entrance into the egg business began with the century and completely revolutionized country buying, adding the central plant with its creamery and feeding station and cold storage for eggs.

The general commission man has given way to the broker and carlot dealer, the jobber and the specialty commission house. The principle of doing business on commission went into temporary decline during the period and is only just reviving to its former favor as an economical method of wholesale distribution.

The farmer has organized to market eggs co-operatively and has made some conspicuous successes along with many failures.

Railroads no longer make private bargains with shippers, and railroad privilege is a past road to fortune. Tariffs have become equal for all, if not always equitable. Tariff making has become a science.

Future trading in eggs has been established as a normal function of the mercantile exchange.

Refrigerator car service has been extended to every town of any importance for distribution of perishables and to practically every small town for the shipment of its produce.

The preserving of eggs in brine or lime water has given way entirely to cold storage, which, in turn, has called into service the science of oil processing as a refinement for protecting the egg from foreign flavors.

Can any one look back on the egg business as it was done twenty-five years ago and not see the hand of progress written large in them? And by the fruits of their labor can we judge of the high aims and great sac-

(Continued on page 31)

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.



Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

NUCOA

CHEESE

OF ALL KINDS

BUTTER

SAR-A-LEE

BEST FOODS

GOLD MEDAL MAYONAISE

Thousand Island Dressing

I. Van Westenbrugge

Quality — Co-operation — Service

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

Fiegle's

Chocolates

Package Goods of
Paramount Quality

and

Artistic Design

Wm. D. Batt

FURS

Hides

Wool - Tallow

Agents for the

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

28-30 Louis Street

Grand Rapids, Michigan

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



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

Some Suggestions For the Plumbing Department.

Written for the Tradesman.

"I'm not a plumber but I am a salesman," a grocer remarked to me the other day. "I have had some dealings with plumbers for I have put up several houses, and none of the plumbers with whom I have had dealings are thorough salesmen. Up to a certain stage they are pretty good, but they miss the opportunity in bathroom fittings."

The grocer went on to elucidate:

"Out of three master plumbers with whom I negotiated direct for bathroom installations, two never so much as mentioned anything outside the big fixtures. The third man very kindly—I appreciated it—threw in a towel rack and one of those seat contraptions with the bath tub. But would I have thrown in a bar of soap and a pound of sugar if that plumber's wife had ordered a broom for housecleaning and a bushel of pears for preserving. Not a bit of it. I'd have tried to sell her the soap, the sugar, sealers, sweeping compound and lots of other things. That's salesmanship; and it makes the difference, often, between loss and profit."

From a plumber's point of view this may sound selfish. But it is business, and the plumber, or the hardware dealer with a plumbing department, should bear the suggestion in mind.

If the "throwing in" of little articles reduces in some small degree the profit on a plumbing job, so also the business-like handling of the bathroom fittings department will in course of time become a substantial source of profit.

The hardware dealer probably makes more of these incidental possibilities in the plumbing department of his business than does the plumber, whose training in salesmanship is usually not so thorough. As a rule, particularly in towns and small cities, the plumber makes no systematic effort to sell fittings. He has his store or shop, not always clean, and he carries a few fittings which he makes no serious attempt to display; but the idea of making this a department of his business on a business-like scale never seems to occur to him. There are conspicuous exceptions, even in the small places but these exceptions only go to prove the rule. Further, they prove that there are profitable possibilities in bathroom fittings, where the plumber is prepared to go after the business properly.

There is no reason why the plumber, or the plumbing department of the hardware store, should not develop a good deal of business in these lines.

For instance, one plumber I know finished an installation. Within a few weeks the house owner, unable to get hold of the man who did the job, bought a towel rack for his bathroom from the hardware dealer. Yet if the plumber, after finishing the job, had mentioned the subject, he could have sold not merely the towel rack, but probably a full line, including one or two soap holders, a holder for toilet paper, sponge holders, hooks for clothes, perhaps a toothbrush holder and so on. The hardware dealer who sold the towel rack could have sold the other things, probably, if he had been interested enough to suggest them.

This is business on which the plumber, or the plumbing department, which handles the original installation has, normally, the first call. Instead of demoralizing trade by "throwing in" things he should make the fittings department a recognized feature of his store, and should energetically go after the business in this line. It may not be always advisable to broach the subject until the installation itself is complete and approved. That is a matter for individual judgment. But it is just as easy for the man who has energy and business acumen and possesses a modicum of salesmanship to sell a towel rack worth \$3 or \$4 as it is for some plumbers to "throw" in a 15 cent rack that will rust inside of a few weeks and spoil the appearance of the entire job.

It is necessary, of course, in building up a bathroom fittings department, first, to carry the stock and second, to display it properly. The average plumber who has studied and knows pretty intimately the purchasing capacity of his public will know what he can afford to handle. The tendency should however, always be toward a little better quality, and a comprehensive stock.

When the goods are in, display them. Fittings lend themselves readily to window display, and in some plumbing shops they will be a change from the nondescript groupings of large fixtures which usually fill the windows. In window display, price tags should be used freely, and show cards telling about the uses of such fittings as may be, to the average passerby, novelties.

A good idea, and one easily worked out, whether by the plumber or by the plumbing department of the hardware store, is a window display representing a completely equipped bathroom. This has the advantage that it shows both the large fixtures and the fittings, giving it a double pulling

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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

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Blankets, Robes & Mackinaws
Sheep-lined and
Blanket-Lined Coats

GRAND RAPIDS, MICHIGAN

power; while it also emphasizes the idea of complete equipment being the only proper thing.

For keeping the stock in good order where it will be easy to show customers and ready of access, there is nothing more satisfactory, probably, than a large wall case. The various articles can be suspended from hooks or, as in the case of towel racks, fastened loosely to the wall. With such a case it is an easy matter to show a customer the entire stock without even removing the goods from the case unless for a closer personal examination. Securing the order when there is a comprehensive stock displayed is merely a matter of good salesmanship.

Another feature for the plumbing department to remember is that of looking after the business; and particularly that portion of the business which may be regarded as established. Smith has, let us say, inherited a house with a lot of pipes, plumbing and sanitary conveniences that form a small but steady source of income to Jones, and the Jones plumbing department. Every now and then Jones has a telephone call to fix a leak or tighten up a faucet. He gets into the way of thinking that he has Smith's business cinched and that nothing can wrest it away from him.

Early in the winter one of the usual telephone calls came to the Jones plumbing department from Mrs. Smith. "We'll be up first thing in the morning, Mrs. Smith," the plumber assured her.

It was the busy season which always comes with the first cold spell, and half a dozen new customers sent in hurry calls during the afternoon. Jones weighed the problem very quickly, and ended by dispatching his men to attend to the new customers. He must cinch their business by attending to it promptly; while Smith being an old friend, wouldn't mind waiting half a day or so.

A couple of days later came another telephone call from Mrs. Smith. The leak was growing and a big water bill was piling up.

"Tom," said Jones, "you'd better run up to Smith's this afternoon and fix up that leak. Just stop it up, you know we are too rushed right now to attend to it thoroughly."

Tom obeyed. The fluctuating weather of the ensuing two weeks, with spells of heavy frost followed by thaw, brought a good harvest of business and many new customers. Four times there were telephone calls from Mrs. Smith informing Jones that the leak had broken loose again, and twice Tom patched it temporarily, pending more extensive repairs.

"That plumbing is just falling to pieces," he reported to Jones. "They ought to throw it out and put in an entirely new outfit."

"I'll get after them the minute the rush season is over," replied Jones. "Smith is an old friend of mine and I guess he won't kick over a little delay."

Next morning there was another hurry call from Mrs. Smith. "We'll have a man up right away," declared Jones; and then, realizing that Smith

as an old customer would make allowances, he sent his men to attend to a couple of rush orders the other side of the city. Then he forgot the hurry call entirely.

After three days he met Smith on the street. "By jingo, Smith," he exclaimed, "I quite forgot to send that man over to attend to your job. He will be over first thing in the morning."

"Sorry," returned Smith, apologetically, "but it is too late. The wife got her Irish up a couple of days ago and sent for Watson. He stopped the leak and told her the only sure cure was an entire new outfit; and she told him to put it in."

Jones philosophically adjusted himself. "It is all in the business, Smith," he rejoined, quite cheery. "But remember, if you ever want anything done, we'll hop right to it."

For Smith had suddenly become a prospective customer instead of an old standby. The alert dealer, however, recognizes that his old customers are just as valuable to him as his new prospects, and he refuses to impose on their patience.

Victor Lauriston.

Mexican Beetle Danger Shown in New Bean Film.

Beans, dry beans, baked beans, bean soup—and that arch-enemy of the great legume, the Mexican bean beetle, have their places on the motion picture screen in one of the newest educational productions of the United States Department of Agriculture, "Beans or Beetles?"

The new film is designed to arouse the bean grower to the dangers which threaten his crop due to the alarming spread of this enemy insect, and to show him how to combat the pest. Scenes depict the metamorphic stages of the beetle's life history and show the insect actually engaged in attacking and devouring the bean plant. Damage to entire fields of beans by the ravages of the beetle is shown. Methods of applying poisons with spray and dusting machine—to control the pest—and the results and benefits of these practices are also illustrated.

That our bean crop would make enough bean soup to run Niagara Falls for three hours is one of the interesting comparisons given in the film by means of animated cartoonery, which is also used to illustrate graphically the spread of the insect from Mexico to the Southwestern States, and then to Alabama and points North as far as Lake Erie. The control scenes were photographed largely in the vicinity of Birmingham, Ala.

The film is one reel in length. It will be circulated through the film distribution system of the Department of Agriculture and the co-operating State institutions. Copies may be borrowed for short periods, the only cost being the payment of transportation charges both ways, or may be bought at the manufacturing charge.

The Reason.

"But why do they make the apartments so small?"

Real estate agent—"That, madam, is so the tenants will have no room for complaint."

Michigan Hardware Co.

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GRAND RAPIDS, MICHIGAN

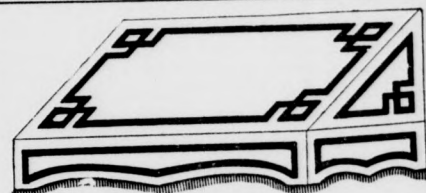


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STORE, OFFICE, HOME



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THE UNITED LIGHT AND POWER CO.

(Successor to United Light & Railways Company)
Illinois Merchants Bank Bldg., Chicago, Ill.

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

A quarterly dividend of one dollar sixty-three cents (\$1.65) per share on the Class "A" Preferred Stock, payable April 1, 1925, to stockholders of record March 16, 1925.

A quarterly dividend of one dollar (\$1.00) per share on the Class "B" Preferred Stock, payable April 1, 1925, to stockholders of record March 16, 1925.

A dividend of forty-five cents (.45c) per share on the Class "A" and Class "B" Common Stocks, payable May 1, 1925, to stockholders of record April 15, 1925.

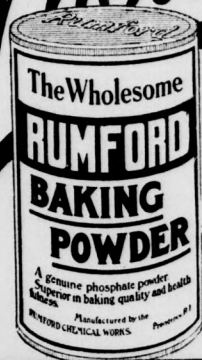
A dividend of one fortieth (1/40) of one share in Class "A" Common Stock payable May 1, 1925, on each share of Class "A" and Class "B" Common Stock of record April 15, 1925.

Transfer books will not be closed.

L. H. HEINKE, Treasurer.

March 10, 1925.

Wholesome



THE FACT that Rumford's is wholesome and a perfect leavener, too, makes every one, to whom you recommend it, a satisfied customer. And you will surely be pleased with the big profits in it for you.

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Rumford

THE WHOLESOME
BAKING POWDER



News and Gossip About Michigan Hotels.

Kalamazoo, March 16—Adam Ehrman, for many years owner and operator of the Hotel Columbia, in this city, now owned and conducted by his son, Frank, is now traveling in the Orient, accompanied by his youngest son, Leo. Mr. Ehrman has favored his friends at home with frequent communications, but one offering he has made is of peculiar interest to his hotel friends—a menu supplied the passengers of the SS Rotterdam, on the occasion of Lincoln's birthday, Feb. 12.

This souvenir is a work of art, with an etched portrait of the Great Emancipator on the front cover. The bill of fare, in "kitchen" French, is herewith offered:

Tomatoes Cardina, Salmon Appetizo,
Sardines, a la Paprika
Olives a la Reine

Celery Hearts
Canape Marivau
Consomme, with Mushrooms
Supreme of Pampano Grilled,

Lemon Sauce
Prime of Beef, a la Washington
Filet of Pheasant, a la Lincoln

Pattee of Goose Liver, Virginia Ham
Beefsteak, Maryland Mutton Chops,
Green Peas

Potatoes, a la Mount Vernon.
American Fried

Capon Salad, Niagara Dressing
Preserved Peaches and Pears
Emancipation Cake, New York Ice Cream

Coffee

Dave Reid is still busily engaged "fixing up" his Hotel Reid, at South Haven. I feel that he has done enough—all that his customers can reasonably expect—but you might as well try to stem Niagara Falls as to head off his bundle of "pep" when once he gets on the war path. He has a good hotel and if results count as evidence, his patrons know it.

Miss Ruth Myhan, of the Hotel Shamrock, South Haven, is an enthusiastic member of the Michigan Hotel Association, and is on the membership committee. She intends this shall mean something to the Association and placed her services and car in the hands of the writer last week. Can she secure new members? Well! Watch the list of new ones from Paw Paw Lake, Saugatuck, Holland and her own home town in the forthcoming official roster. Not disparaging the efficiency of Miss Ruth's parents, whom she showers with imperial mandates, it is no wonder the Shamrock flourishes even away from its native hearth. Thank you, young lady, your energy is an acceptable offering to those who aim to build up the Association.

E. G. Crow keeps his Hotel Crow, Saugatuck, open the year round, with the same service which makes it popular during the resort season. Here is a menu of the meal he was offering the other day when I was there:

Vegetable Soup
Yankee Pot Roast, Brown Gravy
Roast Loin of Pork, Apple Sauce
Mashed Potatoes Rutabagas
Head Lettuce, 1000 Island Dressing
Home Made Fresh Rhubarb Pie
Coffee

All for 75 cents, and I will testify as to the quality of the goods, especially that home made pie.

The Hotel Kraker is a new candidate for public favor at Holland. It is well located, contains thirty rooms, all with running water—twenty with private bath—the rates for which are most reasonable. S. J. Meeuwsem,

for seven years connected with the Holland House, in that city, is the manager, and has a most pleasing personality. Though opened only a few days ago, the Kraker shows satisfactory registrations.

At Holland, M. L. Tyson, the manager of the Warm Friend Tavern, which will be opened to the public on May 1, showed us through the rapidly maturing establishment. It is easily one of the finest in Michigan and will be mentioned in detail on the occasion of its dedication.

Right on the banks of Paw Paw Lake, only a stone's throw from Coloma, we made the discovery of Strong's Hotel, owned and operated by Harvey Strong. It is a particularly attractive spot, does a good business each recurring season, and is being renovated throughout. A feature unusual in resorts of the more modest type is the presence of running water in all its rooms.

At Saugatuck, Leland Lodge, Hotel Butler, Maplewood Inn and the Tourists' Home, are all undergoing their annual "primping," preparatory to what is now predicted, will be a favorable resort season.

Three times during the past twenty-five years, attempts were made to organize an association of the hotel men of Michigan. In the first two instances the serum used was apparently sterile and no permanent results were achieved, but the present organization of nearly 400 members is really the outcome of a meeting held at the New Burdick Hotel, Kalamazoo, on April 24, 1914.

No records seem to have been kept of this meeting, but with the assistance of Walter J. Hodges, Ernest McLean and Frank Ehrman, the writer has been able to prepare a roster of those present at this meeting and a fairly definite report of the proceedings, which will undoubtedly prove interesting to the present membership.

The registers of the several Kalamazoo hotels, developed the following list of those who were present on that occasion:

George T. Arnold, Hotel Chippewa, Mackinaw Island.

John H. Lewis, Hotel Marquette, Marquette.

D. St. Amour, New Cheboygan, Cheboygan.

*H. H. Schofield, Library Park, Detroit.

W. F. Jenkins, Western Hotel, Big Rapids.

W. L. McManus, Jr., Cushman House, Petoskey.

*Glenn J. Fillmore, Quincy House, Quincy.

W. G. Kerns, Hotel Wentworth, Lansing.

A. D. Williams, Johnson House, South Haven.

C. M. Marantette, Chesterfield, New Baltimore.

Reno Hoag, Anywhere.

*E. C. Puffer, Dresden, Flint.

C. B. Southworth, Park, Monroe.

Chas. Farr, Elliott, Sturgis.

Chas. Reitzel, Reitzel, Sturgis.

*Chas. R. Norton, Norton, Detroit.

Chas. Clements, Metropole, Detroit.

Jas. R. Hayes, Wayne, Detroit.

*Fred Postal, Griswold, Detroit.

*W. P. Hetherington, Belding, Belding.

Geo. W. Woodcock, Stearns, Ludington.

George Fullwell, Normandie, Detroit.

Robert C. Pinkerton, Normandie, Detroit.

F. Taylor Peck, Cody, Grand Rapids.

Geo. H. Wooley, Pontchartrain, Detroit.

W. J. Chittenden, Pontchartrain, Detroit.

E. E. Pitts, Library Park, Detroit.

*Harry Zeese, Cadillac, Detroit.

C. H. Bliss, Bryant, Flint.

F. R. Greene, Phelps, Greenville.

*August Field, Briny Inn, Manistee.

*William Rath, Briny Inn, Manistee.

W. C. Nowlin, Allenel, Ann Arbor.

H. W. Van Orman, Otsego, Jackson.

W. H. Aubrey, Vincent, Saginaw.

Frank Ehrman, Columbia, Kalamazoo.



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Excellent Cuisine
Turkish Baths

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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.

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400 Rooms—400 Baths

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The Center of Social and Business Activities

Everything that a Modern Hotel should be.

With Bath \$2.50 and up.

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HENRY M. NELSON
Manager

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

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

\$1.50 and up

Dining Room Service
60 Rooms with Bath \$2.50 and \$3.00

CODY HOTEL

GRAND RAPIDS

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

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.
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The Durant Hotel

Flint's New Million and Half Dollar Hotel.

300 Rooms 300 Baths

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Natural Saline-Sulphur Waters. Best
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Used and Rebuilt machines all makes,
all makes repaired and overhauled, all
work guaranteed, our ribbons and car-
bon paper, the best money will buy.
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85 N. Ionia Ave., Grand Rapids, Mich.

Jas. McCarthy, Rickman, Kalamazoo.
Ernest McLean, Park American, Kalamazoo.
Walter J. Hodges, Burdick, Kalamazoo.
Rudolph Willard, Berghoff, Kalamazoo.
Edward R. Swett, Occidental, Muskegon.
H. D. Truax, Arlington, Coldwater.
L. J. Montgomery, Post Tavern, Battle Creek.

H. W. Kellogg, Charlevoix, Detroit.
Chas. W. Norton, Norton, Detroit.
J. C. Thomson, McKinnon, Cadillac.
L. S. Pearson, Albion, Albion.
Henry Bohn, Hotel World, Chicago.
John Willy, Hotel Monthly, Chicago.
H. W. Foster, Hotel Bulletin, Chicago.

Those indicated with star—*—have passed to the great beyond. There may be others, and the writer will be obligated to anyone who can give any information, mortuary or otherwise, which would be of interest to the surviving members.

This meeting was called at the Hotel Burdick, and many topics of interest were discussed, among them being local option, the influence of which regulation was being felt by hotels in various parts of the State. Skippers and bad check passers seem to have been discovered prior to that time, and individual members were having their worries over their laundry bills.

Someone suggested action concerning hotel rates, but it was the almost unanimous consensus of opinion that the individual hotel should handle this question in its own way. It is eminently proper to here state that at no time during the life of the present organization has any attempt to regulate rates been considered by the organization as a body.

The usual festivities which characterize and distinguish functions of hotel operators from all other associations were very much in evidence. The Hotel Burdick served a delightful luncheon, after which the participants were driven around the city. Then came a mid-afternoon "Dutch" lunch at the Columbia; an elaborate dinner at the Park American, a theater party, and a final entertainment—a smoker—at the Berghoff.

The election of officers resulted as follows:

President—F. R. Greene, Phelps, Greenville.

Vice-President—C. B. Southworth, Park, Monroe.

Secretary—L. S. Pearson, Albion, Albion.

Treasurer—Chas. Clements, Metropole, Detroit.

Executive Committee—Geo. H. Wooley, Pontchartrain, Detroit; Ernest McLean, Park American, Kalamazoo; L. J. Montgomery, Post Tavern, Battle Creek; Walter J. Hodges, New Burdick, Kalamazoo; E. C. Puffer, Dresden, Flint.

Legislative Committee—George Fullwell, Normandie, Detroit; J. C. Thomson, McKinnon, Cadillac; J. H. Lewis, Marquette, Marquette; W. G. Kerns, Wentworth, Lansing; W. L. McManus, Jr., Cushman, Petoskey.

A peculiar incident resulting from the election of officers at this meeting, is a matter of hitherto unwritten history. One F. R. Greene, at that time operating the Phelps House, Greenville, became obsessed with the idea that he was the logical candidate for President of the Association. He came to the meeting provided with the necessary printed ballots, and as no one seemed to be anxious to assume the responsibilities of such a position, he was successful. The humorous feature of the whole proceeding was that immediately after the result of the ballot was announced he became afflicted with "buck fever," quit the assembly hall, and so far as association affairs were concerned, was never heard of afterwards.

With the exception of those deceased and such as I will briefly mention here, the personnel of the roster given above remains the same.

W. G. Kerns, Wentworth Hotel, Lansing, disposed of his holdings to E. A. Richardson, of the Benton, Benton Harbor, and has retired from the hotel field; Reno Hoag now operates

a hotel at Marietta, Ohio; George Woodcock is proprietor of Hotel Muskegon, Muskegon; James R. Hayes runs the Park, at Sault Ste. Marie; Charles Clements, the Palmetto, at Detroit; F. Taylor Peck is manager of the Battle House, at Mobile, Ala.; W. J. Chittenden is assistant manager of the Morton, Grand Rapids; E. E. Pitts is following commercial lines in Detroit; H. W. Van Orman, has extensive hotel interests in Indiana and Ohio; W. H. Aubrey conducts a hotel brokerage office in Detroit, and L. J. Montgomery, while managing director still of the Post Tavern, Battle Creek, has diversified business interests outside, spends much time in travel, and is faithfully represented by C. H. Montgomery, on whose shoulders the operating responsibilities of the Post rest.

I will be glad to have information concerning these former members: A. D. Williams, C. D. Farr, George H. Wooley, W. C. Nowlin, H. D. Truax, H. W. Kellogg and L. S. Pearson.

The second meeting of the Association was held at Detroit, December 14, 1914, at which the following officers were chosen:

President—E. C. Puffer, Hotel Dresden, Flint.

Vice-President—Walter J. Hodges, New Burdick, Kalamazoo.

Secretary—L. S. Pearson, Albion Hotel, Albion.

Treasurer—Charles Clements, Hotel Metropole, Detroit.

On December 3, 1915, the succeeding meeting was held at Hotel Pantlind, Grand Rapids, the election of officers resulting as follows:

President—E. C. Puffer.

Vice-President—Walter J. Hodges.

Secretary—F. Taylor Peck, Hotel Cody, Grand Rapids.

Treasurer—Ernest McLean, Park American, Kalamazoo.

The Hotel Tuller, Detroit, entertained the fourth gathering, and officers shown to be elected were:

President—E. C. Puffer.

Vice-President—Glenn J. Fillmore, Hotel Quincy, Quincy.

Secretary—E. E. Pitts, Library Park, Detroit.

Treasurer—Walter J. Hodges.

The fifth convention met at Hotel Bancroft, Saginaw, Dec. 10 and 11, 1917, at which meeting the following were chosen:

President—Ernest McLean.

Vice-President—W. F. Jenkins, Western Hotel, Big Rapids.

Secretary—E. E. Pitts.

Treasurer—Fred Bizel, Ben Franklin, Saginaw.

In December, 1918, the bonifaces were entertained at the Hotel Statler, Detroit, and the following were elevated to high positions, as follows:

President—Fred Z. Pantlind, Hotel Pantlind, Grand Rapids.

Vice-President—Walter J. Hodges.

Secretary—Robert C. Pinkerton, Hotel Normandie, Detroit.

Treasurer—W. F. Schultz, Ben Franklin, Saginaw.

The following year the meeting was held in Detroit, and the officers of the preceding year were re-elected.

On December 29 and 30, 1920, the Hotel Pantlind, Grand Rapids, gave the entertainent. Officers elected were:

President—Edward R. Swett, Hotel Occidental, Muskegon.

Vice-President—E. S. Richardson, Hotel Kerns, Lansing.

Secretary—R. C. Pinkerton.

Treasurer—C. H. Montgomery, Post Tavern, Battle Creek.

The Hotel Occidental, Muskegon, entertained the ninth convention, on Sept. 16 and 17, 1921, when the following were honored:

President—C. H. Montgomery.

Vice-President—Frank S. Verbeck, Cedar Springs Lodge, Glen Lake.

Secretary—R. C. Pinkerton.

Treasurer—C. V. Calkins, Wright House, Alma.

In September, 1922, the convention was held at Post Tavern, Battle Creek.

President—C. H. Montgomery.

Vice-President—George L. Crocker, Hotel Durant, Flint.

Secretary, R. C. Pinkerton.

Treasurer—V. C. Calkins.

Flint, or rather the hotels at Flint, entertained in 1923, the election resulting as follows:

President—H. Wm. Klare, Hotel Statler, Detroit.

Vice-President—Walter J. Hodges.

Secretary—Frank S. Verbeck.

Treasurer—M. E. Magel, Hotel Clifton Battle Creek.

This brings the records of the Michigan Hotel Association up to 1924, the proceedings of which are a matter of more recent knowledge to the membership and covered by the official bulletin.

It seems to me they are worthy of preservation.

An incident of interest which I discovered in looking over the various hotel registers in Kalamazoo, was that the New Burdick Hotel was formally opened to the public on Sept. 12, 1911, with a banquet which was attended by 350 persons, the guest of honor being the then President of the United States, William Howard Taft.

E. J. Moran, who resides at the Columbia Hotel, Kalamazoo, represents Sprague, Warner & Co., in Southern Michigan, and has been successful in this field, but I mention him for the reason that he has given the writer valuable service this winter in the securing of new members.

Not only has he acted as official chauffeur for the Association, but he has helped round up delinquents wherever he discovered them. The Association owes him a medal of honor.

Here is an item of news, interesting to Michigan printers generally: The Queen City Printing Ink Co., of Cincinnati, has opened a branch factory at Kalamazoo, placing James M. Alden, in complete charge as resident manager.

Mr. Alden has made his home in Kalamazoo for many years, representing this company in half a dozen of the prominent cities of Michigan, but now he will have a force of traveling salesmen under his immediate control, and, believe me, he can give them proper instruction in the art of selling of printing ink.

John Cummings, who for the past forty years has religiously campaigned Southern Michigan for the Judson Grocer Co., of Grand Rapids, is still on the job and displays the same activity and agility he did on his maiden trips.

If there is a hotel man in his territory who does not know and love him, it has not come to my knowledge. I met this genial and interesting personage at the Columbia Hotel, Kalamazoo, the other night, and his reminiscences of road life were most acceptable. Some day I am going to tell on John.

Another interesting individual is Harry Metz, who has sold groceries in Southern Michigan for 43 years—most of the time for Lee & Cady. Mr. Metz who lives comfortably at Eaton Rapids, claims to have retired, but it is a matter of fact that he still buckles on his armor each week and brings in the bacon. It is a good thing to know him, and surely the retail grocery men do.

Over at Brighton the other day, J. F. Murphy, who operates the Brighton Inn, a cozy stage station, showed me an admission ticket to a harvest home ball, at the old Fuller House, dated Aug. 18, 1854, seventy-one years ago.

This hotel was afterward known as the Bigham House, and many of the old-time commercial men will remember it. The Brighton Inn occupies the same premises.

R. H. Reynolds, who until a few weeks ago managed the Hotel Wildermuth, at Owosso, is traveling in the South and sends me a card from the Royal Ponciana Hotel, at Palm Beach,

Florida. He says: "Some hotel, if your change holds out. Having a wonderful time." Members of the Michigan Hotel Association and legions of travelers will be glad to know that he is enjoying himself and feel that he is deserving of it. It is to be hoped that he will re-enter the hotel field in Michigan. If I were asked to select a competent manager for a hotel of any magnitude, Ray Reynolds would be "it."

Frank S. Verbeck.

Beans and Peas—There is no special demand for dried beans, although some business is doing every day. The feeling all along the line is easy, with lower prices likely. Pea beans are quite sluggish and so are red and white kidneys. The weakness has at last struck California limas, which are shaded about 25c over previous quotations. Dried peas are unchanged and dull.

Rice—Quotations are not being shaded, but an unsettled situation has developed. Primary markets make no concessions and prefer to be inactive rather than to meet the views of buyers. Mills have less than their usual quantity of rice and believe that by holding they can secure advances later on. Foreign rice is in nominal demand.

Saginaw—Merger of the Saginaw Mirror Works with the Standard Plate Glass Co., Pittsburgh, has been effected. The Saginaw company, with a sales volume in 1924 of \$500,000, becomes a division of the \$12,000,000 glass and paint industry controlled by the Pittsburgh corporation. Expansion of the Saginaw plant is expected to be one of the results of the merger.

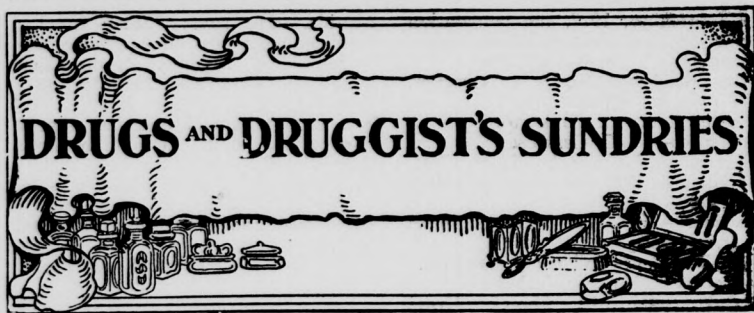
Charlevoix—F. J. Fessenden, who recently suffered a serious loss to his drug stock by fire and water, moved the undamaged portion of his stock to an available location in the Masonic block and was doing business within twenty-four hours after the fire. He expects to be fully installed within a week.

Ann Arbor—The John C. Fischer Co., 105-107 East Washington street, has merged its hardware, sheet metal, etc., business into a stock company under the same style, with an authorized capital stock of \$100,000, of which amount \$85,300 has been subscribed and paid in, \$18,643.42 in cash and \$66,656.58 in property.

Detroit—The Buhl-Verville Aircraft Co., 2730 Scotten avenue, has been incorporated with an authorized capital stock of \$100,000 preferred and 50,000 shares at \$1 per share, of which amount \$6,000 and 1,050 shares has been subscribed and paid in, \$6,000 in cash and \$1,050 in property.

Grand Rapids—The Eason Goldsmith Co., 90 Ionia avenue, N. W., has been incorporated to manufacture and deal in radio sets, accessories, and allied products with an authorized capital stock of \$5,000, \$4,000 of which has been subscribed and paid in, \$615 in cash, and \$3,385 in property.

Ishpeming—The J. J. Leffler Store has installed a five-ton capacity York refrigerating machine in its meat department.



Telephone Reactions Noted By a Druggist.

There is a druggist of the writer's acquaintance who makes a practice of studying his wife's reactions to the various phases of life she encounters. Sometimes he applies the lessons learned to his business.

Probably a good school. Men apparently do not understand women and women profess not to understand men, although one might hazard a guess that the ladies understand the men a great deal better than they are willing to admit. Or, perhaps, they understand them better than they realize.

At any rate, one evening about nine the druggist's wife was seated at the bridge table, playing opposite her husband, when the telephone gave one of those long, insistent trills that seem to presage business of the utmost importance. The wife answered. She was the one wanted. The game, of course, had to halt. While the other couple held a post-mortem over the previous hand, the druggist listened to the conversation, at first idly, afterward with intense interest, because it threw light on the proposition he was studying. Here is about the way things sounded to him:

Buzz-buzz.

"No, I do not use that corset."

Buzz-buzz.

"I have never tried it."

Buzz-buzz.

"No, I cannot make an appointment now to try one on. I do not know that I care to try that make."

Buzz-buzz-buzz.

"I tell you I am not interested. Why do you ring me up at this time of night? I assure you that I will never try that make if I can get anything else."

The lady of the house hung up the phone with a snap and returned to the table with a very red face.

A week later the druggist and his wife had just finished dinner. It was about seven, the hour when you feel pretty good when you have dined well, an hour of relaxation with most people. Again the telephone rang, again the wife answered, and the ostensible head of the house, while keeping his paper before him, inclined an ear in that direction. For the previous episode had been in his mind ever since, you see, and he wanted to know more about these telephone reactions.

Buzz-buzz.

"No, you do not disturb me in the least, Miss Marie. You are always thoughtful."

Buzz-bpuzz.

"You say the gown is imported?"

Buzz-buzz.

"Marked down to half price?"
Buzz-buzz.

"I'll be there when the store opens. And I depend on you to hold that gown for me."

These two conversations are not fictitious. They happened practically word for word as herein set down. And the druggist's wife bought an imported gown, originally priced at \$135, for \$50.

Of late years there has been a good deal said about getting business by telephone. Members of department store sales forces have an understanding with various customers, and call these customers up whenever anything new arrives, or when a bargain sale is staged. This helps to keep stock moving, the clerk gets credit for being a hustler, and the customer frequently picks up a bargain.

The question before us is—how can a druggist utilize the telephone for the purpose of getting extra business?

As we have seen, there is a chance to irritate a possible customer, and thus lose business. Certainly nobody wants to go to a lot of trouble if this is to be the result. It might be feasible for a woman clerk presiding over the toilet accessories, for instance, to have an understanding with women customers that she is to call them up when new goods come in. We can see that a previous arrangement is very helpful. This forms a bond between clerk and customer, and it is a fact that department store employees know how to make this profitable for both sides. The department store has the advantage of putting on bargain sales. Then there is the question of odd sizes.

A woman of 35 who can wear a misses' size in gowns can very frequently pick up a rare bargain. Anything below or above the regular sizes is considered an odd size, and people who can wear them often benefit accordingly.

When a druggist does make a fortunate buy and can offer some exceptional values, he might very well call up all sorts of customers. One thing to keep in mind is the hour. One housewife says: "From nine to ten in the morning is a good hour. I have then finished the breakfast rush and have a breathing spell. From seven to eight in the evening I would consider the next best time. Dinner is over. If I have nothing on hand I have plenty of time, and even if I am going to have company I would rather be called to the telephone then. It is embarrassing to be called to the telephone after your company has arrived."

A good way to figure on suitable

calling hours would be to consider your own mode of life. What hours would suit you best?

Some seekers after business, however, are using very poor judgment. Apparently they go to the telephone and call number after number for several hours without considering whether the person at the other end will be annoyed or not. You can do better than this.

Think it over.

Ointment and Powder For Warts.

An ointment sometimes recommended for warts is the following:

Verdigris -----50 grains
Savin, powder -----50 grains
Soap cerate -----1 ounce av.

The following powder is said to be very effective:

Calomel -----30 grains
Boric acid -----15 grains
Salicylic acid -----5 grains
Cinnabar -----3 grains
Rub into the wart 2 or 3 times a day.

Or use the following:

Mercuric chlorid -----5 grains
Salicylic acid -----1 drachm
Collodion -----1 fluidounce

In the case of multiple warts, where a large number appear within a short time, there is some constitutional derangement, and the patients are usually advised to take Fowler's solution in very small doses, or magnesium sulfate in 5 gr. doses 3 times daily.

Children's warts, appearing principally on the hands, may be removed by applying during several days solution of soda or potassa, and then covering them with collodion containing tannin. The same treatment applies for common warts.

Linimentum Calamina.

The following formula was presented by John K. Thum to the Pennsylvania Pharmaceutical Association:

It will be remembered that the ordinary calamine lotion has the great disadvantage of drying when applied to skin affections where such an effect is not desired. In order to prevent this, more or less experimentation was carried out with varying formulas and the following and the following was finally adopted as answering every requirement:

Powdered tragacanth ----- 4.00
Phenol ----- 1.50
Glycerin ----- 1.50
Calamine ----- 25.00
Zinc oxide ----- 25.00
Cottonseed oil -----150.00
Distilled water ----- q. s. ad 500.00

It will be noticed that this makes an emulsion and the pharmacist will of course proceed to manipulate it in the usual way for making this class of pharmaceuticals.

Skin Creams For Collapsible Tubes.

1. White vaseline ----- 6 ounces
White wax ----- 1 ounce
Spermaceti ----- 5 drachms
Subchloride bismuth ----- 6 drachms
Attar of rose ----- 6 minims
Oil of bitter almonds -- 1 minim
Rectified spirit ----- 1/2 ounce
Melt the vaseline, wax and spermaceti together, and while cooling incorporate the subchloride of bismuth (in warm mortar). Dissolve the oils in the alcohol, and add to the fatty

mixture, stirring all until uniform and cold. In cold weather the quantities of wax and spermaceti may be reduced.

2. Lanolin -----1 ounce
Almond oil -----1 ounce
Oleate of zinc (powdr.) 3 drachms
Extract of White Rose 1 1/2 drachms
Glycerine -----2 drachms
Rose Water -----2 drachms

Will They Build Better Than We Have Built?

Apart from the actual and present jeopardy into which are thrown children who must attend school in fire-trap buildings, there is in this requirement danger of another order but quite as real.

Students of psychology and pedagogics agree nowadays that the proper way to instruct childhood is by positive precept and example, never by negative. "Tell them," they say, "how a thing should be done, not how it shouldn't be done. Avoid 'Don'ts.'" If this theory be true of all teaching then it must be true of teaching which is visual, and what is seen, no less than what is read, ought to be correct instead of incorrect practice.

Does not this apply to the environment in which the members of the younger generation pursue their studies? It must, in all consistency.

Children of school age are highly impressionable; their minds, like delicately sensitized plates, long retain that which their eyes behold. And what, in sober fact, do they see? By far the majority of children envisage—and worse, they grow accustomed to seeing daily and therefore accept as a matter of course—school buildings that either were originally intended for some other purpose, and are flagrantly ill-suited for their present employment, or, being designed as schools, were erected in a manner which sacrificed everything to economy, including fire safety.

Within many of these buildings the children observe—and knowing no better, regard as proper—stairways that are inadequate in number, poorly located, totally uninclosed and fitted with wooden treads; they note an unnecessary amount of showy and fire feeding wooden trim used throughout corridors and class rooms; they look through plain glass windows set in wood frames directly exposing ugly and impracticable iron fire escapes; these features they see and unconsciously remember, together with an infinitude of minor defects of construction and administration. Such an edifice these children euphemistically are taught to call a school!

It is a truism to say that the children of to-day are the men and women, the citizens and the parents of tomorrow. They will build the schools of the future; they, as taxpayers, at least will supply the money for them. What kind of buildings will they erect? Will they draw upon their own experience? Will they hold that "What was good enough for us is good enough for our children?" It is to be hoped not, fervently. Yet, in the premises, what else can be expected? True, some slight improvement in design and appointments looking to the safety of occupants can be detected

here and there in new construction, but such buildings are exceptional enough to establish the rule.

And so, unless this adult generation shakes off entirely its apathy and learns to discriminate in its economies, school houses will continue to burn and children will continue to perish in their flames and boards of education will continue to explain and excuse and the public will continue to appropriate more money to build more burnable school-houses, ad infinitum.

Success Habits.

Wear a smile.


Eat regularly, slowly and moderately

Never be too busy to be polite.
Learn to control your tongue and your temper.

Say goodbye to the worry habit.
Dare to be original.
Keep in tune with your job.
Never stifle your conscience.
Be a teamworker.
Look ahead, not backward.

A lot of pruning and trimming is necessary to produce an American beauty. A scrub rose needs no training.

The road to the top naturally is uphill.



Parchment Bond
Writing Paper
for everybody.

Nice, white writing paper for pen or pencil

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

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

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

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



Walker
MUSKEGON
MICHIGAN

Makes Good Chocolates

How About Spraying Material?

ARE YOU WELL SUPPLIED WITH

PARIS GREEN **ARSENATE OF LEAD**
TUBER TONIC (Paris Green & Bordeaux Mixture)
ARSENATE OF CALCIUM
PESTOYD (Insecto) (Arsenate Lead and Bordeaux)
DRY LIME AND SULPHUR
DRY FUNGI BORDO (Dry Powder Bordeaux)
BOWKER'S PYREX **BLACK LEAF FORTY**

Also
BLUE VITROL, SULPHUR, ARSENIC, FORMALDEHYDE, INSECT POWDER, SLUG SHOT, WHITE HELLEBORE, Etc.

If not well supplied order at once. We carry complete stock all the time.

HAZELTINE & PERKINS DRUG CO.

Manistee MICHIGAN Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow.	8 00@8 25	Cinchona	22 10
Boric (Powd.)	15 @ 25	Lavendar Gar'n	85@1 20	Colchicum	21 80
Boric (Xtal)	15 @ 25	Lemon	1 50@1 75	Cubeb	23 00
Carbolic	39 @ 46	Linseed, bld. bbl.	@1 22	Digitalis	21 80
Citric	58 @ 70	Linseed, bld less 1	29@1 42	Gentian	21 35
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@1 20	Ginger, D. S.	21 80
Nitric	9 @ 15	Linseed, ra. less 1	27@1 40	Gualac	22 20
Oxalic	15 @ 25	Mustard, artifil. oz.	@ 50	Gualac, Ammon.	22 00
Sulphuric	3 1/2 @ 8	Neatsfoot	1 35@1 50	Iodine	@ 95
Tartaric	40 @ 50	Olive, pure	3 75@4 50	Iodine, Colorless	@1 50
		Olive, Malaga, yellow	2 75@3 00	Iron, Clo.	@1 35
Ammonia		Olive, Malaga, green	2 75@3 00	Kino	@1 40
Water, 26 deg.	10 @ 18	Orange, Sweet	4 50@4 75	Myrrh	@2 50
Water, 18 deg.	09 @ 14	Origanum, pure	@2 50	Nux Vomica	@1 55
Water, 14 deg.	6 1/2 @ 12	Origanum, com'l	1 00@1 20	Opium	@3 50
Carbonate	20 @ 25	Pennyroyal	3 00@3 25	Opium, Camp.	@ 85
Chloride (Gran.)	10 1/2 @ 20	Peppermint	20 00@20 25	Opium, Deodorz'd	@3 50
		Rose, pure	13 50@14 00	Rhubarb	@1 70
Balsams		Rosemary Flows	1 25@1 50		
Copaiba	90@1 20	Sandalwood, E.		Paints.	
Fir (Canada)	2 55@2 80	I.	10 00@10 25	Lead, red dry	16@16 1/2
Fir (Oregon)	65@1 00	Sassafras, true	2 50@2 75	Lead, white dry	16@16 1/2
Peru	3 00@3 25	Sassafras, arti'l	80@1 20	Lead, white oil	16@16 1/2
Tolu	3 00@3 25	Spearment	7 00@7 25	Ochre, yellow bbl.	@
		Sperm	1 80@2 05	Ochre, yellow less 2 1/2	@
Barks		Tansy	5 00@5 25	Red Venet'n Am.	3 1/2 @
Cassia (ordinary)	25 @ 30	Tar, USP	50 @ 65	Red Venet'n Eng.	4 @
Cassia (Saigon)	50 @ 60	Turpentine, bbl.	@ 99	Putty	5 @
Sassafras (pw. 50c)	@ 55	Turpentine, less 1	06@1 19	Whiting, bbl.	@ 4 1/2
Soap Cut (powd.)		Wintergreen, leaf	6 00@6 25	Whiting	5 1/2 @ 10
30c	18 @ 25	Wintergreen, sweet	3 00@3 25	L. H. P. Prep.	2 80@3 00
		Wintergreen, art.	80@1 20	Rogers Prep.	2 80@3 00
Berries		Wintergreen, art.	80@1 20		
Cubeb	@1 25	Wormseed	6 50@6 75		
Fish	@ 40	Wormwood	8 50@8 75		
Juniper	09 @ 20				
Prickly Ash	@ 30				
		Extracts			
Licorice	60 @ 65	Licorice	60 @ 65		
Licorice	@1 00	Flowers			
		Arnica	25 @ 30		
Chamomile (Ger.)	20 @ 25	Chamomile Rom.	20 @ 25		
Chamomile Rom.	20 @ 25				
		Gums			
Acacia, 1st	50 @ 55	Acacia, 2nd	45 @ 50		
Acacia, Sorts	20 @ 25	Acacia, Powdered	35 @ 40		
Aloes (Barb Pow)	25 @ 35	Aloes (Cape Pow)	25 @ 35		
Aloes (Soc. Pow.)	65 @ 70	Asafoetida	65 @ 70		
Camphor	1 00@1 25	Gualac	@ 70		
Gualac	@ 70	Gualac, pow'd	@ 75		
Kino	@ 90	Kino, powdered	@ 60		
Myrrh	@ 65	Myrrh, powdered	19 65@19 92		
Opium, powd.	19 65@19 92	Opium, gran.	19 65@19 92		
Opium, gran.	19 65@19 92	Shellac	90 @ 110		
Shellac	90 @ 110	Shellac Bleached	1 00@1 10		
Tragacanth, pow.	@1 75	Tragacanth	1 75@2 25		
Turpentine	@ 25				
		Insecticides			
Arsenic	15 @ 25	Blue Vitriol, bbl.	@ 07		
Blue Vitriol, bbl.	@ 07	Blue Vitriol, less	08 @ 15		
Bordeaux, Mix Dry	12 1/2 @ 25	Hellebore, White	20 @ 30		
Hellebore, White	20 @ 30	Insect Powder	75 @ 85		
Insect Powder	75 @ 85	Lead Arsenate Po.	22 @ 39		
Lead Arsenate Po.	22 @ 39	Lime and Sulphur	9 @ 22		
Lime and Sulphur	9 @ 22	Dry	22 @ 39		
Dry	22 @ 39	Paris Green	22 @ 39		
Paris Green	22 @ 39				
		Leaves			
Buchu	1 35@1 50	Buchu, powdered	@1 50		
Sage, Bulk	25 @ 30	Sage, 1/4 loose	@ 40		
Sage, powdered	@ 35	Senna, Alex.	50 @ 75		
Senna, Alex.	50 @ 75	Senna, Tinn.	30 @ 35		
Senna, Tinn.	30 @ 35	Senna, Tinn. pow.	25 @ 35		
Senna, Tinn. pow.	25 @ 35	Uva Ursi	20 @ 25		
Uva Ursi	20 @ 25				
		Oils			
Almonds, Bitter, true	7 50@7 75	Almonds, Bitter, artificial	4 00@4 25		
Almonds, Bitter, artificial	4 00@4 25	Almonds, Sweet, true	1 40@1 60		
Almonds, Sweet, true	1 40@1 60	Almonds, Sweet, imitation	60 @ 1 00		
Almonds, Sweet, imitation	60 @ 1 00	Amber, erude	1 50@1 75		
Amber, erude	1 50@1 75	Amber, rectified	1 75@2 00		
Amber, rectified	1 75@2 00	Anise	1 00@1 25		
Anise	1 00@1 25	Bergamont	5 75@6 00		
Bergamont	5 75@6 00	Cajeput	1 50@1 75		
Cajeput	1 50@1 75	Cassia	4 25@4 50		
Cassia	4 25@4 50	Castor	1 90@2 15		
Castor	1 90@2 15	Cedar Leaf	1 75@2 00		
Cedar Leaf	1 75@2 00	Citronella	1 50@1 75		
Citronella	1 50@1 75	Cloves	3 25@3 50		
Cloves	3 25@3 50	Cocanut	25 @ 35		
Cocanut	25 @ 35	Cod Liver	2 00@2 10		
Cod Liver	2 00@2 10	Croton	2 00@2 25		
Croton	2 00@2 25	Cotton Seed	1 40@1 60		
Cotton Seed	1 40@1 60	Cubeb	7 00@7 25		
Cubeb	7 00@7 25	Eigeron	6 00@6 25		
Eigeron	6 00@6 25	Eucalyptus	1 25@1 50		
Eucalyptus	1 25@1 50	Hemlock, pure	1 75@2 00		
Hemlock, pure	1 75@2 00	Juniper Berries	3 00@3 25		
Juniper Berries	3 00@3 25	Juniper Wood	1 50@1 75		
Juniper Wood	1 50@1 75	Lard, extra	1 50@1 75		
Lard, extra	1 50@1 75	Lard, No. 1	1 35@1 50		
Lard, No. 1	1 35@1 50				
		Seeds			
Anise	@ 35	Anise, powdered	35 @ 40		
Anise, powdered	35 @ 40	Bird, Is	13 @ 17		
Bird, Is	13 @ 17	Canary	13 @ 20		
Canary	13 @ 20	Caraway, Po.	30 @ 35		
Caraway, Po.	30 @ 35	Cardamon	@3 00		
Cardamon	@3 00	Cardamon	@3 50		
Cardamon	@3 50	Coriander pow.	30 @ 20 25		
Coriander pow.	30 @ 20 25	Dill	12 1/2 @ 20		
Dill	12 1/2 @ 20	Fennel	25 @ 40		
Fennel	25 @ 40	Flax	09 @ 15		
Flax	09 @ 15	Flax, ground	09 @ 15		
Flax, ground	09 @ 15	Foenugreek pow.	15 @ 25		
Foenugreek pow.	15 @ 25	Hemp	8 @ 15		
Hemp	8 @ 15	Lobelia, powd.	@1 25		
Lobelia, powd.	@1 25	Mustard, yellow	15 @ 25		
Mustard, yellow	15 @ 25	Mustard, black	20 @ 25		
Mustard, black	20 @ 25	Quince	1 50@1 75		
Quince	1 50@1 75	Rape	15 @ 20		
Rape	15 @ 20	Sabadilla	25 @ 35		
Sabadilla	25 @ 35	Sunflower	11 1/4 @ 15		
Sunflower	11 1/4 @ 15	Worm, American	30 @ 40		
Worm, American	30 @ 40	Worm, Levant	4 00@4 25		
Worm, Levant	4 00@4 25				
		Tinctures			
Aconite	@1 80	Aloe	@1 45		
Aloe	@1 45	Arnica	@1 10		
Arnica	@1 10	Asafoetida	@2 40		
Asafoetida	@2 40	Belladonna	@1 35		
Belladonna	@1 35	Benzoil	@2 10		
Benzoil	@2 10	Benzoil Comp'd	@2 65		
Benzoil Comp'd	@2 65	Buchu	@2 55		
Buchu	@2 55	Cantharadial	@2 85		
Cantharadial	@2 85	Capsicum	@2 20		
Capsicum	@2 20	Catechu	@1 75		
Catechu	@1 75				

GROCERY PRICE CURRENT

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

ADVANCED

Canned Apricots
Canned Cherries
Canned Peaches
Canned Plums
Cheese

DECLINED

Steel Cut Oats
Rolled Oats
Brooms

AMMONIA

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



AXLE GREASE

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

BAKING POWDERS

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

BEECH-NUT BRANDS.



Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Silced bacon, large ----- 3 60
Silced bacon, medium ----- 3 25
Silced beef, large ----- 5 10
Silced 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 20
Quaker Puffed Rice ----- 5 60
Quaker Puffed Wheat ----- 4 30
Quaker Brst Biscuit ----- 1 20
Ralston Branzen ----- 4 00
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. ----- 5 25
Standard Parlor, 23 lb. 7 25
Fancy Parlor, 23 lb. 8 25
Ex. Fancy Parlor 25 lb. 9 25
Ex. Foy. Parlor 26 lb. 10 00
Toy ----- 2 25
Whisk, No. 3 ----- 2 75

BRUSHES

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

SHAKERS

No. 50 ----- 1 80
Peerless ----- 2 00
No. 4-0 ----- 2 25
No. 20 ----- 3 00

BUTTER COLOR

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

CANDLES

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

CANNED FRUIT

Apples, 3 lb. Standard 1 50
Apples, No. 10 ----- 4 50@5 50
Apple Sauce, No. 10 8 00
Apricots, No. 1 1 35@1 90
Apricots, No. 2 ----- 2 85
Apricots, No. 2 1/2 3 00@3 75
Apricots, No. 10 ----- 8 00
Blackberries, No. 10 10 00
Blueberries, No. 2 2 00@2 75
Blueberries, No. 10 ----- 12 00
Cherries, No. 2 ----- 3 00
Cherries, No. 2 1/2 ----- 3 75
Cherries, No. 10 ----- 11 00
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 1 25@1 80
Peaches, No. 1, Sliced 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 Mich 3 00
Peaches, 2 1/2 Cal. 3 25@3 75
Peaches, 10, Mich. ----- 7 75
Pineapple, 1, sl. 1 80@2 00
Pineapple, 2, sl. 2 80@3 00
Pineapple, 2 br. sl. 2 65@2 85
Pineapple, 2 1/2, sl. 3 35@3 50
Pineapple, 2 cru. 2 60@2 75
Pineapple, 10 cru. ----- 11 50
Pears, No. 2 ----- 3 25
Pears, No. 2 1/2 ----- 4 00@4 50
Plums, No. 2 ----- 2 00@2 25
Plums, No. 2 1/2 ----- 2 75
Raspberries, No. 2, blk 3 25
Raspb's, Red, No. 10 12 00
Raspb's, Black, -----
No. 10 ----- 11 50@12 50
Rhubarb, No. 10 ----- 5 25

CANNED FISH

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 3 00@3 40
Clams, Steamed, No. 1 1 80
Clams, Minced, No. 1 2 60
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. ----- 2 60
Chicken Haddie, No. 1 2 75
Fish Flakes, small ----- 1 35
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. ----- 1 90
Lobster, No. 1/4, Star 2 70
Shrimp, 1, wet 2 10@2 25
Sard's, 1/4 Oil, ky 5 75@6 00
Sardines, 1/4 Oil, k'less 5 00
Sardines, 1/4 Smoked 7 50
Salmon, Warrens, 1/2 ----- 2 75
Salmon, Red Alaska ----- 3 10
Salmon, Med. Alaska 2 75
Salmon, Pink Alaska 1 75
Sardines, Im. 1/4, ea. 10@28
Sardines, Im. 1/4, ea. -----
Sardines, Cal. ----- 1 65@1 80
Tuna, 1/4, Albacore ----- 95
Tuna, 1/4, Curtis, doz. 3 20
Tuna, 1/4, Curtis, doz. 3 50
Tuna, 1/4, 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 all 1 25

Beef, No. 1/4, Qua. all. 1 75
Beef, 5 oz., Qua. all. 2 50
Beef, No. 1, B'nut, all. 4 05
Sap Sago ----- 85
Beefsteak & Onions, s ----- 2 75
Chili Con Ca., 1s 1 35@1 45
Deviled Ham, 1/4 ----- 2 20
Deviled Ham, 1/2 ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 2 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby 52 1/2
Potted Meat, 1/4 Libby 90
Potted Meat, 1/4 Rose 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@4 75
No. 2 1/2, Lge. Green ----- 4 50
W. Bean, cut ----- 8 50@12 00
W. Beans, 10 ----- 8 50@12 00
Green Beans, 10s 7 50@12 00
Gr. Beans, 2 gr. 1 35@2 65
Lima Beans, 2s, Soaked 95
Red Kid. No. 2 1 20@1 35
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 65
Corn, No. 2, Fan. 1 80@2 35
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 3 1 00@1 15
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb. 45
Mushrooms, Hotels ----- 42
Mushrooms, Choice ----- 55
Mushrooms, Sur Extra 75
Peas, No. 2, E. J. 1 50@1 60
Peas, No. 2, Sift. -----
June ----- 1 85
Peas, No. 2, Ex. Sift. -----
E. J. ----- 2 25
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35@1 50
Pumpkin, No. 10 4 50@5 60
Pimientos, 1/4, each ----- 12@14
Pimientos, 1/2, each ----- 27
Swt Potatoes, No. 2 1/4 1 60
Sauerkraut, No. 3 1 40@1 50
Succotash, No. 2 1 65@2 50
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60@1 90
Spinach, No. 3 ----- 2 10@2 50
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 1 40@1 60
Tomatoes, No. 3 2 00@2 25
Tomatoes, No. 2, glass 2 60
Tomatoes, No. 10 ----- 7 50

CATSUP.

B-nut, Small ----- 2 70
Lilly Valley, 14 oz. ----- 2 60
Lilly of Valley, 1/2 pint 1 75
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 95
Sniders, 16 oz. ----- 2 95
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 ----- 52
Kraft Small tins ----- 1 40
Kraft small tins ----- 1 40
Pimento, small tins ----- 1 40
Roquefort, small tins ----- 2 25
Camenbert, small tins ----- 2 25
Wisconsin Old ----- 28 1/2
Wisconsin New ----- 28 1/2
Longhorn ----- 28 1/2
Michigan Full Cream 25 1/2
New York Full Cream 29
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
Spearment, Wrigleys ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

CHOCOLATE.

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

COCOA.

Bunte, 1/4s ----- 43
Bunte, 1/2 lb. ----- 35
Bunte, 1 lb. ----- 32
Drost's Dutch, 1 lb. ----- 8 50
Drost's Dutch, 1/2 lb. ----- 4 50
Drost's Dutch, 1/4 lb. ----- 2 35
Hersheys, 1/4s ----- 32
Hersheys, 1/2s ----- 28
Huyler ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 40
Lowney, 1/4s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/4s ----- 32
Runkles, 1/2s ----- 36
Van Houten, 1/4s ----- 75
Van Houten, 1/2s ----- 75

COCOANUT.

1/4s, 5 lb. case Dunham 42
1/4s, 5 lb. case ----- 40
1/4s & 1/2s 15 lb. case ----- 41
Bulk, barrels shredded ----- 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 1/2@37 1/2
Maracaibo ----- 40
Gautamala ----- 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, 1/4 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
Tiona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars, 1-20, per M ----- 75 00
Worden's Havana -----
Specials, 20, per M ----- 75 00
Little Duke Stogie ----- 18 50

CONFECTIONERY

Stick Candy Pails
Standard ----- 17
Jumbo Wagon ----- 19
Pure Sugar Cakes 690s 4 25
Big Stick ----- 20

Mixed Candy

Kindergarten ----- 12
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 ----- 25
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

Currents

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
Thompson's seedless, 15 oz. ----- 11 1/2

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. Lima ----- 16
Brown, Swedish ----- 07 1/2
Red Kidney ----- 12

Farina

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

Macaroni

Domestic, 20 lb. box 11
Armore's, 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 lb. ----- 7 25
Barley ----- 06

Peas

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

Sago

East India ----- 10

Taploca

Pearl, 100 lb. sacks -----
Minute, 8 oz., 3 doz -----
Dromedary Instant ----- 3 50

FLAVORING EXTRACTS



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

UNITED FLAVOR

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 90
Pure 6 oz. Asst., doz.	1 10
Buckeye, 22 oz., doz.	2 20

JELLY GLASSES	
8 oz., per doz.	35

OLEOMARGARINE	
Kant Storage Brands.	
Good Luck, 1 lb.	26
Good Luck, 2 lb.	25½
Gilt Edge, 1 lb.	26
Gilt Edge, 2 lb.	25½
Delicia, 1 lb.	21
Delicia, 2 lb.	20½

Van Westenbrugge Brands
Carload Distributor



Nucoa, 1 lb.	25½
Nucoa, 2 and 5 lb.	25
Wilson & Co.'s Brands	
Certified	25½
Nut	20
Special Role	25½

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 box	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. 2½, 24 cans to case	6 45
No. 1½, 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. 2½, 24 cans to case	5 10
No. 1½, 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. 2½, 24 cans to case	3 50
No. 1½, 36 cans to case	3 00
New Orleans	
Fancy Open Kettle	74
Choice	62
Fair	41

Half barrels 50 extra Molasses in Cans.	
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2½ lb. Wh. L.	5 20
Dove, 36, 2 lb. Black 4	90
Dove, 24, 2½ lb. Black 3	70
Dove, 6, 10 lb. Blue L	4 45
Palmetto, 24, 2½ lb.	5 15

NUTS.	
Whole	
Almonds, Terregona	20
Brazil, New	18
Fancy mixed	22
Filberts, Sicily	25
Peanuts, Virginia, raw	11½
Peanuts, Vir. roasted	13
Peanuts, Jumbo, raw	15
Peanuts, Jumbo, rstd	13
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	13
Filberts	32
Pecans	1 06
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
5½ oz. Jar, plain, doz.	1 60
9 oz. Jar, plain, doz.	2 30
20 oz. Jar, plain, doz.	4 25
3 oz. Jar, Stuffed, doz.	1 35
3 oz. Jar, Stuffed, doz.	2 50
9 oz. Jar, Stuffed, doz.	3 50
12 oz. Jar, Stuffed,	
doz.	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	
12 2 lb. pails	
5 lb. pails 6 in crate	
14 lb. pails	
25 lb. pails	
50 lb. tins	

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection Kerosine	12.1
Red Crown Gasoline,	
Tank Wagon	18.7
Gas Machine Gasoline	39.2
V. M. & P. Naphtha	22.6
Capitol Cylinder	39.2
Atlantic Red Engine	21.2
Winter Black	12.2



Iron Barrels.	
Light	62.2
Medium	64.2
Heavy	66.2
Special heavy	68.2
Extra heavy	70.2
Transmission Oil	62.2
Finol, 4 oz. cans, doz.	1 45
Finol, 8 oz. cans, doz.	2 25
Parowax, 100, lb.	7.9
Parowax, 40, 1 lb.	7.9
Parowax, 20, 1 lb.	8.4



Semsdac, 12 pt. cans	2 75
Semsdac, 12 qt. cans	4 60
PICKLES	
Medium Sour	
Barrel, 1200 count	24 50
Half bbls., 600 count	13 00
0 gallon kegs	10 00
Sweet Small	
30 gallon, 3000	50 00
5 gallon, 500	10 00
Dill Pickles.	
600 Size, 15 gal.	13 00
PIFES.	
Cob, 3 doz. in bx. 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.	@18
Good Steers & H.F.	14@15½
Med. Steers & H.F.	12½@14
Com. Steers & H.F.	10@12½
Cows.	
Top	12½
Good	11
Medium	9
Common	07½
Veal.	
Top	17
Good	15½
Medium	13
Lamb.	
Good	28
Medium	25
Poor	20
Mutton.	
Good	15
Medium	10
Poor	08
Pork.	
Light hogs	16
Medium hogs	15
Heavy hogs	14
Loins	30
Butts	23
Shoulders	20
Spareribs	16
Neck bones	05

PROVISIONS	
Barreled Pork	
Clear Back	34 50@35 00
Short Cut Clear	34 50@35 00

Dry Salt Meats	
S P Bellies	18 00@20 00.
Lard	
Pure in tierces	19½
60 lb. tubs	advance 1½
60 lb. tubs	advance 1½
20 lb. pails	advance ¾
10 lb. pails	advance ¾
5 lb. pails	advance 1
3 lb. pails	advance 1
Compound tierces	14½
Compound, tubs	15

Sausages	
Bologna	12½
Liver	12
Frankfort	17
Pork	18@20
Veal	17
Tongue, Jellied	32
Headcheese	16
Smoked Meats	
Hams, Cert., 14-16 lb.	31
Hams, Cert., 16-18, lb.	31
Ham, dried beef	
sets	@34
California Hams	@17
Picnic Boiled	
Hams	30@32
Boiled Hams	43@44
Mixed Hams	14@17
Bacon	30@39

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
Pig's Feet	
Cooked in Vinegar	
¾ bbls.	1 55
¾ bbls., 35 lbs.	2 75
¾ bbls.	5 30
1 bbl.	11 50

Tripe.	
Kits, 15 lbs.	90
¾ bbls., 40 lbs.	1 60
¾ bbls., 80 lbs.	3 00
Hogs, per lb.	@42
Beef, round set	14@26
Beef, middles, set	25@30
Sheep, a skein	1 75@2 00

ROLLED OATS	
Steel Cut, 100 lb. sks.	3 90
Silver Flake, 12 Fam.	2 50
Quaker, 18 Regular	2 00
Quaker, 12s Family N	2 95
Mothers, 12s, Ill'nium	3 60
Silver Flake, 18 Reg.	3 50
Sacks, 90 lb. Jute	3 50
Sacks, 90 lb. cotton	3 60

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, bbls.	1 80
Granulated, 100 lbs. cs	2 00
Granulated, 36 2½ lb. packages	2 25
COD FISH	
Middles	16
Tablets, 1 lb. Pure	19½
Tablets, ½ lb. Pure.	
doz.	1 40
Wood boxes, Pure	22
Whole Cod	11½
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
Cut Lunch	07
Boned, 10 lb. boxes	20
Lake Herring	
¾ 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
2 in 1, Combination, doz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

STOVE POLISH.	
Blackline, per doz.	1 35
Black Silk Liquid, doz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, doz.	1 25
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
654 Stove Enamel, doz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoll, per doz.	3 00
SALT.	
Colonial, 24, 2 lb.	95
Log Cab., Iodized, 24-2	40
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bg.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Crushed Rock for ice	
cream, 100 lb., each	75

Butter Salt, 280 lb. bbl	4 50
Blocks, 50 lb.	42
Baker Salt, 280 lb. bbl.	4 20
100, 3 lb. Table	6 07
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40
Colonial Iodine Salt	2 40



Per case, 24, 2 lbs.	2 40
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. 120-2½ 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 Napha, 700 box	5 60
Gruma White Na. 100s	4 10
Rub No More White	
Napha, 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
Map Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	6 75
Octagon	6 85
Pumino, 100 box	6 70
Sweetheart, 100 box	6 70
Grandpa Tar, 50 sm. 2 00	
Grandpa Tar, 50 lge. 3 45	
Quaker Hardwater	
Cocoa, 72s, box	2 70
Fairbank Tar, 100 bx	4 00
Trilby Soap, 100, 10c.	
10 cakes free	8 00
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

CLEANSERS



80 can cases, \$4.80 per case

WASHING POWDERS.	
Bon Ami Pd, 3 dz. bx	3 75
Bon Ami Cake, 3 dz.	3 25
Climaline, 4 doz.	4 20
Grandma, 100, 5c	4 00
Grandma, 24 Large	4 00
Gold Dust, 100s	3 20
Gold Dust, 12 Large	4 25
Golden Rod, 24	4 50
Jinx, 3 doz.	3 60
La France Laun., 4 dz.	3 60
Luster Box, 54	3 75
Miracle C., 12 oz., 1 dz	2 25
Old Dutch Clean, 4 dz	3 40
Queen Ann, 60 oz.	2 40
Pine 100 oz.	5 75
Rub No More, 100, 10	
oz.	3 85

Rub No More, 18 Lg.	4 00
Spotless Cleanser, 48,	
20 oz.	3 85
Sani Flush, 1 doz.	2 25
Sapallo, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 80
Speedee, 3 doz.	7 20
Sunbrite, 72 doz.	4 00
Wyandotte, 48	4 75

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, March 10—In the matter of Theophilus W. Coyer, Bankrupt No. 2551, the trustee has filed a return in this court showing that there are no assets in the estate. An order was made closing the estate and the matter has been returned to the district court as a case without assets.

March 10—On this day was held an examination of the officers of the bankrupt in the matter of John D. Martin Furniture Co., Bankrupt No. 2608. Mr. Martin was sworn and examined before a reporter. Mrs. Carolyn Wingert was also sworn and examined before a reporter. The meeting and examination were then adjourned without date.

March 11. On this day was held the hearing in Edd B. Nieboer, Bankrupt No. 2602, relative to the claim of U. S. Government and the objections of the trustee thereto. Howard A. Ellis was present for the United States Government. George S. Norcross was present for the trustee. The trustee was also present in person. Oral argument was had on both sides. The attorneys were directed to file briefs of their respective contentions and the hearing was adjourned without date.

On this day also were received the schedules, order of reference and adjudication in the matter of Corwin O. Dickerson, Bankrupt No. 2649. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids. The bankrupt's occupation is not indicated in his schedules. The schedules show assets of \$204, of which \$154 is claimed as exempt to the bankrupt. The court has written for funds for the first meeting and upon receipt of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Dan Alexander, Ionia	\$ 15.00
Coe Auto Sales Co., Ionia	101.45
Ray Curtis, Ionia	35.00
Harry Campbell, Ionia	10.00
Joe Boynton, Ionia	35.00
Otis Cook, Ionia	4.50
Frank Baker, Ionia	25.00
Mrs. H. R. Elliott, Ionia	20.00
Bert Fox, Ionia	10.00
Hiler & Baird, Ionia	3.00
Ionia Water Power Electric Co., Ionia	31.04
Ionia Gas Light & Coke Co., Ionia	60.01
Fred W. Green, Ionia	100.00
Chas. A. Ireland, Ionia	100.00
Lauster's Market, Ionia	20.19
Lombard Coal Co., Ionia	76.00
Arthur Johnson, Ionia	10.00
Lee Phelps, Ionia	37.84
Lee Page & Co., Ionia	5.00
J. L. Minch, Howe, Ind.	800.00
Otto Nicholson, Ionia	10.00
Jimos Bros., Ionia	3.00
G. R. Ice & Coal Co., Grand Rapids	20.00
Mrs. A. A. Rather, Ionia	32.00
Dr. J. H. Stover, Ionia	13.00
Stoddard & Buxton, Ionia	8.50
Shank Fireproof Storage Co., Grand Rapids	7.33
Robb & Reed, Ionia	222.10
Winchell & Giddings, Ionia	11.75
Clifford M. Warner, Grand Rapids	65.00
Ypsilanti Reed Furniture Co., Ionia	167.93
John Adams, Ionia	17.00
National Bank of Ionia, Ionia	124.10

March 11. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Charles Telgenhof, Bankrupt No. 2650. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids, and is a laborer by occupation. The schedules show assets of \$700, of which \$500 is the face value of a policy of insurance, and \$500 is claimed as exempt to the bankrupt. The liabilities are placed at \$1,086.68. 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:

Dr. P. J. Kerkard, Grand Rapids	\$ 22.00
J. De Vries, Grand Rapids	17.00
J. F. Vidro, Grand Rapids	18.00
A. Vidro & Son, Grand Rapids	8.00
V. C. Bakery, Grand Rapids	10.00
Grandville State Bank, Grandville	51.16
A. Curzon, Grandville	25.00
Dick VanSingle, Grandville	17.00
The Accomodation, Grandville	7.58
Dr. J. D. Brooks, Grandville	22.00
Spears Lumber Co., Grandville	12.50
Dr. Earl J. Byers, Grand Rapids	15.00
P. J. Hoeksema, Grandville	45.00
Henry Alkema, Grandville	8.05
L. N. Shoemaker, Perry	40.00
Donovan Clothing Co., Grand Rap.	40.00
Dr. A. C. Butterfield, Grand Rapids	200.00
Paul Steketee & Sons, Grand Rap.	25.00
Dr. John R. Rodgers, Grand Rapids	15.00
Dr. Arthur Stevensma, Grand Rap.	350.00
Young & Chaffee, Grand Rapids	101.39

On this day also was held the adjourned first meeting of creditors in the matter of Earl G. Reed, Bankrupt No. 2630. The bankrupt was present in person and by Corwin & Norcross, his attorneys. The trustee was present in person. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn by the referee and examined by the trustee without a reporter. The meeting was then adjourned without date.

March 12. On this day was held the first meeting of creditors in the matter of John Carrothers, Bankrupt No. 2625.

The bankrupt was present in person and by Corwin & Norcross, attorneys for the bankrupt. The creditors were present by attorneys George B. Kingston and Arthur Sherk, and by W. C. Robertson, agent. Several creditors were also present in person. Claims were proved and allowed. W. C. Robertson was appointed trustee and his bond placed at \$100. The bankrupt was sworn and examined without a reporter by Mr. Kingston and by Mr. Norcross. The meeting was then adjourned without date.

In the matter of Corwin O. Dickerson, Bankrupt No. 2649, the funds for the first meeting have been received and the first meeting of creditors has been called for March 27.

March 13. On this day was held the first meeting of creditors in the matter of Samuel Rosenbaum, Bankrupt No. 2641. The bankrupt was present in person and by attorneys Corwin & Norcross. The creditors were present by Matt N. Connine. Several creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. George D. Stribley, of Muskegon, was elected trustee, and the amount of his bond placed at \$1,000. One of the lots of store fixtures and equipment and the lease to the premises occupied by such store was sold to Ike Rosenbaum, of Chicago, for \$2,202.75, this being more than 75 per cent. of the inventory and appraisal value. The sale was immediately confirmed. The first meeting of creditors was then adjourned without date.

In the matter of James S. Gangwer, Bankrupt No. 2647, the funds for the first meeting have been received and such meeting will be held on March 27.

In the matter of William H. McCarty, doing business as McCarty Candy Co., Bankrupt No. 2622, the funds for the first meeting have been received and such meeting has been called for March 27.

March 12. (Delayed). On this day was held the adjourned first meeting of creditors in the matter of Walter E. Metz, Bankrupt No. 2626. There were no appearances. C. C. Woolridge was appointed trustee and the amount of his bond placed by the referee at \$100. The adjourned first meeting was then adjourned without date.

March 16. On this day was held the adjourned first meeting of creditors in the matter of Mark Brilliant, Bankrupt No. 2635. There were no appearances. The meeting was then adjourned without date.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Ernest F. Hawkins, Bankrupt No. 2651. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Vicksburg, and is a retail merchant and painter and decorator at such village. The schedules show assets of \$359.75, of which \$250 is claimed as exempt to the bankrupt. The court has written for funds for the first meeting of creditors, and upon receipt of the same the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

State, county and school taxes	\$124.81
Associate Investment Co., Kalamazoo	182.00
T. W. Grigsby, Vicksburg	65.00
Vicksburg Motor Sales Co., Vicksburg	125.00
American Varnish Co., Chicago	92.90
Arcade Decorating Co., Battle Crk.	75.79
Commercial Wall Paper Co., Chicago	50.00
Diamond Products Co., Chicago	185.54
Devoe & Reynolds Co., Chicago	50.00
Edwards & Chamberlain Co., Kalamazoo	57.30
A. L. Lakey Co., Kalamazoo	60.10
S. A. Maxwell & Co., Chicago	59.04
J. B. Pearce Co., Cleveland	73.00
Resington Typewriter Co., Kalamazoo	14.00

Standard Varnish Works, New York	326.65
Wheeler Varnish Works, Chicago	58.61
Durley Parer Co., Lansing	20.50
Jake Tolhuizen, Kalamazoo	300.00
First State Bank, Vicksburg	202.00

In the matter of Herald L. Hubbel, Bankrupt No. 2648, the funds for the first meeting have been received and such meeting has been called for March 30.

March 16. On this day were received the schedules in the matter of Samuel M. Gerber, Bankrupt No. 2639. The schedules are filed in response to order of the court in this involuntary case, and show assets of \$3,780.31, of which \$300 is claimed as exempt to the bankrupt, with liabilities of \$35,249.90. The first meeting of creditors has been called for March 30. A list of the creditors of the bankrupt is as follows:

City of Kalamazoo, Kalamazoo	\$138.83
Michigan State Industries, Jackson	294.00
Paul Gerber, Kalamazoo	150.00
Rant Yeakey, Kalamazoo	25.00
National Cash Register Co., Kalamazoo	280.00
M. Alperowitz & Son, Chicago	174.00
American Raincoat Co., Baltimore	117.75
Atlas Raincoat Co., Chicago	208.50
F. Becker & Co., Chicago	271.80
Fred Biffar & Co., Chicago	27.25
Blum Co., Chicago	306.00
Brown & Sehler Co., Grand Rapids	393.52
Chester Co., Boston	12.96
Sheepskin Clothing Co., Chicago	473.75
Cuett, Peabody & Co., Chicago	94.40
Dalm Printing Co., Kalamazoo	130.00
S. Dieches & Co., Chicago	81.75
Detroit Knitting Mills, Detroit	221.50

Edelman & Osher, Chicago	158.00
Ehrmann Mfg. Co., Terre Haute	248.98
Ettleson & Co., Chicago	267.00
Freeman Thompson Shoe Co., St. Paul	66.60
Albert Given Mfg. Co., E. Chicago	185.50
Goshen Shirt Co., Chicago	64.62
Great Eastern Mfg. Co., New York	233.90
Great Western Glove Co., Jasper, Ind.	174.00
K. Hackner & Son, Chicago	195.25
Jacob Hadesman, Chicago	15,571.78
Hand Made Shoe Co., Chippewa, Wis.	147.60
Hercules Clothing Co., Columbus	123.50
A. Herman, New York City	163.35
Hirth-Krause Co., Grand Rapids	80.40
Homel Shirt Co., Chicago	281.25
Hoosier Factories, Inc., Michigan City	227.40
Sam Jaffe & Son, New York City	751.00
Johnson Paper & Supply Co., Kalamazoo	38.30

M. A. Lee & Son, Chicago	221.63
Kislak, Alpert & Co., New York	108.00
Kalven & Stern, Chicago	295.25
S. & H. Levy, New York	727.50
Mann & Longini Shoe Co., Cincinnati	164.40
Mich. Tent & Awning Co., Detroit	330.00
Milwau. Suspender Co., Milwaukee	96.50
Morris, Sloan, Morris, Chicago	85.25
Milwaukee Hosiery Co., Milwaukee	301.63
North Luber Mfg. Co., Kalamazoo	20.40
Paper Products Mfg. Co., Kalamazoo	2.40
Phillips Jones Corp., New York	63.44
Phoenix Shirt Mfg. Co., New York	259.00
Pyramid Pants Co., Michigan City	97.50
Republic Tanning Co., Chicago	175.00
James Rikoon, New York	43.50
Rubin Bros., Chicago	763.50
Standard Mercantile Co., Chicago	1,407.39
Star Garment Mfg. Co., Detroit	132.00
Star Paper Co., Kalamazoo	74.28
Toledo Romper Co., Toledo	63.00

Reynolds Shingles and Roofing

are going to be in greater demand this Spring than ever before.

Year after year, more and more home-builders are realizing the advantages and economy of a roof that is fire-safe, that will afford satisfactory and trouble-free service over a long period of time, and whose appearance is just as attractive years after it is laid as when first applied.

Leading lumber dealers everywhere sell and recommend Reynolds products.

H. M. REYNOLDS SHINGLE COMPANY

"Originator of the Asphalt Shingle"

GRAND RAPIDS - MICHIGAN



Detroit Suspender Co., Detroit	119.25
Union Hosiery & Underwear Co., Chicago	307.75
U. Prifit Mfg. Co., New York	330.00
A. W. Walsh, Kalamazoo	16.20
Warsaw Overall Co., Warsaw, Ind.	160.00
Weber, Levy & Co., New York	352.50
I. Wineberg & Co., Chicago	863.13
Wobst Shoe Co., Milwaukee	195.90
S. Gerber, Bangor	2,875.00
Hoosier Glove & Mitten Factory, Chicago	240.50
Consumers Power Co., Kalamazoo	43.01
Mich. State Telephone Co., Kalamazoo	19.30
Donald O. Boudeman, Kalamazoo	12.40
Paul Gerber, Kalamazoo	1,900.00

New Food Standards Coming.

Tentative definitions and standards for various food products were drawn up at a meeting in Washington by the Joint Committee on Definitions and Standards, according to an announcement issued by Dr. W. W. Skinner, chairman of the committee. The definitions and standards for food recommended by this committee are, when finally approved, used by Federal and State food officials to guide them in enforcing laws to prevent the adulteration and the misbranding of foods. The committee agreed upon and will shortly issue tentative revised definitions and standards for fruit products, including jams, jellies, preserves and marmalades, and for alimentary pastes, and for butter fats. Tentative definitions and standards for almond paste and for sauer kraut were also prepared and will be issued shortly. A final schedule for meat products was approved and will be recommended for adoption. The tentative definitions and standards upon which the committee agreed will be published and criticism invited before they are recommended for final adoption by Federal and State food officials.

Some Things Change and Some Do Not.

(Continued from page 21)

rifices of pioneers in the movements reviewed.

There are some things, of course, that do not change, even in the egg business. The natural characteristics of the egg, the climate and human nature are the same that they were twenty-five years ago, and they will not change materially in another twenty-five years. Herein lies the wisdom of Bellamy's prophecy, which may be fulfilled if universal wealth does not undermine our manners and chivalry, which are said to be a product of the eternal struggle for existence.

The hen, her egg, the weather and ourselves, when mastered, as they surely can be, are the keys to economy in distribution and to perfection in the product. These elements of our business do not change, hence we can come to know them and to provide the means for keeping them in control and in the service of the general good.

Paul Mandeville.

Piggly Wiggly Stores Which Did Not Succeed.

The six stores of Piggly Wiggly, supplying groceries in Toledo, closed their doors last Saturday night. All unsold merchandise and fixtures will be shipped to Dayton and other centers where Piggy Wiggly is located. Store representatives in Toledo said it was found that the city was not a desirable field for the self-serve service provided by Piggly Wiggly.

Stores closed in Toledo are 1402 Dorr street, 905 Grand avenue, 1006 Sylvania avenue, 2246 Ashland, 1504 Jackson street and 860 Western avenue, with a warehouse at 1320 Detroit avenue. The Piggly Wiggly Corporation with general headquarters in Memphis, has more than 1,800 stores throughout the country. The company has been Toledo about three years.

Hides, Pelts and Furs.

Green, No. 1	09
Green, No. 2	08
Cured, No. 1	10
Cured, No. 2	09
Calfskin, Green, No. 1	18
Calfskin, Green, No. 2	16 1/2
Calfskin, Cured, No. 1	19
Calfskin, Cured, No. 2	17 1/2
Horse, No. 1	3 50
Horse, No. 2	2 50

Old Wool	1 00@2 50
Lambs	1 00@2 00
Shearings	50@1 00

Prime	07
No. 1	06
No. 2	05

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

Skunk, Black	3 00
Skunk, Short	2 00
Skunk, Narrow	1 00
Skunk, Broad	1 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

Floor Coverings



We are jobbers of the famous Blabon line of felt base linoleum rugs—the Spring patterns are beautiful. The rugs come in the following sizes—6x9, 7x9, 9x10 and 9x12—all 8/4 E grade.

BUNGALOW AND HOME-STEAD RUGS—100 rugs in a bale, in the following sizes—24x48, 27x54 and 30x60.

CORONA EXMINSTER RUGS—25 rugs in a bale, in only one size, 27x54.

RAG RUGS, BIRD'S RUG BORDERS, ETC.

A most complete line of fine patterns. Write for samples and prices. Ask our salesmen.

Paul Steketee & Sons
Wholesale Dry Goods
Grand Rapids, Michigan

QUALITY

RUBBER STAMPS

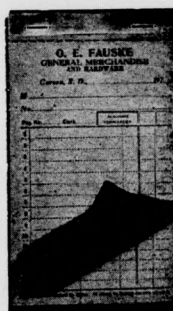
Made to Order
At Low Prices

RUBBER STAMP SERVICE
SAGINAW, MICH.

Pure Maple Sugar

Number one pure maple sugar made from finest quality pure maple syrup, cooked not too hard, and furnished in gem tin size cakes at 37 cents per pound by express prepaid in any quantity to any part of Michigan. Packed with oil paper between each layer and satisfaction fully guaranteed.

LOUIS P. LAMB
Maple Products and Candies
East Lansing, Mich.



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.



STEADY SALES

Straub
CHOCOLATES

My But They're Good

STRAUB CANDY COMPANY

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



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

Let Me Multigraph Your
CIRCULAR LETTERS
15 lines Elite type, stock furnished by you
500—\$2.50 1000—\$3.50 2000—\$6.00
Over 2000, per thousand \$2.50
Over 5000, per thousand \$2.00

THOMAS
807 Madison St., Saginaw, Mich.

A Quorum.

"What dey do to dat Jones boy fo' seling dat booze, Aunt Liza?"
"What dey do? Lawd, chile, dey done give him two yehs in the house ob representatives!"

If you keep on as you are going, where will you deserve to be ten years from now?

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—Money maker, growing brush and broom business, with 550x150 feet fine ground; eight-room cottage; semi modern; plenty of fruit; bargain. Superior Broom Co., Kendallville, Ind. 852

STORE BUILDING FOR RENT—16 ft. wide, 110 ft. long, ground floor and basement. First class front, and new furnace. Located in main business district of Jackson. Enquire J. M. Kavanaugh, 1202 Michigan Ave., East, Jackson, Mich. 858

DRUG STORE—Stock, fixtures and building (flat upstairs). Old, established business. No competition. Business increasing. Selling on liberal terms. Good reason for selling. Address No. 859, c/o Michigan Tradesman. 859

AN OPPORTUNITY—For Sale—An elevator fully equipped in every way to handle grain and beans and grind feed. Situated thirty miles from Grand Rapids, in one of the best farming communities in Michigan. Doing a large business, at a good profit. Books open for inspection. And for sale at about one-third its value and on good terms. Good reason for selling. Address F. E. S., care Tradesman. 860

Wanted—Stock of general merchandise, clothing or shoes. Aubrey Monson, Lancaster, Wisconsin. 861

FOR RENT—Store building in the very heart of Lansing's retail district. Can make attractive price and lease to July 1, 1927. Location suitable for almost any business. Bailey Real Estate Co., Lansing, Mich. 862

WANTED—A competent young man, able to take charge of a department of floor coverings and draperies. He must understand his business and not be afraid to work. Zemke Brothers, Caro, Mich. 863

For Sale—Cash and Carry store doing all cash business, stock of groceries and notions inventory about \$2,000. Will sell at inventory. Rent \$25.00 a month. Address No. 864, c/o Michigan Tradesman. 864

For Sale—Dry goods, shoes, and furnishings store in a Michigan town of 1,500. Near Bay City. Very thriving location, but owner has other business interests. Must act at once. Stock inventories \$15,000, but can reduce to any amount desired. Address No. 865, c/o Michigan Tradesman. 865

For Sale—Good clean stock of men's furnishings and shoes, also fixtures. Inventory about \$5,000. Have other business and will make big reduction if sold before April first. Grunberg, 78 Division, corner Oakes, Grand Rapids. 866

LAWN SEED—EVERGREEN superior lawn seed. Guaranteed to grow on any soil. The older it gets the better it grows. 60c per 1 lb. package, prepaid. Henry Foley, Mt. Pleasant, Michigan. R. No. 5. 867

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

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

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

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

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

Items From the Cloverland of Michigan.

Sault Ste. Marie, March 17—The Civic and Commercial Association believes in advertising and has voted to spend \$1,500 more this year. It is planned to issue various pamphlets and cards, to do advertising in outside newspapers and to erect signboards along the several trunk lines. The Soo as we all know, is the most interesting place in Cloverland and we want the thousands of tourists to have this information.

The Soo Times, our well-known weekly paper, was sold last week to a syndicate of local business men and will appear in its next issue as the Cloverland Telegram. The paper will continue as heretofore, with the same editor and new members will be added to the staff later to facilitate the handling of additional news matter.

One of our cafes has a working agreement with the local banks whereby the cafes will cash no checks and the banks will serve no meals.

T. S. Durham, for several years manager for the Lake of the Woods Milling Co., wholesale warehouse on the Canadian side of the river dropped dead Wednesday evening, just after he had finished an enthusiastic curling match, in which he was victorious. All of the contestants of both rinks were men over fifty years of age. Just as he had left the ice in high spirits and apparently in the best of health, he fell to the floor. Physicians at the rink were summoned immediately, but death had been instantaneous. He was well known and esteemed also on this side of the river, especially in masonic circles.

Horace France, who for the past year has been with the Michigan Bell Telephone Co., has tendered his resignation to accept a position as automobile salesman for the Sims garage. He has been succeeded by O. C. Sorenson, of Detroit, who has been with the Western Electric Co., at Detroit.

Scientists say that the recent earthquake tremor was due to what they call the Fundian Fault, but, as usual, neglect to say what is to be done about it.

H. J. Wright, manager for the Gannon Grocery Co., and W. B. Thomson, manager for the National Grocer Co., left last week for Green Bay, Wis., where they attended the conference of the National Wholesale Grocers Association.

Frank Bloom and J. W. Holbrook, proprietors of the Belvidere Hotel, have purchased the Merchants soft drink parlor, on East Spruce street. The place will be redecorated and remodeled and an up-to-date restaurant will be opened.

The Soo lost another one of her esteemed and pioneer grocers last Wednesday night when J. A. Campbell passed away at his residence, after closing the store about 9 o'clock. Heart disease was the cause. He appeared well, but complained about not feeling well as he was about to retire and dropped over dead without warning. Mr. Campbell was a man who enjoyed the best of health and was preparing Wednesday to leave the city for Flint, where he had expected to visit his daughter and from there he had planned to go to Grand Rapids to see a son and daughter. Since coming to the Soo in 1898 from Canada, where he was born, Mr. Campbell has always been in the grocery business, in which he was successful. He always made it a rule to pay cash for any purchases, although his credit was of the best. He could have had anything from any of the houses here. He is survived by two sons, Daniel, of this city, and John, of Grand Rapids, and two daughters, Mrs. L. C. Pratte, of Flint, and Mrs. C. C. Semons, of Grand Rapids.

The grocery store of Earl W. LaRose, on Bingham avenue, was sold last week to Leo. Langley, who took

possession Monday, and will continue the business as heretofore. Mr. LaRose is working for Uncle Sam, while the store has been in charge of his wife.

The Northern Electric Co. has bought the stock of the Radio Shack, on Webster street, formerly under the management of C. E. Webster. Mr. Webster left Friday for Atwood, Kansas, where he will go into partnership with his father in the newspaper business. The store was a success, having been doing business only since last November, but circumstances prevented its continuance.

The Board of Public Works at St. Ignace have voted to install forty-five boulevard electric lights on State street from High street to Marquette Park. This is a move in the right direction and shows that Et. Ignace is improving and will attract a large portion of the tourist trade the coming summer. Nature has been good to the town, but the added attraction will make a big difference.

S. A. Marks, the popular clothier, will be moving into the store recently occupied by the Woolworth 5 and 10c store as soon as the decorators get through.

Peter Glashoe is moving his entire stock of groceries and general merchandise to a new location just East of his present store. Pete has been very busy lately, redecorating and remodeling. The new store, which is much larger and contains a refrigerator, will enable him to carry a larger stock of groceries and meats.

William G. Tapert.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 17—Richard Quayle, the Gwinn general dealer, was in the city last Friday looking over some of his permanent investments.

William Judson, President of the Judson Grocer Co., is convalescent from an illness which started with the flu and has developed into pleurisy. While the crisis has passed, he is still too ill to permit anyone but the wife, doctor and nurse to be admitted to the sick room.

A summer hotel saves many thousands of dollars on a table d'hôte dining room every season by the simple plan of having guests write down on little pads the articles they wish to eat, instead of ordering them verbally. It appears that no one will order so much when he has to write it down. As the list grows under one's pencil, a person realizes that there is such a thing as overloading the tummy.

Paul Estabrook, maker of records for the National Piano Co., favored members and guests of the Salesman's Club with two piano selections at Saturday's meeting and played the accompaniment for George Clark, vocalist. Mr. Clark is a member of the Kiwanis quartet, the Consistory quartet and the male quartet of Park Congregational church. The Pantlind Hotel provided a special piano for the musical numbers.

Col. John G. Emery gave a very interesting talk on patriotism. He said that Emma Goldman and Bill Haywood would rather be in an American jail than to enjoy their freedom in Russia. By request Col. Emery recited the poem about Noah, Jonah and Capt. John Smith.

Team Five has charge of the program on Saturday, the 28th. Roland A. Otton is manager. John B. Honton, captain, assisted by Ray Bentley, Edw. E. Zech, Tudor Lanius, Timothy Posthemus, Walter S. Lawton, Pat Rooney and William King. Lee M. Hutchins, president and manager of the Hazeltine & Perkins Co., will be the speaker on this occasion and the "golden voiced Tudor Lanius, of W E B K broadcasting station, playing his own accompaniment," will furnish special music. Manager Otton has promised an attendance of 125 members and visitors.

Jottings From Owosso.

Owosso, March 17—Following a very sumptuous pot luck supper given by the Ladies Auxiliary, Owosso Council held their annual election of officers Saturday night March 14. Officers elected and installed:

Senior Counselor—G. A. Mills.

Junior Counselor—E. C. Stein.

Past Counselor—Jerry Lyons.

Secretary-Treasurer—Harry Northway.

Conductor—John R. Hughes.

Page—Ray Hall.

Sentinel—Chas. Oliver.

Executive Committee—Jas. H. Copas, Jr., Walter Hasse.

Rep. to Grand Council—J. D. Lyons, Glen A. Mills.

Auditing Committee—Chas. Burr, Ray Hall, Jno. Hughes.

Charles M. Howe has sold the Brunswick billiard parlor to Leon E. Corp, who has taken possession.

H. J. Grafts has sold the Utility cigar store to Charles Howe, who took possession March 1.

B. F. Whitely, proprietor of the Owosso Dry Cleaning Works, 206 North Washington street, has bought the brick store which he has occupied for the last ten years, of J. H. Copas, Sr. He has remodeled the front into a double store, using half of the front for an office.

Fred H. Chapell, the coffee ranch king, has moved his roasters and sales room to 206 North Washington street, one door North of Strand theater.

Honest Grocerymen.

Be Sure and Wiggle Your Finger.

Cass City, March 16—This after-

noon when we were the busiest in walked two strangers. One stepped inside the door while the other came right up to me, butted in ahead of other customers and asked for three cans of sardines. As the sardines were handy, I handed them to him and he gave me a twenty to pay for them. I gave him the change, three fives four ones and silver. He then asked me if I was sure it was a twenty. He seemed to think it was a one. I reopened the register, showing him that it was a twenty all right, and then he discovered that he still had his one in his pocket. He then asks me if I would give him a five for his five ones. I grabbed a five and handed it to him. "Oh, he says, you might just as well give me my twenty back, handing me the five ones and three fives." I wiggled my finger for another five and he gave it to me. Some of the other merchants in town forgot to wiggle their finger, and it is very likely that I would have been caught if I had not read in the Tradesman a couple of weeks ago of a similar occurrence.

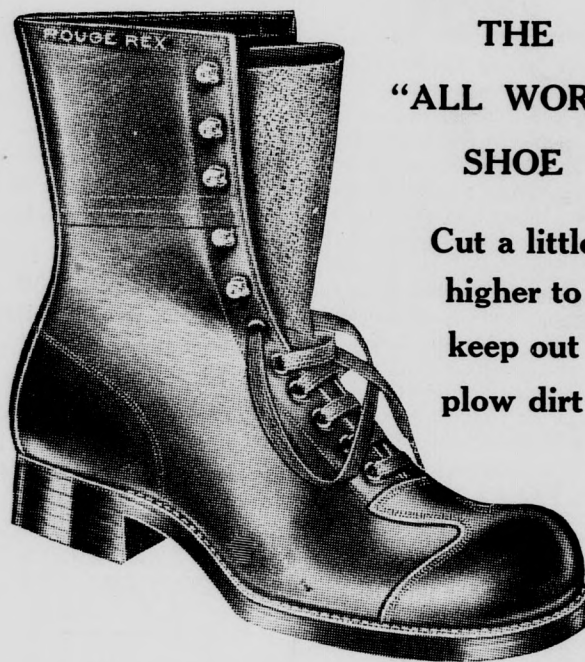
This stunt looks like child's play, but is not as easy as it looks, for the crook keeps asking questions and trying to keep your mind in other channels than money. The sheriff was notified at once, but he lost all track of them.

True Friend of the Tradesman.

Congress, in its closing days, gave a fine exhibition of business efficiency, didn't it? Yet some people want more Government ownership of industry.

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.

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