

## MICHIGAN TRADESMAN

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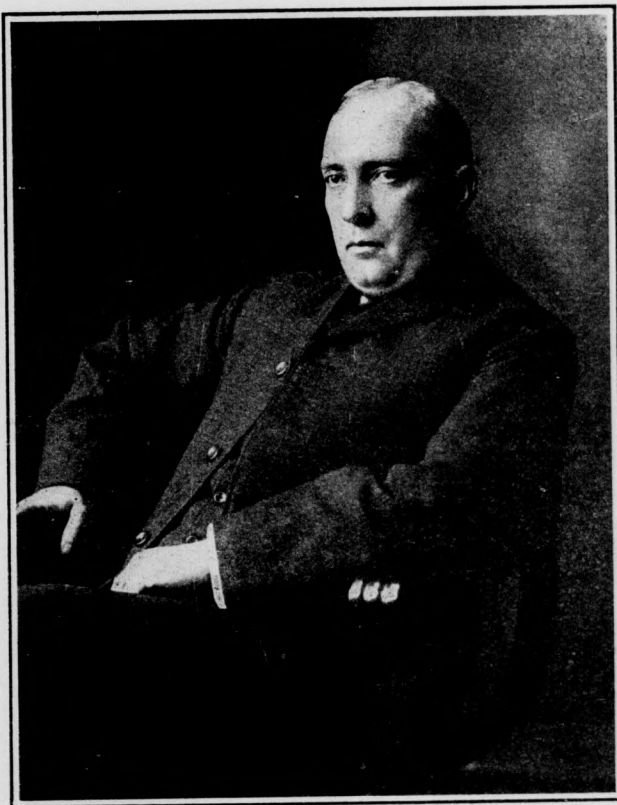
Forty-second Year

GRAND RAPIDS, WEDNESDAY, APRIL 29, 1925

Number 2171

## SELFISHNESS 29

Selfishness is the illegitimate offspring of ambition and progression. It is the devil who heaps on the fagots that keep alive in the human soul the flames of greed and the fires of hell. It is the parent of hate, malice, murder revenge and all uncleanness. It causes a man to forget his friend, to drive from his hearthstone the father who toiled for him; to desert the child who loves him, and to abandon the wife who blindly follows and worships him. It dries up affection, fosters pride, strangles remorse and for a few paltry dollars makes unto itself a graven image before which it continually kneels and offers up its devotions. It hardens the heart, puckers the soul and with its fetid breath poisons every Godlike impulse. Selfishness is the cutworm, the canker, the fester spot which feeds continually on good intentions and right motives.



W. L. BROWNELL

# YOU CAN BANISH CONSTIPATION



**C**ONSTIPATION, according to a consensus of medical authorities, is the most prevalent of all ills to which human flesh is heir. It is also regarded by them as being an almost constant serious menace to the health of all. Not only is it serious in itself, but it brings about a condition which renders the person suffering with it very susceptible to other diseases.

Physicians have also agreed that a cure can seldom be effected by the use of cathartic or purgative drugs. They may relieve constipation temporarily, but it frequently happens that they disturb the digestive processes so greatly that their use is followed by even a more serious constipation.

Stanolax is a pure mineral oil. It accomplishes the desired result in a purely mechanical way. It softens

the hard waste food masses and at the same time lubricates the linings of the intestines, so that this waste matter is easily passed.

It produces no change in the functioning of the digestive organs, but by lightening the work they are called upon to do, it gives them a rest, so that they have a chance to recuperate. Nature constantly works to correct each wrong. Stanolax facilitates the overcoming of constipation.

This product is a pure mineral oil, refined with the greatest of care. It is water white, tasteless and odorless. It does not cause nausea, griping nor straining and may be taken with perfect safety by all, including nursing mothers. It has brought relief to thousands and has effected countless permanent cures.

Stanolax (Heavy) is carried in stock by practically every druggist, for they long ago realized that it is a standard remedy and one that they can recommend with perfect safety at all times. If, by chance, your druggist does not have Stanolax (Heavy) in stock, you will confer a favor on us by sending us his name and address.

Stanolax (Heavy) is

*Made and Sold Only by the*

**STANDARD OIL COMPANY**  
(INDIANA)

910 S. MICHIGAN AVE.

CHICAGO, ILLINOIS



# MICHIGAN TRADESMAN

Forty-second Year

GRAND RAPIDS, WEDNESDAY, APRIL 29, 1925

Number 2171

**MICHIGAN TRADESMAN**

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By  
**TRADESMAN COMPANY**  
Grand Rapids

E. A. STOWE, Editor.

**Subscription Price.**

Three dollars per year, if paid strictly  
in advance.

Four dollars per year, if not paid in  
advance.

Canadian subscription, \$4.04 per year,  
payable invariably in advance.

Sample copies 10 cents each.

Extra copies of current issues, 10 cents;  
issues a month or more old, 15 cents;  
issues a year or more old, 25 cents; issues  
five years or more old 50 cents.

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

**IN THE REALM OF RASCALITY.****Cheats and Swindles Which Merchants  
Should Avoid.**

Great care should be exercised by the public in handling \$20 gold certificates of the series of 1922, check letter B, because a well made counterfeit of the bill is afloat, Treasury Department secret service warns.

The counterfeit is printed from photo mechanical plates on genuine bleached paper, the secret service said. Differences between it and the genuine note were described in part as follows:

"The fine lines of the hair on the top of the head of the portrait (of Washington) are missing. It, therefore, appears as a white space between the lines of the forehead and the top of the head.

"The fine lines on the eye lids are missing.

"The coat is not well defined, the lines merging into the background.

"The two buds running out from the center design on each side on the back of the bill are missing."

Sturgis, April 25—I am enclosing a circular letter of Harris Combined Shaker Co., Independence, Mo., which is the second one I have received. Please tell me what you think of the firm.  
E. R. P.

This concern, it would appear from the advertising matter, has a patent or patents on a salt shaker. On the strength of these patents the company is offering 10 per cent. preferred shares of the company at \$10 per share. It is too palpably a "blue sky" promotion to consider seriously, but since farmers in this State are asked to invest in the enterprise, a word of warning is in order.

The Federal Trade Commission has issued an order in which the Cream of Wheat Company, whose principal of-

fice is in Minneapolis, Minnesota, is required to discontinue certain practices in maintaining prices which the Commission found to be unfair methods of competition.

The Commission found that the respondent used various methods to enforce its system of standard resale prices for its products. Some of these methods were: refusing to sell to collective purchasers or buying pools of independent stores as distinguished from recognized chain stores under one ownership; refusing to sell its product in carload lots and at carload prices when such purchases were for the purpose of dividing the shipments with the other customers. The respondent, according to the findings, co-operated with its customers and others in securing information as to dealers cutting prices on its products and acted on such information by refusing further sales to such offending dealers, unless they agreed to maintain respondent's prices thereafter.

The findings state in detail the general conduct of the respondent's business, including methods of purchasing purified middlings from which its product is made; prices to retailers and wholesalers, and data having to do with margins of profit and prices under varying conditions.

The findings state that respondent's policy of naming and enforcing adherence to minimum resale prices for its product, in connection with its nation wide advertising and its dominating position in the market for package cereals, has had the effect of substantially lessening price competition among producers of cereals prepared from purified wheat middlings, and to enhance the price of such cereal foods to ultimate consumers.

The Commission's complete order reads as follows:

Now therefore it is ordered that the respondent, Cream of Wheat Co., its officers, agents, employees and successors, do cease and desist from carrying into effect its policy of securing the observance of minimum resale prices for its product, by co-operative methods in which the respondents and its distributors, customers and agents undertake to prevent others from obtaining the company's product at less than the prices designated by it, or from selling to others who fail to observe such prices (1) by seeking and securing, directly or through its sales agents, contracts, agreements or understandings with customers or prospective customers that they will maintain the resale prices designated by it, or that they will co-operate with it to secure the observance by others of said resale prices; (2) by the practice of (a) soliciting and securing from customers or prospective customers themselves or from dealers or trade associations, in-

formation as to whether or not such customers or prospective customers have maintained and are maintaining, or are disposed to maintain generally resale prices fixed by producers, or, respondent's resale prices in particular, and (b) soliciting and securing reports from customers, of customers who fail to observe its resale prices, and investigating and verifying such reports through further reports secured from customers as to such instances of price cutting, all with a view to refusing further sales to customers found to have cut its resale prices; (3) by notifying other customers, in case of refusal by respondent of further sales to price cutters of such refusal and requiring them not to sell such price cutters on pain of themselves being refused further sales; (4) by employing its sales agents to assist in such plan by reporting dealers who have failed to observe its resale prices, and to secure adherence thereto from customers or prospective customers, and furnishing said agents the names of customers to whom it has refused further sales because of price cutting, and instructing them not to sell to such customers; (5) by requiring an extra price for its product from price cutters in order to secure from them assurance of their future observance of its resale prices as a condition of reinstatement on the regular basis, or (6) by utilizing any other equivalent co-operative means of accomplishing the maintenance of prices fixed by respondent.

**Speculative Buying Is Hazardous.**

Written for the Tradesman.

Nothing of particular importance has developed in the wheat market during the past couple of weeks, although prices have been erratic and very, very sensitive to bullish and bearish influences.

There has been quite a wide range of prices, fluctuations of 5@10c per bushel being an ordinary occurrence.

Practically the entire wheat growing sections of the country have had copious rains and there should be a general improvement in crop conditions, although nothing can offset the actual loss of wheat by winter killing in Ohio and Eastern Indiana and by drouth in certain sections of Texas and Nebraska.

The private crop reports indicate we may reasonably expect, based on the present condition of wheat, approximately 510,000,000 bushels from the winter wheat belt, both hard and soft varieties; and at least 250,000,000 bushels of spring wheat, making a total of approximately 760,000,000 bushels. Of course, this amount may be increased to around 800,000,000 bushels under very favorable conditions; in other words, favorable weather and plenty of moisture, or the reverse, can easily

make a difference either way of forty or fifty million bushels. At this time it appears certain this year's crop of wheat in the United States will be from seventy-five to one hundred twenty-five million bushels smaller than last year's.

Stocks of flour in dealers hands throughout the entire country are light and the trade are buying in a conservative way to meet actual requirement of their business.

There is yet a difference of at least 30c per bushel between cash wheat and the May option and, of course, before the first of June these two prices must come together, and it remains to be seen whether the May option will advance to the present cash basis when it becomes a cash transaction or whether the present price of cash wheat will decline to the May basis. Like enough there will be a compromise in these values.

Conditions, generally speaking, are sound and flour trade is certainly no exception. There has been little buying for sixty days, which is almost certain to be followed by considerable activity in the way of replenishment of stocks. Yet there is nothing in the situation that indicates boom business and it would seem to be a wise policy to buy both flour and wheat for prompt shipment to cover requirements of the trade. Speculative buying under present conditions is certainly hazardous.

Lloyd E. Smith.

**CANNED FOODS MARKET.**

The want lists of wholesale grocers are comprehensive enough as to assortments and include most items on the list which are taken from day to day as they are needed. On that score there is no reason for complaint, but the trouble is that volume turnover is lacking. Two dozen items may be taken, but the aggregate may not be one ordinary purchase in normal times. There is no profit for the broker who has to look after retail business from wholesale grocers. Too often the seller has shaded his price to meet competition and he is not pleased with the situation. The disappointing spot market is not offset by trading in futures to even up the market. New packs are as featureless as current offerings. March and April have been unusual months and it is too much like guessing to say what the near future will bring. That uncertainty is partly responsible for the present slack movement. A reaction is bound to come, as the trade is under-buying and is cleaning out surplus stocks. Sooner or later the well will run dry.

No clerk is so unimportant that he cannot make his presence felt in the store and gain the notice of his superiors.



## THE BEST EVER.

## Summary of Proceedings at the Muskegon Convention.

The Retail Grocers' and General Merchants' Association has just closed the best convention held in years in point of attendance, interest shown, snappy speeches, lively business and happy fellowship. With a few fitting remarks President Hans Johnson, of the Muskegon local, called the convention to order and asked the Rev. Walter Tunks to invoke the Divine blessing. Mayor Lincoln Estes gave the address of welcome in a gracious manner. John Affeldt, Jr., past president, responded by saying "These kind of conventions help to remove any



Chas. H. Schmidt.

and make us better neighbors." He pointed out that the informal discussions held by various groups in the corridors are often of the utmost value to some of the delegates. He thanked Muskegon for her hospitality. In introducing State President Christensen, Mr. Johnson said that the Muskegon local association had assumed new life since they had invited the 1925 convention to their city. In Mr. Christensen's annual address he told how he appreciated the assistance of the officers and also of the Michigan Tradesman. He especially urged the committees which would be appointed to make a prompt report. He commended the slogan, which has been proposed by our wholesaler friends, "Phone for Food." Mr. Affeldt especially commended the work of the Michigan Retailers Council, showing that through this Council we had gotten into active touch with the Senators and representatives of Michigan. Mr. Christensen and Mrs. Stowe both felt that we should continue to affiliate with the Retailers Council. The Treasurer's report, following, was accepted:

Receipts.	
Cash on hand April 24, 1924	\$ 656.25
At 1924 convention	482.75
From 1924 year book	350.00
Commission from insurance premium	99.67
Commission on sales books	16.15
Dues received during year	893.35
From 1925 year book	475.00
	\$2,972.17
Disbursements.	
Nat. Ass'n per capita tax	\$ 45.00
Dues to Retailers Council	150.00
Salary of Secretary	300.00
Printing, postage and other ex-	

pense ----- 1,671.07  
Balance on hand ----- \$2,166.07  
The Secretary's report was also accepted.

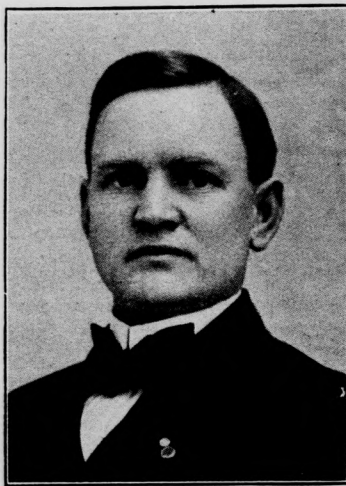
The legislative committee reported to its chairman, John Affeldt, Jr., that the itinerant traders bill had been passed and signed by the Governor; that the Sunday closing bill and the peddlers bill had been pigeon holed; the garnishment bill was opposed by this committee and was lost. He told of the success of the Lansing Sunday closing law, and his report was received and placed on file.

The credentials committee was appointed consisting of J. F. Tatman, of Clare; Clarence Trahan, of Merrill; Ole Peterson, of Muskegon.

Rules and Order—Herman Hanson, Chairman; A. B. Krause and John Bradley.

Lee Bierce, secretary of the Grand Rapids Association of Commerce, was said to have opposed the hawkers and peddlers bill and Herman Hanson was asked to interview Mr. Bierce with reference to his opposition.

O. H. Bailey then led an informal discussion of New Problems Confronting the Retailer. The question was asked, which was the more important, buying or selling. Mr. Widgren said, "A thing well bought is half sold and salesmanship is what makes the money." Mr. Gezon said, "Buy in cold blood. Sell with enthusiasm." Mr. List said, "Spend one-third in effort



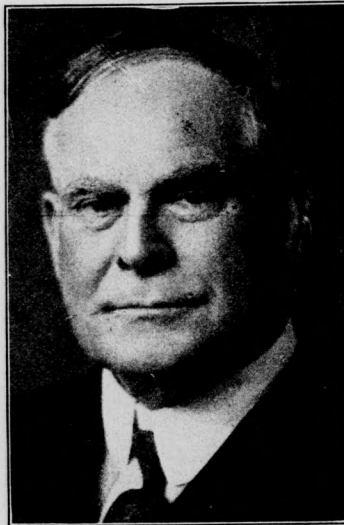
Herman Hanson.

and buying, two-thirds selling." Mr. Loeffler said, "There should be a demand before we stock any article heavily." Mr. De Nise said we should train the clerks to be salesmen. Mr. Christensen, We must be careful about our income tax reports. Mr. Rhode, Teach the clerk to weigh right and to sell the customer more than she asks for. Mr. Bailey, The day of small business and big profits is over. We should learn from the chain stores.

President Christensen announced the following auditing committee—Otto Rohde, Dan Kronmeyer, Orin Wilson.

Tuesday evening we enjoyed a sumptuous banquet through the courtesy of W. R. Roach & Co. Everyone was delighted with the beautiful dining room, delicious food, fine service and excellent program. Mr.

Hume, the toastmaster, paid a gracious tribute to our host, Mr. Roach. Mr. Roach predicted that 1925 would be a banner year for business. He urged us to strive for the selling of food that is of the purest quality. He invited us to be his guests in 1926. Henry Hartman, of W. R. Roach & Co., said that



J. F. Tatman.

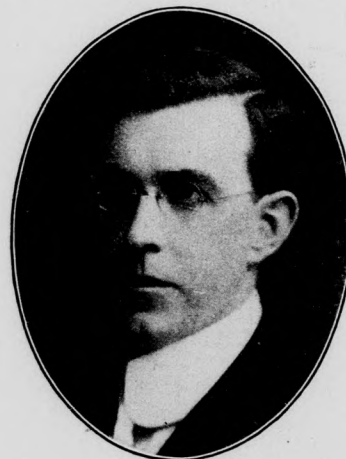
Michigan has the reputation of putting up the finest canned goods in the United States. He also praised the Phone for Food Slogan. Mr. Ward, of Chicago, next spoke upon the subject of baking. He said that the catalogue houses put out better selling arguments than the average merchant and urged us to become better acquainted with our line. He said that breads vary just as much as canned goods. The big problem of the retailer is to make the consumer have a sense of value of your goods. The meeting was closed with a few ap-

propriate remarks by Mr. Christensen.

Wednesday morning Mr. Peck, of the Mills Mutual Agency, spoke and urged us to join our own division of the Mills Mutual Insurance Company.

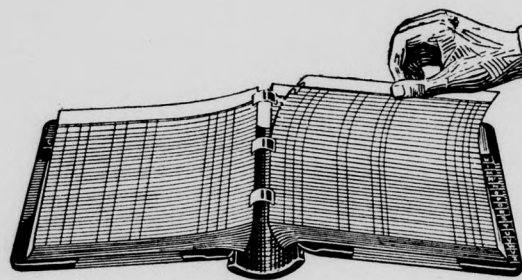
The Credentials committee reported 187 delegates.

Mr. Van Dusen was called to the floor to lead a discussion of Problems Confronting the Retailer. It was shown that the various city retail markets were conducted in an unsanitary manner. The question was asked whether or not it is fair to buy eggs by the dozen. Mr. Trap, of Muskegon, said we should have the State officials look into the sanitary conditions of the city retail markets. The State dairy and foods department is the office to which we should make the complaint. The question of city assessors taxing a



W. C. Cusick.

service grocer's accounts receivable was discussed. Mr. Oosterbaan pointed out that one may deduct his accounts payable from the accounts receivable to ascertain the amount taxable. With reference to peddlers it is



## Saving Your Accountant's Time

When the bands that hold the sheets in place in a Proudfit Binder are tightened, it is impossible for leaves to tear out or become disarranged. But when your accountant wants to remove or insert sheets, it is a matter of a few seconds to release the mechanism. Any individual sheet, anywhere in the book can be removed, without disturbing the rest of the leaf body.

This time saving feature is only one of the many advantages of Proudfit Loose Leaf Binders.

Demonstrator will be glad to call.

**PROUDFIT LOOSE LEAF CO.**

23 Logan Street

Grand Rapids, Mich.



shown that the State law requires a license for all but producers of farm products. A copy of the revised law on this subject, as prepared by the Retailers Council, will be mailed to our members shortly.

Telegrams were read from Secretary Balsinger, of the National Association, and from E. W. Jones.

W. C. Cusick, of Detroit, then spoke on the subject Modern Business Methods, as follows: "We should not use the term 'independent grocer,' but should use the term 'service store.' To be successful we must be 100 per cent. efficient in this day of strenuous competition. The chain grocery stores are a great example of efficiency. We should use all our capital in our meat and grocery business and not use it for speculation. Prompt payers are the ones who get the good prices from the jobber. To-day is as good a time as ever to do business if we are not afraid. We should not hesitate to ask a customer for our money. Neither should we take discount we have not earned. A good woman in a grocery store can build up a patronage that is beyond rivalry, and she should attend the conventions and enjoy the discussions with the men."

President Christensen announced the following committees:

Nominating—W. G. List, chairman, Bay City; B. Gulliver, Detroit; O. L. Brainard, Elsie Schaefer, Merrill; and S. C. Van Der Ploeg, Grand Rapids.

Resolutions—L. W. Van Dusen, Lansing; J. E. Pease, Kalamazoo; Art Nordine, Ludington.

In the afternoon session a few gentlemen told of the good work the National Association is doing and \$50 was appropriated to the Harvard Bureau of Business Research.

B. G. Oosterbaan, of Muskegon, next spoke on Retail Credits, Their Use and Abuse, which is published in full elsewhere in this week's paper.

The auditing committee next gave their report, showing that the books of the Secretary and Treasurer agreed exactly.

Paul Gezon read a paper telling how the idea of relegating cut price articles to a place under the shelves worked. It is bearing fruit and he urged the members to be consistent.

Collective advertising was the next topic for discussion and was strongly recommended by different members. The futility of individual advertising in the daily newspapers was pointed out.

In the evening we enjoyed a wonderful banquet at the Elks Temple, which 487 attended as the guests of the Muskegon wholesalers. This was an event which will never be forgotten. The principal speaker was Harry C. Spillman, whose topic was Adjusting Ourselves to a New Era in Business. He brought out the following points: The business man are the ones who mold the future of the state. The merchants are responsible for the constructive thought of their community. He said it was easy to be a follower, but that there are very few leaders. We cannot adopt other's methods of doing business. Small mistakes are the differences between profit and loss. We are responsible for the conduct of our city. He urged us not to be afraid of

our competitor, but to learn from him. Men on both sides of the counter have a common viewpoint.

At the close of the banquet Glen De Nise, chairman of the local committee, was introduced as the leading spirit in the work of entertaining the convention. He responded with a few well chosen remarks.

Thursday morning we gathered at 9:15 for the closing session. A motion prevailed to send flowers to Mr. C. J. Appel, of Grand Rapids, and Mr. Schwemmer, of Saginaw.

Resolutions, thanking the Muskegon Association, Glen De Nise, and the Michigan Tradesman, were adopted.

The following officers were elected for the ensuing year:

President—Charles C. Christensen, Saginaw.

First Vice-President—O. H. Bailey.

Second Vice-President—Chas. H. Schmidt.

Treasurer—F. H. Albrecht.

Secretary—Paul Gezon.

J. F. Tatman, B. C. Doolittle, Ole Peterson, A. J. Faunce, J. E. Pease.

There were two invitations for our 1926 convention. A telegram from the Grand Rapids Association of Commerce was read and B. G. Oosterbaan gave a very warm invitation to come to Muskegon again in 1926. When the votes were counted it was found that Muskegon was unanimously chosen.

A motion prevailed to send a vote of thanks to the outgoing directors and motion prevailed that the various committees be thanked for their prompt and efficient efforts in their work.

The Legislative committee for this year was announced as follows: John Affeldt, Jr., O. H. Bailey, and L. W. Van Dusen.

The convention was closed with the singing of America, a few appropriate remarks by Vice-President Charles Schmidt, after which we adjourned.

Paul Gezon, Sec'y.

Advertising is the power that converts a dollar's worth of oats into fifty dollars worth of breakfast food.

#### Hides, Pelts and Furs.

Green, No. 1	08
Green, No. 2	07
Cured, No. 1	09
Cured, No. 2	08
Calfskin, Green, No. 1	16
Calfskin, Green, No. 2	14½
Calfskin, Cured, No. 1	17
Calfskin, Cured, No. 2	15½
Horse, No. 1	3 50
Horse, No. 2	2 50

#### Pelts.

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

#### Tallow.

Prime	07
No. 1	06
No. 2	05

#### Wool.

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

Do you clip and file all the items that appear in your trade paper about advertising methods and window display helps? A file of ideas of such kinds would be most valuable in your work.

One inefficient salesman may give a store a bad reputation, because the people he serves will spread the news of the failure of the store to treat them well.

## Friends of the Retail Grocer

**QUAKER COFFEE**  
HOT FROM THE POT  
**SATISFIES**

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

**QUAKER FOOD PRODUCTS**  
**ARE BETTER**

BEST VALUE FOR THE PRICE

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

**WORDEN GROCER COMPANY**

**The Prompt Shippers**



### Movements of Merchants.

Casnovia—C. Swank has opened a grocery store.

Detroit—The Quality Fruit Market has opened at 12822 Oakman boulevard.

Detroit—Another Blue Seal Drug Store will open at 2501 Cass avenue shortly.

Detroit—Anna Bernhardt has bought the confectionery stock at 4918 Hurlbut avenue.

Detroit—The Six Mile Road Bargain Store, dry goods, opened at 936 Six-Mile Road.

Grand Junction—Lena O. Stewart has purchased the Charles Hoeft hardware store.

Detroit—George Demetrel has sold his meat market at 3523 Cass avenue to B. A. Dobie.

Detroit—Andrew Rosner succeeds Arthur Berman, grocer at 7418-20 Forest avenue, East.

Detroit—Guy W. Sears has sold his drug stock at 9108 Olivet street to Peter J. Aldrich.

Detroit—Miller & Schnell, bakers, has opened a bakery at 10800 Jefferson avenue, East.

Saginaw—The Hemme Implement Corporation has removed its business offices to Bay City.

Detroit—Peter J. Alrich succeeds Guy W. Sears in the drug business at 5600 Dailey avenue.

Detroit—Phillip Huk has taken over the grocery stock and meat market at 6031 Elmwood avenue.

Detroit—Robert A. Wolf succeeds Morris H. Biederman, druggist at 12901 Kercheval avenue.

Detroit—Forest A. Burton succeeds Viola Record, grocer and confectioner at 101 Eastlawn avenue.

River Rouge—The West End Lumber Co. has increased its capital stock from \$80,000 to \$200,000.

Detroit—Robert Rose and wife have sold their grocery stock at 1157 Holcomb avenue to Michael Tony.

Detroit—The Regal Shoe Co. will open another store in the LaFayette building, 157 Michigan avenue.

Detroit—Huff's Hardware, 4424 Joy avenue, has been transferred to Margaret M. Huff by Charles C. Huff.

Lansing—Young Bros. & Daley, 712 East Michigan avenue, building materials, hay, etc., has increased its capital stock from \$25,000 to \$100,000.

Flint—The Flint Coal Co., West Kearsley street, has changed its name to the Flint Coal & Masons Supply Co.

Highland Park—The Metropolitan Trust Co. has been incorporated with an authorized capital stock of \$300,000.

Hudson—Hiram W. Stuck, grocer,

has filed a bankruptcy petition with liabilities of \$4,731 and assets of \$2,515.

Monroe—The Diekmann Bottling Works 411 East Front street, has increased its capital stock from \$15,000 to \$30,000.

Detroit—A. M. Hodges succeeds W. B. Lund, meat dealer at 10437 Kercheval avenue. The sale took place April 20.

Detroit—Cawthon Brown opened a grocery store and meat market at the corner of Beaubien and Erskine streets April 23.

Detroit—Michael N. Barbara will open the Barbara Market, groceries, at 16449 Woodward avenue in about two weeks.

Detroit—Joseph Orban is the new meat dealer at 6502 South street. He bought out John A. and John D. Short recently.

Detroit—Joseph Saville plans to open a confectionery store on the corner of Charlevoix and Beaconsfield avenues Saturday.

Detroit—The Sample & Smith Lumber Co., 5470 Wabash avenue, has changed its name to the Smith & Jones Lumber Co.

Detroit—Joseph Mocer, grocer, is to be tried on a charge of arson growing out of an alleged attempt to burn his store on March 30.

Detroit—Joseph L. McLouff, grocer at 11312 Jefferson avenue, East, has declared himself bankrupt, with liabilities of \$4,790 and assets of \$1,489.

Grand Rapids—The Vinkemulder Co. has purchased 35 acres of muck land on the Jos. Deal marsh, near Gunmarsh, and has already seeded it to onions.

Republic—The Pioneer Mining Co. has been incorporated with an authorized capital stock of \$500,000, all of which has been subscribed and paid in property.

Detroit—The Hul-Lo-Wen Fireproof Everlasting Homes Co., 1201-5 Detroit Savings Bank building, has increased its capital stock from \$25,000 to \$50,000.

Kalamazoo—Frank Ragotzy has engaged in the furniture and house furnishings business at 326 North Burdick street under the style of the Furniture Exchange.

Ontonagon—The Ontonagon Fibre Co. has increased its capital stock from \$800,000 and 16,000 shares no par value to \$1,500,000 and 25,000 shares no par value.

Grand Rapids—The Kane-Best Oil Co., 2000 Division street, S., has been incorporated with an authorized capital stock of \$20,000, \$2,000 of which has been subscribed and paid in cash.

Grand Rapids—The Naylor Furni-

ture Co., 1358 Grandville avenue, S. W., has changed its capital stock from \$20,000 common and \$30,000 preferred to \$30,000 common and \$20,000 preferred.

Grand Rapids—The West Side Realty Co., Seventh and Muskegon streets, has changed its name to the Furniture City Body Co., and increased its capital stock from \$5,000 to \$350,000.

Iron Mountain—The Keener Produce Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$4,700 has been subscribed and paid in, \$2,300 in cash and \$2,400 in property.

Detroit—The Dennis Easy Lift Door Co., 826 Dime Bank building, has been incorporated with an authorized capital stock of \$25,000, of which amount \$9,200 has been subscribed, \$1,600 paid in in cash and \$5,100 in property.

Brightmoor—The Central Department Store, Inc., 20916-20 Twelfth street, has been incorporated with an authorized capital stock of \$1,000, of which amount \$510 has been subscribed and paid in in property.

Detroit—Orrie Shaver, found guilty of murdering Fred C. Schurstein, hardware dealer at 8238 Harper avenue, in his store last February, was sentenced to life imprisonment by Judge Cotter a few days ago.

Detroit—The Multiple Sign Co., 8733 Kercheval avenue, has been incorporated with an authorized capital stock of \$1,000 and 4,000 shares at \$1.03 per share, all of which has been subscribed, \$348 paid in in cash and \$4,800 in property.

Owosso—Ray H. Reynolds, together with a group of Owosso associates, have purchased the Keyte property at the corner of Main and Hickory streets, and will erect a modern hotel which it is expected will be ready for occupancy in the early fall.

Detroit—Jacob I. Gerston, former Monroe storekeeper, was ordered held by Judge Simons in Federal Court here a few days ago, for a satisfactory explanation of the "shrinkage" of \$17,000 worth of stock to \$10,000 when his assets were filed in the bankruptcy court.

Pontiac—M. J. Hallinan, Secretary of the J. L. Marcero Co., died in Detroit last Thursday, aged 46 years, after three years illness of anemia. He was active in local civic, religious and fraternal life, and widely known for his early connection with the buggy business here. He was buried in Pontiac Monday.

Grand Rapids—The Dayton Marin Sales Co., 11 Oakes street, S. W., farm lighting plants, water plants, etc., has merged its business into a stock company under the style of the Dayton Marin Sales Co., Inc., with an authorized capital stock of \$25,000, of which amount \$14,600 has been subscribed and paid in, \$4,600 in cash and \$10,000 in property.

Benton Harbor—The Godfrey Packing Co. has started construction of a \$40,000 unit at the plant, brick, three stories, for cold storage purposes. The Godfrey Packing Co. plans to go more extensively into the canning of pears. In 1923, the company packed 31,000 bushels, and last year 55,000 bushels.

It is estimated that 100,000 bushels of Michigan pears will be canned in 1925.

Grand Rapids—The Market Wholesale Co. has changed its name to the Market Wholesale Grocery, and increased its capital stock from \$10,000 to \$35,000.

Saginaw—The American Cash Register Co. was sold April 22 at receivers' sale for \$300,100 to a group of capitalists headed by M. W. Tanner, who will reorganize the company under the same name. The purchasers were the only bidders. The new corporation, the American Cash Register Co., a Michigan corporation, will start immediately on the production of 1,000 machines, John B. Martin, general manager, announced. The old company was a Delaware corporation. The board of directors of the new company consists of M. W. Tanner, A. C. Stickel, Guy D. Henry, Eugene C. Betz, Frank A. Buck, Robert N. Wallace, Stuart G. Morley, Henry R. Martini and Peter C. Pardee. A plan is now being worked out, Mr. Martin said, to build up a working capital of \$100,000. This is being accomplished through the sale of capital stock, some of which is being sold to investors in the old corporation, who, in return for this sale, are afforded protection on their stock in the first company. The \$300,100 received at the sale will be used to liquidate debts of the old corporation represented through preferred creditors, taxes, receivers' expenses and the first, second and third mortgage bonds, and also will care for the provisions made with the unsecured creditors through the arrangement with the creditors' committee.

### Manufacturing Matters.

Hastings—The Hastings Table Co. has increased its capital stock from \$60,000 and 4,000 shares no par value to \$160,000 and 4,000 shares no par value.

Hancock—The Cleanser Oil Co. has been incorporated to manufacture and sell oil products, with an authorized capital stock of \$20,000, \$17,000 of which has been subscribed and \$2,000 paid in in cash.

Detroit—The Detroit Aluminum & Brass Corporation, 112 Edison street, has been incorporated with an authorized capital stock of \$250,000, of which amount \$109,100 has been subscribed and \$50,000 paid in in cash.

Benton Harbor—The General Die Castings and Machinery Co., of Chicago, will be reorganized, with \$60,000 capital, and will locate at Benton Harbor as a subsidiary of the Benton Harbor Malleable Foundry Co.

Detroit—Ernest Orling, formerly a member of the firm of Orling Brothers Co., manufacturers of sausage and delicatessen supplies, died at his home, 3387 East Alexandrine avenue, April 22. He was 58 years old and had retired.

Port Huron—The Huron Battery Manufacturing Co., Tenth and Water streets, has been incorporated to manufacture and deal in batteries, radios, electrical equipment, auto accessories, etc., with an authorized capital stock of \$50,000, \$5,200 of which has been subscribed and paid in in property.



### Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 6.45c.

Tea—There has been a continuation of the upward movement in tea during the past week, particularly in black leaf Pekoes, desirable grades of these teas having advanced a cent a pound in primary markets. All good Ceylons are higher for the week and Java teas generally for all good quality are also firmer. The demand for tea, however, is still more or less routine and the consumptive demand is about normal for the season. Outside of the grades mentioned the situation is practically unchanged as to price, fermented teas, meaning Ceylons, Indias and Javas, being the leaders.

Coffee—The situation shows little change from a week ago, other than that the weakness seems a trifle more pronounced. "Coffee may advance later in the year. On the other hand it may show further weakness. No one knows," a prominent coffee buyer said this week. "In the meantime the safe and sane thing for the retail grocer to do appears to be to buy in relatively small quantities and often, adjusting his prices to the changes of the market as they take place, whether in an upward or downward direction."

Canned Fruits—California No. 10s to No. 2½s are being taken in all offerings for jobbing purposes. Big blocks are infrequently offered, as holdings generally are light. Quotations are often shaded as there is a disposition to keep stocks moving so as to have bare floors when new goods come in. Opening prices may not be announced for several weeks, and enough business has been booked on tentative orders to hold the trade for the time being. Pineapple was quiet all week. There is a disposition to push the sale of spot stocks, which has a weakening effect.

Canned Vegetables—The week was without any radical changes. The asparagus situation has improved; buying has been improved, but the trade is still uncovered as to normal years at this season. Cannery men are much firmer and stand by their quotations without allowing discounts. They urge the trade to take the pack before there is an upturn to the market, and say that the pack will not be as large as expected. It would not take much buying to cause a much stronger undertone here and in the country. Tomatoes were quiet all week and were strictly on a hand-to-mouth basis. Futures have been no more active than they have been of late. Peas as a whole are weak, although some particular grades are stronger in tone than others.

Canned Fish—Maine sardines in several styles have been advanced 15c at the factory. A ten-day notice of the change had been given and present and nearby wants had been anticipated. New pack has not been put up in any quantity and may not be for several weeks. California No. 1 ovals are much stronger on the Coast, which is felt here. Salmon is being given ordinary and routine attention, but is rather dull for the season. Crab meat and lobster are both firm. Tuna has

sold to some extent for new pack, but many buyers are waiting for formal opening prices.

Canned Pineapple—Increased consumer interest in canned pineapple is reported as manifesting itself already, due to the reduced prices of a fortnight ago. As prices now stand, Hawaiian pineapple is lower in cost than California fruits and this price advantage, when combined with the popularity of pineapple, is expected to produce a marked increase in its consumption, large though it is already. A return to former prices would occasion no surprise in the trade.

Dried Fruits—Liquidation, some of it forced, and all of it accomplished in the face of a lack of buying interest of even normal proportions, has brought about an even weaker market in prunes and raisins, while other dried fruits have been influenced as to the character of buying, if not in value. Prunes are the outstanding feature, as they have been most notably sick and subject to the greatest price cutting. Perhaps this will be the week of the lowest basis of the season, at any rate the market now is below any previous level this year. A turn is expected, but it has not come as soon as anticipated and because the Coast now feels the depression in jobbing markets the reaction may be delayed a little longer. There are more numerous buying enquiries and orders from local and interior buyers who are taking all sizes, but they are filled at such a low basis that the market closed below the ranges quoted on Monday. California large sizes can be had at concessions, while medium California and Oregons have been frequently offered at confidential prices below the quotations generally accepted as a trading basis. Outwardly raisins have been without material improvement, but surface conditions do not represent the real condition of the market. Jobbers have been cleaning up their package and box packs. Many are virtually out of the former or are down so low that their stocks need prompt attention. This applies more to Sun-Maid than to independent brands. Coast markets remain firm and a radical change at the source on the part of the leading packer is expected. Apricots and peaches are selling in moderate blocks. Assortments are badly broken and can hardly be remedied on the Coast, as packers have no comprehensive line. Currants have been in better demand and surplus stocks have been reduced to the point where the outlook is much better. The situation in Greece has also improved.

Beans and Peas—The demand for dried white beans is very dull and the entire line is easy, California limas being steadiest in the line. Pea beans, red kidneys, white kidneys and practically all the other grades are dull and soft. Black-eyed peas steady to firm.

Cheese—The offerings are still light and the market is firm. The demand, however, is slow and as the week closes fresh goods are easing off a little. Held cheese, however, is still firm.

Salt Fish—The mackerel situation remains about unchanged. The demand is moderate and prices about unchanged for the week. The new Irish

catch has been disappointing so far. Stocks of Irish and Norwegian mackerel are undoubtedly light, but this at the moment is not causing any very active demand. Cod and other lines of prepared fish show a light demand and unchanged prices.

Syrup and Molasses—The demand for molasses is quiet. What is selling is mostly of the higher grades. Prices are steady and unchanged. Sugar syrup is very much neglected by buyers owing to the great depression in the sugar market, prices remain unchanged. Compound syrup on the contrary is selling steadily throughout at steady prices.

Provisions—It has been a buyer's market in practically all grades of provisions during the week. Everything in beef and hog products has been selling very slowly and the market is barely steady. Unless trade picks up it looks like a little decline.

Raisin Week—This is raisin week. Grocers throughout the entire country are tying their stores up with this drive which seems certain to add materially to the housewife's appreciation of this member of the dried fruit family, and to the sales of retailers as a result of this appreciation. A striking feature of the plans were laid for this week was the incorporation of allied lines of foods in the window and other displays of raisins. Thus the drive carries with it real selling possibilities for a large number of foods other than the one which forms the central figure of the campaign, making it of more interest and importance to general merchants and grocers as a result.

### Review of the Produce Market.

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

Asparagus—Illinois, \$3.50 per case; home grown, \$1.75 per doz. bunches.

Bagas—Canadian, \$1.80 per 100 lbs.

Bananas—7½¢@8¢ per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans	.....\$5.40
Light Red Kidney	.....9.50
Dark Red Kidney	.....10.50
Brown Swede	.....5.00

Butter—The demand for fine creamery butter during the week has been very good, so good, in fact, that the demand got a little too large for the supply and the market was strong. Local jobbers hold fresh creamery at 43c and prints at 45c. They pay 18c for packing stock.

Cabbage—\$3 per crate for new from Texas.

Carrots—\$1.35 per bu. for home grown; \$2 per bu. for new from Texas.

Cauliflower—\$3.25 per doz. heads from Texas.

Celery—Florida, 75c for Jumbo and 90c for Extra Jumbo; crate stock, \$4.50.

Cucumbers—Illinois hot house command \$3.75 for fancy and \$3.25 for choice per box of 2 doz.

Eggs—There is a good active demand for fresh eggs, the receipts of which are now very heavy, in fact, so heavy that the market declined another cent during the week, but regained the loss later. At this writing the supply is about equal to the de-

mand and the situation steady. Undergrades of eggs neglected. Local jobbers pay 25c to-day.

Egg Plant—\$3 per doz.

Field Seeds—Local jobbers quote as follows, 100 lbs.:

Timothy, fancy	.....\$ 7.50
Timothy, choice	.....7.25
Clover, medium choice	.....34.00
Clover, Mammoth choice	.....35.00
Clover, Alsike choice	.....26.00
Clover, sweet	.....13.00
Alfalfa, Northwestern choice	.....23.50
Alfalfa, Northwestern fancy	.....24.50
Alfalfa, Grimm, fancy	.....42.00
White Clover, choice	.....55.00
White Clover, prime	.....48.00
Blue Grass, choice Kentucky	.....32.00
Red Top, choice solid	.....18.00
Vetch, sand or winter	.....9.00
Soy Beans, Ito San	.....4.50

Garlic—35c per str'g for Italian.

Grape Fruit—\$3.75@4.50, according to quality.

Green Onions—Charlots, 50c per doz. bunches.

Honey—25c for comb; 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist	.....\$7.50
300 Red Ball	.....7.00
360 Red Ball	.....7.00

Lettuce—In good demand on the following basis:

California Iceberg, 4s	.....\$5.00
California Iceberg, 5s	.....5.00
Hot House leaf, 10c per lb.	

Onions—Michigan, \$3.50 per 100 lbs.; Texas Bermudas, \$3 per crate for White and \$2.50 for Yellow.

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

126	.....\$6.50
150	.....7.00
176	.....7.75
200	.....7.75
216	.....7.75
252	.....7.00
288	.....6.50
344	.....5.50

Red Ball, 50c lower.

Parsnips—\$1.75 per bu.

Peppers—Green, 60c per doz.

Potatoes—Country buyers pay 35¢@40¢ in Northern Michigan; Central Michigan 35¢; Greenville district 40¢.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls	.....28c
Light fowls	.....24c
Heavy springs	.....28c
Cox	.....14c

Rad shes—70c per doz. bunches for hot house.

Spinach—\$1.50 per bu. for Texas.

Strawberries—Receipts this week are Klondyks from Arkansas, ranging in price from \$7@7.50 per 24 qt. crate. The fruit is small, due to the absence of rain. Next week receipts will be from Mississippi and Tennessee.

Sweet Potatoes—Delaware Sweets \$3.50 per hamper.

Tomatoes—\$1.75 per 6 lb. basket for Florida.

Veal—Local jobbers pay as follows:

Fancy White Meated	.....13c
Good	.....11½c
60-70 Fair	.....08c

If a man should make a better mouse trap in this age, the world would clamor for a speech.

### Water Power Sawmill Saved By a Dog.

Grandville, April 28—Have dogs souls?

However mooted this question may be, I have in mind a little story, for the truth of which I am able to vouch.

Ponto was a magnificent big Newfoundland, the property of a small boy who liked dogs. From the age of ve until he grew to manhood he always owned a dog.

Ponto in his puppyhood was as full of mischief as a monkey.

The chickens bothered him while at his meals and sometimes he nipped some of his tormenters severely. Tommy had a small brother, Frank, who often touselled the shaggy coat of Ponto and nobody thought anything of it.

One day, however, there came a climax to it all which came near terminating the mortal existence of the Newfoundland.

The dog was eating his dinner which had been set out for him in the back yard by the hired girl. Chickens were around as usual, but Ponto had warned them with a sullen growl to keep their distance. About this time Baby Frank came toddling up and thrust out a chubby hand for some of the food on Ponto's plate.

A quick snap of jaws, a baby scream, and the mother ran out and caught the child in her arms, its chubby wrist crimson with blood flowing from a wound made by the teeth of the dog.

"Oh, you bad, wicked dog!" anathematized the mother of baby Frank.

Tommy was at school and knew nothing of the trouble until later. When the husband came home and was told of the "accident" he opened his lips saying, "I promise you this shall never happen again."

He snatched an axe from the corner of the kitchen and started to go outside where the offending dog was basking in the sun. The hand of his wife touched his arm.

"Don't be hasty, Isaac," she cautioned. "We might give the dog away."

"Only that he might bite some other child. No, I'll kill him right now."

As the man went forth clinching the axe Tommy came running toward the house. He pounced upon his dog and began a battle of fun with the giant creature, and there stood the man, scowling, axe in hand, waiting for a chance to carry out his threat.

"Look at his eyes, papa," called the boy. "Don't they look like anybody's? I think he can be learned to talk, don't you?"

The man hesitated. Then he took his little boy by the arm and led him to the house. He showed him his crying brother, and the wounded wrist which the mother had bound up, the wrapping crimson in spots from the flow of blood from the wound.

"Ponto did that. He is a bad dog and must be killed," declared the man.

"But Ponto didn't do it on purpose, papa, he never did," asserted the boy owner of the dog, squirming from his parent's arms, rushing out, encircling the big animal with his arms, hugging him tight. "You didn't bite Frank on purpose did you, Ponto?"

"You see," said the mother, "we'll have to wait awhile."

And they did wait, for the lumberman had not the heart to slay the dog while his son was so earnestly his champion.

In speaking about the incident afterward the lumberman said he believed the dog had mistaken the hand of little Frank for a chicken, hence had snapped and bitten the small boy's wrist; and in after years the dog, faithful in many things, as gentle as a mother with all children, seemed to confirm the man's judgment.

Another incident comes in to emphasize the fact that the bite of that child's wrist was unintentional on the part of Ponto.

The lumberman owned and operated a lumber mill which derived its motive power from water which flowed through a long flume over the big water wheel. A long dam held back the waters of the creek.

About a year after the incident related the lumberman and his wife were aroused from sound slumber near midnight by the howl of a dog. The mill owner sat up annoyed.

"That's Ponto!" exclaimed his wife. "I wonder what can be the matter. He never acted that way before."

Just then came a sharp rasp against the front door, accompanied by the whine of an excited canine.

"By George, it is Ponto," ejaculated the man, hastily drawing on his clothes. He ran down the stairs and flung open the front door. There was the big Newfoundland whining and showing signs of deep distress.

"What's the matter, old chap?"

Isaac stood and listened. Why, the old waterwheel was going. It was this sound, also the roar of rushing waters, that had awakened the dog and sent him to the house to warn his master.

The millowner ran out and soon discovered that a great flood was rushing down the gulley, and that the mill pond was ready to burst its bonds. Hastily summoning help from the men's shanty nearby, the men ran down to the wasteway, drew up the gates and allowed the surplus water to rush through.

It seemed that there had been a cloudburst up the creek a few miles which was all unknown to the folks at the mill. A great flood came swooping down the valley and Ponto had aroused the sleeping millowner none too soon.

Men and teams were at once enlisted and the work of drawing and dumping dirt on the nearly overflowed dam began.

All the remainder of the night and until the next day noon a score of men and teams worked to save the dam. Had it gone out the lumberman would have been many thousands of dollars poorer. The salvation of the dam he owed to the sagacity and devotion of Tommy's dog Ponto.

The withholding of the axe that afternoon the year before, had worked good to the millowner, and thereafter the dog was as a member of the family.

Little Tommy danced with joy over the work of Ponto.

"Papa, you know Ponto didn't bite Frank on purpose," declared the boy dog-owner again, and the lumberman confirmed the verdict.

Ponto lived for many years thereafter. Once he disappeared and was gone for several days. Tommy was in distress over his loss.

"Runaway," said papa.

"No, no, Ponto wouldn't do that. He's dead," and tears filled the eyes of the boy.

The millowner organized a search which resulted in the finding of old Ponto—he was old now and quite feeble—stuck fast in a swamp, nearly smothered with mud and water.

The dog lived to a green old dog age and died covered with honors.

Again we ask, do dogs have souls? We leave the answer to the reader.

Old Timer.

### Pecan Tree Worth \$2,500.

Kosciusko, Miss., April 17—This point boasts what is believed to be the world's most valuable tree, a pecan tree, that at the age of 16 years recently brought \$2,500. It was bought by a nurseryman for grafting purposes, because, although the tree had only been bearing for nine years, it produced enormous pecans weighing 25 to a pound. The nurseryman plans to use the tree for the improvement of his stock, thus making it worth far more than \$2,500 to its new owner.

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## Registration at the Muskegon Convention.

Paul Gezon, Wyoming Park  
 Walter H. Loeffler, Saginaw  
 W. P. L. Jasper, Saginaw  
 Otto M. Rhode, Saginaw  
 Glen E. De Nise, Muskegon  
 T. W. Peterson, Muskegon  
 Victor F. Sorg, Ann Arbor  
 Alph. Lemble, Ann Arbor  
 Louis F. Loetz, Sturgis  
 A. B. Krause, Lansing  
 J. E. Pease, Kalamazoo  
 Clyde C. Whitcomb, Kalamazoo  
 Dan H. Kronmeyer, Kalamazoo  
 H. J. De Vette, Kalamazoo  
 Matt Heyns, Grand Rapids  
 Keur & Newmyer, Muskegon  
 Chas. H. Schmidt, Bay City  
 Geo. Vanderbaan, Muskegon  
 B. E. Doolittle, Grand Rapids  
 E. Gulliver, Detroit  
 F. H. Albrecht, Detroit  
 F. A. Vogel, Detroit  
 Chas. C. Christensen, Saginaw  
 Ed. Hesse, Muskegon  
 J. F. Tatman, Clare  
 C. J. Schreye, Detroit  
 C. Burger, Detroit  
 Orin L. Wilson, Shelby  
 Lee Lillie, Coopersville  
 Herman Hanson, Grand Rapids  
 A. J. Faunce, Harbor Springs  
 C. E. Trahan, Merrill  
 A. E. Crosby, Merrill  
 W. D. List, Bay City  
 Nelson E. Young, Bay City  
 F. W. Peck, Lansing  
 O. L. Brainard, Elsie  
 C. S. Goodrich, Elsie  
 C. M. Conklin, Elsie  
 Fred R. Smith, Chicago  
 A. L. Leonard, Benton Harbor  
 John Affeldt, Lansing  
 O. H. Bailey, Lansing  
 J. G. Bradley, Bay City  
 John Boonstra, Muskegon  
 G. Trap, Muskegon  
 Mrs. Roy Horton, Muskegon Heights  
 Mattie Fay, Muskegon Heights  
 M. F. Carlson, Muskegon  
 Ole Peterson, Muskegon  
 M. G. Smith, Central Lake  
 Geo. Odell, Central Lake  
 Bert L. Curtis, Cadillac  
 J. D. Widgren, Cadillac  
 Neil De Young, Grand Rapids  
 M. Van Dusen, Grand Rapids  
 J. G. Lamb, Ypsilanti  
 J. Mohr, Coopersville  
 Frank G. Keegstra, Muskegon  
 M. C. Tulofs, Muskegon  
 L. M. Osborne, Detroit  
 R. G. Brown, Grand Rapids  
 Isaac Douma, Grand Rapids  
 Abe Doorn, Muskegon  
 J. Mulder, Fremont  
 Frank Vanoss, Fremont  
 Dick D. Eikaart, Fremont  
 Lee S. Conklin, Grand Rapids  
 L. W. Van Dusen, Lansing  
 Geo. Daschner, Lansing  
 Frank E. Anderson, Muskegon  
 Harry Sietsema, Muskegon  
 F. W. Geller, Fowler  
 E. C. Piggott, Fowler  
 S. C. Vander Ploeg, Grand Rapids  
 J. M. De Vries, Grand Rapids  
 C. W. Den Herder, Grand Rapids  
 H. Jorgensen, Muskegon  
 Wm. Keillor, Muskegon  
 Clarence Jesson, Muskegon  
 Tom Ten Brink, Muskegon  
 Fred Lyons, Muskegon Heights  
 Axel Anderson, Muskegon  
 Olson Bros., Muskegon  
 Elmer Van Antwerp, Lansing  
 Frank Preuss, Lansing  
 Oscar A. Peterson, Muskegon  
 Bert Swix, Shepherd  
 John Vander Zyl, Muskegon  
 John Dick, Muskegon  
 Glen E. De Nise, Muskegon  
 Dick Sternberg, Muskegon  
 D. P. Berghuis, Muskegon  
 Floyd Hansen, Muskegon  
 Arthur Nordine, Ludington  
 Howard Peterson, Muskegon  
 Ned Martin, Muskegon  
 W. J. Carl, Muskegon Heights  
 W. A. Pierson, Muskegon  
 J. E. Marvin, Muskegon  
 A. Jones, Muskegon  
 G. A. Pett, Muskegon  
 E. F. Hulbert, Muskegon  
 Robert N. Johnson, Muskegon  
 W. R. Van Auker, Big Rapids  
 Albert Goltz, Big Rapids  
 Mrs. Guy Hawley, Ludington  
 Mrs. F. W. Schumacher, Ludington  
 W. B. Bos, Muskegon  
 W. H. Patmore, Lansing  
 Fred Barratt, Lansing  
 J. Sellner, Ludington  
 Paquin Bros., Muskegon  
 Henry Oudsema, Muskegon  
 Arvid Carlson, Ludington  
 J. M. Sniegowski, Ludington  
 Geo. A. Parson, Ludington  
 M. E. A. Amodt, Muskegon  
 Harry Monroe, Muskegon  
 G. Hasper, Muskegon  
 W. J. Blackburn, Muskegon  
 C. H. Brandt, Ludington  
 Elmer Abrahamson, Ludington  
 H. C. Neilson, Ludington  
 David Gibbs, Ludington  
 Geo. Reiter, Ludington  
 F. Winey, Ludington  
 C. E. Lobdell, Muskegon  
 Willis Mulder, Muskegon  
 C. J. Zoeller, Muskegon  
 John Bouman, Muskegon  
 Stephen Hulka, Muskegon Heights  
 H. A. Leweke, Greenville  
 F. Earl Kennedy, Bay City

Thomas Sikkenga, Muskegon  
 Hans Johnson, Muskegon  
 W. H. Gardner, Pentwater  
 C. H. Boelkins, Muskegon Heights  
 E. A. Pearson, Muskegon  
 C. A. Anderson, Muskegon  
 I. Perri, Muskegon  
 J. O. Berglund, Muskegon  
 C. R. Carlson, Muskegon  
 Geo. K. Butcher, Muskegon  
 Fred Soronson, Muskegon  
 John Kolkema, Muskegon  
 W. H. Crofton, Detroit  
 J. N. Baustert, Muskegon Heights  
 H. Poirier, Muskegon  
 Dutch & Zeber, Ludington  
 Jos. Clauson, Ludington  
 Chas. Anderson, Ludington  
 J. N. Baustert, Muskegon  
 A. Hartsema, Muskegon  
 Paul Hillman, Muskegon  
 Harold E. Kempf, Holton  
 Jacob Cook, Grand Haven  
 S. M. Mangleson, Muskegon  
 Roy Kinney, Fruitport  
 W. F. Morford, Muskegon Heights  
 W. J. Getz, Muskegon  
 J. S. Temple, Muskegon  
 John Huisenga, Muskegon  
 W. Hersher, Ludington  
 Giroux & Hodson, Muskegon Heights  
 I. Pawlak, Muskegon Heights  
 G. Vandersteldt, Muskegon Heights  
 J. Rossell, Muskegon Heights  
 Burt Cooper, Muskegon  
 J. A. Baltzer, Ludington  
 Harry J. Wynn, Muskegon  
 Henry Yonker, Hudsonville  
 Billy T. Sikkenga, Muskegon  
 Peter Bytwerk, Muskegon  
 Garrit Schuiteman & Jacokes, Fremont  
 Henry E. Heethuis, Muskegon  
 Vincent Kmiecik, Muskegon  
 J. E. De Vries  
 W. J. Ohrenberger, Montague  
 F. W. Sweet, Montague  
 F. X. Groleau, Muskegon  
 C. C. Plaine, Muskegon  
 L. Peterman, Muskegon

## A Coin Superfluity.

With the Government seeking to get silver dollars into general circulation in order to decrease the expense of printing paper dollars the public shows a strong preference for paper. Ten dollars are a heavy load for a pocket. A hundred dollar-bills may be carried conveniently, and convenience is a public demand everywhere.

In 1786 Congress made the dollar the unit of value for money in this country, and measured its value in silver. During the Civil War all coins having intrinsic value—gold and silver—were driven out of circulation because a gold or silver dollar was worth more than a paper dollar. But when the credit of the Government was fully restored, gold and silver coins came from their hiding places into general circulation, and were immensely popular. The silver dollar was lauded as the "Dollar of Our Daddies," and was in constant use.

Well into the 1900's silver dollars were in evidence everywhere. But when the treasury ceased to deliver specie and currency to banks with transportation prepaid the banks as a matter of economy ordered paper dollar bills, if we have been correctly informed. The public was thus educated to prefer the paper because of its convenience, and silver went out of favor except for fractional coins used in making change.

At the present time the silver dollar is a superfluity—that is, the purposes and requirements of business are no longer served by dollar coins so well as they are by paper currency. Gold is in the same plight so far as every day commercial transactions are concerned. It also is too cumbersome. Indeed, the business of the country is really done, for the most part, by checks, which do away with the expense and dangers incident to the shipment of actual money. It may well be doubted if any stable government of the country will ever again see silver dollars popular as money.

## Save the Forests with BRICK!

WOOD has been the chief reliance of home builders of America. Until recently wood has been plentiful; so plentiful that it has been used in constructing almost every part of the average house.

The day must come when wood is so scarce that it cannot be economically used for the floors and trim of our homes, for furniture and for other purposes where it is well-nigh indispensable.

So rapidly are we cutting and so low is our timber supply, that President Coolidge has dedicated this week to acquaint every citizen with these facts.

While every means of conservation, such as eliminating forest fires, is necessary and good and should be encouraged, there is another way of conserving our forests that is far more effective.

*Make each stick of wood used in the construction of every new home give from three to ten times the service it now generally gives.*

The life of wood inside a frame house is measured by the resistance of wood upon the exterior to the destructive action of the elements. That is why the life of a wood house is short compared with that of the masonry home.

The wood inside a brick house lasts from one hundred to five hundred years. It is protected by permanent walls of brick.

Build your home of brick for your good and the good of all. Before the mortgage is paid off your brick home will have cost you less.

Its resale value is always higher. You can't tell whether a brick house is five or fifty years old. There can be no conflagration in a community of brick homes.

Benefit the nation, profit yourself, and  
**Save the forests with brick!**

The Encyclopaedia Britannica states that Sand Lime brick has several times the tensile strength of any other kind of brick made.

**GRANDE BRICK CO.**

Manufacturers of Sand Lime Brick

GRAND RAPIDS, MICH.



### HEARTS TRUE TO WOOL.

Wyoming is again coming into the spotlight. This time, as usual, it concerns wool, as is quite natural in a State which has about fifteen times as many sheep as it has human beings. These sheep are not evenly distributed, the great bulk of them being owned by a few persons, including the senior United States Senator from the State, who has been described as "the greatest shepherd since Abraham." Legislation is swayed by the sheep and wool industry, and all measures that appear to promise higher prices are eagerly endorsed. Four years ago the political shepherds of the State enacted a so-called truth-in-fabric bill intended force the retail clothiers of the community to label all garments according to the percentage of new wool contained in them. The legislation was not in good faith, but a mere gesture intended to influence National action of a similar character. The latter has not, so far, been forthcoming, and the Wyoming authorities were taunted with not daring to enforce their own law. After several years of inaction they were finally goaded into beginning a prosecution of two small clothiers. They hoped to be able to induce the latter to plead guilty so that the fact of a conviction could be used to show that a law of the kind was enforceable. This did not work out, the clothiers succeeding in holding up the proceedings on a point of law which made them futile. Then the Legislature recently passed another law which has just gone into effect compelling retailers to label clothing with the amount of "virgin wool" content, but holding them blameless in case they were able to show that the labels were based on information from the manufacturer, jobber or wholesaler of the fabric, yarn or garment. When this was done, the last named would be guilty of violations of the act. This is just as unenforceable as the first law was and just as unconstitutional, the manufacturers of both fabrics and clothing not being residents of the State and, in some instances, not of the country. But the legislators of Wyoming have shown again that "their hearts are true to" wool.

### WOOL AND WOOLENS.

One of the things that is worrying those engaged in dealing in wool and woolens is when the downward tendency in the raw material will cease, and, consequently, what the ultimate prices will be. Last week's sales at Sydney and Melbourne, Australia seem to have established that bottom has not yet been reached because prices kept dropping as the sales proceeded and the withdrawals of offerings were large. A better line on things will probably be had when the London wool auctions open next week. There are 135,000 bales of wool scheduled for the event, 118,000 bales being Colonial. The speculative interests have been doing their best to hold up prices without avail, and it has become a question as to how long they can keep up the game. The gradual marketing of wool, such as was carried on by the British Australian Wool Realization Association with the pooled sup-

plies of the war period, has been found to be unworkable under existing conditions, and it has also been discovered that trying to obtain high upset prices simply results in restricting purchases. The uncertainty as to the course of prices has brought wool trading in this country almost to a standstill. The mills do not appear to be in much need for immediate supplies, especially as Fall orders as yet leave much to be desired. Still there are some notable exceptions in the last-named matter, certain mills working at or near capacity. Most of the manufacturing clothiers are showing suits and overcoats for Fall and the remainder will do so in a week or ten days. Price changes are small and staple goods appear to be favored. Demand for women's wear fabrics in general shows little improvement. The carpet trade has been surprised at the action of the Alexander Smith & Sons Company in ordering an auction of its goods in stock and otherwise to test the market. It will certainly have that effect.

### GOOD SIGNS PREVAIL.

A cross section of the country's business condition at present shows the streakiness which is an attribute of bacon. Fat and lean alternate, though not in regular alignment. This applies no less to industries than it does to the various geographical sections of the country. Basic conditions remain sound, although there has been a slackening up of activity in divers directions. Buying is more pronounced in certain parts of the country than in others, and a similar state of affairs is the case in different branches of the same trade. For sports and amusements of one kind or another there does not appear to be any lack of money, and much of it is being used to be applied to more substantial and lasting things. There continues less and less disposition to buy what are called staples as against novelties. The volume of business passing in the primary markets is not very large, although it is much diversified, and there is little forward ordering. Prices in most instances are sufficiently stable to warrant advance buying, but what is not so clear is how much and what kinds of merchandise can be readily resold. The selling at retail is expected to throw some light on this subject. This is now in progress at a very fair pace, and, with settled weather, is regarded as likely to improve quickly, thus making it necessary to replenish stocks. The signs continue to point to a reasonably good amount of trading.

### THE COTTON SITUATION.

So far as cotton prices go now everything seems dependent on the prospects for the next crop, much of which is planted but some of which is yet to be when soil conditions favor this. So it is that weather reports from parts of Texas are having so much of an influence on quotations and every few drops of moisture falling there serve to depress prices. This has been the daily experience during the past week. Exports continue fairly good considering the period of the year. Taking these into account and the quantities used by domestic spinners and using the average of recent

years for the remainder of the cotton year, the indications point to a carry-over of between 2,500,000 and 3,000,000 bales. The query is raised by some whether foreign importers of cotton have not been overbuying. This is based on the fact that cotton has been offered abroad at lower than replacement cost here. Should the overbuying prove to be a fact it will affect the foreign demand for the new crop when this comes to market. Cotton mill activity in March was somewhat less than in the month before, but a little greater than for March, 1924. During March, also, the exports of cotton cloths were over 60 per cent. greater than in the corresponding month last year, while imports of such merchandise still remain quite large. The goods market is showing few new features. Gray goods called for are mainly for May and June delivery, and the tendency seems to be to shade prices for deliveries later on. The volume of business has not, however, been large. Little is also doing in finished fabrics beyond the distribution on old orders. Knit underwear sales are few, although there is some filling in for both Spring and Fall goods. Bathing suits are picking up somewhat.

A newspaper in North Carolina is refraining from publishing any crime news for fifteen days. At the end of that time it will follow the wishes of its readers in reference to making the policy permanent. The experiment raises some interesting questions. Suppose the most prominent citizen of the town in which the newspaper is published is murdered. Will the paper merely chronicle his death? Suppose the bank is robbed. Will the paper say nothing about the occurrence? Suppose there is a fire of undoubted incendiary origin. Will the paper give its readers no hint of the event? Questions like these show the absurdity of suppressing all news of crime. Newspapers may devote too much space to crime—that is a debatable matter—but to print no crime news at all would be far worse. Prompt publicity often facilitates the capture of criminals, but even if it didn't the news of their activities should be printed. The public is as much entitled to information of crime as of any other happening.

What has become of that world wheat shortage so solemnly discussed in and out of the wheat market ninety days ago? Nothing in the grain markets recently indicates the existence of those world demands that were expected to continue through the spring and into the period of the North American harvests. Wheat and rye prices have receded almost as rapidly as they rose. There are days when the market seems bottomless. Reports of crop damage are offset by the lack of any export demand. The American wheat crop forecast for this year indicates the smallest yield since 1917. Yet, the steady retreat from the high point of \$2.05 for May and \$2.20 for cash wheat continues. Wheat and breadstuffs, instead of being the center of a world scramble, find themselves a burden on a sagging market.

### CANNOT ADVISE IN ADVANCE.

After the Federal Trade Commission had been functioning for some years a certain amount of resentment was expressed in various quarters regarding its methods of procedure. Perhaps the publicity given to complaints of unfair competition, in advance of hearings, had much to do with the feeling aroused. The complainant was not in all instances as ingenuous as he should have been and resorted to the proceeding before the commission in order to "get even" with a business competitor. Sometimes, too, when he had an adequate remedy in a legal proceeding, he would bring a matter before the commission to save expenses. But the main objection to many of the applications was that they concerned matters without a public aspect. Especially troublesome was the matter of the activities of trade associations, some of which were frankly price-fixing bodies while others merely disseminated information of general use to their members. An interpretation of the United States Supreme Court decision in the hardwood lumber case by the late Attorney General Daugherty made no distinction between the sheep and the goats and put the brand of illegality on all efforts to supply information on trade conditions. Subsequently the suggestion was made that the Trade Commission should act as an adviser, telling the trade bodies what they could and could not do. This notion is effectively knocked in the head by Huston Thompson, a member of the commission, in an article recently published by him. To attempt to advise in the manner sought would, he says, cost untold millions of dollars and would be ineffective. "How," says he, "can a man, human in his reasoning \* \* \* presume to pass upon a plan which has not yet been tried unless he knows what is in the mind of the one submitting the same? It simply cannot be done."

### WILL NOT ASSIST GERMANY.

Von Hindenburg, President of Germany. This is the rather unexpected outcome of Sunday's voting for a successor to the late President Ebert. The full meaning of the event cannot be read in the first meager dispatches. Yet it is plain the result will not assist Germany in her effort to redeem her reputation. On the other hand, it is not the calamity that alarmists will paint it as being. The aged field marshal has been true to his oath of allegiance to the republic and as its head will be doubly sworn to uphold and defend it. He has stood apart from his former associate, Ludendorff, in the latter's futile endeavors to pave the way for restoration of the monarchy. But there is no denying that the German people have thrown away an opportunity of showing in emphatic fashion that they have turned their backs upon the old order. They have placed an obstacle in their own path toward peace at home and esteem abroad. Instead of choosing a President for his statesmanship they have thrown up their hats for a war hero. By doing so they have not made their task of rehabilitation impossible, but they have made it more difficult.



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

The younger student of contemporary biography, if fate may have elected that he spend his boyhood or young manhood in big cities, may be excused if he finds in his reading one particular note of discouragement—the fact that a surprisingly small majority of those to whom the designation “success” is applied have laid the foundations of their future business careers, with disheartening regularity, amid bucolic scenes. He of the tow path, the forest and the farm has so figured as a leader in almost any branch of commercial or professional life that to the young student of successful accomplishment a bucolic beginning seems almost an unavoidable essential to his own future.

A study of prominent careers gives almost a warrant for this apprehension. Kindly Mother Nature seems to have endowed her sons who have been most familiar with her with endurance, capacity, grasp, without which the urban bred are handicapped.

An element in the success of the country lad, practically unknown in existence in the great cities, is the strenuous life which the country demands—that strenuousness of physical life, with its resultant mental vigor, which President Coolidge so well emphasizes and which is so conspicuous among the successful careers in American history. The country-bred lad is not without temptations which have as strong counterparts in urban life as he who passes through this experience and maintains his ability, his temper and his heart unsullied and unweakened is entitled to credit. The career of a lumberman evolves just about as great a tendency to cynicism, to carelessness in the niceties of commercial ethics and to severity as does any other career shaped out for man. The banker, who must trust to the honesty of men and whose safety lies in the truthfulness of their promises, is another whose temper is likely to be tested before he has rounded out a long commercial life. The man who combines both the banker and the lumberman in his life-work is certainly exposed to the microbe of cynicism. Such a man was James M. Barnett, lumberman and banker, and when the poet said that kindness is kingly he clothed Mr. Barnett in the robe of a monarch, for in all his life he never forgot how to speak kindly and deal fairly.

James M. Barnett was a native of Western New York, having been born at Brockport in 1832. He was educated at the Brockport Collegiate Institute and later went to Buffalo, where he took a course of study at Bryant & Stratton's Business College, which fitted him admirably to begin his commercial career. In 1857 he followed the advice of a famous newspaper sage and came West to grow up with the country. It was in 1857 that he located in Grand Rapids, and he made the Furniture City his home as long as he lived. His first manufacturing interest was an association with Martin L. Sweet, in which they conducted a flour milling business. This partnership continued until 1869.

In 1864 he associated himself with

Harvey J. Hollister in the organization of the First National Bank, serving that institution and its successor, the Old National Bank, as Vice-President until 1895, when he became its President, and he served it in that capacity until he passed away. For several years he carried on lumber operations in various parts of Michigan and was associated with Harvey J. Hollister, an association that continued until his death. For forty-four years Mr. Hollister and Mr. Barnett were in the banking business together and identified with the management of Grand Rapids banking institutions.

The lumber operations of Mr. Barnett and Mr. Hollister continued from 1870 for several years, when Mr. Barnett transferred his activities to other lumber interests. In company with Thomas Byrne and John Murray, under the style of John Murray

the Cummer Co., of Norfolk, Va. Under the name of the St. Tammany Land & Lumber Co., the same interests also owned a large block of timber in Louisiana. This tract was sold in 1902.

In the same year Mr. Barnett and Mr. Hollister exchanged their holdings in the Jacksonville plant with Mr. Cummer for his share of the Norfolk business, and the latter was reorganized under the name of the Fosburgh Lumber Co., of which company Mr. Barnett was President, Mr. Hollister Treasurer, E. C. Fosburgh Vice-President and General Manager and McGeorge Bundy Secretary. Mr. Barnett's lumber interests and those of his associates were thereby centralized.

Mr. Barnett was also identified with a number of local business interests. Besides being President and Director of the Old National Bank of Grand

him and was in close personal relations with him I am free to say that I never knew his sunny disposition to be ruffled for even a single moment, nor did I ever know him to say an unkind word to anyone or of anyone. He was one of those men whom it was always a pleasure to know and those who were associated with him in commercial and fraternal relationships fully appreciated his good qualities."

Mr. Barnett was a conservator as well as a creator of wealth. In panic times the lines he controlled were not disturbed. Capital, most timid of all things, did not lose confidence in him. He was recognized in the financial world as one whose word was good, who was as interested in the welfare of the institution he presided over as in life itself. On this foundation of a lifetime's building he stood unshaken through the tempest. He was consistent in his belief. He wasted neither time nor money—not his own nor that of other men. He wished both to be made productive. At any time within twenty years he could have shifted the burden of his responsibilities to other shoulders, escaped the cares they brought him and lived an easier life. To the benefit of the bank he managed, to the benefit of the community it served, he did not do this, but accepted as a proper life the one of continued work, of continued endeavor.

Mr. Barnett believed in men as individuals. He was devoted to business, but not blind to the bloom of life. His most intense interest was, perhaps, in the evolution of the individual. He was a strong believer in self-help. Looking deep, he saw the thorns upon the rose of life; but he saw, too, the ways around and above them. Frugal, temperate, industrious, he lost no opportunity in pointing out to young men the way which he knew led to success. He had no patience with the man who believed the world owed him an unearned living. His theories, carried on to universal practice, would make socialism practicable—and as a formal doctrine unnecessary. No system of fraternity met his approval that did not permit the freedom of the individual, nor keep him moving onward and upward. E. A. Stowe.

Manufacturers are not worrying because the per capita consumption of ice cream went down to 2.56 gallons in 1924 from 2.68 in 1923. It merely means the summer was cooler than usual; the demand for ice cream rises and falls mercurially in consonance with meteorology. A titled Englishman, recognizing the fact that America is a coffee-drinking nation, has just landed on our shores as a candid propagandist in behalf of tea, a beverage which is a cherished and settled institution on the other side. But we need no tuition in the consumption of ice cream. Every member of the A. E. F. advertised the national fondness for the frozen delicacy, and our advent in Europe was followed by a laudable attempt on the part of the caterers to supply the ice cream soda popular at home. But the beverage concocted in London and Paris was seldom convincing.



James M. Barnett.

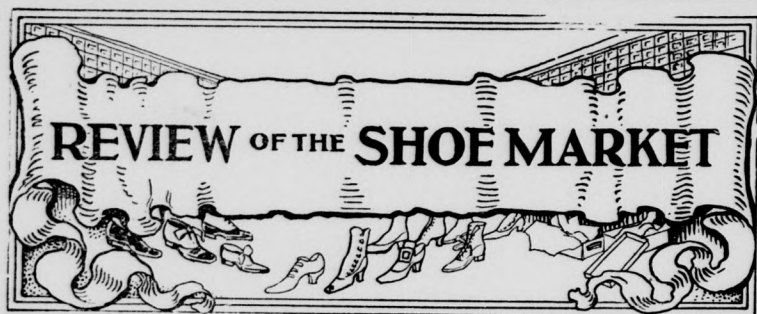
& Co., he engaged in lumbering in Roscommon and Crawford counties, with a mill at Muskegon for the manufacture of lumber.

In 1880 Mr. Hollister and Mr. Barnett again became associated in the lumber business. In that year Wellington W. Cummer, of Cadillac, Mr. Hollister and Mr. Barnett organized the Cummer Lumber Co., which carried on its business in and near Cadillac until 1894, when the timber holdings of the company became exhausted.

Like many other Michigan lumbermen, they then sought a new field in the South, and active business operations were resumed in North Carolina and Florida. One company was located at Jacksonville and was known as the Cummer Lumber Co. The other was

Rapids, he was a Director of the Grand Rapids Gaslight Co., the Michigan Trust Co. and the Michigan Barrel Co. and was Director and Vice-President of the Antrim Iron Co. One who knew him intimately for nearly half a century recently remarked:

"In my judgment the State of Michigan has never numbered among its people a man of finer qualities than Mr. Barnett. His business career was a remarkable one, and he stood out as one of the most honored leaders of the great financial institutions of his State. Endowed by Nature with a genial disposition that endeared him to everyone with whom he came in contact, he rounded out a life that might be the envy of any man. During all the twenty-five years I knew



### Quality a Neglected Topic in the Shoe Store.

The buying power of people is increasing, yet some merchants insist upon emphasizing the price appeal. Savings bank deposits reflect increased earnings, the scale of living has jumped by leaps and bounds in the last few years, and it is a fact that the higher grade stores are holding their own or increasing their volume. But shoe stores still rely chiefly upon stressing the low price of their merchandise and of the values offered as an incentive to buy.

We have often insisted that quality is a neglected topic in advertising and selling talk. The common insistence of the value for the dollar is the underlying cause for too many complaints from customers because their expectations have been unduly raised.

There are two ways in which the retail merchant can take advantage of the higher standards of living and secure his share of this trend. First, by selling better grades of merchandise and increasing his gross profit. It takes no longer time to sell a pair of shoes costing \$6 that sells for \$10 than it does a pair costing \$3.75 that sells for \$6, but it puts into the ledger account a gross profit of \$4 as against \$2.25. Second, by more aggressively selling the idea of better dressing and shoes for the occasion while the customer is in the store. "Double-header" sales are a tremendous factor in increasing volume and decreasing the cost of selling. One store reports that on a recent Saturday, after putting into effect a determined plan for "double-header" sales, the floor man signed 15 slips for \$1 "PM's." This store pays 25 cents for a two-pair sale to the same customer. And often on this day "PM" shoes were sold 15 times so that the salesman's "PM" amounted to \$1 each time.

Footwear is more diversified than ever before. The salesman has a real argument for double purchases and the consumer has a real reason for buying more than one pair at a time. As an example, delicate shades in women's satin footwear are not good shoes for daily wear or for all occasions. A second pair for ordinary wear is a real necessity. Crepe soled shoes are going strong, but the wearer must have another type of shoe, whether it be a man, woman, or school girl or boy.

Human beings are creatures of whims and desires and their earnings by no means control their purchases. If crepe soles are good they will have a ready sale, but the wearer cannot get along with the one pair. High colors are desired and will be bought

by countless thousands, but high colors cannot and should not be worn continuously.

It's here that salespeople have a golden opportunity to educate the consumer—Shoe Retailer.

### Large Shoe Production Here.

There were manufactured in this country during January and February of this year 53,182,368 pairs of footwear, other than those of rubber, as compared with 49,671,164 pairs during the same months in 1924. The quantity also compares with the peak production of 1923, amounting to 61,044,346 pairs. Exports during the two months amounted to 1,256,590 pairs, thus leaving a remainder for home consumption of 51,925,778 pairs to which must be added imports of 274,621 pairs. During the corresponding months of 1924 the exports were 1,099,194 pairs, leaving the production for domestic use 52,229,870 pairs, together with imports of 302,771 pairs.

### Medium-Width Trousers For Fall.

Men's trousers for the coming Fall season will neither be extremely wide nor narrow, according to the stylist of a well-known Rochester clothing firm. The best style trousers, he says, will measure from 19½ to 20½ inches at the knee and from 17½ to 18½ inches at the bottom. This represents a departure from the trend toward wide trousers, particularly in young men's clothing, which was a feature of many Spring lines. Speaking of vests, this stylist says that they will harmonize with sack suit models, and will be either five or six button, without lapels.

### Leather Handbags Dominate.

Retailers continue to favor novelty handbags to the exclusion of more staple merchandise, according to manufacturers here. Leather bags mainly have the call, although some makers of specialized silk bags report that buyers for stores in certain sections are doing well with better grade merchandise. The under-arm style leads, although in these there has been more of a tendency toward smaller bags. Many stores are interested in beaded bags at certain prices and a number of them are said to have had a large turnover of these types in special offerings.

### Mixed Colors.

She—Can you tell me why a black cow gives white milk that makes yellow butter?

He—For the same reason that blackberries are red when they are green.

Speculation is the life of graft.

## Style Expressing More Mileage Shoes For the Man Who Cares SIDE LEATHER OXFORDS on the floor



501

501—Golden Brown Blucher Oxford, Balloon Last Welt, Bend Sole, R. H., \$3.50.

502—Light Tan Blucher Oxford, Balloon Last Welt, Bend Sole, R. H., \$3.50.

503—Black Blucher Oxford, Balloon Last Welt, Bend Sole, R. H., \$3.50.

Get your Order in today.

### HIRTH-KRAUSE CO.

Shoe Manufacturers & Tanners GRAND RAPIDS, MICH.

### Before you buy— Remember!

The New Hard Pan is the lightest, softest, most flexible work shoe made today and yet "It Wears Like Iron."

22 numbers in this line—all on the floor

### HEROLD-BERTSCH SHOE CO.

11-15 Commerce Ave.

GRAND RAPIDS, MICH., U. S. A.

## Michigan Shoe Dealers

### Mutual Fire Insurance Company

LANSING, MICHIGAN

### PROMPT ADJUSTMENTS

Write

L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549



## LITTLE ANNEKE JANS.

## Magic and Romance Associated With Her Name.

The merest mention of the name of Anneke Jans works a sort of magic. Sometimes it is black magic, to be sure, as countless persons who have been swindled through its use might depose. But more often it is just the magic of distance and a curious sort of romance that has been built around an unromantic little woman who owned a big farm. It was only in passing that her name was mentioned here a week ago. The removal of the last gristmill from Manhattan prompted allusion to her son, the first official miller of the city. Now a descendant writes from Pennsylvania wanting to know more about her. There is little to the story as it deals with vital statistics. It becomes long and involved only when it takes in the countless complications which followed her death—complications which involved a dozen suits to recover the property on which Trinity Church now stands and others which involved swindles based on fake measures of the sort.

Anneke—the name means "Little Anne"—came over from Holland with her husband, Roeloff Jans, or Jansen, in 1630. They proceeded to Rensselaerwyck, where Jans had been engaged to manage the farm of Adrian Van Rensselaer at the none-too-excessive salary of \$72 a year, or guilders to that effect. Just how long they stayed there isn't quite clear, but by 1636 they had moved down to New Amsterdam, for in that year Governor Van Twiller deeded to Jans the sixty-two-acre farm in the South of the city which later was to be the subject of dispute. A year later Jans died, leaving his wife with four children. But within another year she had married again, her husband being Dominie Everardus Bogardus, the village preacher. Before his death in a shipwreck she had borne four more children. The farm continued in her possession and when the British took over the city her deed was confirmed. And then Anneke moved to Albany, where she died in 1663. Her will indicated that the farm was to be sold and the proceeds divided among her children.

A few years later, in 1671, the sale was made, with Governor Lovelace the purchaser. The deal wasn't contested at the time and subsequently Queen Anne, through Lord Cornbury, turned the property over to the church in 1705. Some forty years later the first attempt to retrieve the property was made. A descendant of Cornelius Bogardus, a son of Anneke, brought forward the claim that that particular son had never consented to the sale. As a matter of fact, the son was dead at the time. But even at that his widow wasn't mentioned in the sale documents. And thus started the legal battles. Afterward they came in regular procession. Cornelius Brower, another descendant started one in 1752, another began in 1760, another in 1784, still another in 1807. Some of these did not crystallize in court proceedings. But there were always threats

that they would. Another Bogardus, John, renewed the fight in 1830. Jonas Humbert gave it a fresh start in 1834. Rutger Miller put in another bid in 1856 and Nathaniel Bogardus did his legal bit in 1863. And always the court decisions were the same—in favor of Trinity Church.

Meantime, and long afterward, the case attracted the attention of those wily individuals, the confidence men. And they proceeded to collect royally from all those who could trace their ancestry back, by hook or crook, to that gentle and unassuming soul, Anneke Jans. These were legion, for the sons and sons' sons of Mrs. Jans had not believed in race suicide. To name only a few of the names that sprang from the family tree you have: Kirstead, Van Brugh, Hartgers, Brower, Webber, Salee, Hoffman, Elswart, Teller, DeWitt, Bosch, DeSales, DeLanoy, Loxier, Pardon, Quackenbush, Allen and Drake.

The usual scheme was to ferret out these descendants and write them telling of proposed litigation to wrest from Trinity Church this property, which, according to the imagination of the swindler was worth anything from \$4,000,000 to \$1,000,000,000. The promoter of the deal always declared that to finance the suit funds were necessary and asked for a modest contribution from each one of the litigants. When you know that as long ago as 1870 one writer estimated there were so many kin of the late Anneke that if the property had been retrieved and sold and the money divided, each would have received only "a few shillings," you can estimate the wealth derived by the swindlers. There were numerous prosecutions. One man, the president of an Anneke Jans Union, died under indictment, although a judge had declared before his death that he believed the man guiltless but obsessed. A lawyer was disbarred for a later scheme. And the property still belongs to Trinity Church.

Throughout the years various stories have grown up around the dim figure of Anneke. One holds that she is the daughter, by a secret marriage, of William the Second, son of William, Prince of Orange, and that her name was Webber. This tale includes a version that when she married Jans her father became angry and instead of leaving a share of the estate to her left it in trust and that it now lies in Holland, where it has grown to a sum amounting to hundreds of millions. Another story, however, holds that she had no royal blood, but was just the daughter of the good midwife in the Dutch town from which she emigrated. At any rate she was, in America, a simple figure in a little town of 1500 persons, the New York of her day, and she probably would shrink from the magic and the romance that have come to be associated with her name to-day.

A hint: customers who are trying to keep up appearances on too little income want merchandise which looks to be worth more than it is worth.

## Shame of Detroit For Advocating Volstead Repeal.

Grandville, April 28—A Mr. Brown takes exception to my defense of the Volstead law. I have great respect for that John Brown who, unlike his namesake, was a prohibitionist, having been the means of pushing the agitation which resulted in the prohibition of human slavery on this continent.

The position taken by the Detroit John Brown, that a law which is not rigidly enforced should be repealed, is not tenable. The idea of attributing all the ills from which we are suffering to-day to the Volstead law is childish in the extreme.

No law is strictly enforced. Because this is true would it be the proper thing to abolish all law and let nature take its course?

"Facts: Murder, hold-ups, robberies as never known before. Do you want it to continue?"

Certainly not, but it is the height of absurdity to charge this condition to the enactment of prohibition. The almost universal use of the automobile accounts largely for these crimes, since it offers opportunity for criminals to escape.

To say that the abolishing of the saloon has brought this sad condition of morals to pass is arrant nonsense.

There is a great responsibility resting on public officials, and many of them have fallen down when it comes to law enforcement.

The Volstead law is in its infancy. People are becoming aroused and will see to it that there is more complete enforcement as time passes. The more than 200,000 majority in Michigan for prohibition isn't in a mood to cry quits and bow the knee to the whisky power whatever the people of Detroit may say in the matter.

Because dry advocates keep liquors in their cellars, hypocritically posing as decent citizens, does not condemn the righteousness of prohibition any more than do members of the clergy who have gone astray befoul and condemn the church.

Mr. Brown refers jeeringly to the "Volstead thing," and then in the next breath says: "I am not advocating the return of the saloon." What, then, are you advocating, Mr. Brown?

If doing away with prohibition and the return to liquor selling does not smack of the saloon's return, what does it mean? Mr. Brown has queer ideas as to the meaning of the English language. There is not now and never was an argument in favor of the saloon. It was the breeder of crime and political rascality that puts to shame anything that the present bootlegging monstrosity has given us.

I am personally acquainted with men whose lives have been redeemed from serfdom to the liquor habit, men who to-day bless the Volstead law for their redemption. Their homes are happy in comparison with the days of

the saloon rule, and not one of them would consent to a return of the old order under the curse of selling liquor over a saloon bar.

What have you to offer for this, Mr. Brown?

Not contented homes, a sober father, a happy wife and mother and children growing into manhood unshadowed by the infernal curse of the liquor traffic. Not wholly suppressed as yet, but a beginning has been made which will ripen into complete success in the near future.

Further, says Mr. Brown: "Senator Couzens, Police Commissioner Crowl and the Free Press have written of facts as they see them."

True, perhaps, in Detroit, and a shame it is to the citizens of that city who choose to blink at the defiance of a law that is doing more throughout the country excepting a few large cities for the good of the people than any other enactment of recent times.

No, Mr. Brown, although your city may be all you certify that it is, a place for "hypocrites, liars, thieves," the outside country isn't to be classed in that category, and why the whole State should be made to suffer the return of open liquor vending because Detroit won't enforce the prohibition law is past understanding.

There is no more reason to attribute the present influx of crime to the Volstead law than to hold it responsible for the late Nippon earthquake and the cyclones in the Middle West.

Does prohibition prohibit? No, and it never did, the same being true of every other law on the statute book, but it is nevertheless a fact that four-fifths of Michigan's people are law respecters, and these are solemnly registered against a return of the old saloon days.

It is a fact that prohibition is still in the saddle and means to remain there until the last bootlegger has his deserts and the enforcement of the Volstead law becomes no more a question for booze lovers to rave about.

Truth crushed to earth will rise again.

The saloon element is down and out and will remain so, despite all the efforts of the Couzens, Browns and Free Presses to bring back the reign of king alcohol. Old Timer.

## Economy.

I favor the policy of economy, not because I wish to save money, but because I wish to save people. The men and women of this country who toil are the ones who bear the cost of the Government. Every dollar that we carelessly waste means that their life will be so much the more meager. Every dollar that we prudently save means that their life will be so much the more abundant. Economy is idealism in its most practical form.

President Coolidge.



Be sure to get the package with the Windmill Trademark

When it comes to foods there is nothing better than

**HOLLAND RUSK**

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

**HOLLAND RUSK COMPANY, Inc.**

HOLLAND, MICH.



### BASIC PRINCIPLES.

#### On Which Credit Transactions Are Predicated.\*

Credit lies at the basis of all human relationships, for credit is only mutual confidence, and without it we could have no transactions between man and man. The principles upon which all credit is based are not new. They were laid down plainly and simply more than 2,000 years ago by the Great Preacher when he said, "Whatsoever ye would that men should do to you, do ye even so to them." That statement as a declaration of business ethics cannot be improved upon and has not been improved upon these twenty centuries. It is the basis of all character, all honesty in human affairs. We succeed only insofar as we observe that injunction. You men as merchants who deal daily with the credit transactions of the retail trade of this country must meet with strange experiences and at times, no doubt, your faith in humanity is sadly strained and shaken. It is wise to hold confidence in men and women. Inherently every man is honest. His natural inclinations lie in square dealings, of faithful discharging of every obligation. At times circumstances may lead him away from his natural inclinations, but properly encouraged he will return to them.

Properly used credit is one of the greatest forces for good in our modern civilization. Upon it we build all that we have of industrial and commercial progress. Upon it rests the whole financial structure of the world. When I was a boy, I was inclined to look upon the word "debt" as something to be shunned and avoided. To owe money was closely allied to scandal or crime. Through life I have learned to know the advantages that grow out of honestly contracted debts. I have found these advantages particularly among men and women who work for a living to whom saving is a sacrifice. Men will struggle forward only when they have something to struggle for, some goal to which they aspire. The man who has, for instance, gone into debt to buy a home or put money in a bank has acquired an inspiration and ambition, the final achievement of which will not alone be to his benefit, but to the benefit of his community, his nation, and all humanity, for he has strengthened his own character through the discharging of his obligation and he has benefited civilization through accumulation of capital.

This is the use of credit which we

must foster in America if we are to do our full duty to ourselves and our children, for in this use of credit lies true thrift, without which we cannot make sure of prosperity and progress. It rests with you merchants throughout the country to properly direct credit, to make sure that it is properly used, and to encourage its use where it will make for thrift. In this you owe a service to yourselves, to your customers and to the Nation.

#### The Difference.

"Q" Grocery is a member of the Bureau. During the brief membership of possibly three months several hundred dollars worth of accounts have either been collected or adjusted. Most of these accounts have been paid or settled as a result of our delinquent letter service at 55 cents a series of three and a fourth thrown in if it appears justified in extreme cases. Not over five dollars extra was paid for this service by our member above his regular membership fee of \$25. The money collected for him is turned over to him practically as soon as it is received by the Bureau. We do not collect your money and then remain away because we have not got it to pay it back to you, which is every day experience with collectors or agencies, who you do not know, and some that you do know.

X Market does not belong to the Bureau. He was kindly invited to join, but he could not see the expense just now. At the same time he was extending credit to persons listed at the Bureau, by some careful merchants as "Experience of four merchants teaches advisable to demand cash." He could have used the "Eyes of his business"—the Bureau—and kept these accounts off his books and by so doing Bureau Service would not cost him a cent. What happened! A merchant having Bureau Service urged him to take the service, but was advised that our friend had yielded to a high pressure salesman, and taken on a detective agency to apprehend the criminals to whom this same merchant had voluntarily granted credit and then neglected to attend to his collection. This detective offered to render service day and night, mostly nights after he walked away with \$35 without the chance of a demonstration of the worth of his proposition. This detective does not claim to have a single record on file, cannot give you a single rating, has no standing with a manufacturer in the city or state.

The Credit Bureau of the Retail Merchants' Division is an important force in community life. Do you buy on credit? If so, on the records of the credit bureau you are either "pays as

### GRAND RAPIDS TRUST COMPANY

Renders services as follows:

Administrator of Estates,  
Negotiates loans,  
Distributes corporation dividends,

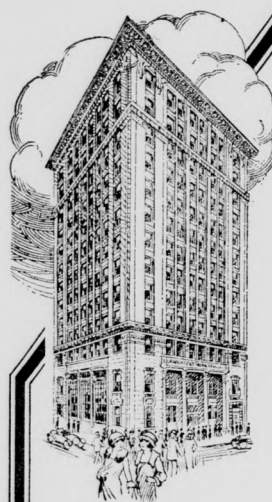
Registers stock certificates,  
Analyzes the safety of your investments,  
Prepares financial reports,  
Invests trust funds,  
Depository for valuables,  
Serves as escrow agent,

Trustees bond issues,  
Receiver for those financially embarrassed,  
Useful to investors,  
Safety deposit vaults,  
Transfer Agent,

Corporate Executor,  
Other capacities too numerous to mention.

### GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN

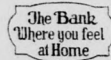


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Cor. MONROE and IONIA

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West Leonard and Alpine  
Leonard and Turner  
Grandville and Cordelia St.  
Mornoe Ave. near Michigan  
Madison Square and Hall  
E. Fulton and Diamond  
Wealthy and Lake Drive  
Bridge, Lexington and  
Stocking  
Bridge and Mt. Vernon  
Division and Franklin  
Eastern and Franklin  
Division and Burton



#### FOR PRESENT CONVENIENCE

— A Checking Account

#### FOR FUTURE OPPORTUNITY

— A Savings Account

*And for the interested, helpful,  
truly friendly service that makes  
both most valuable, the "Grand  
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"THE BANK WHERE  
YOU FEEL AT HOME."

## Grand Rapids Savings Bank

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HARRY J. PROCTER, Asst. Cashier  
H. FRED OLTMAN, Asst. Cashier  
TONY NOORDEWIER, Asst. Cashier

OLDEST SAVINGS BANK IN WESTERN MICHIGAN

\*Paper read at Retail Grocers' Convention at Muskegon by B. G. Oosterbaan.



he agrees, 30 days, 60 to 90 days, six months, or advisable to demand cash." If you trade in one of our leading stores your name as well as your paying habits will be on file in this bureau. No matter whether you are aware of it or not, whether you approve of it or not. You fall in one of the above classifications. Just which one depends upon the manner in which you pay your bills.

The Bureau is the logical retail center of your city. Its modern files contain master cards on approximately all individuals. With the co-operation of its members it endeavors to keep a perpetual inventory of the pay habits as well as other necessary credit information on all individuals. These records date back to and have been carefully renewed, and re-rated constantly since, while, of course, each day new records are being added.

Service to Business Men.

1. Advises how credit buyers pay their bills.
2. Prevents irresponsible persons from opening accounts.
3. Tries to educate, encourage, and influence people in the prompt payment of their obligations.
4. Stops the biggest leak in any credit business—bad accounts.
5. Protects against imposters and frauds.
6. Locates skip debtors through the co-operation of over 1,000 cities in the United States.
7. Prevents garnishee whenever possible, but having co-operation of manufacturers, enabling interviews with delinquents before serving of summons.
8. Bureau not limited to retailers.

Any business or professional man, if a member of Chamber of Commerce, in good standing, may avail himself of the service of the bureau. Co-operation is the keynote and foundation of a Bureau. Were it not for the unlimited co-operation of our active members, the Credit Bureau of the retail merchants would not be in a position to serve its memberships in anywhere near as efficient a manner as it is now doing. Many members at considerable sacrifice have contributed information that is invaluable as a means of checking activities of undesirable accounts.

The Bureau, being a mutual organization, functions best when co-operation is at its highest, and most members feel, and justly so, that they cannot expect more from the Bureau than they are willing to put into the Bureau. This co-operation has attained the point where the store knowing the affairs of the applicant for credit, tells him that he cannot buy from them on credit until he squares himself with the Bureau.

The Bureau acts mainly as a clearing house for credit information, but there are other services which it performs which are not generally known to its members.

There are instances where debtors have come to the management stating that they were owing a number of bills to various merchants in the city, and while it was their intention to pay every dollar that they owed, here and there was a merchant who was press-

ing them severely threatening court action which might possibly jeopardize this position, and asking what they could do to satisfy them all and forestall any additional expense, which might be incurred were legal proceedings started. In every case, the Bureau has gotten into communication with their creditors and arranged a plan satisfactory to all concerned whereby the debtor made regular weekly or semi-monthly payments to the Bureau, and this money was prorated to the creditors. This is what is called the "pooling plan," and proves that Bureau service aims as much to serve the average man, as it does to serve the merchant.

Our credit system is founded on principles, the underlying elements of which are co-operation and reciprocity in interchange. When ledger and credit information is sought and given in a spirit inspiring, mutual confidence, a potent factor for safety in credit granting has been set at work. The interchange of ledger and credit information cannot fulfill its best and most important purposes unless guarded with equal sense of fairness and honesty by both the credit department that asks for the information, and the one that furnishes it.

Recognizing that the conferring of a benefit creates an obligation, reciprocity in the interchange of credit information is an indispensable foundation principle; and a merchant asking information should reciprocate to the statement of his own experience in the expectation of getting the information sought. In this manner the fundamentals of credit interchange have been observed. Failure to observe this principle would tend to defeat the binding together of credit grantors for skilled work—a vital principle of the system—and make the offending party guilty of an unfair and unethical act.

Co-operation—the foundation principle of our credit structure—should dominate and control whenever the financial affairs of a debtor become insolvent or involved, that equality may thereby be assured to the creditors themselves and justice to the debtor.

The control of any lesser principle produces waste, diffusion of effort, and a sacrifice of interest, material and moral, with the separation of creditor and debtor, that is offensive to the best laws of credit procedure. Co-operation and unity save, construct, and prevent; therefore, individual action pursued is unwise. It is for this reason that every credit grantor should become a member of the Association of his community as the advantage of a local association is in a mutual co-operation for the benefit of all.

By service, we as individuals, reap more genuine satisfaction from our humble existence than from any other attribute. But, before anyone, or even a Bureau can render that sublime quality, service to the members, there must of necessity, be a certain degree of reciprocity manifested to complete the contract.

Personal Contract.

It is, perhaps, very difficult to estimate the value of personal contracts, the understandings which have been

## AN IMPORTANT DUTY

### MAKE A WILL

This involves experienced legal service.

### MAKE IT WITHOUT DELAY

Delay has often been most unfortunate.

### NAME THIS COMPANY AS EXECUTOR

This assures experienced administration. No estate is too LARGE, none is too SMALL, for us to administer. They all receive our best attention.

### NAME HUSBAND, WIFE OR SON AS CO-EXECUTOR, if so disposed. Provides a suitable family part, with little burden.

### MAKE SUITABLE PROVISION FOR PAYMENT OF INHERITANCE TAXES

May save a serious situation and loss to estate. Send for our circulars on this subject.

### ATTACH PRIVATE AND CONFIDENTIAL STATEMENT OF YOUR WISHES

on subjects not covered sufficiently in the will itself. They will be carried out faithfully, unless circumstances make it quite impracticable.

### PLACE THE WILL IN OUR CUSTODY

This insures proper attention under all circumstances. It will be held in strict confidence. Inquire about our methods.

### KEEP IT UP-TO-DATE

This involves frequent examination and sometimes action.

## THE MICHIGAN TRUST COMPANY

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

## THE CITY NATIONAL BANK OF LANSING, MICH.

*Our Collection and Bill of Lading Service is satisfactory*  
*Capital, Surplus and Undivided Profits over \$750,000*  
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reached and benefits derived through round table discussion where credit topics and kindred subjects have been disseminated. It is only those who have given of their time and energy, who can fully appreciate the actual advantage that they derive from concentrated efforts, to make the Bureau function to such an extent that the community in which it exists is made to realize that there is an organization whose business it is to ascertain that the interest of the merchants who are extending credit are properly protected.

The purpose or purposes for which any service bureau should perform should be to promote and combine the intelligence and influence of members for protection against imposition, injustice and fraud; to assist members in safely extending credits and in realizing thereon; to advise and take steps towards the reform of laws, unfavorable credits and the enactment of necessary laws; to determine upon topics of information desired concerning applications for credit, locating of skips, and the elimination of the undesirable credit customer, to formulate plans by which information shall be obtained and distributed, and to bring about mutual improvements and reform in credit methods.

#### Prize Contest Fire Prevention Slogans

The Fire Fiend Fattens on Faulty Flues.

Do Your Part and Fire Won't Start.  
Fire Feeds on Careless Deeds.  
Let's Blaze the Way" to Keep the Blaze Away.  
The Little Fire You Leave May Leave You Little.

Liberty Does Not Stand for Carelessness Although She Holds a Torch.  
Help Keep America from "Going to Blazes"—Guard Against Fire.

Fear Fire and Prevent It.  
Fire Is An Upstart; Keep It In Its Place!

What Fire Destroys Never Returns.  
Abolish Hazards—And You Abolish Flames.

Remember the Ember!  
Fire's a Menace—Kill It With Care!  
Fires Are Rare When Care Is There!  
Fire Prevention Is Self Protection.  
Bank Your Fire as Carefully as You Do Your Dollars.

A Match May Be Down But Not Out.  
Fire Is a Glutton; Help Starve It!  
Fires "Are Made by Fools Like Me,  
But Only God Can Make a Tree."  
Guarded Lights Mean Guarded Lives.  
Crowding the Furnace Too Much On a Cold Day May Crowd You Out of a Home.

Suspect and Inspect But Do Not Neglect.  
Prevent Fire By "Firing" Carelessness.  
Haphazard Is Oftentimes a Fire Hazard.

Careless Hands Are Firebrands.  
Don't Make Light of the Match.  
Fire Is a Slow Starter—But—a Good Finisher—Beat It at the Start.  
Chaperone Your Own Fires.  
"Buts" Are Safer in Sentences Than In Waste Baskets!

Fire Fire First Before Fire Fires You.  
Be careful of Your Wires.

Watch Your Chimney Too—  
You've Seen Disastrous Fires,

#### Why Let It Happen to You?

Common Sense Saves Burnt Dollars.  
Just Go Ahead and Set the World on Fire if You Can, But Use Brains Instead of Matches.

Preventing a Fire in Time May Save Your Home or Maybe Mine.

When Men Strike They "Go Out;" But Matches Don't.

Cigarettes Are Irresponsible, Do Not Let Them Go Out Alone.

Remember—Fireproof Does Not Mean Foolproof.

A Match Is a Useful and Wonderful Tool, Not a Plaything Designed For a Child or a Fool.

Some Are Firewise,  
Some Are Otherwise—  
What Are You?

Clean Flues Keep the Home Fires Burning.

Precaution Is the Master of Fire.  
A Careless Smoker Is a Fire Provoker.  
Patriotic People Practice Fire Prevention.

Why Work and Save to Burn.  
In the Moonlight It Looked Like a Mansion,

Resplendent from Cellar to Dome.  
But the Daylight Revealed What the Builder Concealed,

'Twas a Hazard Instead of a Home.  
Sowing Matches—Reaping Ashes.  
Prevention Takes the Ire Out of Fire.

## BUY SAFE BONDS



ESTABLISHED 1853

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

Buy Safe Bonds  
from

**The Old National**

## LOSSES

from uncollected accounts reduces your Net Profits as Fire Loss would without Fire Insurance.

Statistics show that Bad Debt Losses in 1922 were over 200% greater than Fire Losses.

We provide a means of proven efficiency for collecting those bad accounts. No lawyer Fees or Commissions. Debtor pays direct to you.

THE MERCHANTS CREDITORS  
ASSOCIATION  
208-210 McCamly Bldg.  
Battle Creek Michigan

## OUR FIRE INSURANCE POLICIES ARE CONCURRENT

with any standard stock policies that  
you are buying

The Net Cost is **30% Less**

**Michigan Bankers and Merchants Mutual Fire Insurance Co.**  
of Fremont, Michigan

WILLIAM N. SENF, SECRETARY-TREASURER

## Grand Rapids National Bank

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

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

Combined Capital, Surplus and Undivided Profits over

**\$1,450,000**

**GRAND RAPIDS NATIONAL BANK**  
GRAND RAPIDS, MICH.

## Fourth National Bank

GRAND RAPIDS,  
MICHIGAN

United States Depository

Established 1868

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

#### DIRECTORS.

Wm. H. Anderson, Pres.	L. Z. Caukin, Vice Pres.	J. C. Bishop, Cash.
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Robert D. Graham,	Marshall M. Uhl,	Samuel G. Braudy,
Charles N. Willis,	Victor M. Tuthill,	Charles N. Remington
Samuel D. Young	James L. Hamilton	

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**Cost and Financial Systems**



A Dead Camp Fire Means a Live Forest.

Safety Ever, Fires Never.

Fire Sweeps Where Carelessness Creeps.

Guard the Match From Rat and Mouse and Save a Barn, a Store, a House.

There Must Be No Pacifists in the War Against Fire.

Park Your Matches in a Safety Zone.

Smoke From a Burning House Is In-cense to the Gods of Carelessness!

Cheaper to Examine the Flue Than Build Another House.

Better a Dollar Spent in Fire Protec-tion Than Dollars Lost For Lack of it.

Fire Prevention Is the Difference Be-tween Care More and Careless.

Check Your Fires and Save Your Checks.

Where Children Are Taught, Fires Will Be Naught.

When Flames Go Up, Nations Go Down.

Use Soap and Water to Get Things Clean.

It is Safer and Cheaper Than Gasoline.

The Business End of a Match May Be the End of a City's Business.

Better a Dead Coal Than a Dead Loss.

The Time to Put Out a Fire is Be-fore You Drop the Match.

Don't Blame the Match; You Should Have Used Your Head.

Watch the Sparks—They're the Children of Destruction.

Pour Oil on Troubled Waters, but Never on Your Fire.

An Inch of Flue Repairs Is Worth a Mile of Fire Hose.

Make a Little Use of Your Thinking Apparatus and You Will Have Little Use For Your Fire Apparatus.

Be a Hero, Not a Nero.

A Match Snuffed Out Puts Fire to Rout.

The End of a Perfect Cigarette May Start a Conflagration.

Matches, Like Gossips, Are Very Ill Bred; What They Stir Up Is Sure to Spread.

Fire Is a Welcome Visitor, But Al-ways See It Out.

When Your Match "Goes Out," Be Sure That It Can't "Come Back."

The Fire Thief Can Not Pick a Pre-vention Lock.

Use Caution—It Beats Blazes!

Prevent on Is "A Stick In Time Which Saves 9,999."

Electric Irons May Be Sad Irons If You Don't Watch Out.

Spy For Sparks.

In Every Fire There Is an I That Might Have Prevented It.

Prevent Fires By Watching Yours.

Has a Match a Brighter Head Than Yours?

Fire, Faithful Friend, Fearful Foe.

One Man's Fire May Bankrupt Fifty.

Say It With Safety and Save the Flowers.

Don't Flirt With Fire.

Gasoline Develops Horsepower—Use Horse Sense 'n Handling It.

Help Blaze the Way to a Blazeless Day—Banish Fire Hazards.

Picnic Fires Are Lots of Fun, But Put Them Out When You Are Done.

You Don't Need to Be in the Army to Protect Your Country; Put Out

That Camp Fire.

Fire Controlled Is Friend Indeed; Un-controlled a Terrible Fiend.

Smokers, Be Careful Where You Throw Those Stubs,

And Don't Be Classed With the Ar-son Dubs.

Fire, Its Cure Is Costly! Its Preven-tion Cheap!

Poke the Fire; Don't Oil It!

Preventing Fires the Year Around Reduces the Fire Loss in Your Town.

Play With Fire and Fire Will Get You.

#### Capacity Unlimited.

An "eating competition" was organ-ized in a mining town in the North of England. One competitor, a giant collier, six feet in height and broad in proportion, succeeded in disposing of a leg of mutton, a plentiful sup-ply of vegetables and a plum pudding, washed down with copious drafts of ale. He was unanimously declared the winner, and was being triumphantly escorted home, when he turned to his admirers and said:

"Eh, lads, say don't hee say nowt of this to my old woman, or she won't gie me no dinner!"

#### Probably.

The lion and the lamb had just lain down together. "As for me," remarked the lion, "I should like to be called at 7:30 in the morning." Said the lamb "Don't bother to call me; I'll prob-ably get up when the lion does."

A sophisticated hick is one who knows whether it is varnish or "purty good liquor."

\$3,750,000

## National Electric Power Company

Twenty-Year Secured  
6% Gold Bonds

Direct obligation of Com-pany—secured by pledge with Trustee of 97½% of the entire outstanding Common Capital Stock of the Cum-berland County Power & Light Company and all out-standing Common Capital Stock (except Director's qualifying shares) of North-western Public Service Com-pany.

It is reported that 90% of the Company's gross earn-ings is derived from the sale of electric light and power.

Net Earnings applicable to this issue amount to prac-tically 3½ times annual in-terest requirements.

We recommend these bonds for investment.

Price 97 to yield over 6¼%

**HOWE, SNOW  
& BERTLES INC.**

Investment Securities  
GRAND RAPIDS  
New York Chicago Detroit

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## SAVING

## SERVICE

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"The Agency of Personal Service"

C. N. BRISTOL, A. T. MONSON, H. G. BUNDY.  
FREMONT, MICHIGAN

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Hardware Dealers Mutual  
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National Implement Mutual

Central Manufacturers' Mutual  
Ohio Underwriters Mutual  
Ohio Hardware Mutual  
The Finnish Mutual  
Hardware Mutual Casualty Co.

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

WRITE FOR FURTHER PARTICULARS.

## FINNISH MUTUAL FIRE INSURANCE CO. CALUMET, MICHIGAN

ORGANIZED IN 1889.

This Company has returned  
A DIVIDEND OF

**50%**

For 29 consecutive years.

HOW?

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

Agents wanted in the Larger Cities.

FOR FURTHER PARTICULARS WRITE

**F. M. Romberg, Manager, Class Mutual Insurance Agency**  
Finnish Mutual Fire Insurance Co. General Agents  
Calumet, Michigan. Fremont, Michigan.

## Merchants Life Insurance Company

**WILLIAM A. WATTS**  
President



**RANSOM E. OLDS**  
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GREEN & MORRISON—Michigan State Agents

# PROTECTION OF THE MERCHANT

By the Merchant For the Merchant

PROVIDED BY THE

## Grand Rapids Merchant Mutual Fire Insurance Company

Affiliated with the Michigan Retail Dry Goods Association

320 Houseman Bldg..

Grand Rapids, Michigan

## SUDDEN SUMMONS.

Frank E. Leonard, Manager H. Leonard & Sons.

Frank E. Leonard died suddenly last Saturday morning at his home 423 South Prospect avenue. The funeral was held at the late home of the bereaved Monday afternoon.

It is a rather axiomatic proposition that the man who seizes upon his opportunities as they come before him necessarily should be one who knows an opportunity when he sees it. He should have a thorough schooling in all the practical affairs of life; ought to be a good judge of human nature; must have his wits conveniently handy so that when they shall be needed he can utilize them to advantage and, in short, must possess a quick mind, a comprehensive breadth of view, an ability to reduce large transactions to the least common multiple of business ethics and, all in all, have a perfect knowledge of his occupation or profession. If a man shall possess the necessary attributes of a conservative judgment combined with a thoroughly practical knowledge of his business, he can seldom fail of success. Of course, there are other essentials that contribute to the rounding out of a successful business life, but it is almost invariably the case that the man with intellect and good judgment and with the ability to apply them to the solution of problems as they arise steadily works his way to the front. On the other hand, some of the brightest minds the world has ever produced have not the proper balance or tactfulness to enable them to carry out their projects to a successful and logical fulfillment.

Where there is one who has conspicuous ability, aggressive ideas, unusual force of character and who elbows his way through the throng of competitors to a foremost place in the ranks it becomes an easy task to make notation of the successive steps that have marked his progress. In such cases as the one under review there is, from the literary man's standpoint, an embarrassment of riches upon which he might dilate to the advantage of the reader and the gratification of the friends of the man exploited. This biographical sketch will therefore call attention to only a few of the more notable characteristics and doings of one of the most conspicuous crockery men of the country, a gentleman who earned a reputation of enviable character and proportions in the crockery and glassware industry.

About eighty years ago there came to Grand Rapids a tall, bony man, slightly stoop shouldered and deliberate in movement, who became proprietor of the Eagle Hotel. A year or two later he abandoned hotel-keeping and engaged in business as a merchant near the foot of Monroe street. At that time there were three factions who were, respectively, struggling to secure business supremacy for Waterloo street (now known as Market avenue), lower Monroe avenue and Monroe avenue at Bronson street (now Crescent).

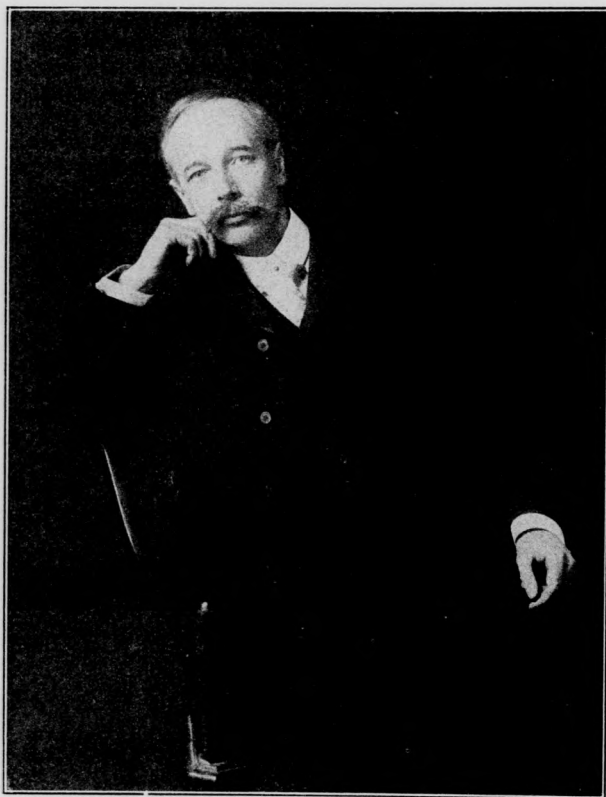
The rough hewn, poorly turned

roadways from Kalamazoo on the South and Ionia on the East were the chief arteries leading through the forests to the outer world, while Grand River was the most popular and most expeditious way out by water. Both roadways led into Monroe street, while the steamboats according to the stages of water, discharged and took on freight and passengers at the foot of Monroe avenue or at different points on Waterloo street.

Accordingly, the "Kent" faction, who stood for the Bronson street development and had only an unfinished and somewhat dubious canal proposition to support their claims, were at a disadvantage compared with the Monroe avenue and the Waterloo street enterprises.

The tall man referred to (who in more recent years was said to strike

on the identical area where as babe and boy he gained his first ideas of life, and many are the times, no doubt, as Frank Leonard went about through his immense storerooms and sales-rooms, that he looked down through the floors or out through the walls and viewed again the scenes of his early life: He saw his mother's carefully kept flower garden filled with poppies, phlox, pinks, roses, dahlias, bachelors' buttons and all the old fashioned blooms; he remembered the old artichoke corner of the lot, rich with hollyhocks and sunflowers, and glanced out into Fulton street or Commerce avenue, as it may happen, and, musing, the play-time romps, the coasting and Saturday morning "stints" with the wood box by the kitchen stove or the potato patch in the garden, come into view with refreshing vitality.



Frank E. Leonard.

ingly resemble Abraham Lincoln in figure and carriage) exhibited his good judgment in those very early days by "putting his eggs into various baskets." He bought property on Monroe avenue, on Waterloo street and on Fulton street, and when, on the 21st of February, 1884, he died, Heman Leonard was considered one of the wealthy men of Grand Rapids.

The second son of Heman Leonard was Frank E. Leonard, of the extensive mercantile establishment of H. Leonard & Sons and President of the corporation. And there is a very unusual fact to record in this connection: The great buildings occupied by the Leonard stores completely cover the site of the homestead where Frank E. Leonard was born and where he passed his boyhood and youth. Rarely does it occur that a business man's strenuous years are passed up-

Frank Leonard inherited the clear-headed, analytical mind of his father and the gentle diffidence and sterling rectitude of his mother, while from both father and mother he had the rich legacy of constancy and industry.

He was loyal not only to his friends and to the city of his birth, but, as is seen, to the very spot where he was born. He was indefatigable as a worker and, in spite of his seemingly slender figure, had tremendous endurance and energy. While he was a graduate of the Grand Rapids High school, he was also a graduated merchant, receiving the latter degree after years of experience in the mercantile business originally established by his father. Mr. Leonard was President of the firm of H. Leonard & Sons, he was a member of the Board of Directors of the Grand Rapids Refrigerator Co., a director of the Grand

Rapids Savings Bank, a member of the Board of Trustees of the Fountain Street Baptist church and was long a member, and most valuable one, of the Grand Rapids Association of Commerce.

Of an unassuming, almost retiring disposition, Mr. Leonard was most companionable and interesting among those who counted him as their friend, while in his home life he was genial, generous and most devoted. And yet he was in no sense a society man. He was fond of his friends and enjoyed social intercourse of the higher order, but had no patience whatever with the fopperies and foibles of the superficial, pretentious and sometimes rapid characteristics of what is too often and always incorrectly termed Society—with a large S, in two colors.

While Mr. Leonard was not identified with any secret or mutual benefit organization and while he had never sought public office of any nature, he was a man who had a deep interest in and an accurate knowledge of current events and the trend of human thought and interest, and could always be depended upon to contribute his portion toward every project calculated to make for the public welfare.

Mr. Leonard's keen appreciation of modern methods in business and his readiness in thinking, working and producing results for the general good was most aptly illustrated by his efforts as a member of the old Grand Rapids Board of Trade. It was to this gentleman that a major portion of the credit was due for the successful organization and carrying out of what is known as the Board of Trade's Perpetual Trade Excursion plan. Under the terms of this plan any merchant who visited Grand Rapids to purchase merchandise received from the Board of Trade a rebate of one-half of his railway fare, provided his purchases amounted to a sum sufficient to meet the terms specified (according to the distance he traveled) under the provisions of the plan. In this way Grand Rapids jobbers were able to offer their customers a perpetual half fare rate, and the system resulted in bringing a very large addition to the trade of this market.

Another excellent plan for adding to the business growth of our city, also the invention of Mr. Leonard, was the organization of what was known as the auxiliary membership of the Grand Rapids Board of Trade. Under this plan between 1,000 and 1,500 merchants living in other cities and villages in Michigan were enabled (without a cent of expense to themselves) to become auxiliary members of the Grand Rapids Board of Trade; to have the use of all statistical and other records of that organization; to use the rooms of the Board as a rendezvous whenever they visited the city, and to appeal to that Board for its influence and the use of its machinery in any business proposition that had no relation whatever to either politics or religion.

These two enterprises, conceived and successfully carried out under the direction of Mr. Leonard, constitute a better estimate of Mr. Leonard's originality, energy, singleness of pur-



pose and devotion to whatever he undertook than could be expressed in an entire page of adjectives and commendatory phrases.

#### When We Financed the Allies.

In recent discussions about the inter-allied debts it has been contended that the circumstances under which the debts were contracted, as to both date and purpose, may have a bearing on the ultimate solution of this complex problem. The principal distinction as to time concerns the amounts advanced before and after the armistice. Out of the total of \$10,000,000,000 about 70 per cent. was advanced before, and the balance after, Nov. 15, 1918. The distinction as to purpose is easily stated, but is difficult to establish with satisfactory accuracy. It concerns itself with those sums which the Allies used for military purposes alone and those which were used for civilian purposes. In endeavoring to estimate these sums, the initial difficulty arises in the claim that the successful prosecution of the war depended not on military efforts alone, but on those of the entire population of the fighting countries. Those who support this view say that the large credits advanced for the purchase of food—amounting, all told, to more than \$3,000,000,000, or 30 per cent. of the total sums loaned—were used for war purposes just as were the sums advanced for the purchase of munitions and horses—a total of about \$2,700,000,000. The biggest single item, next to these two, is for the support of the exchanges and the purchase of cotton, amounting to about \$2,645,000,000. It is clear that much of this benefited civilian as well as military undertakings. Another billion dollars was spent for miscellaneous supplies and credits, many of which, upon analysis, would probably be found to be assignable to one or other of the two arbitrary categories. More than a half billion was spent for relief work.

In the broadest sense of the term, all of these sums were spent "for the prosecution of the war." The Government was not authorized to advance money for other purposes, with a few exceptions. It is clear, however, that only a small part of the total can be considered as taking the place of our own direct military effort. Had we been adequately prepared when we entered the war, the credits of our allies for the purchase of munitions of war and remounts would undoubtedly have been smaller. The credits for food, however, were advanced to meet a shortage that was severe before we entered the war and was felt by the civilian populations even more keenly than by the military. Our entrance did little to affect this until the anti-submarine campaign reopened the sea lanes and assured the safe transportation of food from all parts of the world to Europe.

In so far as post-armistice advances are concerned, the contention that the sums were spent for the common prosecution of the war cannot hold water even though it be admitted that many of the payments were to complete orders given before the war had ended. The sums, whether for food

or war material, were used for the direct benefit of the borrowing nation, without regard to the carrying out of a campaign either of war or of peace. That it was wise and necessary to make the most of the advances is an-

other question. The point is that it is essential to understand the main circumstances surrounding the granting of the credits. In so doing we must bear in mind the time when the loans were made and the purposes for which

the money was spent.—N. Y. Times.

There are two parties to every bargain, and it ought to be satisfactory to both parties in order to be a real bargain.

## This is Alabastine Time



## Better than Kalsomine Cheaper than Paint

**ALL** walls become soiled. A fresh, new coat of Alabastine costs little more than cleaning paint or paper and gives you a brand new wall.

Kalsomine rubs off. It is not durable like Alabastine, which, properly applied, won't rub off.

If you want the most artistic walls, if you want durable walls matching rugs and furniture and harmonizing with the character of your home, if you have a definite taste in color which you wish reflected by the walls of your home—there is nothing else for it but Alabastine. Substitutes won't do.

### It won't rub off

Alabastine—a dry powder in white and tints. Packed in 5-pound packages, ready for use by mixing with cold or warm water. Full directions on every package. Apply with an ordinary wall brush. Suitable for all interior surfaces—plaster, wall board, brick, cement or canvas.



**TO** get genuine Alabastine results, be sure that the package is plainly marked with the Cross and Circle printed in red. Ask your dealer for the Alabastine colorcard or write to Miss Ruby Brandon, Home Betterment Specialist, the Alabastine Company, Grand Rapids, Mich., giving your address, so that she can send you the latest advice regarding color schemes.

This is Alabastine time—time to remove the soot and soil of winter, for refreshing your home. Do it well with Alabastine. You can do the work yourself if a decorator is not available at the time you want him.

## Beautiful, economical and durable



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.

#### Notion Merchandising Plan.

How the Shephard Stores of Boston tackled the problems of their notion department was outlined by H. B. Bosworth, merchandise manager, at a meeting of the National Notion Association at a meeting in New York City last week. Through the application of systematic and efficient merchandising of the department, he said, notion sales have gained 15 per cent. Duplication of stocks and elimination of old and slow-selling merchandise, according to Mr. Bosworth, were two of the main revisions of policy that were made. Thus a new basic stock was created, to which new items which had a proved demand were added and concentrated upon. He stressed the need of complete stocks, the governing element being the necessity of having what the customer expects to find, particularly where the retail stores are closely grouped. The "open to buy" policy of the store, he added, was flexible and the buyer was enabled to take advantage of new trends and items. Creating new wants by the customer, Mr. Bosworth said, keeps the business alive. The policy of his firm was to hold two sales a year, one at the start of the Spring and the other at the beginning of Fall. To these were added special offerings from time to time to attract new customers to the store in the normal growth of population of the city.

#### Old Goods Must Not Be Buried.

Costly errors are frequently made by stock clerks in retail stores in the placing of new goods on top of similar merchandise which has been in the store for some time, according to experiences related recently. The relator was a prominent manufacturer of rubber goods, who said that he was recently being shown through a well-known out-of-town store by an executive who prided himself on its efficient working. The manufacturer went into the stock room and being naturally interested in his own goods, went to where they were located. To his surprise, upon taking off the newly arrived boxes of merchandise he discovered goods at the bottom which had been shipped by him more than two years before. The store executive was perturbed, to say the least. The necessity of having old merchandise, particularly items subject to deterioration, go to the sales counters

before newly arrived goods, the manufacturer said, has now been impressed on the stock clerks of this store at any rate.

#### Fall Shoe Orders Light.

Although salesmen representing the makers of the better lines of men's shoes are now in their various territories after Fall business, there is very little of it being placed from all accounts. Buying is being done in a fairly cautious manner by the retailers, but the great bulk of the orders call for deliveries in the next thirty days or so. The outlook for the new season is considered bright despite the higher market for leather that has necessitated some small advances in the finished articles. For the most part, however, these increases have not been large enough to warrant their being passed on to consumers. In the new lines brogue effects, both in wide and medium toes are seen for wear by the type of youth who affects wide-bottomed trousers, while for the man of more conservative tastes there is a further playing up of the custom-made idea that was so noticeable this Spring. Light tans are still in the ring.

#### They Pay the Price For It.

The millinery business might not be so bad in certain quarters if more discretion were used by houses which make a point of importing French model hats with the idea either of copying them first and selling them afterward or of selling them without copying. This assertion was based on the contention that considerable sums of money are lost by such concerns annually because of the lack of skill displayed by buyers for many of them in making selections abroad that can be suited in one way or another, to the tastes and desires of American women. In one such establishment here there are at present about 200 French model hats that are said to be absolutely unsalable, and the only thing that can be done by the importer is to write them down to profit and loss.

#### Underwear Situation Unchanged.

Little or no change is visible in the underwear market at present, either in the light or heavy goods, and there seems to be no prospect of any real change for some time. There is talk in some quarters, according to the special news letter of the National Association of Hosiery and Underwear Manufacturers of new and slightly higher prices on heavyweight goods for Fall delivery. To date, however, nothing more substantial than rumors has come to light. It is believed in some parts of the trade that the mills

can take on considerable business in heavyweights yet. Other sources indicate that buyers are looking around for heavyweight goods for early delivery, but that the mills are not in a position now to promise early shipments.

#### More Interest in Durable Coats.

While the demand for overcoats on the part of retailers is affected by the adverse conditions resulting from poor sales last year, it is held noteworthy that coats of through-and-through fabrics figure more prominently than hitherto in the buying being done. Considerable confidence is still felt in fancy backs, however, and the belief is that consumers have not by any means lost interest in these types. The trend toward more durable fabrics, though, is such as to bring the through-and-through weaves to the foreground to a greater extent than in a number of years past. The season, according to opinions expressed yesterday, will very likely bring further developments toward expanded use of smooth finished fabrics, rather than those which have shaggy or gigged finishes.

#### Hat Orders More Concentrated.

One of the things noticeable about the Fall orders for men's hats is that the business is concentrated with a fewer number of firms than was the case for last Fall. This was accounted for yesterday by a trade authority who said that, during the last six months, there have been a dozen or more firms which have gone out of hat manufacturing. He added that this was probably a liquidation of the expansion movement of the hat industry during the war and immediately thereafter when many new firms jumped into the business. Most of the firms remaining report good Fall orders for felts despite the advance occasioned by price increases in raw materials.

#### Expect Better Skirt Business.

The approach of warmer weather has stimulated the demand for separate skirts, according to manufacturers. The ensemble has been and still is a factor of considerable importance in lessening the total volume of skirt business done by retailers. It is figured, however, that the separate skirt has a distinct place in the average woman's Summer wardrobe. Skirts for sports wear are particularly well regarded and the business in them over the next weeks is expected to be good. The wrap around style continues a favorite.

#### Summer Millinery Retail Date.

May 18 has been selected as the uniform date for the opening at retail of the Summer millinery season, it was announced by Alfred Fantl, President of the Retail Millinery Association, Inc. This is two weeks later than the date of May 4 recently chosen for the start of the wholesale season. Telegrams, Mr. Fantl said, are being sent to all members of the Association, advising them of the date and asking their full co-operation in giving the Summer millinery season a uniform and successful start. The two weeks period between the two dates, he

pointed out, will allow ample time for buyers to see the new lines and prepare themselves for the uniform showing throughout the country.

#### Styles Change Too Fast.

An incident which recently took place in the New York market is related by a well-known authority on women's ready-to-wear trade matters, which is of interest because of the light it throws on a new angle of the problem produced by sudden style changes. A certain buyer placed an order of fair size with a local dress manufacturer, and several of the "numbers" sold very well. The buyer came back to duplicate, but the dress manufacturer, who was one of the relatively few who does not believe in "holding the bag" in the matter of large stocks, told him that he would have to wait from two to three weeks for delivery. "Never mind, then," replied the buyer. "By that time there will be something new out, and the things I wanted would be 'stickers.'" According to the man who related the incident, the buyer was in earnest, and the relator further said that his statement might well be digested by some of the style "jazzers" in the trade.

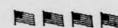
Every man should have a will, but it isn't a good idea to express it if he is married.

## DECORATIVE BUNTINGS



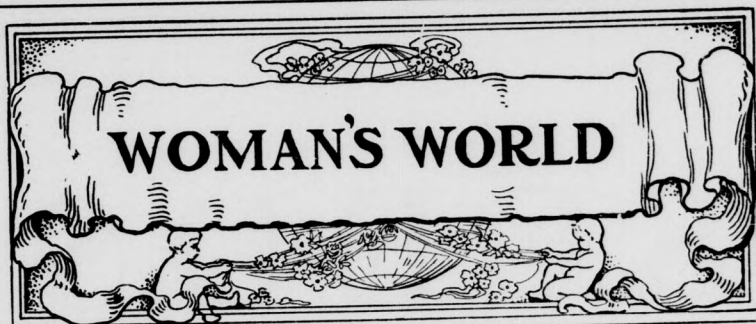
and flags of all descriptions and prices for Decoration day. Write us for samples and quotations or speak to our agents concerning them.

Always  
Quality Merchandise—Right Prices  
Prompt Service



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





### A Mother's Influence or a Chain of Stores?

Written for the Tradesman.

Mrs. Channing is a remarkably efficient and capable woman. She not only works hard but she works in a way to get results. A wish, an aspiration, takes definite, clean-cut form in her mind, so that she always knows what she wants, and she is one who can make that efficient application of means to ends that will bring a speedy and certain realization of her desires. Thirty years ago we would have called her a hustler. In the more expressive slang of the present day she is a go-getter.

She and her husband own two small stores, neighborhood shops stocked with staple dry goods, notions, and variety wares. These are a mile or so apart in outlying residence districts of the large and growing city in which the Channings live.

Mr. Channing is a contractor making good money. From the start she has had the entire management of the stores. Beginning with one and a year later adding the second, it was she who selected the locations and rented the buildings. All along she has bought the goods, paid the bills, and employed the help. She is doing a fine paying business at each place, and the Channing stores 1 and 2 have the highest credit for the capital invested.

Mrs. Channing has an ambition. It is that they shall extend their enterprise to other cities, and own and conduct not just two or three or four little shops, but a long chain of stores, all much larger than the two now under her direction.

The Channings have two daughters, both in high school, and a son twelve years old. For the boy they have mapped out a professional career. The chain of stores is to be for the girls. "Some gift!" admiring friends comment, and assure this little merchant that she is a wonderful woman.

Truly she is. When you think that five out of six who would start as she did without previous experience, would sink all that was put into such a venture, her success is quite remarkable.

Efficient as Mrs. Channing is, and pleasing as she is in her personality, one troublesome question arises. Granting that the chain of stores in the future is a foregone conclusion, what is she doing for her family right now?

In reply, first as to money. The Channings have an allowance system, and each month she draws from the store bank account an amount that dresses herself and the girls and provides each with money for personal

expenses, and also pays the housekeeper. Nothing else is taken out of the business. Any profits over and above this amount are left for building up the chain. And all other expenditures are met by Mr. Channing, who is doing so well financially that besides putting by for the boy's college course and professional training, he is banking considerable money.

I must not omit that Mrs. Channing gives some time and thought to directing the housekeeper and to planning the girls' wardrobes. Sunday forenoons she spends at home, doing up various odd jobs. On Sunday afternoons father, mother and the young people usually go out in the machine. This drive and the daily dinner table furnish the only opportunities for companionship between these parents and their children. And what has been mentioned comprises all that Mrs. Channing is doing for her family now, and so answers our question.

Tuesday nights and Saturday nights the stores are kept open until 9 o'clock. On other evenings she studies catalogues, figures invoices, and attends to correspondence.

When either of the daughters wishes to make a date she prefers to ask permission from the housekeeper, for mother is so absorbed with her business. Almost from necessity the girls are taking their own heads in matters in which they need direction. Undeniably they are becoming sly and evasive, and occasionally figure in little escapades of which the home folks know nothing.

As to the boy Donald, he has even less of parental oversight than the girls receive. His father, who is supposed to manage him, is easy with "Son," and regards his paternal duties as fulfilled when the youngster is kept well dressed, supplied with plenty of spending money, and is in at nine-thirty. After dinner, Mr. Channing, if not talking with some prospective customer or making an estimate on a job, is buried in his newspaper. This practice has grown on him since his wife has had no time for pleasant chat at home. Daily, between the close of school and bedtime, Donald spends three to four hours away from home, with pals of his own choosing. During this time no responsible older person knows what he is up to. As yet the boy is neither vicious nor depraved, but already he is acquiring ideas and habits that if not speedily corrected, presage a swift going to the bad.

Such a situation naturally provokes discussion. Does some fair-minded reader come to Mrs. Channing's defense and suggest that it may be in her to conduct a chain of stores successful-

ly and may not be in her to exert a beneficial and telling influence on her own children? And further aver that there is once in a while a woman who can steer a business craft so as to hold it in its proper course, who is not able to keep her own boys and girls off the rocks? This is true—there are such women, but I feel safe in saying that Mrs. Channing is not one of that kind.

Does some one else ask whether by a more careful arrangement of her time and by taking things differently, Mrs. Channing might not be able to conduct her business and still do her whole duty to her husband and children? A full reply to this suggestion, made applicable to women workers generally, would require another article or several other articles. Here it is perhaps enough to say that before Mrs. Channing started on this mercantile undertaking, she was fully determined that it should not interfere with her home life. But her home life is now being minimized almost to the point of extinction, and she sees no way to reinstate it in anything like its former fullness and excellence.

Does still another enquire, "Isn't Mr. Channing, particularly as regards the boy, as much to blame as is she?" Doubtless he is. And at some future time, from this pen that never has been called over-gentle, he and other delinquent fathers will get theirs. Space forbids doing this right now.

As regards our main theme, the whole matter simmers down to just this: Assuming, as the facts fully justify us in doing, that Mrs. Channing can do either one but not both, which ought she to do, give to her son and daughters the companionship and training which they now so sorely lack, or go on as she plans and form a chain of stores?

In forging ahead to achieve her ambition, Mrs. Channing and her friends feel that she is doing something worth while. And perhaps some other woman, who is a great power for good with her boys and girls, feels that because her work is largely intangible and is not at all spectacular as to its results, it is of little consequence. Very likely some of this other woman's friends corroborate her view. Both groups are mistaken. It is the latter woman who is doing what really is worth while.

What will be the verdict of the sons and daughters themselves, as they come to years of maturity? In answer I can say that commercialized as the present age is supposed to be, prone as we are to exaggerate the worth of money and of the things that money will buy, I never have known anyone who has had the largess of influence, training and companionship that a real mother has to bestow, who did not in after life regard it and all the memories associated with it as a priceless possession, something not to be exchanged for a dozen chains of stores, each store doing a flourishing business and stocked with the most costly goods the markets of the world can supply.

Let us stress our two main points: One is that nothing that can be bestowed on sons and daughters ten or twenty years hence will compensate for the lack of some essential now in

the formative period of their lives. The other is that even so splendid a gift from parents as a chain of stores may be bought at too high a price.

Ella M. Rogers.

### Hip-Length Blouse Is Leader.

The hip-length blouse is in the foreground at present, according to reports received by the United Waist League of America from manufacturers represented in its membership. The reappearance of the two-piece suit is regarded as largely responsible for the preference of this blouse over the tunic, which has taken a secondary position in the business now being done. Among the costume blouses there is a particular call just now for navy and tan. The two-piece costume consisting of hip-length blouse with skirt to match has sold well of late. The skirts of these costumes show fullness toward the front, the same as is seen in the newest one-piece frocks.

### Styles of Boys' Clothing.

The vest suit is again expected to be a feature of the Fall lines of boys' clothing. This type of suit practically dominated in the Spring offerings and manufacturers generally have had a good reaction to it from retailers. Very nearly all of the suits now come with two pairs of trousers, this now being accepted as a permanent feature in the boys' division. Cassimeres and similar woollens are stressed in the fabrics employed. Competition in price continues an outstanding feature of the merchandising situation. Manufacturers say they have done fairly well in pre-Easter and recent turnover of boys' clothing.

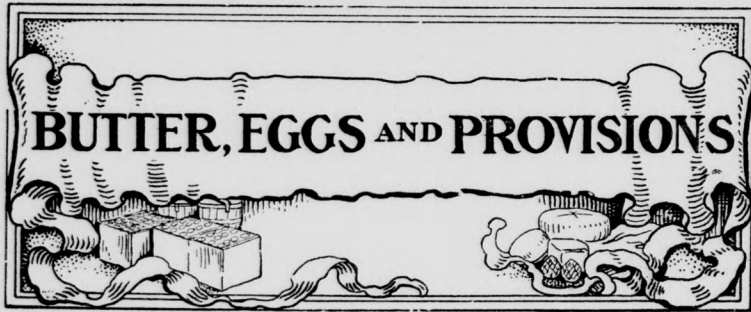
### Future For Wide Silks.

Wide silks have now achieved a permanent place in the trade. They have passed beyond the experimental stage as far as the consumer, retailer or manufacturer is concerned and, despite any change in the matter of patterns, a good future for these goods is held to be assured. The consumer's reaction has been entirely favorable. She has been able to make a dress out of one and a half yards of material with a surprising amount of ease. The manufacturer's reaction is illustrated by the fact that practically all of the new machinery being installed in the industry will be capable of producing the wide goods.

### Six Shoe Shades For Fall.

The card of six shoe and leather colors for the Fall season has been issued by the Textile Color Card Association. The colors are: Autumn blond, national gray, India tan, rosewood, rugby tan and woodlawn brown. The colors have been adopted by the National Boot and Shoe Manufacturers' Association and the National Shoe Retailers' Association. They have also been sponsored for the hosiery trade by the National Association of Hosiery and Underwear Manufacturers, according to Margaret Hayden Rorke, managing director of the color organization.

Your employer pays you for the use of all your time and interest during business hours. It is up to you to deliver the goods.



### Real Jobber Co-Operation of Wholesaler Protects Customers.

Having just gone over the details of the Phone for Food campaign, I must say I am filled with admiration of it.

Here is the filling of a veritable long felt want. For it has seemed to me that wholesale grocers, generally and with few notable exceptions, were doing little or nothing to promote better business methods among retailers; but this plan, the work of the National Wholesale Grocers Association, shows that not only are jobbers really serious in their intention to help retail grocers, but that they are doing something mighty effective along that line.

There are many things about that campaign which are worth while. There are points on which I shall dwell at length in later articles. Those points are most illuminating. But right now I want to indicate that perhaps the chief value of the Phone for Food campaign lies in the twofold fact that it shows plainly that

1. Grocers must help themselves if they are going to win out.

2. This plan is one of selling effort. For, first, no grocer can benefit from this united effort without exerting himself to study the plan until he knows it. Second, he must then join in the work of advertising the idea of telephoning for food.

Third—very important, in fact, crucial—his goods and service must back up the campaign at every angle, or he will be worse off because of his advertising than he was before.

Let it be remembered that advertising, if it is any good at all, impresses the customer with certain ideas about you and your business. It conveys certain impressions. Influenced by those impressions, the consumer telephones to you for her food. She may have telephoned to you regularly, or at least occasionally, before that; but now she phones with certain expectations aroused by your advertising.

Therefore, if your service fails to come up to representations, if your goods fall short of her reasonable and proper expectations, if your prices are out of line—not with competition, but with sound economics—you are worse off than you were before because of shortcomings which have been emphasized by advertising statements which have not been made good by your performance.

Advertising really is a keen revelation of your character. If you fail under the illumination you have brought upon yourself, you are the loser. The more advertising you do, so long as you fall short of your representations, reasonably interpreted, the worse off you are.

So the first benefit of this Phone for Food campaign lies in the way it will stimulate grocers to be up and doing, to exert themselves, to make sure that every representation is fulfilled.

And men who make this effort successfully will learn by the practice of it that there is nothing mysterious about mercantile success. It consists in knowledge, plus merchandise intelligently selected, plus devotion to a defined ideal of service, plus plenty of hard work.

So the beneficiaries of this campaign will be men willing to do the things necessary to attain its benefits.

But the value of stressing selling effort in this campaign is, to my mind, incalculable. For far too long have we stressed buying as the vital thing in business. Too much has been said about "well bought" being "half sold." The other half of the effort has not been made and things have not been sold.

A friend of mine runs a dry goods store. In his white goods department he has a clerk who worked for me more than twenty years ago. That clerk is on the job most faithfully every day. He is honest, devoted, loyal and square, but he never was more than a plodder until lately. When my friend succeeded to the management of the store, he wanted Pete—that's his name—to display the goods in his department on the counters. Pete objected. "Mr. Watson," he said, goods will get soiled." Watson wanted to impress Pete with a real idea. So he wrote on a bit of wrapping paper the word soiled. Then he drew his pencil through the two letters i and e. "Let's alter that word, Pete," he said, "this way. Let us make it read sold." Pete caught on. Thenceforth, Pete's sales increased steadily.

Now, because the Phone for Food campaign stresses sales and selling, it is of especial value. It puts the pressure where it really belongs. It applies effort where effort is needed. Its effect is to make us think of sales, of getting rid of our goods, of turning stuff out of the shop.

Those are the two major points I want to leave with you this week. More later.

I have hitherto written about how jobbers have to make refunds of overpayments constantly. Now I have copies of some actual letters written to accompany much overpayments. I shall transcribe the important portions of several of them, thus:

"We are enclosing our check for \$9.68 which represents overpayment you made to our salesman recently. The enclosed statement shows how this occurred."

Bell Main  
236

Phones

Automatic  
4451

FIELD AND GARDEN

# SEEDS

Wholesale

ALFRED J. BROWN SEED COMPANY  
25-29 Campau Street  
GRAND RAPIDS, MICHIGAN

## RED STAR

THE character of RED STAR Flour is reflected in the choice of wheat for this brand, in the milling process and in the merchandising methods that are used to market this product. Every member of the RED STAR organization; every user of RED STAR Flour, knows that the appeal of this brand is to the quality user who will pay for quality results.

JUDSON GROCER COMPANY  
GRAND RAPIDS, MICHIGAN

WE BUY  
EGGS

WE SELL  
EGGS

WE STORE  
EGGS

We Sell

F u l — O — P e p

POULTRY FEED

Oyster Shells

EGG CASES,

EGG CASE MATERIAL,

EXCELSIOR PADS,

GRANT DA-LITE EGG CANDLERS.

Get Our Prices.

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



"In acknowledging check for \$61.70, covering invoices of 5th and 19th, we are under the impression that these bills have been paid. Will you kindly check up your records, so as to confirm our understanding and, if an error has been made, we shall be glad to return your check."

"You paid our Mr. Blank on June 12 \$20.31, and we believe this has been paid. We refer to invoice of May 24. Possibly you have had another bill of the same amount; but unless you have, this money is not ours and we naturally want to return it."

"In further reference to our letter of June 30, wherein you were advised that an overpayment had been made, but of which you have not taken any notice that we know of, we now learn from our Mr. Blank that the error of \$88.01 on your part was caused by the fact that you paid invoices of May 8 twice. We are pleased to have been of service to you and we want you to feel that service is but a part of our price. We have to your credit now a balance of \$13.20."

"We refer to charge which you have listed in one place as \$120.50 and which you pay as \$120.15. Our records indicate that this should be \$102.50. Please investigate this bill and return it to us, and if it is \$102.50, we will mail you an additional credit of \$17.65."

"We acknowledge your check for \$80.29. Please check up invoice of June 12 for \$11 and see if you have not already remitted for it. There is of course, a possibility of our having made a mistake—that you have made two purchases of the same amount or we have misposted; but if you have overpaid us, we want to return the money."

One customer pays 42c that was a credit memorandum, thus overpaying his account 84c, and that must be adjusted by correspondence.

"We are enclosing our check for \$59.09, which represents overpayment. You paid us twice for invoices of Sept. 27, Oct. 2, 4 and 6."

In writing to customers who have overpaid in these or similar ways, this jobber takes occasion to point out something that is rather wholesome—something that might well be impressed on grocers more frequently than it is: the need for exactness in paying even the smallest sums. This is typical paragraph:

"We want you to feel, Mr. Johns, that in dealing with us your interests are always protected, and that if by any chance overpayment is made, we will return the money. And by the same token, in event of an underpayment, no matter if it be only a few cents, we would not hesitate to ask you for the money, because it would be ours. We hope this sort of treatment will appeal to you as equitable and businesslike."

These letters evince a service of jobbers to retailers that absorbs much time and labor needlessly. Merchants who know what they are doing do not overpay their bills, neither do they underpay them. Why should men who do not know their business be retained in it?

Paul Findlay.

### How Big Is So Big?

Swift & Co's. 1925 Year Book, always interesting, contains, this year, a hint at the magnitude of their egg business.

In analyzing their total sales, which aggregated in 1924 the sum of \$775,000,000, reference is made to the fact that purchases of livestock, \$357,000,000, represent 85 per cent. of the amount received for meat and animal by-products. This indicates sales of meat and by-products amounting to \$420,000,000, leaving \$355,000,000 to be divided among eggs, poultry, butter, cheese, cotton seed oil products, fertilizer and a few minor products handled.

Obviously, the sale value of eggs in the list enumerated, comprising products other than meat handled, must bulk very large, as the relation between the total volume of eggs, poultry, butter and cheese always favors the dominance of eggs in point of value.

Assuming that the entire crop of eggs, valued at \$10 a case, a conservative jobbing value, was worth \$1,200,000,000 and that the visible crop or portion marketed through dealers was worth half that sum or \$600,000,000, the leading concern doing this business may have handled 15 per cent. of the total dealt in.

While the business of packing and distributing eggs as done by packers having hundreds of branch sales houses with more or less liberty to do a local business is very much less subject to control of the central organization as to prices paid than is the business of packing meats which are concentrated for manufacture, the proportion which is under central control, namely that handled by the large produce packing plants in the corn belt, is sufficiently large to greatly influence the market, and it is to the credit of this concern that they have been able to achieve so dominant a position in an industry which has so little in it to attract large capital, and to have done so while maintaining friendly relations generally with their competition.

### Hens From Buenos Aires Lay Purple Eggs.

Lafayette, Ind., April 17—Two brilliantly colored hens, which lay purple eggs, and an equally colorful rooster were brought to New York aboard the Pan American S.S. Southern Cross from Buenos Aires recently. A dozen eggs were brought along with the chickens. The chickens were obtained through the courtesy of Dr. Adolfo Dago Holmberg, director of the Buenos Aires Zoological Gardens, for exhibition at the 17th annual Purdue Egg Show, to be held at the Purdue University, this city, on May 5. The rooster and two hens are known as "Araucama." They are natives of Argentina. Homer G. Pease, chairman of the Purdue Egg Show, arranged for the loan when he found they could not be bought at any price in the market. They will be returned to Buenos Aires after the Purdue show.

### A Financier.

Milligan: If I be afther leavin' security equal to what I take away, will yez trust me until nixt wake?

Grocer—Certainly.

Milligan—Well, thin, sell me two av thim hams an' kape wan av thim till I come again.

## EAT SPRING VEGETABLES

This is the season when fresh green Vegetables such as Spinach, Carrots, Beets, Cabbage, etc. are in greatest demand. Take advantage of this demand and order liberally.

Grapefruit is at its best now and is the cheapest fruit on the market.

**THE VINKEMULDER CO.**  
GRAND RAPIDS, MICH.

## M. J. DARK & SONS

GRAND RAPIDS, MICH.

*Receivers and Shippers of All*

## Seasonable Fruits and Vegetables

### 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

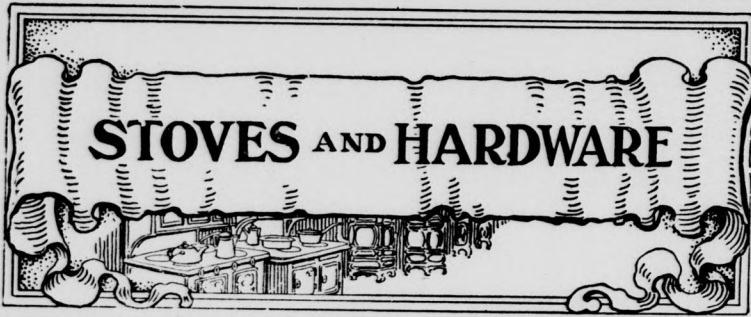
You Make  
Satisfied Customers  
when you sell

## "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



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 Hardware Dealer in May.

Written for the Tradesman.

Housecleaning goods should be displayed during May, especially in the earlier part of the month. Most people leave off the necessary task of spring house cleaning until all chance of any fire being wanted in the house is absolutely gone. This brings them well into May; so that merchants need be in no hurry to swing from housecleaning lines to something more advanced in the line of seasonable goods.

There is little doubt that many merchants do not push their household lines enough—that is, in a collective sense. They may fill up odd corners of the windows with a few scrubbing brushes, mops, feather dusters, pails, etc., but they do not make an absolutely distinctive feature of combined housecleaning lines.

Yet such a window can be made to look very attractive. There is no lack of house cleaning lines, and if the hardware dealer believes in a well-filled window, he can make a very thorough and comprehensive display. While if he likes spectacular effects, these are not difficult to produce.

The great point in any display is to bring prominently into notice any new specialty on the market. Any device to save labor has a great pulling power with those who have to engage in the heavy work of spring cleaning. Every woman is naturally on the lookout for something to lighten her work, and if the merchant has some new device that will make housecleaning easier and less laborious, he can at least interest her.

If the hardware dealer can demonstrate his labor-saving devices such as washing machines, vacuum cleaners, etc., he will draw crowds of women to his store. And it is the women folk that the present-day hardware dealer must interest. They are to a very great extent the hardware buyers of the future and it is worth while to get them into the habit of visiting the hardware store.

The merchant therefore in the early part of May should push his house cleaning lines as hard as he can. Make a good display of scrubbing brushes, window cleaners, wall dusters, step ladders, chamois leather, carpet sweepers, vacuum cleaners, polishes, curtain stretchers, clothes dryers, washboards, dippers, tubs and similar lines. Show the lines, and the display will remind many a woman of articles she needs and should have but that, minus such

a reminder, she will continue to do without.

The hardware dealer at this particular season should not forget his paint lines, especially those for household purposes. No spring cleaning can be considered complete that is finished without the aid of a tin or two of stain, polish, varnish, etc. Add to this a display of small hammers, tacks, curtain rings, small screws, brooms, etc.

A good idea is to provide a table to display the many small articles so much needed at the house cleaning season. Make it look like a bargain table, and mark all prices in plain figures. All little specialties in the way of trimmings, hooks, brass bolts, picture wire, draw pulls, and so on, can be displayed on this table.

One merchant makes a plan of putting up parcels of handy articles such as a hammer, tacks, liquid glue, screw driver, nails and screws and offering them at a certain price for the lot as a kind of leader. This idea may not suit all merchants; but there is no doubt that a lot of these small articles are needed at house cleaning time, and that more pushful methods would increase sales.

The great idea is to make the whole store for the time being redolent of spring cleaning. Display everything that can legitimately be included, and cause the women folk to stop and think a bit.

Half-hearted attempts to push house cleaning lines are no good. To put a few lines suggestive of spring cleaning in one side of the window, and then to distract attention from them by displaying something else in the other side, is a mistake. Make a thorough-going bid for feminine custom; then, when spring cleaning is pretty well through, start on something else. Make the women-folk talk, get them interested, induce them to say or to think, "Why, I did not know there were so many convenient labor-saving devices in the stores. So-and-so has just the thing I've been wanting for years. I'm foolish if I don't buy it right away."

Given the window space, a merchant should at the same time show a good assortment of lawn and gardening tools and seeds. Dealers as a rule find it sound policy to handle seeds; the margin is pretty fair, and seeds are a clean line to handle. A good demand can be worked up; and a customer for a packet of seed may in the end purchase a garden trowel, a rake, or some other needed garden tool.

Incidentally, a hardware store that gets the reputation for having "those hard-to-get seeds" is apt in most cases to get the inside track on its competi-

## BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

Automobile Tires and Tubes	Farm Machinery and Garden Tools
Automobile Accessories	Saddlery Hardware
Garage Equipment	Blankets, Robes & Mackinaws
Radio Equipment	Sheep-lined and
Harness, Horse Collars	Blanket - Lined Coats

GRAND RAPIDS, MICHIGAN

## Michigan Hardware Co.

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



Wholesalers of Shelf Hardware, Sporting  
Goods and  
*Fishing Tackle*

## SODA FOUNTAINS

Spring is here. Your fountain will soon make you money. We have some good buys in new and used Fountains and back bars, chairs and tables. Fountain accessories of all kinds.

G. R. STORE FIXTURE CO.

7 Ionia Avenue N. W.

## Foster, Stevens & Co. WHOLESALE HARDWARE



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



tors. I have known customers to go from store to store looking for some special thing to plant—multiplier onions or garden pinks or a special sort of squash or lettuce. When the customer finds what he wants, he can usually be interested in garden tools as well. But such a customer will keep going until he gets the thing he wants.

Mowers, hose, lawn sprinklers, hose reels, etc., can also be displayed. They are lines that bring out the spring feeling and put passers-by in the buying mood. With imitation grass or even real sod, many pretty and striking windows can be devised. A small flower bed with artificial or real flowers and a watering pot suspended overhead, and colored silk threads, representing water, coming from the nozzle and spread over the whole window, makes a neat design and one not difficult to work out.

A good way to arrange gardening lines if no scenic effect is desired is by placing the tools, such as the spading fork, spade, hoe and rake in an upright position at each side of the floor of the window in a manner similar to that in which guns are stacked. Three or four lawn mowers can be similarly placed in the center. For background, coils of rubber hose can be used, and each may be arranged so that part of the hose will form a complete border around the entire window. The small tools, such as sprinklers, revolving arm sprinklers, lawn sprinklers, grass catchers, hose nozzles, clamps, couplings, etc., can be grouped in the foreground. These with some garden and grass seeds make a good window trim.

The builders hardware department must be carefully looked into for with the building season now under way a steady run will be made upon the lines. With the development of higher grade hardware, merchants should do their best to encourage the trend by showing the best grades. The merchant who has space for a sample room can show off his lines to the best advantage, and it is certainly advisable for the dealer to put extra effort into the problem of giving his builders hardware adequate display.

The sporting goods department must not be forgotten, for now the various outdoor sports are getting well under way. Get in touch with the various local sporting organizations, interest yourself in sports, and put on a good display, or, if you have window space, a series of displays.

Victor Lauriston.

#### Opinion of the Tradesman's First Employee.

Two very welcome visitors to the writer's little sanctum a few days ago were Mr. and Mrs. E. A. Stowe, of Grand Rapids. Mr. Stowe is the widely known editor of the Michigan Tradesman and Mrs. Stowe is his efficient co-worker. The Tradesman is the "class" of mercantile trade papers of the middle west. It is unique in its career of more than forty years under the ownership and personal management of its founder and particularly—for present day journalism—the personalty and individuality

which it has always possessed. The fact that it has been a profit making undertaking for two score years is but an incident representing the tremendous amount of energy the owner has devoted to it. He could have accumulated as much wealth in a hundred other undertakings, but never with so much satisfaction nor with an equal service to mankind. Journalism is a calling with Mr. Stowe—the power of the printed word an obligation to be considered seriously. He hates cant and pretense and chicanery with a hatred which he alone possesses the word power to express but he cherishes his friends with an abiding faith that compels a greater effort to merit it. The Tradesman is a model of journalistic dignity and force, its editor a model of high resolve and unswerving tenacity.—Shelby Herald.

#### Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Strain Baking Co., Battle Creek. Freeport Farmers Elevator Co., Freeport. Oilking Burner Sales Corp., Detroit. Powers' Building Association, Grand Rapids. Autoking Cap Corporation, Detroit. Lilienfeld Bros. & Co., of Michigan, Detroit. Taylor Coal Co., Detroit. Sector Gear-Shift & Manufacturing Co., Detroit. American Screw Products Co., Detroit. Great Lakes Way Club, Grand Rapids. Goldsmith-Roth, Inc., Grand Rapids. American Standard Novelty Co., Detroit. Minnesota Sugar Co., Minneapolis and Detroit. Federal Lock Co., Detroit. Mechanics' Land Co., Detroit. Louis Sands Salt & Lumber Co., Manistee. Record Printing Co., Detroit. Kilmanagh Thresher Co., Kilmanagh.

#### He Won the Cake.

"When I was in India," said the club bore, "I saw a tiger come down to the water where some women were washing clothes. It was a very fierce tiger, but one woman, with great presence of mind, splashed some water in its face—and it slunk away."

"Gentlemen," said a man in an arm chair, "I can vouch for the truth of this story. Some minutes after the incident occurred, I was coming down to the water. I met this tiger, and as is my habit, stroked his whiskers. Gentlemen, those whiskers were wet."

If you never keep a customer waiting for your services when it is not necessary, you are doing better than some clerks who think more of their own than of their customers' time.



#### A SUMMER HOME ON WHEELS

The Clare Auto Tour Trailer is equipped with comfortable beds, a 12 x 14 ft. waterproof tent. Space under tent in which to cook and eat meals. Every convenience for comfort. Light and rigid, trails perfectly. Ideal for tourists. Write today for catalog and prices.

CLARE MFG. CO. Clare, Mich.  
Camping and Commercial Trailers

BE PREPARED  
FOR  
BALMY DAYS  
WITH  
AWNINGS  
AND  
CAMP EQUIPMENT  
CHAS. A. COYE, INC.  
GRAND RAPIDS, MICH.



DEPT T



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

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

#### FARM SEEDS, CLOVERS, TIMOTHY, ALFALFA, GARDEN SEEDS

The business conducted by Mr. Alfred J. Brown the past few months is now carried on by

**A. J. Brown & Son, Inc.**

9-11 Ionia Ave.

Grand Rapids, Mich.

We earnestly solicit your orders

NOT CONNECTED WITH ALFRED J. BROWN SEED CO.

#### WE INVITE

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

**GRAND RAPIDS BELTING COMPANY**

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

#### THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

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



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

"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.



### News and Gossip About Michigan Hotels.

Kalamazoo, April 28—Some weeks ago, in summing up the ancient history of the Michigan Hotel Association, I mentioned the names of several old-time landlords, seemingly unaccounted for, among them being A. D. Williams, who formerly conducted the Johnson House, at South Haven.

I have a letter from the editor of the South Haven Tribune, in which he states that Mr. Williams is in good health, lives in South Haven and is traveling for a coal company, all of which news will be appreciated by his old patrons who stopped with him even when he was conducting the Hotel Marsland, a summer resort, before he took the Johnson.

Cards are out announcing a hotel fraternity supper at the new Warm Friend Tavern, at Holland, on Friday, May 1. This wonderful hotel has apparently been furnished ahead of schedule. I have had considerable to say about it heretofore, but will give it a more careful inspection later on and see that it is properly reported.

My good friend, George Swanson, the efficient manager of the Huron, at Ypsilanti, in acknowledging mention I made of him awhile ago, says:

"Though naturally I think the hotel has efficient management, I think you have given me even more credit than is really due, but as a suggestion on community built hotels, which subject you have written on recently, it is my personal opinion that a great many failures in this type of hotel are due to the fact that almost invariably they form two companies—a building company and an operating company—and there is not enough profit to satisfy both companies. One of the secrets of success, I believe, is to have only one company."

Mr. Swanson is, undoubtedly, right in his deductions. Where the stockholders are the same, there are always ways and means to be suggested which lead to economies, which, in their turn, would not be developed were it not for this better understanding.

Last week the executive council of the Michigan Hotel Association had a meeting at Lansing, where they caught up with their legislative committee and compared notes. Thanks to the thoroughness of their organization, they succeeded in discouraging certain legislative action relating to hotel regulation. Every year somebody wants to regulate the hotels of the State, just because someone, somewhere, is running a "joint" which is unworthy of the name of hotel, and they come back and try to get a whack at legitimate operators who run exceptionally neat and wholesome institutions and enjoy the patronage of discriminating people.

The greatest source of dissatisfaction nowadays seems to be the "farm house" lodging houses, which are, in many cases, conducted by people who use flannel blankets instead of fresh laundered sheets, the blankets being occasionally "aired," in some de luxe institutions of this class.

The real, red-blooded landlord needs no regulation. What he needs is an axe to decapitate some of these legislators who don't know the difference between a real caravansary and a lumber camp.

The other day, at Decatur, I had a little visit with Harry Hart, who is successful with his Hotel Hart, and deserves much credit for his enterprise. I well remember when Harry was trying to make something out of the old Paddock House, two or three years ago. It didn't look very encouraging for him then, but I am not inclined to worry about his affairs any more. He is on the job and results show it.

The Hotel Goodwin, Cassopolis, Mrs. C. E. Ellis, proprietor, has undergone many changes since I was there two years since. The former assembly room has been converted into a dining room, the kitchen has been moved to make its operation more efficient, and I heartily approve of the changes.

At Dowagiac the Maier's are doing well with their Dixie. When other Michigan hotels have been complaining about trade stagnation, the Dixie has been floating along on the high wave of prosperity, which is well merited. Dowagiac has several manufacturing institutions which employ an army of travelers, and these, in turn, visit headquarters, and, incidentally, this excellent hotel.

John Forler, at the Hotel Forler, Niles, has rented out his feeding department and home cooking is strongly specialized. John thinks he has discovered why hotel profits are so meager, and I know he has. The dining room, often run as a specialty, will develop profits where the hotel man fails to find them, but a dining room is an essential to a hotel, even if it shows no profit. That is, there must be a dining room convenient for hotel guests, though it need not necessarily follow that the landlord sponsor same.

Frank Hilderbrand, Hotel Hilderbrand, Niles, has a spick span, new coffee shop, twenty new rooms with modern conveniences, and enjoys a thriving trade. The meals served here are always exceptionally well cooked and tastily served at reasonable charges.

At Berrien Springs, Theodore Frank has added several new rooms to the equipment of his Hotel Wren, all beautifully furnished and provided with running water, convenient to baths. It is one of the most home-like places I know of anywhere, and its owner prospers.

I have been accused of being extravagant in my praises of Tupper Townsend's Whitecomb, at St. Joe, so I will pass it up this time—the notice, not the hotel. Mrs. Townsend recently returned from a month's trip to Texas, coming home with a million-dollar coat of tan.

At Watervliet I made the discovery that O. K. Smith, of the Star Hotel, has been peddling some of his ill gotten gains in Florida this winter, only returning a short time ago. Here is another instance where a hotel man is prospering on business attracted from some other field. But he is prospering in spite of the fact that he and Walter Hodges, of the Burdick, at Kalamazoo, were, in their youthful days, cabin boys, or "pirates," or something on lake steamers. Smith has outlived all this.

The Michigan Hotel Association needed more members at Paw Paw Lake. What would be more natural



WHEN IN KALAMAZOO  
Stop at the  
**Park-American Hotel**  
Headquarters for all Civic Clubs  
Excellent Cuisine  
Turkish Baths  
Luxurious Rooms  
ERNEST McLEAN, Mgr

### MORTON HOTEL GRAND RAPIDS' NEWEST HOTEL

400 Rooms—400 Baths

Rates \$2.00 and Up

### HOTEL CHIPPEWA

HENRY M. NELSON  
Manager

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

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

\$1.50 and up

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

The Center of Social and Business Activities

### THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

With Bath \$2.50 and up.

### HOTEL BROWNING

GRAND RAPIDS

150 Fireproof  
Rooms

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

Rooms with bath, single \$2 to \$2.50  
Rooms with bath, double \$3 to \$3.50  
None Higher.

### CODY HOTEL

GRAND RAPIDS

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

### OCCIDENTAL HOTEL

FIRE PROOF  
CENTRALLY LOCATED  
Rates \$1.50 and up

EDWART R. SWETT, Mgr.  
Muskegon Mich.

### WESTERN HOTEL

BIG RAPIDS, MICH.

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

### HOTEL KERNS

Largest Hotel in Lansing

300 Rooms With or Without Bath  
Popular Priced Cafeteria in Connection  
Rates \$1.50 up

E. S. RICHARDSON, Proprietor

### HOTEL DOHERTY

CLARE, MICHIGAN

Absolutely Fire Proof  
All Modern Conveniences

Sixty Rooms  
RATES from \$1.50, Excellent Coffee Shop  
"ASK THE BOYS WHO STOP HERE"

### Columbia Hotel

KALAMAZOO

Good Place To Tie To

### CUSHMAN HOTEL

PETOSKEY, MICHIGAN

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

### Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

### The Durant Hotel

Flint's New Million and Half  
Dollar Hotel.

300 Rooms

300 Baths

Under the direction of the  
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HARRY R. PRICE, Manager



Hotel  
Whitcomb  
AND  
Mineral Baths

THE LEADING COMMERCIAL  
AND RESORT HOTEL OF  
SOUTHWEST MICHIGAN  
Open the Year Around  
Natural Saline-Sulphur Waters. Best  
for Rheumatism, Nervousness, Skin  
Diseases and Run Down Condition.  
J. T. Townsend, Mgr.  
ST. JOSEPH MICHIGAN

MR. MERCHANT:—  
Discouraged; in the Rut, can't get  
out, awake nights? Listen, we will  
turn those sleepless nights into quiet  
repose. Write us today.  
Big 4 Merchandise Wreckers  
Room 11 Twamley Bldg.  
GRAND RAPIDS MICHIGAN

**TAKING INVENTORY**

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



than that Harvey Strong, that bunch of energy and ingenuity who runs Strong's resort, should secure them? As a scalp gatherer he has old Chief Pokagon snowed under. Among those who capitulated were Woodward's, Locust Beach, the Commodore and Bierwirth's.

Dave Reid, at South Haven, was considerably worried when I called on him the other day, because he couldn't think of anything more to add to his improvement program. Two years ago if anyone had suggested to me that the Reid House could be converted into the attractive establishment it now is, I would have suggested a sojourn to the hilltop at Kalamazoo, but it has been accomplished, presumably on dollar and a half meals at 75 cents. It's the volume, you know.

The executive council of the Michigan Hotel Association, besides accepting the invitation of the people of South Haven and the Chicago and South Haven Steamship Co. to be their guests for an outing on June 26 and 27 decided also to join the American Hotel Association as a body. This is a question which has evoked much discussion in the past year, among the Michigan members. The most of them felt that it was the proper thing to do, but the financial requirements were of such magnitude that they did not feel their own treasury should stand the load, but the larger hotels in the State have indicated that they are willing to give it their backing, by raising a special fund for that purpose, consequently the problem seems to have been solved.

Some practical joker sent a press dispatch to a Detroit newspaper announcing that Marcus Freud, of the Hotel Wolverine, Detroit, was going to build a 300 room hotel at Kalamazoo. I have not had advice as to Mr. Freud's mental condition of late, but when last in touch with him it seemed to be normal, hence I take it for granted that it was a joker who sent in the dispatch. What Kalamazoo actually needs is more business for the hotels she already has. Her facilities are easily ten years ahead of the times even with her present phenomenal prosperity. There is no cause for complaint, either, as to quality or service and none of those already in business are making even a fair return on their investment. There might be such a thing as a highly inflated promoter conceiving of another hotel for Kalamazoo, but a hotel man, well—it's not to be thought of.

Preston D. Norton, President of the Michigan Greeters announces that they are going to hold their annual dance at the Book-Cadillac on Wednesday, May 20. If "Pres." is on the job the same as last year, it will be a success from every viewpoint, financial and social. Frank S. Verbeck.

#### Had a Prosperous Year.

Grand Rapids, April 16—The annual stockholders' meeting of the Grand Rapids Wholesale Grocery Co. was held Wednesday night. It was preceded by a banquet at the Morton Hotel. One hundred and fifty stockholders were present. Reports of officers showed that the company had had a very prosperous year. Following the stockholders' meeting the directors' meeting was held, at which the following officers were elected:

President and Manager—F. T. Marty, Grand Rapids.

Vice-President—P. J. Hoekzema, Grandville.

Secretary and Treasurer—Sierd Andringa, West Carlisle.

The directors are the officers and Rex Anthony, Ada; V. C. Bomberski, Grand Haven; J. J. Carr, Reed City; E. W. Fenner, Martin; C. E. Hickok, Kalamazoo; Roy Kinney, Fruitport; E. L. Leland, Saugatuck; F. H. Stuit, Grand Rapids.

F. T. Marty, Pres.

#### Items From the Cloverland of Michigan.

Sault Ste. Marie, April 28—We are to have another movie theater in the near future. J. M. Andary, one of our enterprising clothing merchants, will be the owner. It will be erected at 404 Ashmun street, on the site now occupied by the McKenzie shoe shop and the Lange tailor shop. Mr. Andary announces that he expects to retire from the clothing business in the near future and devote his time to his new venture.

Saul Osser, the popular meat merchant of Manistique, has purchased the stock and fixtures of the O. K. Market, on North Cedar street, and will move the stock to his present location and use some of the fixtures.

Dave Williams, of the Williams Furniture Co., has purchased a large Reo truck with a special body built in Detroit. It is one of the finest jobs in the city and a credit to the enterprising establishment.

Bob Boltz, who for several years has been employed in the Nelson dry cleaning establishment, has gone to Negaunee to engage in a similar business with his brother-in-law, W. S. Bannon.

Ed. Field has purchased a new pop corn wagon of the latest model and is located at 507 Ashmun street, where he is raking in the nickels.

Axel Victorson, of the Larson & Co. meat market, at Manistique, has decided to take a long needed rest for his health, extending throughout the summer. He expects to spend some time in Minneapolis, visiting relatives.

William Norvall, the Engandine merchant, has sold out his stock and expects to go West with his son, William, for the benefit of the latter's health.

Word comes from the Stover apiaries, located in Mahew, Miss., that later in the year they will return to Cloverland with at least 500 swarms of bees, the same number which they brought here last year, and placed in Chippewa county. Mr. Stover is interested in this part of the country because of the excellent quality of honey produced here.

It isn't necessary for a woman to be an artist in order to draw attention.

Jesse Church and Earl Bailey are now engaged in carrying freight from the Soo to Drummond Island. They have purchased the large gas launch, Drummond, and expect to make weekly trips during the summer.

Floys Seaman has been awarded the mail contract between De Tour and Drummond Island and bought out the business of his competitors, so that he now has the only ferry carrying automobiles and passengers across the river at De Tour.

He's a poor musician who is unable to play upon your feelings.

Thomas H. Savage, of White Fish, expects to take over the store of the Bartlett Lumber Co., at Shell Drake, soon after May 1. Mr. Savage thinks there is still room for business, regardless of the Bartlett Lumber Co. discontinuing operations since the burning of the mill.

The well-known summer resort at Curtiss will soon have a new hotel known as the Forest Inn, on Manistique Lake. J. H. Ostrander will be the proprietor. The place is noted for its excellent fishing and hunting. The new hotel will keep open until after the deer season closes. Mr. Ostrander is an experienced hotel man. He formerly conducted the hotel at Houghton Lake. William G. Tapert.

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, April 28—E. A. Anderson, who conducted a grocery store at Lowell four years and a general store at Reno one year, but who spent the past year in California, has returned to Michigan and located in Grand Rapids. Mr. Anderson has secured the Michigan agency for the J.

W. P. Rubber Auto Enamel, which enables a novice to protect his car at a cost of \$3.50—\$2.50 for a gallon of enamel and \$1 for a brush. Mr. Anderson has located his residence and office headquarters at 329 North Ottawa avenue and expects to conduct a rapidly growing business by the establishment of agents in every town and county in the State.

Mr. Anderson does not return to his native State with glowing accounts of the "glorious climate of California." He found the climatic conditions at Los Angeles and Santa Barbara anything but agreeable, due to the enervating attributes of the atmosphere. He liked the climate of San Francisco and Northern California very much better and highly commended the steadfastness and stability of Portland and the push and vim of Seattle. He has no intention of making California a permanent place of residence.

L. J. DeLamar, vice-President and general manager of the Grand Rapids Railway Co., announces the preliminary opening of Ramona dancing casino will be held Saturday night, May 2. Dancing will be enjoyed there two evenings each week, Wednesday and Saturday, until the formal opening next month, when the casino will be open every night except Sunday. For the opening night and the following Wednesday night excellent music is assured. Kolkowski's orchestra will furnish the music for the parties Saturday, May 9, Wednesday, May 13, and Saturday, May 16. Dancing will begin at 8:30. The derby racer will be started Sunday and each Sunday thereafter until the formal opening of the park.

#### Good Report From Ludington Failure

The Secretary of the Grand Rapids Credit Men's Association is making a good record in handling the Goening Bros. & Wilde clothing and shoe stock at Ludington. Subsequent to the failure the assets were computed as follows:

Cash	\$ 31.71
Accounts Receivable	3,703.14
Merchandise	27,673.45
Furniture and fixtures	1,962.22

\$33,370.52

The total liabilities were \$35,976.80.

Mr. Boggs has already made sales from the stock aggregating \$9,000 and expects to be able to realize about 55 cents on the dollar from the \$12,000 stock remaining. He also hopes to realize \$2,500 from the book accounts. If he succeeds in these expectations, he will be able to pay the creditors about 50 cents on the dollar.

#### Grocers Mourn August Miller.

Detroit, April 25—Retail grocers in Detroit Friday mourned the loss of August Miller, a veteran in their ranks, who died Thursday morning at his home, 38 Alfred street, following a paralytic stroke. He was 75 years old.

Mr. Miller had been in the grocery business in Detroit for 54 years, occupying stands in several of the city's foremost business sections. Born in Copenhagen, Denmark, he came to Detroit when he was 21 years old, opening a grocery store at Jefferson and Brush street.

After 12 years in business at this stand he moved to a store at Montcalm street and Woodward avenue, where he served a retail trade over a period of 17 years. His last store, occupied for 10 years, was at Duffield street and Woodward avenue. He retired from business there two years ago.

Every time you are late to work you make it easier to be late again. Tardiness costs the business money and is likely to cost you your job.

#### Too Late To Classify.

Detroit—The M. H. Wilkins Co., 238 Massachusetts street, has been incorporated to manufacture and deal in steel and iron goods, building materials, etc., with an authorized capital stock of \$50,000, of which amount \$21,800 has been subscribed, \$3,200 paid in in cash and \$18,610 in property.

Lansing—Sam Corkin, formerly in the grocery business here, has opened three "fresh air" vegetable and fruit stores. The stores are located on the corner of Lenawee street and South Butler boulevard, the corner of North Butler boulevard and Lapeer street and at the corner of West Saginaw street and Westmoreland avenue.

Detroit—The Soper Sanitary Kitchen Co., 108 East Woodbridge street, has merged its business into a stock company under the same style, with an authorized capital stock of \$400,000 and 100,000 shares at \$1 per share, of which amount \$25,000 and 88,000 shares has been subscribed, \$1,400 paid in in cash and \$100,000 in property.

Detroit—The Michigan Cornice & Slate Works, 639 East Fort street, has merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$28,770 has been subscribed and paid in, \$20 in cash and \$8,750 in property.

Detroit—The Gregory Oil Burners, Inc., 625 Book building, has been incorporated with an authorized capital stock of \$200,000 preferred and 4,000 shares at \$1 per share, of which amount \$10,000 and 200 shares has been subscribed and \$1,020 paid in in cash.

Lansing—Mifflin's, 109 South Washington street, is closing out its stock of men's and women's clothing and furnishings and will retire from trade, May 1, having leased the first floor of its store building to the Newark Shoe Co.

Kalamazoo—Addison H. Pengelly has retired as manager of the Colman Drug Co. but will retain the vice presidency. Mr. Pengelly has been connected with the Colman Drug Co. for 43 years, many of which he has acted as manager and vice president.

Millbrook—Arthur D. Kendall, a pioneer merchant of this place, died about two weeks ago. He was a good merchant and a good man. The business will be continued for the present by the widow.

#### The Other Kind.

Little Louis had gone to the kitchen to observe Aunt Sarah, the colored cook at work making biscuits. After he had sampled one, he observed:

"Aunt Sarah, I can spell now. These are made out of d-o, do."

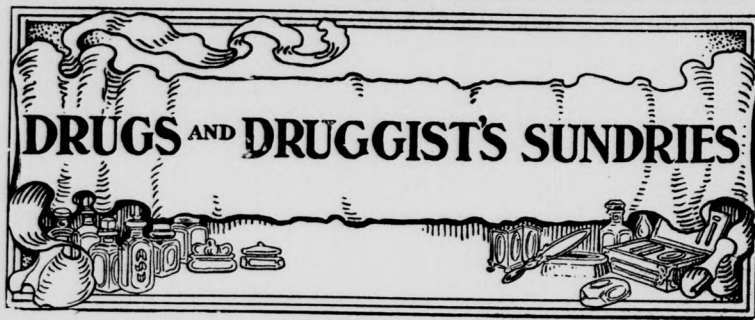
"But that doesn't spell dough," Louis' mother corrected, as she entered the kitchen to give the cook some orders.

Whereupon Aunt Sarah thought that she, too, would enter the discussion. So she said:

"Dere's two kinds of do, chile, 'Do' what you shuts, an 'do' what you eats."

A deeper thinker is never a shallow doer.





### The Use of Iodine in Medicine.

The medicinal use of iodine in textual combinations, as in sponge and various kinds of sea weed, dates from a very early period. The ashes of these marine plants (and animals as well), were generally employed in substance, but with advent of pseudo-pharmaceutical research, these ashes were replaced by alcoholic solutions or abstracts thereof, which in the early days of Hahnemann became quite important in homeopathic medication. This method of administering compounds of iodine continues increasingly to the present day, in the treatment of certain ailments once classified under the blanket term "anti-scorbutic. In this direction, iodine compounds predominated, although the iodine was itself practically unknown as a factor.

After the discovery of the element, iodine, in 1812, came to manufacturing chemists an opportunity to introduce the active principle of the combinations mentioned, and researches were made as to best method of carrying iodine into a medicinal form. At the time the writer began his apprenticeship in pharmacy, in the middle 60's, this research still dominated the medical and pharmaceutical world. Between the years 1863 and 1875, various iodine products were successively employed by physicians in the field in which iodine compounds were accepted as being serviceable. Into these researches I came, with the enthusiasm of an enquiring apprentice in pharmacy, under the tutelage of pharmacists second to none in Cincinnati, Dr. W. B. Chapman, and Mr. Reifsnider, head clerk and manager of W. J. M. Gordon and Brothers' drug store, one of the most prominent of Cincinnati's pharmacies.

As is well known, iodide of potassium then dominated all other iodides, by reason of the fact that it was so easily crystallized, and the crystals, when free from potassium carbonate, were so permanent in the air. Many physicians, however, then preferred iodide of sodium, which in manipulative pharmacy had objections, especially because of its hygroscopic action in a moist atmosphere, and its non-crystalline nature, which renders it more difficult to purify than the potassium compound.

Among the pharmaceutical preparations then introduced were the various

\*If syrup of iodide, freshly made, be put into a dark closet or covered with a black paper, decomposition follows. If the syrup be then exposed to the bright sunshine, resolution follows. If the freshly made syrup be kept in the sunlight, it will neither change its color nor precipitate. This is quite the reverse of the usual processes of decomposition. I have known pharmacists, in order to prevent alteration, to carefully encase syrup of iron iodide in black paper, and keep it in a dark closet.

syrups, such as syrup of iodide of iron, syrup of iodide of iron and manganese, etc., in which the various iodides were preserved by the influence of sugar, the iodide itself being an unstable preparation. While experimenting in this direction on a manufacturing scale, I found that with syrup of iodide of iron, the addition of a small amount of hypophosphorous acid was a preservative of the compound, which otherwise soon decomposed, even under the influence of the sugar, unless it was kept in the bright sunlight.\* Quite a demand for the syrup thus made, arose among the Cincinnati physicians.

Compounds such as the above were altogether inorganic (devoid of biological life activities), but an organic compound of iodine soon came into use, wherein the volatile oil of origanum was iodized, the reaction being most pronounced, and requiring exceeding care in its manipulation. Physicians prescribed that "iodized oil of origanum" for external application, and I believe very successfully, where the ailment was properly diagnosed. It may be added that other essential oils, excepting perhaps wintergreen oil, were experimentally used as so-called "iodine carriers."

An ointment of iodide of lead was at that date quite a favorite, and an effort was made to put this iodide of lead into a solution in such a way as to enable it to be employed externally as a liniment, either alone, or in combination with other materials. Iodide of lead, however, is quite insoluble in water, and indeed in most ordinary menstrua that could be suggested as components of a liniment.

One of Dr. John King's favorite liniment excipients, solution of sal ammoniac, has, when saturated, the property of dissolving, almost without limit, varying amounts of lead iodide, in accordance with the concentration of this liquid, the salt dissolving much more freely when the liquid is hot, than when it is cold. One cooling, the lead-iodide compound, (whatever it may be) of ammonium muriate obtained with this super-saturated solution, it separates in glittering, prismatic scales, varying in color in accordance with the iodine and ammonium muriate proportions. This striking experiment was, with me, sixty years ago, one of the wonders in chemistry, for the following reasons.

1 The transparent, colorless solution of ammonium muriate dissolved a deep, yellow iodide of lead, making a perfectly colorless solution. This is a most striking experiment, and was often utilized by me in my lectures, decades ago.

2. The separation of the crystals from hot solutions of different degrees of concentration and lead iodide saturation, produced crystals of different colors, and of different prismatic qualities. This was not dependent altogether upon the proportions of iodide of lead, because a mixture of a very concentrated solution produced a perfectly white, crystalline precipitate, without any prismatic effect whatever.

Just at that time, W. J. M. Gordon and Brothers were the only manufacturers of western glycerin, and in order to retard the rapid settling of the crystals, a mixture of glycerin was utilized to bring the gravity of the liquid near to that of the crystalline precipitate, which was thereby, without any chemical change, so far as I know, accomplished. In my lecture room experiments I would make quite a quantity of these crystals in a white porcelain evaporating basin, and as they formed from the hot solution, permitted the students, successively to look down into that marvelous star-dust liquid, the sight being especially striking when a ray of sunshine was thrown into the mixture.

So far as I know, the composition of these iodides has never yet been investigated, but they may now be worked out in chemistries devoted to inorganic subjects. Placing the crystals under the microscope my son, J. T. Lloyd, discovered that they are of different form and apparent permanency, some of them disappearing in time, others becoming coated by crystalline surfaces in such a manner as even to destroy altogether their prismatic brilliancy. The shape of the crystals, their colors and prismatic nature, their comings and goings, in ways that are perplexingly a conundrum, comprise a subject of exceeding interest. John Uri Lloyd.

### Patience With Customers.

The pharmacist who is not long on patience will soon be short on customers. Besides scales and human nature scales must both balance correctly. A man without patience is a pharmacy misfit. Possibly you say, "Where would he fit?" If so, ask the good Lord, for no one else knows!

If we had been a bit more patient with the fuss and exactions of that haughty Mrs. Van Arsdale she would not have transferred her purse-affections to our keenest competitor, "The Square-Deal Pharmacy." Customers should be handled as tenderly as new babies—but not changed as often! True, customers will be exacting and unreasonable at times. This is a natural sequence of not having been born angels—but neither were we born angels, to tell the truth and shame the devil! The man who will not put on the soft pedal when customers are unreasonable is bound to find business no soft snap!

True, some customers are as cold and unresponsive as icebergs—but remember that even icebergs melt, in time. The major portion of our customers are amenable to patience and human treatment. If we are out of patience and human treatment. If we are out of patience we advertise that

fact every time we move, act, speak, or keep silent.

Are you hot under the collar? Good; why not keep it there? Keep your temper collared, chained under control! Give the customer an opportunity to become ashamed of himself or of herself. Bear with the unreasonable customer yet a little longer instead of growling at him to-day. Why not run the cultivator of good nature through the pharmacy-rows and see the trade grow!

Customers should be patient, but a pharmacist simply must be patient! To hang out a "Watch us Grow," sign is effort wasted when it should have been lettered, "Watch us Growl." We cannot run a business by feeling it takes horse sense and stable virtues to keep the customers coming—nothing like patience and a warm greeting to keep the trail hot. Customers evidently believe in reciprocity; when we give them patience they give us trade—and then pay for their gift.

Is the game not worth the candle? Patience is no minor virtue, in the home or in business. He who possesses patience is in line to possess many other things—even big business begins to look upon him with a favoring eye. We might paraphrase the words of a poet, and say, "Give to the customer the best you have, and the best comes back to you."

George W. Tuttle.

### The Big Idea That Went Wrong.

Once upon a time, before the Smith Brothers wore whiskers, there lived three druggists in the same hick town. Each one thought the other a goof. Whenever two of them got together they discussed the absent one. And what they said about him was surely enough.

One day one of them, called Drake, got a free pass on the railroad. So he put on his mail order suit and kissed his wife good-bye. He was going to the big wicked city.

He felt rather important as he leaned back in the red plush seat next to the window, and as the train pulled out he wondered whether the people up in town would be glad to see him. He was rather disappointed however, on his arrival, as the only one who spoke to him was a one-armed man selling lead pencils.

As he sauntered down the street past the penny arcades and shooting galleries, his attention was attracted to a cut rate drug store, where they were running a penny sale. The place was decorated with pennants and signs so that it looked like a side-show at a circus. It seemed that if one bought an article for twenty-five cents, one could get another like it for one cent, and it was usually worth it.

This looked like a good stunt. When Drake got home he decided to run a one cent sale himself.

So one day before his competitors had finished their wheat cakes and coffee, he had his windows all plastered up with signs, reading, "Twenty-five cents for one, two for twenty-six."

The other two go together and followed suit. And within three days the natives had laid in enough stuff to last them a month.



When the sale was over the three druggists discovered that they had sold a lot of goods, but they had not made enough money to buy the drug store cat a saucer of milk. And for the next three weeks they had nothing to do but to play checkers.

Moral: What is sauce for the gander is not always sauce for the goose.

### When To Retire.

The druggist who becomes so prosperous he thinks more about his money and investments than he does about his business has arrived at a period when he should retire as a pharmacist and devote his entire time to his finances.

### A Friend in Need.

The judge fixed his eye severely on the prisoner.

"Flaherty," he demanded, "why did you dump your hod of brick on your friend Nolan?"

"Ye see, Judge," explained the offender, "oi once told Nolan that if he was hard up for money to come to the building where oi was workin' and oi'd do him a favor, and whin oi saw him comin' along the street, dead broke, oi dropped the bricks down on his head knowin' he had an accident policy."



### 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



SELL BY THE CARTON

**5%** paid on Certificates in force three months. Secured by first mortgage on Grand Rapids homes.

**GRAND RAPIDS MUTUAL BUILDING and LOAN ASSOCIATION**

A Mutual Savings Society

GROUND FLOOR BUILDING and LOAN BUILDING  
Paid in Capital and Surplus \$6,200,000.00.



**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.

<b>Acids</b>		<b>Lavendar Flow</b> 8 00@8 25	<b>Cinchona</b> ----- @2 10
Boric (Powd.) 15 @ 25		Lavendar Gar'n 85@1 20	Colchicum ----- @1 80
Boric (Xtal) 15 @ 25		Lemon 2 00@2 25	Cubeb ----- @3 00
Carbonic 39 @ 46		Linseed, bld. bbl. @ 1 18	Digitalis ----- @1 80
Citric 58 @ 70		Linseed, bld less 1 25@1 38	Gentian ----- @1 35
Muriatic 3 1/2 @ 8		Linseed, raw, bbl. @ 1 15	Ginger, D. S. ----- @1 80
Nitric 9 @ 15		Linseed, ra. less 1 22@1 38	Gualac ----- @2 20
Oxalic 15 @ 25		Mustard, artifil. oz. @ 50	Gualac, Ammon. ----- @2 00
Sulphuric 3 1/2 @ 8		Neatsfoot 1 35@1 50	Iodine ----- @9 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
<b>Ammonia</b>		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 15 @ 25		Pennyroyal 3 00@3 25	Opium, Camp. ----- @8 85
Chloride (Gran.) 10 1/2 @ 20		Peppermint 20 00@20 25	Opium, Deodor'd ----- @3 50
		Rose, pure 13 50@14 00	Rhubarb ----- @1 70
<b>Balsams</b>		Rosemary Flows 1 25@1 50	
Copaiba 90@1 20		Sandalwood, E. I. 10 00@10 25	<b>Paints.</b>
Fir (Canada) 2 55@2 80		Sassafras, true 2 50@2 75	Lead, red dry 15% @16%
Fir (Oregon) 65@1 00		Sassafras, art'l 80@1 20	Lead, white dry 15% @16%
Peru 3 00@3 25		Spearment 7 00@7 25	Lead, white oil 15% @16%
Tolu 3 00@3 25		Sperm 1 80@2 05	Ochre, yellow bbl. @
		Tansy 5 00@5 25	Ochre, yellow less 2 1/2 @
<b>Barks</b>		Tar, USP 50@ 65	Red Venet'n Am. 3 1/2 @
Cassia (ordinary) 25 @ 30		Turpentine, bbl. @ 96 1/4	Red Venet'n Eng. 4 @
Cassia (Saigon) 50 @ 60		Turpentine, less 1 04@1 17	Putty ----- 5 @
Sassafras (pw. 50c) @ 55		Wintergreen, leaf 6 00@6 25	Whiting, bbl. ----- @ 4 1/2
Soap Cut (powd.) 18 @ 25		Wintergreen, sweet birch 3 00@3 25	Whiting, 5 1/2 @ 10
		Wintergreen, art. 80@1 20	L. H. P. Prep. 2 80@3 00
<b>Berries</b>		Wormseed 6 00@6 25	Rogers Prep. 2 80@3 00
Cubeb ----- @1 25		Wormwood 8 50@8 75	
Fish ----- @ 25			<b>Miscellaneous</b>
Juniper 09 @ 20			Acetalid ----- 47 @ 55
Prickly Ash ----- @ 30			Alum ----- 08 @ 12
			Alum, powd. and ground ----- 09 @ 15
<b>Extracts</b>			Bismuth, Subnitrate ----- 3 02@3 23
Licorice 60 @ 65			Borax xtal or powdered ----- 07 @ 13
Licorice powd. ----- @1 00			Cantharides, po. 1 75@2 25
			Calomel ----- 1 93@2 09
<b>Flowers</b>			Capsicum, pow'd ----- 48 @ 55
Arnica ----- 25 @ 30			Carmine ----- 6 00@6 50
Chamomile (Ger.) 20 @ 25			Casia Buds ----- 30 @ 35
Chamomile Rom. ----- 50			Cloves ----- 50 @ 55
			Chalk Prepared ----- 51 @ 60
<b>Gums</b>			Chloroform ----- 1 35@1 85
Acacia, 1st ----- 50 @ 55			Chloral Hydrate 1 10@12 80
Acacia, 2nd ----- 45 @ 50			Cocaine ----- 12 10@12 80
Acacia, Sorts ----- 20 @ 25			Cocoa Butter ----- 50 @ 75
Acacia, Powdered ----- 35 @ 40			Corks, list, less ----- 23 @ 10
Aloes (Barb Pow) ----- 25 @ 35			Copperas, Powd. ----- 4 @ 10
Aloes (Cape Pow) ----- 25 @ 35			Corrosive Sublim 1 58@1 74
Aloes (Soc. Pow.) ----- 65 @ 75			Cream Tartar ----- 31 @ 38
Asafoetida ----- 1 00@1 25			Cuttle bone ----- 40 @ 50
Pow. ----- 1 05@1 10			Dextrine ----- 6 @ 15
Camphor ----- @ 70			Dover's Powder 3 50@4 00
Gualac ----- @ 75			Emery, All Nos. ----- 10 @ 15
Gualac, pow'd ----- @ 1 10			Emery, Powdered ----- 8 @ 10
Kino ----- @ 20			Epsom Salts, bbls. ----- @1 00
Kino, powdered ----- @ 60			Epsom Salts, less 3 1/2 @ 10
Myrrh ----- @ 65			Ergot, powdered ----- @1 00
Myrrh, powdered ----- @ 65			Flake, White ----- 15 @ 20
Opium, powd. 19 65@19 92			Formaldehyde, lb. ----- 13 @ 30
Opium, gran. 19 65@19 92			Gelatin ----- 90 @1 05
Shellac ----- 90 @ 1 10			Glassware, less 55% ----- 60%
Shellac Bleached 1 00@1 10			Glauber Salts, bbl. ----- @02 1/4
Tragacanth, pow. ----- @ 1 75			Glauber Salts less case ----- 04 @ 10
Tragacanth ----- 1 75 @ 2 25			Glue, Brown ----- 21 @ 30
Turpentine ----- @ 25			Glue, Brown Grd ----- 15 @ 20
			Glue, white ----- 27 1/2 @ 25
<b>Insecticides</b>			Glue, white grd. ----- 25 @ 35
Arsenic 15 @ 25			Glycerine ----- 65 @ 75
Blue Vitriol, bbl. ----- @ 07			Hops ----- 6 45@6 90
Blue Vitriol, less ----- @ 15			Iodine ----- 7 35@7 65
Bordeaux Mix Dry 12 1/2 @ 25			Iodoform ----- 20 @ 30
Hellebore, White ----- 20 @ 30			Mace ----- @1 40
Insect Powder ----- 75 @ 85			Mace, powdered ----- @1 45
Lead Arsenate Po. 17 @ 30			Menthol ----- 16 50@17 00
Lime and Sulphur ----- 9 @ 22			Morphine ----- 11 18@11 93
Paris Green ----- 22 @ 39			Nux Vomica ----- @ 30
			Nux Vomica, pow. ----- 17 @ 25
<b>Leaves</b>			Pepper black pow. ----- 32 @ 35
Buchu ----- 1 25@1 30			Pepper, White ----- 40 @ 45
Buchu, powdered ----- @ 1 30			Pitch, Burgundy ----- 10 @ 15
Sage, Bulk ----- 25 @ 30			Quassia ----- 12 @ 15
Sage, 1/4 loose ----- @ 40			Quinine ----- 72 @ 1 32
Sage, powdered ----- @ 35			Rochelle Salts ----- 30 @ 35
Senna, Alex. ----- 50 @ 75			Saccharine ----- @ 20
Senna, Tinn. ----- 30 @ 35			Salt Peter ----- 11 @ 22
Senna, Tinn. pow. ----- 25 @ 35			Selditz Mixture ----- 30 @ 40
Uva Ursi ----- 20 @ 25			Soap, green ----- 15 @ 20
			Soap mott cast. ----- 22 1/2 @ 25
<b>Oils</b>			Soap, white castile ----- @12 50
Almonds, Bitter, true ----- 7 50@7 75			Soap, white castile less, per bar ----- @1 45
Almonds, Bitter, artificial ----- 4 00@4 25			Soda Ash ----- 3 @ 10
Almonds, Sweet, true ----- 1 40@1 60			Soda Bicarbonate 3 1/2 @ 10
Almonds, Sweet, imitation ----- 60 @1 00			Soda, Sal ----- 02 1/2 @ 63
Amber, crude ----- 1 50@1 75			Spirits, Camphor ----- @1 35
Amber, rectified ----- 1 75@2 00			Sulphur, roll ----- 3 1/2 @ 10
Anise ----- 1 00@1 25			Sulphur, Subl. ----- 04 @ 10
Bergamont ----- 5 75@6 00			Tamarinds ----- 20 @ 25
Cajeput ----- 1 50@1 75			Tartar Emetic ----- 70 @ 75
Cassia ----- 4 25@4 50			Turpentine, Ven. ----- 50 @ 75
Castor ----- 1 90@2 15			Vanilla Ex. pure 1 75@2 25
Cedar Leaf ----- 1 75@2 00			Vanilla Ex. pure 2 50@3 00
Citronella ----- 1 50@1 75			Zinc Sulphate ----- 08 @ 15
Cloves ----- 3 00@3 25			
Cocconut ----- 25 @ 35			
Cod Liver ----- 1 80@2 00			
Croton ----- 2 00@2 25			
Cotton Seed ----- 1 40@1 60			
Cubeb ----- 7 00@7 25			
Elgeron ----- 1 25@1 50			
Eucalyptus ----- 1 75@2 00			
Hemlock, pure ----- 3 25@3 50			
Juniper Berries ----- 1 50@1 75			
Lard, extra ----- 1 50@1 70			
Lard, No. 1 ----- 1 35@1 50			
		<b>Seeds</b>	
		Anise ----- @ 35	
		Anise, powdered ----- 35 @ 40	
		Bird, ls ----- 13 @ 17	
		Canary ----- 13 @ 20	
		Caraway, Po. ----- 25 @ 30	
		Cardamom ----- @ 3 00	
		Cardamom ----- @ 3 50	
		Coriander pow. ----- 30 @ 20	
		Dill ----- 12 1/2 @ 20	
		Fennel ----- 25 @ 40	
		Flax ----- 09 @ 15	
		Flax, ground ----- 09 @ 15	
		Poenugreek pow. ----- 15 @ 25	
		Hemp ----- 8 @ 15	
		Lobelia, powd. ----- @1 25	
		Mustard, yellow ----- 15 @ 25	
		Mustard, black ----- 20 @ 25	
		Poppy ----- 22 @ 25	
		Quince ----- 1 50@1 75	
		Rape ----- 15 @ 20	
		Sabadilla ----- 25 @ 35	
		Sunflower ----- 11 1/2 @ 15	
		Worm, American ----- 30 @ 40	
		Worm, Levant ----- 4 00@4 25	
		<b>Tinctures</b>	
		Aconite ----- @1 80	
		Aloes ----- @1 45	
		Arnica ----- @2 40	
		Asafoetida ----- @2 10	
		Belladonna ----- @1 35	
		Benzoin ----- @2 10	
		Benzoin Comp'd ----- @2 55	
		Buchu ----- @2 85	
		Cantharadles ----- @2 20	
		Capsicum ----- @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

Peanuts

## DECLINED

Beachnut Bacon  
Canned Corn Beef  
Evap. Apricots  
Veal  
Lamb  
Pork

## AMMONIA

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



## AXLE GREASE

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

## BAKING POWDERS

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

## BEECH-NUT BRANDS.



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

## BLUING

Original

condensed Pearl

Crown Capped

4 doz., 10c ds. 85

3 ds. 15c, ds. 1 25

## BREAKFAST FOODS

Cracked Wheat, 24-2 3 85  
Cream of Wheat, 18s 3 60  
Pillsbury's Best Cer'l 2 20  
Quaker Puffed Rice ----- 5 60  
Quaker Puffed Wheat 4 30  
Quaker Brst Biscuit 1 90  
Ralston Branzen ----- 3 20  
Ralston Food, large ----- 4 00  
Saxon Wheat Food ----- 3 90  
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. Fcy. Parlor 26 lb. 10 00  
Toy ----- 2 25  
Whisk, No. 3 ----- 2 75

## BRUSHES

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

## Stove

Shaker ----- 1 80  
No. 50 ----- 2 00  
Peerless ----- 2 60

## Shoe

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

## BUTTER COLOR

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

## CANDLES

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

## CANNED FRUIT.

Apples, 3 lb. Standard 1 50  
Apples, No. 10 ----- 4 50  
Apple Sauce, No. 10 8 00  
Apricots, No. 1 1 35  
Apricots, No. 2 ----- 2 85  
Apricots, No. 2 1/2 3 00  
Apricots, No. 10 ----- 8 00  
Blackberries, No. 10 10 00  
Blueberries, No. 2 2 00  
Blueberries, No. 10 ----- 12 50  
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  
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  
Pineapple, 1 sl. 1 80  
Pineapple, 2 sl. 2 80  
Pineapple, 2 br. sl. 2 65  
Pineapple, 2 1/2 sl. 3 35  
Pineapple, 2 cru. 2 60  
Pineapple, 10 cru. ----- 11 60  
Pears, No. 2 ----- 3 25  
Pears, No. 2 1/2 ----- 4 00  
Plums, No. 2 ----- 2 00  
Plums, No. 2 1/2 ----- 2 75  
Raspberries, No. 2, blk 3 25  
Raspberries, Red, No. 10 12 00  
Raspberries, Black, No. 10 ----- 11 50  
Rhubarb, No. 10 ----- 5 25

## CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35  
Clam Ch., No. 3 3 00  
Clams, Steamed, No. 1 1 80  
Clams, Minced, No. 1 2 50  
Finnan Haddie, 10 oz. 3 30  
Clam Bouillon, 7 oz. ----- 2 50  
Chicken Haddie, No. 1 2 75  
Fish Flakes, small ----- 1 35  
Cod Fish Cake, 10 oz. 1 85  
Cove Oysters, 5 oz. ----- 1 90  
Lobster, 1 wet 2 10  
Shrimp, 1 wet 2 10  
Sard's, 1/4 Oil, 5 1/2 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., 1/2, ea. ----- 25  
Sardines, Cal. ----- 1 65  
Tuna, 1/2, Albocore ----- 95  
Tuna, 1/4, Curtis, doz. 2 20  
Tuna, 1/2, Curtis, doz. 3 50  
Tuna, 1s, Curtis, doz. 7 00

## CANNED MEAT.

Bacon, Med. Beechnut 2 40  
Bacon, Lge Beechnut 4 05  
Beef, No. 1, Corned ----- 2 70  
Beef, No. 1, Roast ----- 2 70  
Beef, No. 2 1/2, Qua. all. 1 35  
Beef, No. 1/4, Qua. all. 1 75  
Beef, No. 1, B'nut, sli. 4 50  
Sap Sago ----- 35  
Beefsteak & Onions, s 2 75  
Chili Con Ca., 1s 1 35  
Deviled Ham, 1/4s ----- 2 20  
Deviled Ham, 1/2s ----- 3 60  
Hamburg Steak & Onions, No. 1 ----- 3 15  
Potted Beef, 4 oz. ----- 1 10  
Potted Meat, 1/4 Libby 52 1/2  
Potted Meat, 1/2 Libby ----- 90  
Potted Meat, 1/4 Qua. ----- 85  
Potted Ham, Gen. 1/4 ----- 1 85  
Vienna Saus., No. 1/4 ----- 1 35  
Vienna Sausage, Qua. ----- 95  
Veal Loaf, Medium ----- 2 30

Beef, No. 1/4, Qua. all. 1 75  
Beef, No. 1, B'nut, sli. 4 50  
Sap Sago ----- 35  
Beefsteak & Onions, s 2 75  
Chili Con Ca., 1s 1 35  
Deviled Ham, 1/4s ----- 2 20  
Deviled Ham, 1/2s ----- 3 60  
Hamburg Steak & Onions, No. 1 ----- 3 15  
Potted Beef, 4 oz. ----- 1 10  
Potted Meat, 1/4 Libby 52 1/2  
Potted Meat, 1/2 Libby ----- 90  
Potted Meat, 1/4 Qua. ----- 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, 18 oz. ----- 1 15  
Quaker, 18 oz. ----- 95  
Fremont, No. 2 ----- 1 20  
Snider, No. 1 ----- 95  
Snider, No. 2 ----- 1 25  
Van Camp, small ----- 85  
Van Camp, Med. ----- 1 15

## CANNED VEGETABLES.

Asparagus,  
No. 1, Green tips 4 60  
No. 2 1/2, Lge. Green ----- 4 50  
W. Bean, cut ----- 2 25  
W. Beans, 10 ----- 8 50  
Green Beans, 2s 2 00  
Gr. Beans, 10s 7 50  
L. Beans, 2 gr. 1 35  
Lima Beans, 2s, Soaked ----- 95  
Red Kid. No. 2 1 20  
Beets, No. 2, wh. 1 75  
Beets, No. 2, cut ----- 1 60  
Beets, No. 3, cut ----- 1 80  
Corn, No. 2, Ex stan 1 65  
Corn, No. 2, Fan. 1 80  
Corn, No. 2, Fy. glass 3 25  
Corn, No. 10 ----- 7 50  
Hominy, No. 3 1 00  
Okra, No. 2, whole ----- 2 00  
Okra, No. 2, cut ----- 1 60  
Dehydrated Veg. Soup ----- 90  
Dehydrated Potatoes, lb. ----- 42  
Mushrooms, Hotels ----- 42  
Mushrooms, Choice ----- 55  
Mushrooms, Sur Extra ----- 75  
Peas, No. 2, E. J. 1 50  
Peas, No. 2, Sift., ----- 1 85  
June ----- 1 85  
Peas, No. 2, Ex. Sift. ----- 2 25  
Peas, Ex. Fine, French ----- 25  
Pumpkin, No. 3 1 35  
Pumpkin, No. 10 4 50  
Pimentos, 1/4, each ----- 12 14  
Pimentos, 1/2, each ----- 27  
Sw't Potatoes, No. 2 1 60  
Saurkraut, No. 3 1 40  
Succotash, No. 2 1 65  
Succotash, No. 2, glass ----- 2 80  
Spinach, No. 1 ----- 1 25  
Spinach, No. 2 ----- 1 60  
Spinach, No. 3 ----- 2 10  
Spinach, No. 10 ----- 6 00  
Tomatoes, No. 2 1 40  
Tomatoes, No. 3 2 00  
Tomatoes, No. 2, glass ----- 2 50  
Tomatoes, No. 10 ----- 7 50

## CATSUP.

B-nut, Small ----- 3 70  
Lily Valley, 14 oz. ----- 2 60  
Lily 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 American ----- 1 40  
Chili, small tins ----- 1 40  
Pimento, small tins ----- 1 40  
Roquefort, small tins ----- 2 25  
Camenbert, small tins ----- 2 25  
Wisconsin New ----- 26 3/4  
Longhorn ----- 27  
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  
Feaberry ----- 65

## CHOCOLATE.

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

## COCOA.

Bunte, 1/4s ----- 43  
Bunte, 1/2 lb. ----- 32  
Bunte, lb. ----- 32  
Droste's Dutch, 1 lb. ----- 8 50  
Droste's Dutch, 1/2 lb. ----- 4 50  
Droste's Dutch, 1/4 lb. ----- 2 35  
Hersheys, 1/4s ----- 33  
Hersheys, 1/2s ----- 33  
Huyler ----- 36  
Lowney, 1/4s ----- 40  
Lowney, 1/2s ----- 38  
Lowney, 1/4 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 ----- 21  
48 2 oz. pkgs., per case ----- 15  
48 4 oz. pkgs., per case ----- 7 00

## CLOTHES LINE.

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



## COFFEE ROASTED

Bulk  
Rio ----- 28  
Santos ----- 35  
Maracaibo ----- 39  
Gautemala ----- 40  
Java and Mocha ----- 47  
Bogota ----- 42  
Peaberry ----- 37

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

Telfer Coffee Co. Brand  
Bokay.

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, 3 doz. ----- 4 40  
Caroline, Tall, 4 doz. ----- 3 80  
Caroline, Baby ----- 3 50

## EVAPORATED MILK

Blue Grass, Baby, 96 4 15  
Blue Grass, No. 10 ----- 4 25  
Carnation, Tall, 4 doz. ----- 4 75  
Carnation, Baby, 8 doz. ----- 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

## 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, special-  
ly printed front cover is  
furnished without charge.

## CREAM OF TARTAR

6 lb. boxes ----- 32

Blue Grass, Baby, 96 4 15  
Blue Grass, No. 10 ----- 4 25  
Carnation, Tall, 4 doz. ----- 4 75  
Carnation, Baby, 8 doz. ----- 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  
Canadian Club ----- 37 50  
Master Piece, 60 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 ----- 75 00  
1-20, per M ----- 75 00  
Worden's Havana ----- 75 00  
Specials, 20, per M ----- 75 00  
Little Du: 1 Stogie ----- 18 50

## CONFECTIONERY

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

## Mixed Candy

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

## Fancy Chocolates

5 lb. Boxes  
Bittersweets, Ass'ted ----- 1 70  
Choc Marshmallow Dp ----- 1 70  
Milk Chocolate A ----- 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

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

## Lozenges.

A. A. Pep. Lozenges ----- 18  
A. A. Pink Lozenges ----- 18  
A. A. Choc. Lozenges ----- 18  
Motto Hearts ----- 23  
Malted Milk Lozenges ----- 22

## Hard Goods.

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

## Cough Drops

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. Mallovs ----- 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

## FRUIT CANS

Mason.  
Half pint ----- 6 85  
One pint ----- 7 20  
One quart ----- 8 45  
Half gallon ----- 11 50  
Ideal Glass Top.  
Rubbers.  
Half pint ----- 8 40  
One pint ----- 8 65  
One quart ----- 10 50  
Half gallon ----- 14 70

## 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. ----- 16 1/2  
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, ----- 11 1/2

## California Prunes

70@80, 25 lb. boxes ----- 09 1/2  
60@70, 25 lb. boxes ----- 10 1/2  
50@60, 25 lb. boxes ----- 12 1/2  
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 ----- 06 1/2  
Cal. Limas ----- 16  
Brown, Swedish ----- 07 1/2  
Red Kidney ----- 10 1/2

## Farina

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

## Hominy

Pearl, 100 lb. sacks ----- 10

## Macaroni

Domestic, 20 lb. box ----- 1  
Armours, 2 doz., 8 oz. ----- 2 00  
Foulds 2 doz., 8 oz. ----- 2 25  
Quaker, 2 doz. ----- 2 00

## Pearl Barley

Chester ----- 5 00  
00 and 0000 ----- 6 50  
Barley Grits ----- 06

## Peas

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

## Sago



<b>GELATINE</b>	
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

<b>HORSE RADISH</b>	
Per doz., 5 oz.	1 20

<b>JELLY AN DPRESERVES</b>	
Pure, 30 lb. pails	3 30
Imitation, 30 lb. pails	2 10
Pure 6 oz. Asst., doz.	1 10
Buckeye, 22 oz., doz.	2 35

<b>JELLY GLASSES</b>	
8 oz., per doz.	35

<b>OLEOMARGARINE</b>	
Kent Storage Brands.	
Good Luck, 1 lb.	26
Good Luck, 2 lb.	25 1/2
Gilt Edge, 1 lb.	26
Gilt Edge, 2 lb.	25 1/2
Delicia, 1 lb.	21
Delicia, 2 lb.	20 1/2
Van Westenbrugge Brands	
Carload Distributor	



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

<b>MATCHES</b>	
Swan, 144	5 75
Diamond, 144 box	8 00
Searchlight, 144 box	8 00
Red Stick, 720 1c bxs	5 50
Red Diamond, 144 bx	6 00
<b>Safety Matches</b>	
Quaker, 5 gro. case	4 75

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



<b>Gold Brer Rabbit</b>	
No. 10, 6 cans to case	5 95
No. 5, 12 cans to case	6 20
No. 2 1/2, 24 cans to cs.	6 45
No. 1 1/2, 36 cans to cs.	5 30

<b>Green Brer Rabbit</b>	
No. 10, 6 cans to case	4 60
No. 5, 12 cans to case	4 85
No. 2 1/2, 24 cans to cs.	5 10
No. 1 1/2, 36 cans to cs.	4 30

<b>Aunt Dinah Brand.</b>	
No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 00
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00

<b>New Orleans</b>	
Fancy Open Kettle	74
Choice	62
Fair	41

<b>Half barrels 5c extra</b>	
<b>Molasses in Cans.</b>	
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	5 15

<b>NUTS.</b>	
<b>Whole</b>	
Almonds, Terregona	20
Brazil, New	18
Fancy mixed	22
Filberts, Sicily	25
Peanuts, Virginia Raw	12 1/2
Peanuts, Vir. roasted	15
Peanuts, Jumbo, raw	14
Peanuts, Jumbo, rst'd	16 1/2
Pecans, 3 star	2
Pecans, Jumbo	50
Walnuts, California	28
<b>Salted Peanuts.</b>	
Fancy, No. 1	14
Jumbo	23

<b>Shelled.</b>	
Almonds	68
Peanuts, Spanish	13
125 lb. bags	32
Filberts	33
Pecans	1 06
Walnuts	59

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

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



<b>PEANUT BUTTER.</b>	
<b>Bel Car-Mo Brand</b>	
8 oz., 2 doz. in case	24
24 1 lb. pails	24
12 2 lb. pails	24
5 lb. pails 6 in crate	14
14 lb. pails	15
25 lb. pails	15
50 lb. tins	15

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



<b>Iron Barrels.</b>	
Light	62.2
Medium	64.2
Heavy	66.2
Special heavy	70.2
Extra heavy	62.2
Transmission Oil	1.45
Finol, 4 oz. cans, doz.	2 25
Finol, 8 oz. cans, doz.	7.9
Parowax, 40, 1 lb.	7.9
Parowax, 20, 1 lb.	8.4

<b>Semdac, 12 pt. cans</b>	
Semdac, 12 qt. cans	4 60

<b>PICKLES</b>	
Medium Sour	24 50
Barrel, 1,200 count	13 00
Half bbls., 600 count	10 00
0 gallon kegs	10 00

<b>Sweet Small</b>	
30 gallon, 3000	50 00
5 gallon, 600	10 00

<b>Dill Pickles.</b>	
600 Size, 15 gal.	13 00

<b>PIFES.</b>	
Cob, 3 doz. in bx. 1 00	1 20

<b>PLAYING CARDS</b>	
Battle Axe, per doz.	2 65
Blue Ribbon	4 50
Bicycle	4 75

<b>POTASH</b>	
Babbitt's 2 doz.	2 75

<b>FRESH MEATS</b>	
<b>Beef.</b>	
Top Steers & Heif.	18 1/2
Good Steers & Hf.	14 1/2
Med. Steers & Hf.	12 1/2
Com. Steers & Hf.	10 1/2

<b>Cows.</b>	
Top	12 1/2
Good	11
Medium	9
Common	07 1/2

<b>Veal.</b>	
Top	14
Good	12
Medium	10

<b>Lamb.</b>	
Spring Lamb	28
Good	22
Medium	19
Poor	15

<b>Mutton.</b>	
Good	14
Medium	10
Poor	08

<b>Pork.</b>	
Light hogs	14 1/2
Medium hogs	15 1/2
Heavy hogs	23 1/2
Loins	21 1/2
Butts	18 1/2
Shoulders	16
Spareribs	06
Neck bones	06

<b>Dry Salt Meats</b>	
<b>S P Bellies</b>	
Lard	31 00@33 00
Pure in tierces	17 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1/4
Compound tierces	14
Compound, tubs	14 1/2

<b>Sausages</b>	
Bologna	12 1/2
Liver	12
Frankfort	17
Pork	18@20
Veal	17
Tongue, Jellied	32
Headcheese	16

<b>Smoked Meats</b>	
Hams, Cert., 14-16 lb.	31
Hams, Cert., 16-18, lb.	31
Ham, dried beef	@34
California Hams	@19
Picnic Boiled	
Hams	30 @32
Boiled Hams	45 @47
Minced Hams	14 @17
Bacon	30 @39

<b>Beef</b>	
Boneless, rump 18 00	@22 00
Rump, new	18 00@22 00

<b>Mince Meat.</b>	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

<b>Pig's Feet</b>	
Cooked in Vinegar	1 55
1/4 bbls., 35 lbs.	2 75
1/2 bbls.	5 30
1 bbl.	15 00

<b>Tripe.</b>	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 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

<b>RICE</b>	
Fancy Blue Rose	7 1/2@08
Fancy Head	8@9
Broken	06

<b>ROLLED OATS</b>	
Steel Cut, 100 lb. sks.	3 60
Silver Flake, 12 Fam.	2 50
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 70
Mothers, 12s, 11 num	3 25
Silver Flake, 18 Reg.	1 50
Sacks, 90 lb. Jute	3 25
Sacks, 90 lb. cotton	3 35

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

<b>SALERATUS</b>	
Arm and Hammer	3 75

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

<b>COD FISH</b>	
Middles	16
Tablets, 1 lb. Pure	19 1/2
Tablets, 1/2 lb. Pure.	1 40
doz.	28
Wood boxes, Pure	11 1/2

<b>Holland Herring</b>	
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

<b>Herring</b>	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	6
Boned, 10 lb. boxes	20

<b>Lake Herring</b>	
1/4 bbl., 100 lbs.	6 50

<b>Mackerel</b>	
Tubs, 100 lb. fancy fat	24 50
Tubs, 60 count	6 00

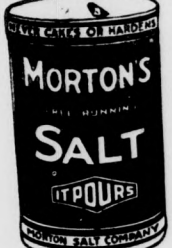
<b>White Fish</b>	
Med. Fancy, 100 lb.	13 00

<b>SHOE BLACKENING</b>	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixby's, doz.	1 35
Shinola, doz.	90

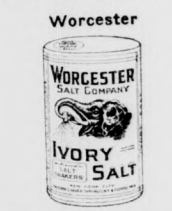
<b>STOVE POLISH.</b>	
Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium per doz.	1 35
Rising Sun, per doz.	1 35
654 Stove Enamel, doz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10,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

<b>SALT.</b>	
Colong Cab., 24 lb.	95
Log Cabin 24-2 lb. case	1 90
Med. No. 1, Bbls.	2 80
Med. No. 1, 100 lb. bk.	95
Farmer Spec., 70 lb.	95
Packers Meat, 56 lb.	63
Crushed Rock for ice cream, 100 lb., each	75

<b>Butter Salt, 280 lb. bbl</b>	
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



Bbls. 30-10 sks.	5 40
Bbls. 60-5 sk.	5 55
Bbls. 120-2 1/2 sks.	6 05
100-3 lb. sks.	6 05
Bbls. 280 lb. bulk:	
A-Butter	4 20
AA-Butter	4 20
Plain 50-lb. blks.	5 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	40
Rock "C" 100-lb sacks	70

<b>SOAP</b>	
Am. Family, 100 box	6 30
Export 120 box	4 90
Big Four Wh. Na. 100s	4 00
Flake White, 100 box	4 25
Fels Naphtha, 700 box	5 60
Gruma White Na. 100s	4 10
Rub No More White	
Naphtha, 100 box	4 00
Swift Classic, 100 box	4 40
20 Mule Borax, 100 bx	7 55
Wool, 100 box	6 50
Fairy, 100 box	5 75
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00



### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, April 22.—In the matter of Clark E. Wheaton, Bankrupt No. 2670, the funds for the first meeting have been received and such meeting has been called for May 4.

April 22. On this day were received the schedules, order of reference and adjudication in the matter of Arthur C. Hawley, Bankrupt No. 2677. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Kalamazoo and has operated a bicycle repair and service store at such city. The schedules filed list assets of \$791.26, of which \$250 is claimed as exempt to the bankrupt with liabilities of \$5,945.13. The first meeting has been called for May 5. A list of the creditors of the bankrupt is as follows: Fidelity Building & Loan Association, Kalamazoo ----- \$875.00

Round Oak Heating Co., Kalamazoo 194.00  
Gazette, Kalamazoo ----- 26.16  
Fisk Tire Co., Kalamazoo ----- 4.78  
Pennsylvania Rubber Co., Detroit 148.50  
Klose Electric Co., Kalamazoo ----- 19.50  
Edwards & Chamberlain Hardware Co., Kalamazoo ----- 633.40  
Excelsior Cycle Co., Michigan City 8.00  
Elliott Service Co., New York City 42.15  
Cable Sales Co., Kalamazoo ----- 530.52  
Midwest Bicycle & Toy Co., Detroit 329.91  
Chicago Cycle Supply Co., Chicago 19.80  
John Reflector Co., Detroit ----- 21.00  
John Beekhout Coal Co., Kalamazoo 7.41  
Dairyman's Milk Co., Kalamazoo 8.00  
Robert S. White, Kalamazoo ----- 1,000.00  
First National Bank, Kalamazoo 2,000.00  
Edward Vincent, Kalamazoo ----- 50.00  
Mich. State Telephone Co., Kalamazoo ----- 27.00

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Willard A. Hoebeke, Bankrupt No. 2678. 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 has conducted a retail hardware store at such city. The schedules filed show assets of \$4,119.71, with liabilities of \$5,763.29. The first meeting of creditors has been called for May 5. A list of the creditors of the bankrupt is as follows:

L. A. Althoff Mfg. Co., La Porte, City of Grand Rapids ----- unknown  
Ind. ----- \$ 18.95  
Automatic Cradle Mfg. Co., Stevens Point, Wis. ----- 43.40  
Benjamin Clothing Store, Grand R. 15.00  
Butler Bros., Chicago ----- 100.00  
Fred J. Brogger, Grand Rapids ----- 174.02  
Butterworth Hospital, Grand Rap. 40.00  
Buhl Sons Co., Detroit ----- 238.29  
Brown & Seiler Co., Grand Rapids 19.85  
Fred J. Brogger, Grand Rapids ----- 99.26  
Consumers Power Co., Grand Rap. 2.73  
Columbus Varnish Co., Columbus 11.60  
Chicago Cycle & Supply Co., Chicago ----- 22.13

De Clark & De Boer, Grand Rapids 4.40  
Samuel Dykema, Grand Rapids ----- 350.00  
First Lamp Co., Toledo ----- 62.50  
Foster, Stevens Co., Grand Rapids 115.00  
Faultless Caster Co., Evansville ----- 25.66  
Favorite Stove & Range Co., Piqua 29.64  
Great Western Oil Co., Grand R. 125.01  
General Lead Co., St. Louis ----- 43.53  
G. R. Savings Bank, Grand Rapids 1,450.00  
L. Gould Co., Chicago ----- 75.13  
G. R. Wood Finishing Co., Grand Rapids ----- 49.40

Gardener Wire Co., Chicago ----- 8.00  
Hayden Supply Co., Grand Rapids 1.00  
Heth Auto Elec. Co., Grand Rapids 11.00  
H. E. Hessler, Syracuse ----- 6.30  
Hinckle Leadstone Co., Chicago ----- 37.80  
Henry J. Heystek Co., Grand Rap. 27.32  
Dr. H. N. Hocomb, Grand Rapids 164.00  
E. J. Hoebeke, Grand Rapids ----- 820.00  
W. B. Jarvis Co., Grand Rapids ----- 15.64  
Litcher Electric Co., Grand Rapids 15.16  
Lindsay Light Co., Chicago ----- 652.17  
H. Leonard & Sons, Grand Rapids 15.00  
Leyse Aluminum Co., Kewanee, Wis. ----- 14.12

Lock Fuel & Feed Co., Grand Rap. 58.30  
Lankster Sisters, Grand Rapids ----- 29.95  
Frank Le Bot, Muskegon ----- 75.00  
Mich. Bell Tel. Co., Grand Rapids 9.00  
Master Lock Co., Milwaukee ----- 12.85  
C. W. Mills Paper Co., Grand Rap. 13.31  
Mich. Hardware Co., Grand Rapids 569.80  
Morley Bros., Saginaw ----- 209.90  
Mich. Trust Co., Grand Rapids ----- 20.00  
Walter E. Miles Coal Co., Grand R. 11.50  
Pitkin & Brooks, Chicago ----- 52.11  
Pruesser Jewelry Co., Grand Rapids 37.00  
Ralph M. Pipers, Marysville, Ohio 9.25  
Pittsburgh Plate Glass Co., Grand Rapids ----- 50.03

Pioneer Rubber Mills, San Francisco 24.37  
Republic Paint & Varnish Co., Chicago ----- 54.10  
Reese Padlock Co., Lancaster, Pa. 6.02  
Ripstra & Koordnyke, Grand Rap. 7.25  
Reason Reed, Grand Rapids ----- 300.00  
Smith Agricultural Chemical Co., Columbus ----- 16.35

Snap On Wrench Co., Chicago ----- 3.85  
Standard Oil Co., Grand Rapids ----- 2.50  
Segal Lock & Hdwe. Co., New York 3.70  
Segal Metal Products Co., New York 3.89  
Safe Padlock & Hardware Co., Lancaster, Pa. ----- 1.62  
G. S. H. Specialty Co., Grand R. 6.00  
Swartzberg & Glazier Leather Co., Grand Rapids ----- 1.35  
U. S. Rubber Co., Detroit ----- 100.00  
Universal Cycle Sup. Co., Chicago 14.36  
Vriedevod Bros., Grand Rapids ----- 232.50  
Valentine & Co., Chicago ----- 63.40

Wehrle Co., Newark, Ohio ----- 86.85  
Yarder Mfg. Co., Toledo ----- 10.50  
Yale & Towne Mfg. Co., Stamford, Conn. ----- 17.44

In the matter of Walter E. Metz, Bankrupt No. 2626, the trustee has reported the receipt of an offer of \$200 from Geo. B. Dean, of Berrien Springs, for the soda fountain and back bar, appraised at \$400. The date fixed for sale is May 4. The property is at Berrien Springs. The sale will be held at 802 Michigan Trust building, Grand Rapids.

In the matter of William A. Fishel, Bankrupt No. 2652, the receiver in bankruptcy has filed a petition for lease to sell the assets of the store at Three Rivers, at public sale at the store, and leave has been granted. The sale will be held at Three Rivers at the store where the bankrupt did business at 2 p. m. on May 5. The sale will be an open auction and to the highest bidder, subject to confirmation by the court. The property consists of ladies suits, coats, dresses, apparel and the attendant fixtures of such store. The stock is appraised at \$3,848.59 and the fixtures at \$432.96. An inventory will be on the premises on the date of sale and may be also seen at the office of the referee in bankruptcy at Grand Rapids.

April 23. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Charles E. Shears, Bankrupt No. 2679. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Spring Lake. The occupation of the bankrupt is not stated. The first meeting of creditors has been called for May 7. The schedules show assets of \$1,458.80, of which \$450 is claimed as exempt, with liabilities of \$3,730.41. A list of the creditors of the bankrupt is as follows: Bennett Fuel & Ice Co., Grand Rapids ----- \$545.88

A. B. Knowlson Co., Grand Rapids 316.63  
Stearns Coal & Lumber Co., Stearns, Ky. ----- 2,176.32  
Osborne Co., Newark, N. J. ----- 21.32  
Wetzel Bros., Milwaukee ----- 17.00  
Peter Van Zyl, Grand Haven ----- 165.12  
N. Robbins, Grand Haven ----- 232.00  
Wm. Ver Duin, Grand Haven ----- 157.03  
G. H. Gas Co., Grand Haven ----- 56.98  
Dr. W. J. Presley, Grand Haven 42.00

On this day also were received the schedules, order of reference, adjudication and appointment of receiver in the matter of Fred A. Marshall, Bankrupt No. 2680. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Niles and has operated a restaurant at such city. The schedules show assets of \$3,265.87, of which \$500 is claimed as exempt to the bankrupt, with liabilities of \$6,043.61. The first meeting of creditors has been called for May 7. A list of the creditors of the bankrupt is as follows:

Lucy Webber, Niles ----- \$490.00  
Charles Bender Co., Chicago ----- 490.50  
Woodhouse Co., Grand Rapids ----- 86.43  
Randall Landfield Co., Chicago ----- 25.50  
National Grocer Co., South Bend ----- 69.71  
Niles Chamber of Commerce, Niles 50.00  
G. H. Hammond Co., Chicago ----- 30.50  
Niles Gas Light Co., Niles ----- 171.03  
Mich. Bell Telephone Co., Niles ----- 7.15  
Sawyer Biscuit Co., Chicago ----- 4.85  
Claude Dunn, South Bend ----- 450.00

Troost Bros., Niles ----- 302.40  
Audley Rivers, Niles ----- 61.59  
Joseph A. Contois, Niles ----- 70.00  
Herman N. Roebuck, Niles ----- 20.00  
William G. Barman, Niles ----- 9.50  
Charles M. Montague, Niles ----- 27.00  
Newman & Snell Bank, Niles ----- 500.00  
Electric Service Co., Niles ----- 50.40  
Marshall & Grathwol, Niles ----- 58.00  
Grover C. Van Tassel, Niles ----- 60.00  
Charles Case, Niles ----- 265.00  
Phillips & Smith, Niles ----- 75.00  
Thomas J. Cavanagh, Paw Paw ----- 406.00  
Carmi Smith, Niles ----- 140.00  
City of Niles, Niles ----- 16.00  
New Center Market, Niles ----- 18.00  
Lucy Weber, Niles ----- 750.00  
Annie Rentz, Niles ----- 139.00  
Mr. & Mrs. Scott Renz, Niles ----- 500.00  
Marie Haas & Abe Green, Chicago 700.00

April 27. On this day was held the hearing and show cause on the offer of F. F. Wood Motor Co. in the matter of Mastenbrook, Grove, Cartier Co., Bankrupt No. 2481. The offer was in the sum of \$1,000 in full settlement of any and all claims of this estate against them. The trustee was present in person and by Corwin & Norcross. Clare J. Hal was present for F. F. Wood Motor Co. Several creditors were present in person. The offer was accepted by vote of those present. The order confirming and accepting the same was made. The special meeting and show cause was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Forrest C. Reed, Bankrupt No. 2661. The bankrupt was present in person and by attorney, D. M. Britton. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined by the referee without a reporter. No trustee was appointed. The bankrupt was ordered to pay the filing fee and upon receipt of the same the case will be closed and returned as a case without assets. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of

Harvey E. McCord, Bankrupt No. 2668. The bankrupt was present in person and by attorney, W. F. Umphrey. No creditors were present or represented. One claim was proved. No trustee was appointed. The bankrupt was sworn and examined by the referee without a reporter. The case being one without assets was adjourned no date and closed and returned to the district court.

On this day also was held the first meeting of creditors in the matter of Eli Smead, Milton E. Smead and E. Smead & Son, Bankrupts No. 2669. The bankrupts were present in person. No creditors were present or represented. Claims were proved and allowed. The bankrupts were sworn and examined by the referee without a reporter. Mr. W. A. Quick, of Nashville, was appointed trustee, and the amount of his bond placed at \$1,000. The meeting was then adjourned without date.

April 28. On this day was held the sale of assets in the matter of George Myers, Bankrupt No. 2613. The trustee was present in person. Wykes & Sherk were present for Chaffee Bros. Furniture Co. The safe was unsold to D. C. Alchin, of Rockford, for \$25. The piano and bench and music rolls were sold to Chaffee Bros. Furniture Co. for \$200. The sales were confirmed. The special meeting and show cause was then adjourned without date.

On this day also was held the sale of assets in the matter of Bert Stell, Bankrupt No. 2653. The bankrupt was not present, but represented by Charles H. Lillie. The trustee was present in person. Several bidders were present. The property was finally struck off to E. L. Cook, for \$650. The sale was confirmed. The special meeting was then adjourned without date and the trustee directed to

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have been giving satisfactory service for nearly a quarter of a century.

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## H. M. REYNOLDS SHINGLE COMPANY

"Originator of the Asphalt Shingle"

GRAND RAPIDS - MICHIGAN





pay a dividend to creditors, if the funds of the estate would permit.

On this day also was held the first meeting of creditors in the matter of Floyd M. Hendrick, Bankrupt No. 2663. The bankrupt was present in person and by attorneys, Watt & Colwell. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined by the referee without a reporter. The case being one without assets was adjourned without date and closed and returned to the district court.

On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Nicholas Haverkamp, William Zwaagman, individually, and as partners under the name of Kalamazoo Cream Fried Cake Co., Bankrupt No. 2681. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupts are residents of Kalamazoo and have operated a manufacturing place for fried cakes at such city. The schedules of the bankrupts show assets of \$225, all of which is claimed as exempt to the bankrupts, with liabilities for the partnership of \$1,000 approximately. The liabilities of the individual Haverkamp are placed at \$54 and those of the individual Zwaagman at \$8. The court has asked 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 bankrupts is as follows:

The following are partnership debts:  
Bakers Products Corp., Chicago \$307.08  
Van Camp Products Co., Indianapolis 254.92

John M. Scherer, Kalamazoo	70.00
Mich. Bell Tel. Co., Kalamazoo	7.80
Aikman Bakery Co., Port Huron	21.62
Star Paper Co., Kalamazoo	5.01
Cudahy Bros. Co., Cudahy, Wis.	15.46
S. Gumpert & Co., Inc., Brooklyn	23.00
Holland-American Food Co., Grand Rapids	8.94
Woolson Spice Co., Toledo	10.44
Swift & Co., Kalamazoo	6.67
Consumers Power Co., Kalamazoo	120.00
F. C. McQueen, Kalamazoo	8.00
Wilson & Co., Chicago	18.14
Corlett Stone Lumber Co., Kalamazoo	13.25
Winchell Flour Co., Saginaw	191.26
North Side Garage, Kalamazoo	54.00
Taylor Produce Co., Kalamazoo	7.00
Dairyman's Milk Co., Kalamazoo	50.00
Liberty Market, Kalamazoo	7.20
Oscar Mayer & Co., Chicago	63.00
Chicago Cream Fried Cake Co., Chicago	148.00
Ideal Dairy Co., Kalamazoo	30.45
Fred Schied, Kalamazoo	19.00
A. W. Walsh Co., Kalamazoo	9.00
North Side Garage, Kalamazoo	54.00
G. Van Dyke, Kalamazoo	8.00

### Three Necessary Adjuncts To a Man's Life.

Grandville, April 28—Someone has said there are sermons in stones. We can believe that, but how about dogs, birds and trees?

This trio of the great creation certainly ought to be on a par for sermonizing with the stones of the fields and hills. And they are, for the same God who created man made also the humble dog, the blithesome bird and the singing tree, the latter the king of vegetable creation.

The minister who is continually dwelling on the joys of a heaven whose streets are paved with gold would do well not to forget the dog, who is man's best friend here on earth, and, of course, will not be separated from him in the Great Hereafter.

Trees line the streets of the New Jerusalem; birds sing praises there as they sit amid the green foliage of the trees, while the humble dog greets his returning master with a bark of pleased friendliness. All in all a heaven unpeopled with dogs, birds and trees would, indeed, be a barren waste to most of us, and there is no conceivable excuse for leaving out these adjuncts to a happy life for man.

We build monuments to men of fame and worth, men who have made their country, blest it with great deeds in war and philanthropic works in time of peace. Where are the monuments to the great heroes among the canine portion of our inhabitants? Where are the spires of glory ascending skyward in honor of the American eagle, the gentle thrush, the floating swallow, or even the humble hen? Echo answers, where?

Trees are their own monuments, although the hand of man has so often desecrated the face of nature by destroying them.

A dog is man's best friend.

Why then has he no place in the thoughts of the religious world? Is it because fundamentalism has spurned the monkey and lifts its eyes only to higher creature, Man, in the universe of God?

Any consideration of the great creation which fails to take cognizance of sister's poodle or Johnnie's collie is of the earth earthly and unworthy the consideration of normal man.

Birds!

What sort of a world would this be with no feathered friends to greet the rising sun and twitter good night as it goes to rest behind the Western horizon line? A world of gloom indeed. We cannot conceive of a farm home where there are no birds. The songs of these fluttering friends are more soothing to the sorrowing, more uplifting to the discontented human than any other factor in this earth life of ours. Man would go into sackcloth and ashes were his feathered friends to be suddenly banished from his presence forever.

A farm home without trees!

Can you conceive of such a place, unshadowed, unrelieved by the trees that go to make up a world worth living in?

Dogs, birds and trees are a trio worthy of our utmost consideration. We have become so accustomed to seeing all these adjuncts to our material world we have scarcely taken a thought of what the world we live in would be without them.

A city home, barren of trees, unhaunted by birds, would seem a desert in a land of plenty, and even few homes are without that pet of young and old, the family dog. We recognize the fact that there are dog haters in the world. Perhaps there are dogs which ought to be hated, but these are those canines brought up under an influence which has not the love of mankind in its composition. A gross, inhuman man or woman may educate the best dog in the world to become a hater of man, a snarling, disagreeable, even dangerous member of created beings. Such dogs are the exception, as are their masters an exception to the general run of the human family.

Environment with dogs as with the human animal has much to do with the formation of character. We do not expect figs from thistles.

Of this trio—dog, bird and tree—the last is not the least.

A world devoid of trees would smack of inferno. The desert of Sahara is a sample of a treeless country. Those nations of the old world which neglected forest preservation and permitted the destruction of their forests have become decadent; in fact, are of no particular account in the world to-day.

A nation that will not protect its forests from the ravages of man is not worth saving.

Trees do not grow in a night. Everything in nature worthy of our consideration is of slow growth. It is apparent to the most unthinking that a world without trees and birds would be a dead world indeed. The axe and fire are enemies to trees which must be curtailed in their destructive tendencies if we would conserve our world as a residence for future generations of mankind.

Dogs, birds and trees.

Consider them as you will, it is as plain as to-morrow's sunrise that these three are a part of the great plan, and that wherever the spirit of man goes when his pilgrimage on this earth is done he has with him as a part of the land of the Great Hereafter these necessary adjuncts to his life over there.

Stand then as firmly for the rights of dogs, birds and trees as you do for your own individual rights, and the hereafter can have no terrors for you in the illimitable expanse of God's providence. Old Timer.



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## 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—One of Flint's finest grocery and meat stores in a new high-class neighborhood. Wonderful opportunity. A. S. Kaufmann, 2413 Detroit St., Flint, Mich. 907

For Sale—Complete stock groceries, corner store. Brick building. Paved streets. Twenty-four electric service. Surrounded by nice farming section. Corner of two State highways. Will give lease on building, low rent. Poor health reason for selling. Write P. W. Callen, South Lyon, Mich. 908

For Sale—Grocery and small stock dry goods; inventory \$3,700 stock and fixtures. Doing good business. Tuscola county, good town. Address No. 909, Michigan Tradesman. 909

FOR SALE—Restaurant, ice cream parlor, and small hotel. Long lease and the right price. Good terms. Would consider partner. Address M. L. Wilcox, Elkton, Mich. 910

For Sale—Modern elevator, capacity 10,000 bus.; coal yards and wood. Electric power. Incorporated village. Two railroads, two State highways. Surrounded by fine farming country. Thirty-four miles Detroit. Only \$8,500. Easy terms. For particulars, write P. W. Callen, South Lyon, Mich. 911

For Sale—Clean, up-to-date stock of drugs in Southern Michigan town of 2000. Stock will invoice about \$4,000. Present owners have run this store over twenty-three years. Address Brooks & Cobb, Vicksburg, Mich. 912

Wanted—Married man with five years' road experience wishes to sell in Southern Michigan. Manufacturer's line preferred. Address No. 913, c/o Michigan Tradesman. 913

For Sale—High class stock and fixtures of going business grocery in the thriving city of Midland. Meat department attached. Long lease of store given if desired. Address Barnard Williams, 502

FOR SALE—Cigar store and news stand doing good business. Up-to-date fixtures; clean stock; in best location in town of 5,000. Call or write for particulars. N. C. Kraft, Charlotte, Mich. 898

Wanted—Stock hardware and implements for good farm. DeCoudres, Bloomington, Mich. 899

FOR SALE—Large, late model National cash register. Used less than two years. Four drawer, nine totals; prints receipts. Electrically operated. Will sell at 30% discount from original cost. Ray C. Eaton, Otsego, Mich. 900

FOR SALE CHEAP—The Champion Accountant, manufactured by the Champion Register Co., Cleveland Ohio. This machine is good for over 500 accounts and is in first-class condition. John W. Free Lumber Co., Paw Paw, Mich. 903

For Sale—Stock general merchandise. Will sell stock and rent building or will sell both together. A money maker for a live wire. Reason for selling, poor health. Address J. C. Haddix, Bentley, Bay County, Mich. 905

WANTED—Men and dealers everywhere to sell Trublufr Tires. Good pay. Capital Tire Sales, Distributors, Lansing, Mich. 892

For Sale or Rent—Store building in live northern Wisconsin city of 5,000 population. For full details, address J. Kaufman & Co., 419 First Avenue No., Minneapolis, Minn. 894

Pay spot cash for clothing and furnishings 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.

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## LOOKS LIKE 100 CENTS.

## The Present Status of the Lewellyn Failure.

The following is a list of creditors involved in the failure of Lewellyn & Co., which undertook to conduct a wholesale grocery business in this market on what appears to have been insufficient capital:

Baxter Laundry Co., Grand Rapids	5.85
F. F. Wood Motor Co., Grand Rapids	5.60
D. M. Sears Co., Fort Wayne	214.50
Charles Holden, Grand Rapids	62.00
Carnation Milk Products Co., Oconomowoc	508.30
Hekman Biscuit Co., Grand Rapids	5.60
Aunt Jemima Mills Co., St. Joseph	38.94
Tildesley & Co., Chicago	76.70
Detroit Soda Products Co., Detroit	26.25
Bon Ami Co., New York City	61.25
American Chicle Co., Long Island City	192.50
Lake & Export Coal Corp., Huntington	858.32
Alvin F. Bredshall, Grand Rapids	4,064.45
Allan B. Wrisley Co., Chicago	82.55
Michigan Telephone Co., Grand Rapids	141.36
Dayton Spice Mills Co., Dayton	130.38
A. E. Staxley Mfg. Co., Baltimore	10.80
Crescent Mfg. Co., Seattle	38.25
Quaker Oats Co., Chicago	456.25
Barclay, Ayers & Bertsch Co., Grand Rapids	4.14
Morgan Packing Co., Austin, Ind.	22.50
Quimby-Kain Paper Co., Grand Rapids	45.33
Phenix Cheese Co., Chicago	40.20
Colonial Oil Co., Grand Rapids	35.39
Square Deal Milk Co., Grand Rapids	12.76
Hegler Commerce Co., Chicago	831.07
G. R. Water Works, Grand Rapids	12.18
Commercial Coal Co., Detroit	152.14
G. E. Bursley & Co., Fort Wayne	142.50
Evans Coal Co., Detroit	340.16
Clark Bros. Chewing Gum Co., Pittsburgh	291.50
Fred E. Lewellyn, Grand Rapids	7,898.54
Jaques Mfg. Co., Chicago	469.34
R. J. Reynolds Tobacco Co., Winston-Salem	13,835.52
Lever Bros., Cambridge	400.16
Lake & Export Coal Corp., Huntington	892.01
Shredded Wheat Co., Niagara Falls	255.21
Lee & Cady, Detroit	317.55
Syme Eagle Broker, Co., Chicago	9.20
M. Thos. Ward, Grand Rapids	435.55
C. W. Mills Paper Co., Grand Rapids	40.96
Sanitary Chemical Co., Pittsburgh	27.20
Pinkerton Tobacco Co., Toledo	208.86
James S. Kirk Co., Chicago	2,324.25
Jos. Muer, Detroit	2,281.25
Ferdinand Gutmann & Co., New York City	36.00
Glendon A. Richards Co., Grand Rapids	232.76
Fuller Canneries Co., Cleveland	839.70
Williamson Candy Co., Chicago	350.00
Geo. C. Pope & Co., Chicago	54.86
Kee Lox Mfg. Co., Detroit	43.20
Calumet Baking Powder Co., Chicago	1,322.82
Kellogg Sales Co., Battle Creek	431.15
Maynard-Allen State Bank, Portland	2,500.00
P. Duff & Sons, Pittsburgh	71.23
Beech-Nut Packing Co., Canajoharie	280.63
Kee Lox Mfg. Co., Rochester	21.60
Hager Coal Co., Cincinnati	95.10
Keokuk Canning Co., Keokuk	164.00
National Cocoa Co., Baltimore	28.50
International Co., Baltimore	24.48
T. A. Snider Preserve Co., Chicago	338.36
P. C. Tomson & Co., Philadelphia	96.25
Eline's Inc., Milwaukee	318.99
Bertha-Consumers Co., Pittsburgh	278.49
Heyboer Co., Grand Rapids	85.25
Clapperton & Owen, Grand Rapids	200.00
Joseph Campbell Co., Camden, N. J.	3,500.05
A. B. Knowlson Co., Grand Rapids	10.50
R. G. Dun & Co., Grand Rapids	8.00
Flash Chemical Co., Cambridge, Mass.	30.60
Utility Supply Co., Chicago	30.34
Wakefield & Co., Chicago	142.50
Pere Marquette R. R., Detroit	262.65
Watson-Higgins Milling Co., Grand Rapids	145.88
United Autographic Register Co., Chicago	312.78
Maynard Coal Co., Columbus	162.79
Midola Cigar Co., Milwaukee	100.30
Paxton Canning Co., Paxton	800.00
Wylie & Wilson, Inc., Saginaw	3,532.79
Oatman Condensed Milk Co., Dundee	263.00
J. L. Kraft & Bros. Co., Chicago	414.97
Larus & Brother Co., Richmond	92.01
Linton & Co., Chicago	83.20
Franklin MacVeagh & Co., Chicago	5.60
Postal Telegraph Co., Grand Rapids	21.29
Palmolive Co., Chicago	149.50
W. D. Vandecar, Grand Rapids	43.53
Beutel Pickling & Canning Co., Bay City	100.00
E. F. Moore, Ironton	465.00
Fitzpatrick Bros., Chicago	231.98
M. J. & H. J. Meyer Co., New York	210.00
Michigan Tourist & Resort Ass'n.	100.00
American Sugar Refining Co.,	

New Jersey	131,884.13
Salada Tea Co., Boston	574.92
Cruden Martin Mfg. Co., St. Louis	30.07
Wm. Wrigley Jr. Co., Chicago	678.25
Lusk Mustard Co., New York City	23.74
R. T. French Co., Rochester	502.55
Francis H. Leggett & Co.,	353.45
D. L. Clark Co., Pittsburgh	275.00
Northwestern Yeast Co., Chicago	188.30
Graham Paper Co., St. Louis	140.96
P. Lorillard Co., Inc., New York	610.11
Schmitt Bros. Tobacco Works, Milwaukee	463.95
Jennings Mfg. Co., Grand Rapids	94.94
Forbes Stamp Co., Grand Rapids	9.65

\$193,767.95

The above claims were filed within the time limit established by the court—April 3.

Since that date the following so-called "tardy claims" have come to Kirk E. Wicks, Master in Chancery for the Kent Circuit Court:

Alden & Judson, Grand Rapids	\$ 5.58
American Tobacco Co., New York	128.53
Bacon Bros. Co., Toledo	87.50
Bean Bag Pub. Co., Chicago	36.00
A. Colburn Co., Philadelphia	129.85
John Cook & Sons, Inc., New York	363.50
Colgate & Co., New York	135.50
Eckberg Auto Co., Grand Rapids	5.00
Elliot-Fisher Co., Harrisburg, Pa.	34.88
A. T. Ferrell Co., Saginaw	1,229.50
G. R. Credit Men's Association	12.50
Press, Grand Rapids	2.70
G. R. Gas Light Co.	50.00
G. R. Association of Commerce	199.00
M. A. Gelock, Grand Rapids	12.50
Dr. E. Russell Hunter, Grand Rapids	3.00
Judson Mich. Bean Co.	660.80
Int. Vinegar Co., Allegan	488.55
Jewett & Sherman Co., Milwaukee	180.21
Keller Trans. Line, Grand Rapids	6.00
Morris, Keller & Co., Cleveland	2.70
John H. Leslie & Co., Chicago	574.70
Mulkey Salt Co., Detroit	1,498.68
Merchants Wholesale Co., Detroit	94.46
Northern Fuel Co., Columbus	367.44
Plainwell Canning Co., Plainwell	87.50
Purity Packing Co., Chicago	92.50
Paas Products Co., Chicago	181.50
Plunkett Chemical Co., Chicago	11.25
Rub-n-more Co., Fort Wayne	61.84
Swedish Products Co., Chicago	36.00
Thomas Pub. Co., New York	10.00
Tupman Thurlow Co., New York	81.60
Turpin & Cunningham, Detroit	21.09
Underwood Type Co., Detroit	2.90
Wright Machine Co., Grand Rapids	47.00
Van Camp Packing Co., Indianapolis	638.51
Thomas-Daggett Canning Co., Grand Rapids	91.98
Roy's Garage, Grand Rapids	24.00
Department of State	381.60
City of Ionia	103.14
Kent State Bank, Grand Rapids	3,250.00
Guaranty Bond & M. Co., G. R.	1,450.40

\$12,858.90

The assets of the estate are as follows:

Lewellyn Bean Co.	\$153,517.88
Merchandise accounts	32,223.64
Bills receivable	2,026.38
Cash in bank	52.90
Bond account	22,000.00
Merchandise	3,719.00

Total \$213,539.80

The merchandise accounts will probably stand a shrinkage of \$15,000 to \$20,000, but because the Lewellyn Bean Co. account is good—its warehouses and elevators are valued at \$497,000 and appraised by the Securities Commission at \$380,000—and because a large creditor has consented to accept a considerable reduction in its claim, the custodian of the estate expects to be able to pay the creditors 100 cents on the dollar.

## The Salesman Defined.

Some salesmen put the proposition to their customers on the ground of charity, others beg assistance to make up their quota, while some talk about tough luck at home. The fellow who operates with a tin cup and "Pity the Blind" sign is no salesman. The salesmen who get the business are simply honest, sincere, intelligent, modest men, who know when to get out of a customer's office as well as when to go in, who know what they can do and convince their customers that they can do it.

## Putting the Grocers Back on Their Feet.

Merchants in nearly every community have exhausted their supplies of stickers, posters, inserts, electros and window displays, and some have repeated their orders as many as six times.

Everywhere hearty endorsement of the campaign is being voiced by merchants, economists, state officials and others.

"I am glad to know of the stand taken by the National Wholesale Grocers' Association to improve conditions in handling, displaying, and selling of food in retail grocery stores," writes James Foust, director of the Pennsylvania State Bureau of Foods and Chemistry. "It has long been my belief that the wholesale grocers and brokers must inaugurate a campaign of education designed to point the way in which the independent retail grocer can operate a store in keeping with the present day demands."

Peter Becker, president of the Brooklyn Retail Grocers' Association, says: "More than 80 per cent. of my business already is done over the telephone. But through the Phone for Food campaign I hope to increase this percentage materially."

"This campaign gives me the opportunity I wanted to build up my telephone trade, which already amounts to more than 50 per cent. of my business," says Jacob Anstatt, president of the Queensboro Retail Grocers' Association, New York City.

But he isn't a big town idea exclusively. Look what the retail firm of Shirey, Newbould & Hankla, in Sullivan, Ill., did by adapting the plan to rural needs. This concern sent out a circular letter to all of its country customers, emphasizing the economy of time and energy if their patrons would telephone their orders and drop into the store when they came to town later and pick them up, already wrapped and waiting. The very first day after this letter went out, thirty country customers began the Phone for Food habit.

The advantages of Phoning for Food are being told the public throughout the country in 10,384,000 stickers, 4,528,000 inserts, 8,934 sets of posters, 2,242 sets of electros and 1,471 window services, already distributed, and millions more being run off the presses.

It is taking the shoppers off their feet and putting the grocers back on their feet!

This is not a tract on chiropody but a report on the progress of the Phone for Food campaign, which is now under way in every section of the country.

Retail grocers of the nation—North and South, East and West—are enlisting by the thousands in this great continental crusade, launched by the National Wholesale Grocers' Association to better trade conditions for merchants and consumers throughout the country.

Instantaneous results weren't anticipated anywhere in this drive, since it obviously involves a campaign of education of wholesalers, retailers and consumers to the benefits of Phoning for Food.

That is why the reports of almost instant success, rolling into headquarters from numerous cities and rural communities, are so surprising.

Fewer than twenty meetings have been held in Chicago up to date, yet more than six hundred retailers have pledged themselves to back the drive and the impetus already is reflected in the increased number of Phone for Food customers. It evidently doesn't require so much coaxing after all to convince housewives of the great wisdom and economy of time, money and effort in phoning for food.

Two hundred retail merchants are actively engaged in the campaign in Minneapolis, where even now great results are being obtained.

Nineteen signed up at one meeting at Pueblo, Colo. One gathering in Lima, Ohio, brought forward twenty pledges. Twenty-eight joined at one meeting in Oshkosh, Wis. Iowa City, Ia., signed fourteen in one batch, and Denver went over with eighty-five.

In Dallas, Texas, one hundred and fifty retailers grabbed the campaign away from the wholesalers, borrowed a hall in the Chamber of Commerce building, and organized their own association. Now they are racing ahead to put over the campaign in that city.

These are just a few specific instances that might be amplified almost interminably, with Burlington, Vt., Rockford, Ill., Saginaw, Newcastle, Pa., Evansville, and hundreds of others.

## Saves the Wear.

Sandy McTavish, proprietor of a corner confectionery, was the proud owner of a new cash register. One day, when an old friend came into the shop and bought a five-cent cigar, the customer noted that Sandy pocketed the money instead of putting it into the drawer.

"Why not ring it up?" he asked. "You'll be forgetting it."

"Oh, I'll nae forget it," replied the wary Scot. "Ye ken I keep track in mah head until I get a dollar, an' then I ring it up. It saves the wear-r and tear-r on the machine."

The second phase of the 1925 joint army-navy maneuvers got under way last week off the coast of Oahu, in the Hawaiian Islands. The first phase was worked out off the Western American coast a month ago as the Grand Fleet came up from Panama. That was a coastal-defense problem on a giant scale, with the "Black" forces, land and naval, seeking to repel a great "Blue" concentration on the water, in the air and under the sea. It will be months before the results and their meanings are analyzed and understood. Meanwhile, the fleet will proceed on the third phase of the maneuvers—the cruise to the Antipodes. While it may have been a mistake to carry out the maneuvers this year where they are being carried out, Japan has had plenty of reassurances about them. Secretary Wilbur calls attention to the fact that these were planned back in 1923, and if the jingoes on both sides of the Pacific will remain reasonably quiet neither Tokio nor Washington will misunderstand each other.