

# MICHIGAN TRADESMAN

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EST. 1883

Forty-second Year

GRAND RAPIDS, WEDNESDAY, MAY 27, 1925

Number 2175

MEMORIAL DAY NINETEEN-TWENTY-FIVE

Je 25ER

## A ROSE AND A TEAR

The guns and the swords and the cavalry cords  
Have mingled long since in the mold,  
With the adjutant's sash and his gay saber-tache  
And his buckles and buttons of gold.  
And the veterans come at the tap of the drum  
To the graves in the shadows and dew,  
With a tear and a rose for the graycoats's repose.  
And a rose and a tear for the blue.

By the heroes that sleep in the long grasses deep  
With their colors eternally furled,  
Their weapons all rust and their uniforms dust  
Let us pray for the peace of the world.  
One banner is o'er us, one future before us,  
To Liberty still we are true.  
So a tear and a rose for the graycoat's repose,  
And a rose and a tear for the blue.

# Blossoms Now Forecast Luscious Fruit of Summer

**Parowax Seals in the Fresh,  
Fruity Flavor of Jams, Jellies and  
Preserves.**

**A Sure Selling Product For  
Every Merchant--A Necessity for  
Every Housewife.**

**T**HE enterprising merchant thinks ahead—and thinking ahead now, he places orders for fruit jars and jelly glasses, for spices and for PAROWAX.

The time is not far distant—a few weeks—when vine and tree, now blossoming, will yield their wealth of delicious fruit. Some will be eaten at once, but much will be canned, pickled or made into preserves, jams and jellies.

Every housewife knows that to preserve her fruit and vegetables, she must seal them in containers with an air-tight seal. She knows that unless air is excluded they will ferment and become unfit for use.

She has learned, either from costly personal experience or from the experience of others, that this is true. She knows now that PAROWAX will seal them tight, keeping the fresh, fruity flavor in, excluding mold and eliminating danger of fermentation and spoilage.

Its cleanliness and purity, together with the ease with which it is used, makes PAROWAX the first choice of the housewife, who has found it ideal for sealing her fruit and vegetables in jars, glasses and bottles.

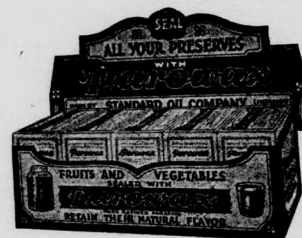
**Standard Oil Company**  
(INDIANA)

910 S. Michigan Avenue

Chicago, Illinois

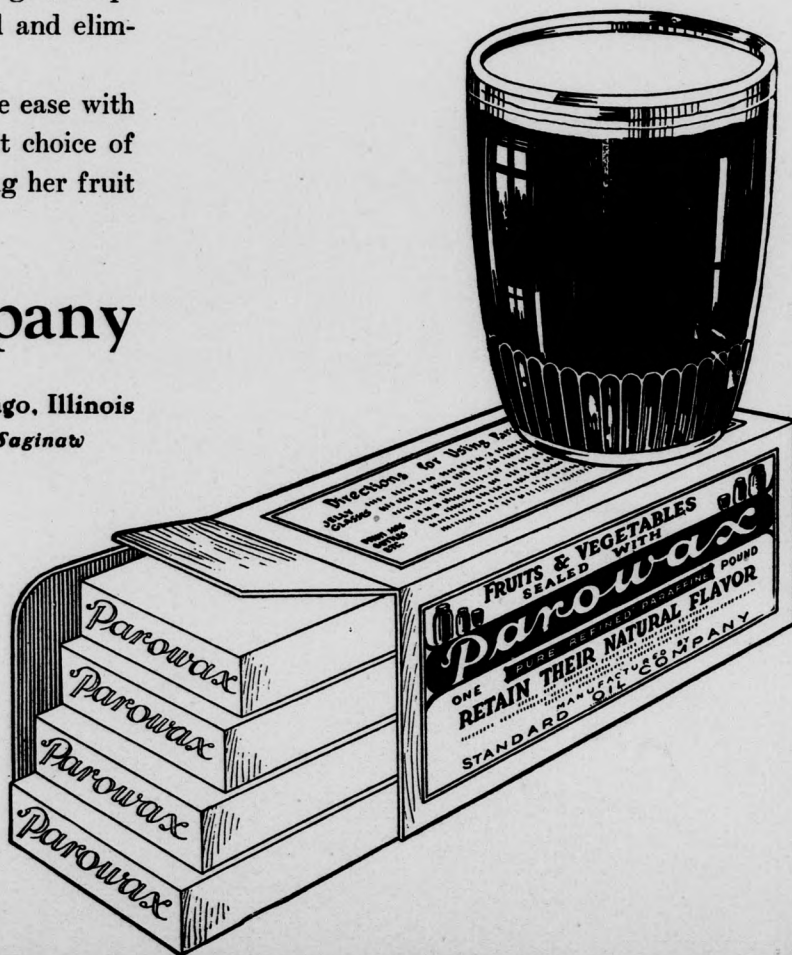
Michigan Branches at Detroit, Grand Rapids and Saginaw

PAROWAX is a product which every dealer should stock in the early spring and have on hand throughout the summer.



An attractive two-color counter display case is packed in every case of Parowax. It helps sales.

There is a liberal profit on Parowax for the dealer. The demand throughout the summer is heavy and the turnover rapid. Your customers will expect you to have PAROWAX for them, when they call for it.





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Forty-second Year

GRAND RAPIDS, WEDNESDAY, MAY 27, 1925

Number 2175

**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.

**Somewhat Caustic Remarks From a  
Clever Pen.**

Muskegon, May 26—Governor Harding, of Iowa, at a recent meeting of advertising men, at Chicago, is accredited with this statement:

"We paid our share of the costs of the Panama canal, and we received no benefit from it. On the contrary, it was a hindrance to our development, and now we demand that the St. Lawrence river be made navigable for ocean going vessels so that we will not be taxed without benefit."

Governor Harding also further made the assertion that water rates are one-tenth of rail rates.

The Governor is evidently talking through his chapeau.

Uncle Sam spent upwards of one billion in Mississippi river improvements, some portion of which quite likely came out of the pockets of Iowa farmers, on the distinct assertion that grain would be shipped from St. Paul to Liverpool in ocean going vessels without breaking bulk. Did one ever hear of a single bushel of grain being shipped through this channel? Certainly not.

If Mr. Harding had made the claim that it would be possible to ship via water at less than rail rates, there might be an atom of reason in his statement, but the gentleman is of mature years, ripe in experience, and he ought to know that so long as subsidies are in fashion, the rail lines will never permit water transportation at any less rate than their own.

Every water transportation company in this country which might offer a semblance of competition for the railroads is dominated over by the rail lines, and there is no such an element as competition.

Right here at home we have occasion to know of this truth whenever we pay a freight bill or purchase a travel ticket. As a rule, the water lines quote a rate somewhat higher than the railroads, because of what they term "express service," and the rail lines, acquiring great benefits from this absence of real competition, "split the swag" with the sack holder.

No, my dear Governor, don't continue your dream about possible benefits of water transportation. It is not there.

Some years ago the bulk of all coal used in the West was hauled by vessels to Lake Michigan and Lake Superior ports and reshipped at a marked saving in cost. Now there are not to exceed three ports on Lake Michigan which receive fuel by that method. As usual, the water rates are as high or possibly a trifle higher than those by land.

A few years ago, if you wanted personal transportation from Chicago to some West Michigan resort, you went to the steamboat man and had the benefit of a low rate. It was the natural order of things. Nowadays you go by train for the reason that the fare is identical with that of the water line and, as a rule, the accommodations are much better.

If you happen to want to make a freight shipment you will do better to ship by rail, at an even rate, and save from 10 to 25 per cent. dockage charges at the destination.

The steamer lines are making no effort to handle either class of traffic for the reason that it is much easier to handle "contributions" than traffic.

Just at present there seems to be more or less conjecture over the recent disposition of the officers of the Grand Rapids & Muskegon interurban railway. The recent transfer cannot affect the dear public in any sense. The service once established by this line, excellent in character, and at moderate cost to the public, was in effort forgotten several years ago, when they arbitrarily raised their fares and discontinued concessions in the way of excursion rates. The error was committed in not taking the public into their confidence, especially at a time when patrons of the line were interesting themselves in motor cars and highway transportation was being considered.

Now this company is once more advertising excursion rates, which may help some, but unless regular fares are reduced at least 33 1/3 per cent., or placed on the basis of 2 cents per mile, the bus lines will never hear of the change. There is really no way of knowing whether the fare reduction will affect traffic. Possibly a test of public sentiment might be worth while. If it is not successful, it will make little difference with the investors but will remove one element of doubt as to what the trouble really is.

The once was Michigan Agricultural College, now known as the Michigan State College, is about to install business courses and later on we may reasonably expect theology, phrenology, zoology and quite likely Grecian classic dancing. All interesting to the farmer who has a clean-cut boy who wants to get some knowledge of the science of agriculture.

Dean Clark, of the University of Illinois, paid a visit last summer to his own home town in Michigan, and has the following to relate of his experience there:

"I was at the train when Bob. Lord returned to the farm from his last term at the farm college. He was dragging a reluctant bull pup by a chain, carrying a heavy golf bag resplendent in the tartan of the McGregors or some other Scotch clan, and he was up in togs and colors never before seen on the streets of the little village. There was not a golf links within fifteen miles or a dog fancier in

the country, so that what Bob brought home from college was likely to do him little good on the farm.

"A few days later George Fosbner blew in from the same institution lugging a saxophone and ukulele. From noon, the time of leaving his comfortable bed, until midnight or later when he went to bed, the strains of the latest jazz music kept time with the rythm of the mower, which his father operated until dark, and with the whipperwill later.

"And the neighbor's Marie, lately returned from a course in domestic science, was comfortably curled up in an easy chair. As no one in that neighborhood kept servants it is a safe bet that Marie's mother was out in the kitchen washing the breakfast dishes or preparing some dainty for her daughter's luncheon. Marie's domestic science was theory only.

"But what about that dullard, Sam Warren, whose fond parents, as a matter of pride, sent him to the same institution, not to be outdone by the neighbors.

"Well, Sam went to the college for one short month and returned home to disgrace his kin. His excuse was that he was too strong for mah jong, and as there were no chores to do, he had decided to "read up" while he was working the old farm. The soil was impoverished from long usage and the farm buildings were beginning to look dilapidated, but Sam studied the bulletins sent out by the Bureau of Agriculture at Washington. Now the fences are as trim as they could be made; the buildings are shining with fresh paint, and everything about the place is neat and orderly. There are fields of alfalfa and clover, sheep grazing in the pasture, everything is being modernized, and Dad is taking a little rest."

The Michigan State College is just as good a name as any. The ribbon salesman and manicurists will not bear the stigma of having attended an agricultural college, and a decade hence the wily politician will again pull the wool over the eyes of the dear farmer and milk him for some similar fad under the guise that he is getting some return for his tax paying proclivities.

Frank S. Verbeck.

**Beware of the Guardsman.**

The Michigan Manufacturers' Association, through J. L. Lovett, managing director, has issued another warning to the manufacturers of the State not to subscribe for a publication labeled, "The Guardsman" if, in doing so, they may believe they are assisting the purposes of the Michigan National Guard organization. The publication, which issues receipts under the name of the National Guard Publication Bureau has no official connection with the M. N. G., it is explained by the manufacturers' association.

**Will Add Meat To Groceries.**

The Tradesman has it on excellent authority that the Atlantic & Pacific Tea Co. will add meat departments to the grocery stores it already has and those which it proposes to add to its system. Its present plan is to increase the number of its stores in Michigan to an even 1,000.

**Gabby Gleanings From Grand Rapids.**

Grand Rapids, May 26—Richard Bean, Manager of the National Candy Co., leaves to-morrow for Boston, where he will attend the forty-sixth annual convention of the National Confectioners Association, of which organization he was President during 1922-23. He expects to be gone about ten days.

Casper B. Dutmers, druggist at 657 Michigan street, has put in a branch drug store at East Grand Rapids. The stock, fixtures and soda fountain were furnished by the Hazeltine & Perkins Drug Co.

W. F. Barth has removed his drug stock from 405 South Division avenue to 401 South Division avenue and installed new fixtures furnished by the Hazeltine & Perkins Drug Co.

L. T. Van Winkle, confectioner at 746 Wealthy street, has added a mechanical refrigerator soda fountain, furnished by the Hazeltine & Perkins Drug Co.

A very good, but old-fashioned, traveling salesman was in the house. While he was there a dealer in his territory wrote an extremely critical letter about him to the president. The president handed this letter to the salesman. The salesman blew up and wanted somebody's gore. "Let me answer that letter," he said to the president, "but I wish you to write a nice, pleasant, gentle letter in reply." "I sure will!" said the salesman. "However," said the president, "before your answer goes, I wish to read it over." A little later the salesman handed the president his composition addressed to the dealer in his territory. "How do you like that letter?" asked the salesman. "Splendid," said the president, "but there are only two 's's' in 'ass'; only one 'r' in 'liar' and only one 'f' in 'thief.' I think, if you will correct these small errors in spelling, your letter will just fit the case."

Edward Lesperence, the rubber goods man, has returned from a two weeks' trip to Boston.

A. F. Rockwell, of the Brown & Schler Co., is driving a new Nash sedan on his territory.

Ray Bentley, of the Woodhouse Co., is general chairman of the annual Salesman's Club picnic. The committee in charge will decide on the date at a meeting Saturday noon in the Elk Club rooms.

Cards have been received by several Grand Rapids salesmen announcing the opening on June 7 of Cedar Springs Lodge at Glen Lake. This is Frank Verbeck's hotel and most every salesman in Michigan knows Frank.

Mr. and Mrs. C. J. Wright will drive the Upper Peninsula in June. Mr. Wright represents the Chicago Paper Co.

A. Harry Behrman, until recently with the San Telmo Cigar Co., of Detroit, will sell the Van Dam line in Western Michigan for the Tunis Johnson Cigar Co., of Grand Rapids. Mr. Behrman has made many friends among the dealers in the ten years he has handled cigars.

Roy C. Spicer has engaged in the drug business at 435 Fourth street. The Hazeltine & Perkins Drug Co. furnished the stock.

With sincere purpose as a pen holder, and ability as a pen, dip into the fluid of ambition and write your own Declaration of Independence.



## IN THE REALM OF RASCALITY.

## Cheats and Swindles Which Merchants Should Avoid.

New counterfeit bank notes are reported by the Treasury Department. One is a \$10 Federal Reserve Note on the Bank of Boston which is particularly dangerous. Extreme care should be exercised in accepting of this particular issue. The counterfeit is printed on a single piece of paper, without silk threads or imitations of them. The bill is nearly a quarter inch longer than the genuine. It has the portrait of Jackson and the back of the bill is a darker green than the genuine. In the counterfeit the manufacturing scene on the right of the back shows many differences, the most noticeable of which is in the last building to the left, which, in the counterfeit, appears to be broken apart and falling down.

A counterfeit \$20 Gold Certificate, Series of 1922, is well made and deceiving. The printed face of the note is about one-sixteenth of an inch shorter than the genuine, while the printed portion of the back is longer than the genuine. The color of the seal and numbers is dead yellow instead of golden yellow, and the fine lines of the hair on the top of the portrait of Washington are missing. In fact the whole portrait is ragged and scratched. Still it is a good counterfeit and great care must be exercised in handling bills of this denomination.

A crude counterfeit is a \$20 Gold Certificate, Series of 1922, face plate No. 299. It has a portrait of Washington but it is so poorly done that it should not puzzle any one who is accustomed to handling money.

Apropos of the necessity for the carrying out of the plan to combat the securing of goods on false or assumed credit ratings, a furniture manufacturer describes the operations of one crook which were the swiftest he ever experienced. This swindler, according to the manufacturer, represented himself as a retired merchant who was going back into business. He gave as his name that of a person who was found to have an excellent credit rating in the agency books. Accordingly, this manufacturer together with a number of others granted him a reasonable amount of credit. Goods were shipped to him at the town named, and, following the arrival of these, the crook made urgent requests for other merchandise, without, however, putting up any money to cover original purchases. This continued for about three weeks, during which some of the creditors sent him additional merchandise. Last Saturday, however, one of the creditors sent a representative to the town. He found the place closed, with nothing there except empty boxes and fixtures. Creditors are now following up the case.

The Federal Trade Commission has ordered the Civil Service School, Inc., of Washington, D. C., to cease and desist from further use in its corporate name or upon its stationery or advertising of the words "Civil Service." The order also prohibits the school from circulating or publishing adver-

tising wherein it is stated, implied or imported or held out to the public:

That it is a part of the United States Government or of the United States Civil Service Commission or in any manner connected therewith.

That the United States Government is in need of employees to be selected, appointed and employed from the register of eligibles of the United States Civil Service Commission when such is not the fact.

That the United States Government is seeking employees through respondent.

That its customers or students will secure employment in the Civil Service of the United States.

That an examination or examinations prescribed by Civil Service Commission is or are pending when not announced by said Civil Service Commission.

That respondent guarantees to its customers or students employment by the United States Government.

Popular interest in civil service occupations has grown to such an extent that there is undoubtedly a legitimate market for bonafide correspondence instruction providing some of the educational requirements, both general and special. By this is meant correspondence courses which actually teach by requiring home study of prescribed courses over a considerable period, and periodical review of the student's work. A number of institutions have built up a substantial business and goodwill by advertising such instruction as and for what it is, without misrepresentation or wild exaggeration. This instruction approximates in subjects and time required that given by schools requiring resident study. Others, like the school cited by the Federal Trade Commission, have filled their periodical advertising and their literature with such tricky and misleading copy that the reputation and future of such correspondence instruction have been seriously endangered. The intervention of the Federal Government has been required in the public interest.

The files of the National Vigilance Committee and of the United States Civil Service Commission contain many letters from students enrolled by such schools, which indicate clearly that they thought they were dealing with some agency of the Federal Government and that they had been so misled by the school advertising. Some of these letters indicate, also, that several schools have pretended to train the writers for civil service occupations from which their almost illiterate ignorance would automatically bar them. Many show that the student has been led to believe that civil service positions are going begging; that the school possesses a pull which makes appointment certain; and that salaries and promotion in Federal services are greater or more frequent than is the case. The United States Civil Service Commission has received numerous letters from disappointed students who demanded of the Commission the return of money paid by them for tuition.

There are a few civil service occupations in which the available supply of candidates frequently falls short of the demand; but these are almost entirely in the professional and scientific

# Strictly Private

Your bank account here will be kept strictly confidential.

As easy to bank with us as mailing a letter.

4% interest compounded semi-annually, either Certificates of Deposit or Savings Account.

Extra safe, as we make no unsecured loans, hence have no credit losses. A STATE bank and a member of the Federal Reserve System.

Send check, draft, money order or cash in registered letter.

Money can be withdrawn any time. Send for free booklet, "Banking by Mail."

## A Bank Statement You Can Understand

RESOURCES	LIABILITIES
Real Estate Mortgages \$2,218,466.23	Capital Stock ----- \$ 250,000.00
U. S. and Other Bonds 801,812.66	Surplus ----- 62,500.00
Collateral Secured	Undivided Profits -- 23,952.44
Loans ----- 505,193.64	Cashier's Checks -- 18,993.54
Banking House ----- 41,682.00	Commercial Deposits 328,441.41
Furniture and Fixtures 25,760.55	Savings Deposits -- 3,142,167.15
Cash on Hand and in	
Banks ----- 223,739.46	
Stock in Federal Reserve Bank ----- 9,400.00	
Total ----- \$3,826,054.54	Total ----- \$3,826,054.54

### OFFICERS AND DIRECTORS

**PRESIDENT**  
Charles B. Kelsey

**VICE PRESIDENT**  
William J. Breen

**VICE PRESIDENT**  
Justice John S. McDonald

**VICE PRESIDENT**  
H. N. BATTJES—Secretary, Grand Rapids Gravel Co.

**WILLIAM J. BREEN**—Pres. Breen & Halladay Fuel Co.; Pres. Grand Rapids Gravel Co.

**JOHN G. EMERY**—Realtor.

**JAMES C. EVERETT**—Vice President, Perkins, Everett & Co., Investment Bankers.

**ALBERT FOCHTMAN**—Owner Fochtman Department Store, Petoskey, Mich.

**P. J. HAAN**—Druggist.

**TOM S. HANDLEY**—President, Johnson Furniture Co.; President, Johnson, Handley, Johnson Co.

**FRANK A. HARVEY**—Secretary, Grand Rapids Refrigerator Co.

**WM. A. HOULT**—Vice President, Furniture Shops of Grand Rapids.

**WM. A. JACK**—Gen. Manager, American Box Board Co.

**E. BERKEY JONES**—Vice President, Wm. A. Berkey Furniture Co.

**CHARLES B. KELSEY**—President.

**FRED H. LOCKE**—City Manager.

**JOHN S. McDONALD**—Justice State Supreme Court.

**A. LINN MURRAY**—President, Double Fabric Tire Co., Auburn, Ind.

**JOSEPH W. O'BRIEN**—Capitalist, Grand Haven, Mich.

**MILO SCHUITEMA**—President, Tisch-Hine Co.

**MARTIN D. VERDIER**—Vice Pres. and Cashier.

**M. THOMAS WARD**—Attorney.

**HOME STATE BANK**  
**FOR SAVINGS** GRAND RAPIDS  
MICHIGAN



grades for which very few schools offer correspondence training. As to most of the occupations for which special coaching is so widely and luridly advertised, the supply of candidates usually exceeds current demand. The passing of a civil service examination does not, as some advertisers have implied, guarantee appointment. The United States Service Commission conducts enough examinations so that a sufficient number of qualified and examined persons shall be eligible in the event of National need or emergency. It cannot regulate the volume, growth or shrinkage of the personnel requirements of any service. These are controlled by the appropriations made available by Congress, by the policies of the departments or services, and by the volume of business which must be conducted. In the selection of employees, moreover, Federal executives are allowed some personal latitude. Three eligibles are certified for each vacancy. Candidates from the eligible list are certified and considered in the order of their standing on the list, but an executive may select from the three certified the candidate who seems to him to be the best qualified. Or he may elect to leave a vacancy unfilled if reduction of force is necessary. Thus it may occur that a competitor may attain the highest rating and never be appointed. War veterans receive some special consideration by augmentation of their earned ratings but cannot be guaranteed employment any more than any others. Many ex-service men have been misled on this point by unwarranted advertising claims.

A number of further advertising tricks not cited specifically in the Federal Trade Commission's order have been brought to the attention of the National Vigilance Committee with increasing frequency. One of the commonest of these is the use of such headings as "Uncle Sam Wants You" and "Uncle Sam Needs You" and the insertion of advertising material, offering teaching and instruction, in the Help Wanted columns of newspapers. As the National Vigilance Committee has had occasion to point out heretofore, copy which does not offer immediate employment, but is simply intended to interest prospective students in enrolling for coaching courses, is improperly placed under such a classification. Some schools have also used Help Wanted columns for blind advertisements in order to obtain prospects. This is a practice vigorously condemned by classified advertising managers of reputable papers.

A number of advertisers lead the prospective student to believe that he will receive, in addition to the necessary instruction or training, special information concerning appointments which is difficult to obtain. Enquiry of the United States Civil Service Commission elicits the following statement:

No school can furnish information of value regarding announcements of examinations for the Federal civil service, dates of examinations, examination requirements, application blanks, manner of filling out application blanks, scope and character of examination, and civil procedure gen-

erally, which cannot be obtained without cost from the United States Civil Service Commission, Washington, D. C., or its representative at the post office or custom house in any of approximately 3,500 cities.

The United States Civil Service Commission sends free to all who ask for them sample questions for all ordinary examinations. In several instances the follow-up literature employed has led prospective students to believe they might obtain immediate local employment as postal clerk or carrier in cities where there is a waiting list of eligibles and no vacancies existing or imminent. Some schools, with all the necessary facts concerning a student in hand, have deliberately ignored the minimum or maximum age limits of the occupation or some obvious physical disability of the student, apparently on the theory that he wouldn't finish his course, anyhow. One school offers a railway postal clerk course to women prospects despite the fact that the announcements of the examinations for this service state that the Post Office

pointment of women in this service. Some advertisers guarantee to refund tuition to any student who completes his course and fails to obtain Federal employment within a year. To all intents and purposes this is merely betting with the student on the chance that he will not complete his course, for it is not within the power of the school to give or ensure the employment so promises. Such guarantees as this are catch-penny tricks which have no place in sound advertising.

The time for a house-cleaning in the advertising of correspondence instruction and training is at hand. Advertisers in this field who wish to achieve normal selling effectiveness for their own copy will not only report objectionable advertisements to the National Vigilance Committee; they will also review their own copy candidly and eliminate or reconstruct every sentence which may lead prospective students in need of such training to misunderstand the facts. Pub-

lishers who have interests of their readers in mind will scrutinize carefully advertisements containing such claims as those reviewed herein, and assist the advertisers to get their copy on to a truth basis. Only by such means can reader-confidence in this field of correspondence instruction be won and held, and reader-confidence is essential to the welfare of every advertiser and publisher.

#### The Twilight Zone.

Modern industry with its great combinations and great aggregations of both capital and employees has necessarily brought many new problems for solution in our effort to work out a righteous human relationship. These new conditions made necessary new rules of conduct. Many of these have already become well established and are believed to have been productive of good. But there still exists a considerable area, sometimes designated as a twilight zone, in which the proper standard of action is as yet undetermined.

Charles M. Schwab.

## Friends of the Retail Grocer

**QUAKER FOOD PRODUCTS  
ARE BETTER**

**BEST VALUE FOR THE PRICE**

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

**Quaker  
Canned Peas**

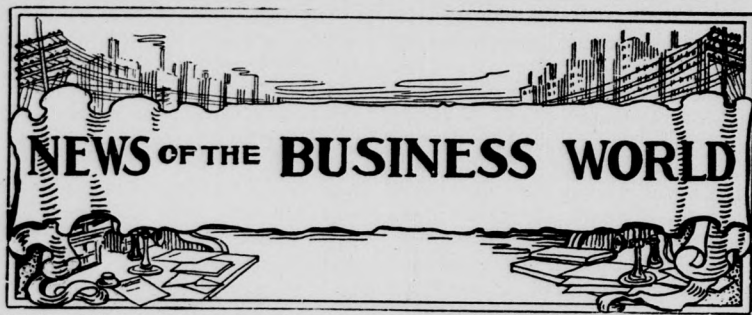
**Cheaper because they are Better**

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

**WORDEN GROCER COMPANY**

*Wholesalers for Fifty-six Years*

**The Prompt Shippers**



#### Movements of Merchants.

Allegan—Baker & Co., Inc., has increased its capital stock from \$250,000 to \$300,000.

Grand Rapids—Stiles Bros. Co. has increased its capital stock from \$325,000 to \$400,000.

Muskegon Heights—The Broadway Oil Co. has increased its capital stock from \$15,000 to \$30,000.

Detroit—A large plant addition which will increase the capacity of the Grennan Bakeries, Inc., 50 per cent. will be completed about July 1.

Grand Rapids—The Boes Fuel & Building Material Co., corner of Hall street and Century avenue, has changed its name to the Boes-Mulder Fuel Co.

St. Louis—George Morrow has purchased the property of the Central Michigan Baking Co. and will convert it into a wholesale and retail bakery at once.

Battle Creek—The Maurice S. Gordon Co., 22 West Main street, dealer in men's furnishings, clothing, etc., has increased its capital stock from \$15,000 to \$50,000.

Chelsea—The Hindelang Hardware Co. has been incorporated with an authorized capital stock of \$30,000, \$15,000 of which has been subscribed and paid in in cash.

Big Rapids—The Northern Furniture Co. has been incorporated with an authorized capital stock of \$50,000, \$2,200 of which has been subscribed and paid in in cash.

Detroit—The Bell Restaurant Co., 1151 Clay avenue, has been incorporated with an authorized capital stock of \$10,000, of which amount \$3,000 has been subscribed and \$1,200 paid in in cash.

Detroit—The Buhrer Cowan Hardware Co., 1051 Holden avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Coldwater—The Jobbers Service, Inc., has been incorporated to act as manufacturers' agent with an authorized capital stock of \$50,000, of which amount \$32,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Harper Automatic Supply Co., 406 Lafayette building, has been incorporated to deal in food vending machines, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Allegan—William Epley, recently of Kalamazoo, but formerly landlord of the New Sherman House, has again taken over the hotel and will remodel it, installing running water in every room, refurnishing and redecorating the house throughout.

Elk Rapids—T. J. Hogan has pur-

chased the grocery stock and store fixtures of C. I. Wood and will continue the business at the same location. The building in which the store has been located for the past two years is owned by Mr. Hogan.

Battle Creek—The Hagadorn Lumber & Coal Co., 57 South McCamley street, has been incorporated to conduct a wholesale and retail business with an authorized capital stock of \$75,000, \$50,000 of which has been subscribed and paid in in cash.

Lansing—William Williams, who conducts a chain of three confectionery stores in Saginaw, is fitting up a confectionery store at 135 East Grand River avenue which he expects to open for business about June 1, conducting it in connection with his other stores.

Detroit—A. C. Courville & Co., Inc., 4423 Grand River avenue, has merged its wholesale cigar, tobacco, gums, etc., business into a stock company under the same style, with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Lansing—F. A. Peters, who was raised in a small Michigan town, but who now ranks as one of the largest makers of frozen sweets in the British Empire, as head of the American Ice Cream Delicacies Co., of Sydney, New South Wales, is in Lansing to help celebrate the one hundredth birthday of his father, long a resident of Dexter. The ice cream magnate left this State forty years ago.

Grand Haven—Twenty years ago May 20 Cornelius Van Zanten and Charles Fisher formed a copartnership under the style of Van Zanten & Fisher and engaged in the grocery business. They have succeeded beyond expectations and are conceded to be among the most progressive and substantial merchants of Grand Haven and Western Michigan. They have both been careful readers of the Tradesman ever since they embarked in business.

Bay City—Emeil Levy, for the past thirty-four years in the shoe business here, died May 25, after an extended illness. Death was due to heart disease. He was born in Jackson, Feb. 17, 1867, and came to Bay City when a young man. In 1891 with Isaac Oppenheim, now of Saginaw, he started in the shoe business. As the business of the firm increased it was decided to open a store in Saginaw and when this was done. Mr. Oppenheim moved to that place and assumed management of the store.

Detroit—Friends of S. S. Kresge say that few people outside of his spheres of activity appreciate the extent of his wealth and his easy ability

to finance his continued expansion in the department store field. Owning 200,000 of the 265,000 shares of Kresge common he has an asset of \$75,000,000 in this venture alone. His other investments, it is said, place him comfortably in the very select group of individuals worth \$100,000,000. Kresge, 57, and enjoying the good things of life, is curiously enough an avowed prohibitionist.

#### Manufacturing Matters.

Muskegon—The Maring Wire Co. has increased its capital stock from \$500,000 to \$750,000.

Bay City—The Aetna Portland Cement Co. is planning a new unit to its plant which will cost about \$1,000,000.

Battle Creek—The H. B. Sherman Manufacturing Co. will add a large foundry and brass finishing shop to its plant this summer.

Manistee—The plant and stock of the L. Sands Salt & Lumber Co. has been purchased by the H. Rirschfield Sons Co., of Bay City.

Muskegon Heights—The Campbell, Wyant & Cannon foundry is now employing more than 1,200 men, with business outlook very satisfactory.

Lansing—Sixty-two hammers are pounding away in Lansing's two leading forge plants, the Atlas and Federal, and for the next three months will be operating at full speed.

Jackson—The Ideal Piston Ring Co., 1305 East Michigan avenue, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Mt. Clemens—The factory of the Mt. Clemens Sugar Co. is being overhauled and greatly enlarged in preparation for the 1925 campaign. When completed the plant will have slicing capacity of about 1,200 tons daily.

Cadillac—Cummer Manufacturing Co., in addition to its output of hardwood headings and egg crates, is turning out coil springs used in auto seats. A bake oven will be installed in a new building that is now under construction.

Detroit—The Sheeton Wartikoff Co. 1453 Farmer street, has been incorporated to manufacture and sell furs, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$2,000 in cash and \$8,000 in property.

Detroit—The B. Pharmacal Co., 3036 Virginia Park, has been incorporated to manufacture and sell drug specialties, with an authorized capital stock of \$3,000, all of which has been subscribed and paid in, \$1,000 in cash and \$2,000 in property.

Coldwater—Extensive improvements are under way at the plant of the Western Reserve Condensed Milk Co. Aside from remodeling the plant, additions of two buildings, 40x80 and 40x50, are under construction. They will enlarge the capacity of the plant considerably.

Lansing—An increased demand for heavier trucks is being noted by the Duplex Truck Co., according to officials. Up to recently a very fair business has been maintained in the lighter truck types but the recent trend has placed the production of heavier vehicles in the lead.

Grand Rapids—The Grand Rapids Food & Fertilizer Co., R. R. 2, Pennell Road, has been incorporated to conduct a slaughter house and rendering plant and to manufacture and sell soap, glue, poultry food, etc., with an authorized capital stock of \$25,000, \$9,000 of which has been subscribed and paid in in cash.

Kalamazoo—The Bermingham-Prosser Co., formerly of Holyoke, Mass., will remove to Kalamazoo, occupying the North building of Fuller and Sons' Manufacturing Co., and will turn out colored kindergarten papers, fancy box papers and fancy box tops, both plain and embossed. The plant will start with twenty employees.

Lansing—The Reo Motor Car Co. went on its summer schedule May 16, with Saturday holidays the rule from now on. The schedule was adopted two years ago by a poll of employees and officers, two propositions being put, either a ten-hour day with Saturdays off or a nine-hour day with Saturday half-holidays. The former plan won by a large majority.

Lansing—Continued heavy buying of machined parts, such as are produced by the Michigan Screw Co., indicates that the automotive industry is not slackening its pace as summer approaches. Tractor, threshing machine, truck, and gas engine manufacturers are making considerable demands for parts. Manufacturers in many lines are demanding immediate delivery instead of waiting the usual 30 to 60 days.

Detroit—James A. Venable, manager of the operating department of the United States Radiator Corporation, has severed his present connection to become President of the Beals & Selkirk Trunk Co. Mr. Venable has been prominent in Detroit business circles since 1889, when he came to Detroit as an executive of the State Savings Bank. He will take an active part in the affairs of the Beals & Selkirk company, after an association of more than thirty years with the company as a director.

Plymouth—The General Machine and Iron Works, Plymouth's newest industry, has started operations in its new plant on the Toledo division of the Pere Marquette. The new plant is the last word in plant construction, and is equipped with the latest machinery. About fifty men will be employed at the start. The new plant will fabricate structural steel, ornamental iron work, architectural iron work and bronze work of all descriptions. The plant has been located in Detroit since 1916 and is a prosperous concern.

Wakefield—William C. Hart, general superintendent of the Wakefield Iron Co., has resigned his position and is succeeded by A. J. Cayia, who has been an assistant to Mr. Hart for several years. Mr. Hart has been in charge of the property since the beginning of the operations and it was largely through his engineering ability that the pit during the first years of its operation was the largest iron ore producer on the range. It is expected that 600,000 tons of ore will be shipped from the mine this year, which is a larger tonnage than has been shipped for the past seven years.



### Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 6.35c. The market on raws advanced 10 points in New York to-day.

Tea—Ceylon teas have shown another advance in primary markets during the past week, probably amounting to a cent a pound. Indias and Javas are also firm, not only abroad, but in this country. The general feeling in these lines of teas is strong. The demand, however, during the week has been light, although the consumptive demand keeps up about as usual.

Coffee—Desperate effort has been made during the past week to bolster up the coffee market, meaning particularly Rio and Santos, which grades have led in the recent slump. The effort has been successful to the extent of perhaps a cent per pound, but the basic weakness of the coffee situation is the lack of demand and this has not been improved to any great extent by the declines so far occurring. Brazilians are working hard to support the market, but most unbiased observers feel that the only way to rescue the coffee market is to reduce prices still further until Brazil coffee is selling at proper valuation. All grades of green Rio and Santos ruled in a large way about a cent higher during the week and in sympathy Maracaibo, Colombias and washed Mexicans also advanced a fraction of a cent. The market on everything, however, is still several cents below the highest point.

Canned Fruits—The depression in pineapple is disappearing since the influence of wider consuming outlets is felt. The readjustment in prices in the wholesale market is being repeated at retail and special sales are quite common of sliced packs in No. 2½s and No. 2 cans. The disposition among wholesalers is to move present stocks before going extensively into replacements. California fruits are being picked up here, in transit and to some extent on the Coast, even where it is necessary for jobbers to join in taking pool cars to clean up canners or second hands. The demand is purely routine, since all factors prefer to keep their pack with minimum reserves. Apples are quiet at quotations.

Canned Fish—Indifference is noticeable in new and current pack Alaska salmon. A short pack of reds is predicted, but this will normally be the season for pinks and with a good sized pack of the latter in sight, carryover is not attractive, especially as it is not moving freely. Good pinks cannot be had for less than \$1.35, spot, but some reprocessed packs are to be had at less money. Reds are no more than a nominal seller. Spot chinooks of fancy grades are well maintained. What new pack sardines have been canned in Maine have been of styles and grades absent in the carryover, enabling packers to have a complete assortment. Factories are slow to open and those in operation have put up a light pack so far, since fish has been scarce. Spot offerings of all foreign fish are light and quotations vary considerably, according to the brand, pack and seller. Very little shrimp is being packed in glass or in tin, which gives spot offer-

ings a strong undertone. Tuna is in seasonable demand.

Canned Vegetables—The three major vegetables are proving a disappointment. Spot tomatoes have been on the toboggan for some time and although stocks are being liquidated in canning sections the group of canners who have held off from selling have not been able to cause a reaction. Weak sellers and indifferent buyers keep the market irregular. Twos and threes are slow and tens are taken only when needed. The sagging market in futures has proved the domination of the buyer and apparently he has not made up his mind that the bottom has been reached, as he is not contracting for new packs. Peas of nearly all grades are offered at a wide range. Some weak sellers are pushing sales and will grant inside prices which others will not allow. Like the chain stores, other distributors are following the market from day to day to make their replacements. Canners are using every effort to get the trade interested in new packs, but without result. Corn is quiet at quotations. Golden Bantam and Crosby are in nominal demand. Asparagus continues to gain strength in the West and continual withdrawals occur among canners of various grades and sizes.

Dried Fruits—California and Oregon prune packers are talking of advances in the near future on carryover stocks in first hands but sufficient improvement has not occurred in Eastern jobbing centers to allow them to revise their quotations. Raisins are a staple seller and are in constant demand, but they are like other grocery products which are not in their usual spring demand since only actual needs are being covered. A fair amount of Coast business is being booked. Apricots are in the most favorable position of all dried fruits. The crop is cleaning up so rapidly that there is no pressure to sell since replacements are difficult. Only a comparatively few grades of Blenheims and Northerns can be had, such as standards, extra choice and fancy. Peaches are held firmer as the spring demand and the scarcity of apricots are centering interest in this product. Spot currants cannot be duplicated abroad at their original cost and the tendency is to sell at full quotations or hold for advances.

Beans and Peas—The volume of business being done in dried beans is very light, with almost everything quite easy. Only California limas are well maintained. The rest of the line is dull and easy. Dried peas are selling at steady prices.

Cheese—The market has stiffened up a little. New cheese is a little steadier than it was while old held cheese is still firm and scarce. Demand fair.

Salt Fish—Mackerel is in light demand, with no particular change in price. The market, however, is steady.

Provisions—The market has shown no particular change during the week. The whole situation in hog and beef products is steady at a slight advance for the week on some lines.

Syrup and Molasses—The price of good molasses is still firm in spite of the light demand. Sugar syrup is weak and neglected, but compound

syrup is steady and fairly active. Stocks of compound syrup are not large.

### Review of the Produce Market.

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

Asparagus—Home grown, \$2@2.25 per doz. bunches.

Bananas—7@7½c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans	\$ 5.75
Light Red Kidney	9.75
Dark Red Kidney	11.00
Brown Swede	5.00

Beets—New from Mississippi, \$2.25 per hamper.

Butter—The market has been steady during the past week and prices are unchanged. Local jobbers hold fresh creamery at 41c and prints at 43c. They pay 18c for packing stock.

Cabbage—\$4 per crate for new from Mississippi.

Calves—Local dealers pay as follows:

Fancy	14½c
Good	13c
Medium	11c
Poor	9c

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

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

Celery—Florida, 65c for Jumbo and 85c for Extra Jumbo; crate stock, \$5.

Cucumbers—Illinois hot house command \$3 for extra fancy and \$2.50 for fancy per box of 2 doz.

Egg Plant—\$3 per doz.

Eggs—The demand for fine fresh has been good during the past week and practically everything brought in was immediately bought at full prices. Early this week the receipts increased, as is always the case with firm markets. Local dealers pay 29c for candled stock.

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

Timothy, fancy	\$ 7.50
Timothy, choice	7.25
Clover, medium choice	32.00
Clover, Mammoth choice	32.00
Clover, Alsike choice	25.00
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
Millet, German	6.00
Millet, common	5.50
Millet, Hungarian	6.00
Sundana Grass	7.00

Garlic—35c per string for Italian.

Grape Fruit—\$5.50@6, according to quality.

Green Onions—Charlots, 60c per doz. bunches.

Honey—25c for comb; 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist	\$8.50
300 Red Ball	8.00
360 Red Ball	8.00

Lettuce—In good demand on the following basis:

California Iceberg, 4s	\$5.00
California Iceberg, 5s	5.00
Hot House leaf, per lb.	12c
Onions—Texas Bermudas, \$4.50 per crate for White or Yellow.	

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

126	\$7.00
150	7.50
176	8.50
200	8.50
216	8.50
252	7.50
288	7.00
344	6.00

Red Ball, 50c lower.

New Potatoes—Carolina stock commands \$8 per bbl. for No. 1 and \$6.50 for No. 2.

Parsley—60c per doz. bunches for home grown. \$1 per doz. bunches for Louisiana.

Parsnips—\$1.25 per bu.

Peppers—Green, 60c per doz.

Pineapples—All sizes Red Spanish command \$3.75@4.25 per crate.

Potatoes—Country buyers pay 80@90c a 100 in Northwestern Michigan; Greenville district 80@90c.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls	24c
Light fowls	18c
Broilers, 2 lb.	50c
Broilers, 1½ lb. to 2 lb.	40c
Radishes—30c per doz. bunches for home grown.	

Spinach—\$1 per bu. for home grown.

Strawberries—Receipts this week are from Kentucky. They command \$7 per 24 qt. crate.

Sweet Potatoes—Delaware Sweets \$3.50 per hamper.

Tomatoes—\$1.25 per 6 lb. basket for Florida.

Veal—Local jobbers pay as follows:

Fancy White Meated	14½c
Good	12½c
60-70 Fair	10c
Wax Beans—\$4.50 per hamper.	

### Another Fireplace Motto.

Following is an admirable fireplace motto written for the Tradesman by H. J. Larson:

Hail guest, we know not who thou art.  
If friend, we greet thee hand and heart.  
If stranger, such no longer be.  
If foe, our cheer will conquer thee.

Alma—The Crandall Scott Co., furniture, carpets, undertaking, has been dissolved and E. C. Crandall and his son, Paul, who have been associated with the business for some years, have purchased the stock and will continue the business under the style of E. C. Crandall & Son.

Monroe—The Kroeger Stores, of Toledo, Ohio, conducting a chain of grocery, meat and baked goods stores, has leased the store building at 18 Washington street and will occupy it June 15, with a similar stock of goods.

Birch Run—The Birch Rpn Rardware Co. has been incorporated with an authorized capital stock of \$35,000, of which amount \$25,000 has been subscribed and paid in, \$3,446 in cash and \$21,554 in property.

Fishing for compliments is about as useless as dangling a bent pin on a line in a pail of water.



### Opening of Ramona For the Summer Season.

Attractive in all its spring-time splendor, with every amusement attraction running full bloom, Ramona Gardens beautifully decorated and more attractive than ever Ramona Park Grand Rapids favorite resort at Reed's Lake, invites the public to participate in the summer opening of Ramona theater Saturday afternoon and night, Memorial day.

General Manager DeLamarter announces that for this big theater opening event he has arranged a special bill of the Keith vaudeville acts, with Frances Kennedy, the merriest comedienne, in a song monologue, as the headliner. Mr. DeLamarter has booked Keith's vaudeville for the season and high class acts will be given twice daily; matinee at 2:30 and night at 8:30. Seats may be reserved at popular prices. A down town reserved seat sale office will be continued at Peck's drug store.

The special Memorial day bill will be followed by a new show Sunday, May 31, which will run seven days. The bills will be changed each Sunday thereafter. Ramona theater will book through Keith's New York office an assurance of the best acts during the summer season.

Ramona theater presents a new and pleasing appearance this spring. Expert decorators have shown their skill by transforming the boxes and entrances into veritable flower gardens, roses predominating.

Ramona dancing casino also has undergone many important and delightful changes, principal of which is in its name. Hereafter this popular joy spot for dancers will be known as "Ramona Gardens." Its new interior appearance, a typical rose bower, makes the name appropriate. By their ingenuity and dexterity with artificial flowers, expert decorators have produced one of the prettiest, most attractive dance gardens in Michigan. Small arbors with trailing vines and flowers make one look twice to discover the clever artifice that has been employed to produce this beauty spot. Enchanting electrical effects seem to make the dancers' dreams come true.

In keeping with this dancers' paradise, the Ramona Garden management has booked the Fraternity Favorites orchestra, composed of skilled musicians and each an artist on his own instrument, for a four weeks' engagement. This spirited, peppy organization is one of the best in the Middle West and comes direct from Chicago. During the past week it has proved its merit by pleasing the crowds that have enjoyed its programs. The Gardens were formally opened last Saturday night with a "Mardi Gras" carnival party. The orchestra's programs will be broadcasted by Station WEBK each Tuesday, Thursday and Saturday night.

Painters and decorators and other artisans have wrought many changes at the park for the new season. The Fun House has been enlarged and a \$1,500 chute installed. New York scenic artists have transformed the dens and grottoes of the Mystic Chutes. All of the concessions stands

and booths have been enhanced by attractive coats of paint. The picnic grounds have been cleaned, the benches and tables repainted and now the seven acres of beautiful grove offer every convenience and pleasure for picnickers and evening dinner groups.

Free parking space for 2,000 autos has been provided for the convenience of motorists.

Because of the thousands of delegates and others who will come to Grand Rapids this summer to attend the many State and National conventions and other meetings, General Manager DeLamarter is co-operating with Grand Rapids associations and residents in offering every enjoyment and courtesy to the visitors during their stay in the Furniture Capital of America, that Grand Rapids' fame as a hospitable, royal welcoming city may be further spread.

### Items From the Cloverland of Michigan.

Sault Ste. Marie, May 25—The new hotel and dance pavillion at Castle Rock Point, near St. Ignace, is now open for the season. J. P. Delmore, the proprietor, has spared no pains to make the new club house attractive. Being situated on the Dixie Highway, it affords the numerous tourists accommodation and being located near the water it is an ideal spot well worth while visiting. Chicken dinners will be served and the new place will get much business from the Soo, as well as from the surrounding community.

The rains and snow storms of Thursday and Friday were a life saver to our forests in Cloverland, where the forest fires were raging. With the start that the fires had and the strong winds the situation was a serious one.

The Women's club convention here last Wednesday and Thursday was a huge success. The delegates were entertained at our country club with a banquet. The last day they were entertained by Mrs. Fred Raymond at her commodious summer home on River drive. The city was decorated with flags and the merchants also dolled up for the occasion. About 100 delegates, besides many visiting guests attended and left the Soo with many pleasant memories.

Economy consists in knowing how to get others to supply our wants.

Not only is the horse and buggy going into discard, but our old fire bell will be heard no more after this week. It is being replaced with a large siren which will be operated by a five horse power 220 volt motor.

The mad rush to Canada last Thursday to clean up on the 4.4 lager did not materialize; in fact, the traffic was much lighter than usual. Of course, there were some who investigated and report that the brew was too new and not as good as in the days of old. Having gone without it so long many have lost the craving and have taken to soft drinks in preference.

H. C. Lawton, of the Soo Creamery and Produce Co., has returned from a short business trip to Marquette.

A jail sentence for the man who fails to keep his appointments and a fine for the one who is late would add about 10 per cent. to the working efficiency of the business world.

George LaFleur, at Cedarville, has returned from the South, where he spends the winters and expects to open his confectionery store about June 1, which will keep open during the tourist season.

The low water has made a big change at the Les Cheneaux Islands. The boat houses are high and dry and one must do some walking to get to the water's edge. If Chicago does not quit taking all of the water out of the lakes, the summer resorts will have

## CAPITALIZE

on this convenience to women

More and more women are coming to appreciate the convenience of a full shelf of Domino Package Sugars. It gives them a wonderful opportunity to vary their menus and to have the best cane sugar specialties to serve at all times.

Make this convenience pay *you* by pushing the entire Domino Package Sugar line. Display them all and suggest the "Domino Shelf" to your customers.

There is a Domino Package Sugar in a clean, convenient carton for every use. And Domino Syrup for a table spread and for flavoring cooked dishes and desserts.

Let the Domino idea help you put sugar sales on the most profitable basis possible.

**American Sugar Refining Company**

*"Sweeten it with Domino"*

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

## BEECH-NUT Prepared Spaghetti



**Ready to Serve!**

The ideal quality product for the progressive Grocer to sell. Display it, thus telling your customers you have it. It is nationally advertised.

**BEECH-NUT PACKING COMPANY**

*"Foods and Confections of Finest Flavor"*

CANAJOHARIE

NEW YORK



to be moved, as well as the docks facing the river, which must be lowered in order to unload passengers and freight.

When a man begins to give as a business excuse that he didn't get around to it, he's getting old.

William G. Tapert.

#### Warning To Other Villages.

The spire of the Methodist church, at Dexter, was struck by lightning Saturday, May 16, and the building destroyed at property loss of \$15,000 to \$20,000, with only \$2,000 insurance.

When the blaze was first seen it might have been put out with a few pails of water or a hand fire extinguisher, but there were no ladders or other means of reaching it, and the efforts of 300 men were limited to protecting near by houses and removing pews, musical instruments and other movables from the church.

A motor, a pump in the mill race, hydrants and hose afford one stream protection to the stores. Beyond this small section of the village the only

protection is a hand fire engine which may or may not afford any service.

Action as regards fire protection is evidenced by the following from the Dexter Leader:

A question long patent was brought home most forcibly by the recent fire—the need of fire protection.

The council had been considering the matter for several weeks and at its first meeting had appointed a committee to investigate.

Tuesday evening a demonstration was given on Main street by a representative of the Howe Co., of Ander-

son, Ind., the machine being mounted on a Ford chassis, and is a combination of both chemical and pump.

Representatives of other companies are expected to visit us in the near future and a careful investigation will be made before definite action is taken, but it can be said that the Council will undoubtedly purchase some standard make of fire apparatus. In the meantime, any suggestions from those interested will be gladly received by the Council, as this is a vital matter and concerns every citizen and property owner.

E. E. Whitney.

# RAMONA

## New Ramona Park Open Now

Grand Rapids' favorite resort at Reed's Lake starts the season with new attractions, more clean fun and old fashioned happy times than ever before. Ramona park again becomes western Michigan's popular playground where jollity reigns and women and children are always protected.

## Keith's Vaudeville at Ramona Theatre

Ramona Theatre will open Memorial Day, Saturday, May 30. Keith's vaudeville has been booked for the season. High class acts will be given twice daily—matinees at 2:30 and night at 8:30. A special Saturday bill will be followed by a new show Sunday, May 31, which will run seven days. The bills will be changed each Sunday thereafter. Ramona Theatre will book through Keith's New York office, assuring the best for Ramona.

## Ramona Dancing Casino Opens

Ramona Dancing Casino has formally opened. New decorative effects give the Casino an alluring attractiveness. Same faultless floor! Popular prices! Ideal free checking service! "The best dancers ALL dance at Ramona."

## FRATERNITY FAVORITES FAMOUS ORCHESTRA

This peppy organization, which is one of the best in the middle west, has been booked for a four weeks engagement at the Casino. These skilled musicians, each an artist on his own instrument, come direct from Chicago. They promise to make Ramona Casino the mecca for those who enjoy unexcelled music and delightful programs. Their program will be broadcasted by station WEBK each Tuesday, Thursday and Saturday night.

### AMONG RAMONA'S AMUSEMENT ATTRACTIONS ARE

**JACK RABBIT DERBY RACER**  
The Reliable, Exhilarating Whirl-wind  
Safety Ride.

**AEROPLANE SWINGS**  
Give You Real Flying Thrill as  
Through the Clouds.

**MINIATURE RAILROAD**  
The Children's Delight.

**THE FUN HOUSE**  
WHERE MIRTH AND JOY  
PREVAIL

**SYLVESTER'S SKOOTER**  
Joyous "Every Which Way Ride."  
Steer Your Own Car—No Traffic Rules  
—One Happy Bump After Another.  
Absolutely Safe!

**THE MYSTIC CHUTES**  
Spooky, but Joyful Lagoon Boat Ride,  
Heart Leaping Climax.

**THE RAMONA PONIES**  
Are Waiting for the Children to Enjoy  
a Happy Ride.

**MERRY-GO-ROUND**  
The Kiddies' Favorite.

**Ramona's Seven Acres of Beautiful PICNIC GROVE Are Clean, Have All Conveniences  
(Call Automatic 21-511 or Main 350 for Picnic Reservations)**

POPULAR PRICES, ORDERLY CROWDS, COURTEOUS ATTENDANTS MAKE YOU FEEL AT HOME AT RAMONA

### PRICE IS STILL STRESSED.

In the many lines of business for which provision has to be made much in advance, the prospects for Fall are being rather eagerly scanned just now. Nobody, of course, can predict with any feeling of certainty how things will turn out, because there are still so many indeterminate factors. But nearly everything that has come to light so far is of a favorable character. Crop prospects appear bright in practically every portion of the country, whatever the yield, and the improvement in marketing methods promises to assure better returns to growers. Constructional activity, which had been somewhat checked, appears to have resumed its stride. While the metal industries are not quite as well occupied as might be, they are still fairly busy, with indications of improvement. Perhaps the softest spots at the moment are in the lines of textile endeavor, or rather in certain of them. This is due to a series of circumstances prime among which are changes in methods of doing business due to economic and other reasons. Along with the higher levels of value in the last ten years or so have come different standards of living, which are reflected in the purchases and the way they are made. The influence of the frequent style changes and of the piecemeal buying which is the vogue have introduced elements of a distracting character that were entirely lacking in the old ways of doing business and that have to be taken into account now in any effort to interpret prospects or to size up the situation.

Primary markets are somewhat devoid of features in most instances at the present. It is an in-between period and dullness would usually be expected now were it not that the initial purchases at the opening of the season were so sparing as to induce the belief that much reordering would be necessary to meet even modest requirements for fall. The underbuying has not, however, been followed up in quantity as yet, although there is no doubt that it must come in time. There continues the resistance to anything like price advances and even to paying what are reasonable prices, considering raw material and production costs. Trying to meet the situation by curtailment of output, which is being done in some cases, is a procedure of doubtful value, because this results in increasing overhead and thereby adds to the cost of production. Seasonal demands, which are increasing with the approach of warmer and more settled weather, are bringing more activity in distributing channels and promise to be reflected in the primary markets before long. Real active business is not looked for in the latter until after July 4. Meanwhile, the retail stores are trying to push sales and are meeting with a fair amount of success. The big stores have been crowded on every pleasant day and have put out some very attractive offerings. Price is still stressed in most instances as a drawing card. The range of purchases is extensive and comprises not only apparel of various kinds but all manner of household goods and articles of luxury and adornment. Luggage and

travelers' goods generally are showing special activity with the approach of Decoration Day and the vacation period.

### WOOLS AND WOOLENS.

A six weeks' lull in the sales of British Colonial wools, which has just started, will afford the opportunity for the trade all over the world to examine the situation carefully. No public offerings of stocks are to be made during the period and, in Australia and New Zealand, even private offerings will cease. From the fact that the determination to stop the sales has brought out no protest from any quarter, it is reasonable to infer that there is no immediate hunger for supplies in any quarter of the manufacturing trade. For some time ahead, at least, there appears to be wool enough available for all the needs of the fall season. This is certainly the case in this country which appears to have more than a full year's supply within its boundaries. Nor is the consumption of wool called for by fabric orders in hand large enough to induce a belief that there will be any hurry call for the raw material. Nobody is quite sure that the recently low levels set for wool represent the final rock bottom prices, but all feel that something near stability must be reached before much business can be done. Trading in domestic wool is very nearly at a standstill. Buyers of fabrics have been inclined to use the lowering of wool prices as a pretext for trying to get lower cloth prices. The mills, or some of them, have been offering certain fabrics at reductions but these are said not to be the same as, although sometimes resembling, those put out at the openings. The very best and the cheapest cloths have been selling much better than the medium grades. Woollens attractive enough to go into suits retailing at about \$25 have been in especial demand. Garment manufacturers are showing sample fall lines and will be in the market for supplies as soon as retailers' responses can be had.

### TAKING THE LARGER VIEW.

There is a marked contrast in the tone of the utterances at the conventions of business organizations to that which the individuals composing them indulge in when they meet privately to talk over conditions. Among themselves their immediate difficulties and personal worries are apt to loom up disproportionately large, each having his individual stock of these. Their horizon is limited and molehills become mountains in the perspective of the myopian view. This state of mind changes when numbers meet together, especially if they come from different sections of the country and bring with them varied aspects of larger scope and variety. A better sense of proportion results, as well as a more truthful view of the general situation. Local difficulties come down to their real, as distinguished from their fancied, importance. For, after all, business, as a whole, is a composite of many factors, some favorable always and some the reverse, and it is the preponderance of the one or the other which makes for good times or the contrary. In a

country of as wide and varied resources as this, there is a constant tendency toward betterment which may be retarded at times but which is never wholly checked and is one of the forces that may be depended on. It is a recognition of this fact that serves to account for the flavor of optimism in last week's session of the Chamber of Commerce of the United States and at a number of conventions of various trade bodies recently in session.

### OUR MURDER RECORD.

A survey of seventy-seven municipalities in the United States, conducted by insurance statisticians, shows an average of 9.9 murders per 100,000 of population. The figures are about double what they were twenty-five years ago and indicate an annual murder toll of 11,000. In this period opposition to capital punishment has greatly increased.

There is no question that the average juryman to-day is reluctant to become responsible for sending a man to execution. Criminal lawyers play greatly upon this reluctance, and while the result has been to double the number of murders, the State must take into consideration this reluctance in convicting for this crime. A recent proposal to allow a jury to decide the penalty has been brought forward as offering a surer deterrent for murder than capital punishment. It is argued that fewer murderers would escape on sentimental grounds alone.

Advocates of capital punishment contend that the tendency of parole boards and welfare workers to make reform records for their institutions would prevent this plan from acting as a deterrent, since it would result in a wanton murderer spending only a few months or years in jail.

But there should be a middle ground between these two contentions. The power of parole and pardon could easily be limited, especially if this power were subject to review by the seasoned jurists who sit in the higher courts, where sentimentality has no place.

Sir Daniel Hall, described as England's foremost authority on agriculture economics, now visiting in America, says the solution of the farm problem lies in the direction of big-scale corporate farming to take the place of the small, independent one-man farm operation. The small manufacturer, he says, found it good business to incorporate himself with others into the huge industrial organization with adequate capital and equipment, and he prophesies the rapid development of big business farming in the near future. Sir Daniel contemplates this development with something of the enthusiasm of a prophet. The lonely, isolated farm is to disappear and with it the lonely farm family. The farmer is to become a capitalist. Farm workers will live in urban centers and go to their work as other workmen now go to the factory. Farm life will become urbanized and the young men and women will no longer feel the lure of the city and be drawn away from agricultural pursuits. All of which, thinks Sir Daniel, is not remote, but already at hand.

### COTTON AND COTTON GOODS.

From the statistical position of cotton there seemed to be good arguments for the advances in cotton prices in the early part of last week. The takings by spinners, especially by those in foreign countries, have been exceptionally large as compared with those of a year ago, while domestic mills have also made a very good showing. It is contended, on the other hand, that the quantity of cotton taken abroad is, by no means, a fair measure of what has been put to use. No such added amount of cotton goods has been produced as the extra raw material would call for, and it is thought that reserve stocks have been piled up. In this country the mills have more raw cotton on hand than their needs call for and a number of them have also more fabrics than were ordered. The slowness with which most of the staple goods have been moving prompted the National Council of Cotton Manufacturers to pass their resolution for a curtailment of production. This advice has been followed by many mills in the South as well as in the East. The mills up Fall River engaged on plain goods are said to be running at about 50 per cent. of normal with fine goods mills operating at 70 per cent. In New Bedford, where many of the finer constructions are made, operations are nearly at normal. A number of Rhode Island cotton manufacturers are trying to stimulate selling, by education of the public to new uses for cotton goods, as an alternative to restriction of output. But even price declines in gray goods during the past week did not do much to stimulate buying. A flurry, however, occurred in such cloths one day following a rise in the price of cotton and resulted in a number of orders for June-August delivery. This indicated about how far forward buyers think they may safely venture. When the prospects of the new cotton crop are made somewhat more clear orders for later delivery may be expected. In finished fabrics, a little more is reported doing in bleached goods. Gingham of the high grade fancy varieties are selling fairly well but the staples are lagging. Fine wash fabrics are also meeting with favor, while the silk and cotton and rayon and cotton mixtures are well sought. Knit goods remain without especial feature.

A recent murder trial has called attention to the spread of what was called in the days of Superintendent Byrnes "the red light district." This evil has taken the form of the road houses; a considerable number of which have been discovered scattered along the good roads of Michigan. Easily reached by automobiles, somewhat isolated, in districts where the police force is naturally limited, these road houses have become a convenient and comparatively safe rendezvous for the criminally minded. Unless this new form of evil is promptly checked it will become a serious problem for suburbanites. It calls for more drastic treatment than merely padlocking such places for violation of the Volstead law.



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

Although not a native of this country, Joseph Houseman was so long identified with the business interests of the city, and his love for America and American institutions was so intense, that the fact of his foreign birth was lost sight of.

Mr. Houseman was born February 13, 1832, at Zeckendorf, Franconia, Kingdom of Bavaria. He was an only son, with two elder sisters. His father was in comfortable circumstances, having been a master linen weaver, employing many men.

While Joseph was yet a boy, his father died and much of the responsibility of conducting the business fell upon the shoulders of the young man. The training proved a valuable one, developing in him those traits which helped to make him a successful man almost from the beginning of his career in this country.

The failure of the revolutionary movements of '48 checked the ambitions of the progressive young men of Germany; and besides, the Jews were not in full possession of their civil and religious liberty. Therefore, Mr. Houseman and several other young men of his district decided to come to America where liberty and equality would be secured to them.

Mr. Houseman arrived in this country in July, 1853. He visited this city in 1854, but did not take up his residence here until 1857. He was at first connected with his cousin, Julius Houseman, of the firm of Ahlsberg, Houseman & Co., having branch houses in Savannah and Baltimore. These branch houses were mainly under the supervision of Mr. Houseman until 1869, when he settled down here as a partner in the firm of Houseman & May. In 1876, Julius sold out, and the firm admitted to partnership Messrs. Donnelly and Jones and then became known as Houseman, Donnelly & Jones. On the withdrawal of Mr. Donnelly, a stock company was formed known as the Houseman & Jones Clothing Co., with Mr. Houseman as President. Mr. Houseman took a pardonable pride in his great store, at whose head he was for more than twenty-five years.

For years he was prominent in politics, but although often urged by members of his party to accept office he steadily refused. His advice and assistance were always eagerly sought by his party and readily given. In non-political, educational, mercantile and social affairs he evinced the warmest interest and filled many positions of honor and trust, his business insight, conservatism and integrity making him a valuable member.

Mr. Houseman helped to organize the first building and loan association in this city. It was known as the Grand Rapids Building, Loan and Homestead Association, and was organized in 1886, with Mr. Houseman as the first President. The organization of this association was due in a large degree to the strong interest Mr. Houseman took in working men. Anything that aided in improving their condition always received his heartiest sympathy and support.

Mr. Houseman's business sagacity

and his interest in the growth of the city were shown in his desire to improve the public roads leading into the city, so that they might be used as feeders from the surrounding country. The first company organized for the purpose of constructing gravel roads leading from the city was created in 1873, and known as the Reed's Lake Avenue Co., with Mr. Houseman as one of the incorporators and also Treasurer. The Division Street Gravel Road Co. was organized later, with Mr. Houseman also director and Treasurer.

As a member of the Board of Education Mr. Houseman served most acceptably from 1890 to 1896, a period of three continuous terms. He refused the nomination for the fourth term and was then appointed a member of the

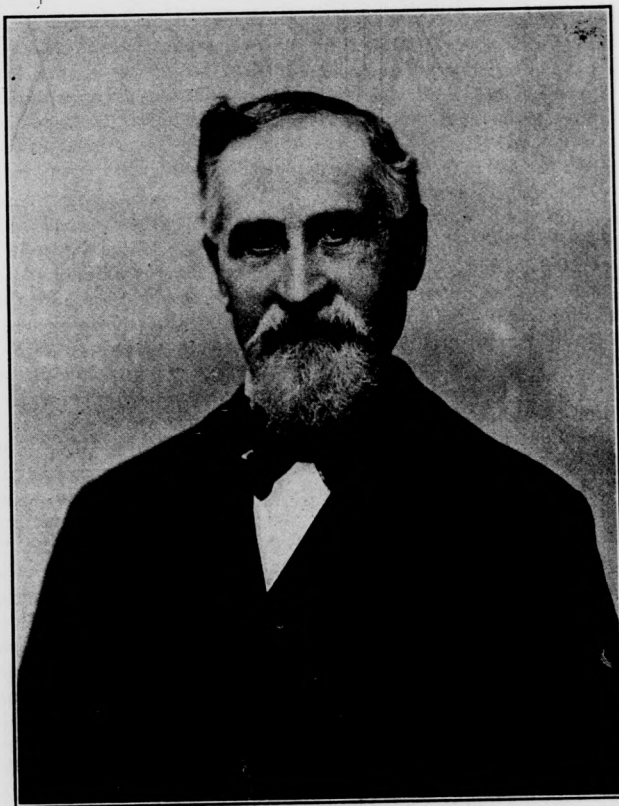
well believe that he gave much time and money to this cause.

Mr. Houseman died the first week in May, 1908.

Mr. Houseman's public and private life was above criticism. A man with a strong sense of justice, he had a very gentle nature. Of sound and unshakable business principles, a calm and judicial mind, he combined with these qualities tender thought and sympathy and charity for all. E. A. Stowe.

As tending to show the breadth of Mr. Houseman's religious matters I take pleasure in reproducing herewith the following memorandum from Charles W. Garfield:

In an interview with Mr. Joseph Houseman on January 5, 1897, after talking about matters of business, the



Joseph Houseman.

Board of Public Works, serving from 1896 to 1899. He was a director of the Grand Rapids National Bank, and a member of many other corporations and business institutions.

Mr. Houseman was President of the Jewish congregation, and did more for its support than any other six members. He was faithful and conscientious in the support of his church, and every Friday evening found him in attendance at the religious meeting.

He was a trustee of the Grand Rapids Lodge 238, I. O. B. B., or Independent Order of B'nai B'Rith, meaning Sons of the Covenant. The purpose of this order is to look after the sick and needy of their own race, to watch with and bury their dead, and to protect and care for the widows and orphans. Those who know Mr. Houseman's generosity and tender heart can

conversation gradually turned in the direction of religious matters, introduced by the advent here of a new Rabbi. In answer to questions, Mr. Houseman said substantially: Christianity and Judaism are actually growing nearer together. The devotees of the Christian faith are not so strongly partisan for their belief as not to recognize that there are truths in other forms of religion which make for the spiritual elevation of believers as strongly as the dogmas of Christianity. The Jews, on the other hand, recognize in Jesus one who was a martyr for His beautiful faith and a Hebrew of whom they are proud, the founder of a wonderful system of religion built upon Judaism and developed within the Hebraic faith. As the generations go by the Jews are growing in liberality and tolerance and place

the Christian's Savior as the last of the great Jewish teachers or, as they are sometimes called, Prophets. Christians, too, are becoming more tolerant and do not so often thrust the statement at the Jews, "You killed the Christ." We liberal Jews are not separated widely from the Christian Unitarians. The cardinal belief of each is the same, and that is the Unity of God. In the biblical enunciation of the veil of supernaturalism with which Moses emphasized his wonderful hygienic instruction to his people by the reverent and impressive statement, "Thus saith the Lord God of Israel," we now understand that he simply recognized the fact that this method of statement would be the most effective in accomplishing his worthy and far-reaching design. Moses, who occupies the great place in Hebrew history, was not a prophet; he was a leader many generations in advance of his time. His teachings were calculated to lift his people out of the state of lethargy and uncleanness. The glamor of supernaturalism was employed to enforce his teaching upon a primitive people. It was really his equivalent of the methods that are employed to-day in connection with all the religions of the world in their primitive stages. Moses, or rather the influence that is individualized by the name, was a wonderful power for the uplifting and improvement of the Hebrew race. It should be a source of pride to the Jews that the evolution of the greatest religion that to-day exists in the world originated within the domain of Judaism. I try to recognize good in all religions. I am a Jew and attached to my people by rites and ceremonies that have been brought down from the fathers to me. Many of these things are precious because of their relationship to the development of my people. But I am growing in tolerance of other people's views and begin to understand even the spirit of Christianity which leads to wholesale abuse of my people. But in defense of my faith I do not excuse its devotees who took the life of the founder of Christianity. I often think of the intolerance of Christians for followers of their own Leader who may differ from them in some of the dogmas of the church. I do not forget that devoted people in the name of the Founder of their religion have been guilty of the murder of good men and women because they differed in what now proves to be the merest non-essentials of religious belief. As we grow in our religion we grow more kind and tolerant, nearer to each other and nearer to God.

Mr. Garfield says that this conversation impressed him so forcibly that he wrote it out from memory within a few hours after the interview. The next day he submitted the draft to Mr. Houseman and asked him to correct it. Mr. Houseman read it carefully and remarked that every statement was correct; that he could not substitute a word without changing the meaning he intended to convey.

The man who stops to calculate how much good will come out of the good that he does will never do any good.



### Sell Sport Shoes For Sports.

Some say it's because of the war, others contend that it is prohibition. Many feel that it's just because the average man enjoys more leisure and has more money than ever before. Whatever the cause it is perfectly evident that most adults are giving more time to sports and recreation than they ever did before.

Golf and motoring are two sports, if the latter can be classified as a sport, that seems to engage the attention of the greatest number of people so far as actual personal participation is concerned. But while these pastimes attract their thousands there are other games and sports that have their thousands of devoted followers, while ten years ago, perhaps, they formed the recreation of the very few.

It has been pointed out rather frequently of late, that in the matter of outdoor interests, Americans are becoming more and more like their English cousins. And along with their wide-spread adoption of out-of-door sports and recreation has come an increasing interest in sports apparel, which quite logically and properly has been fostered by the manufacturers who produce and the merchants who sell the various garments and accessories that make up the sport costume. And yet, notwithstanding all of the prominence that is being given to-day to sports and sports wear, it appears that many retailers of footwear have not been as quick as they might have been to grasp the full significance of their opportunity to get more volume through sport shoes.

In the matter of golf, for example, the foundation and beginning of the correct costume for the game starts with shoes. It is perfectly possible to attain a score that will place one in the class with the professionals in a flannel shirt and a pair of outworn trousers, but if one is to make any progress whatever as a golfer he needs to have golf shoes. Most shoe stores sell them, but only now and then does one find a merchant who makes a real study of the preferences and requirements of his trade, or who makes it a point to have on hand at all times carefully selected stock of the best selling types and then proceed in a systematic way to let the golfers know what he has. One merchant told the writer that he had built up a very satisfactory business on golf shoes by keeping in very close touch with the several golf clubs in his town and through his friends and acquaintances in these organizations making the fact known to the members that he had a particularly good selection of golf shoes.

Advertising is as important a con-

sideration in the successful retailing of sport shoes as of the other types of footwear. Nevertheless, out of hundreds of advertisements clipped from newspapers all over the country, the writer was able to select only a dozen or two of good sport shoe advertisements. The shoe man might learn much from studying the methods of the clothier in this regard.

"Like in most things, self confidence is the secret of a good 'approach' in golf," said a recent advertisement by a well-known men's establishment in which all sorts of sportswear, shoes included, were featured. "Proper apparel has a lot to do with that. Looking like a golfer is half the fun of being one. We're not here to improve your game, but rather to improve your appearance, for though the wind be against you, the 'Gallery' never is, if you're correctly attired."

This is constructive advertising of a kind that might well be practised by the retail shoe merchant in featuring sport shoes. It has been the writer's observation that the average men's clothing and furnishings house operating a shoe department does exceptionally well with golf shoes and sport shoes of every description.

There are two reasons for this, first the fact that the clothing store seems to have a better realization of the benefit to be derived from advertising sport apparel and, second, because these stores make very effective use of suggestive selling. The up-to-date men's clothing store and the progressive women's apparel shop always display sport shoes in the other departments where sportswear is sold and the salespeople are trained to suggest shoes when other sport apparel is being purchased. Of course, these stores have an advantage from the fact that they sell other items that go to make up the sport costume. But there is also an opportunity for suggestive selling of sport footwear in the shoe store.

It is an easy thing to ask the customer if he or she plays golf and if so to call attention to some of the attractive sport shoes which the store has stocked. Very often extra pairs can be sold in this way, and the same thing is as true of hosiery as it is of shoes. Indeed, some enterprising shoe stores, like the Eastwood stores in Rochester and Buffalo, have recognized the importance of sport shoes and stockings and their intimate relation with other items of sport attire to such an extent that they have added lines of smart sweaters and even considered going into knickers.

There is another recent development that has a very important bearing on the sport shoe situation with reference to men's shoes especially. This is the

fad that has been adopted in so many colleges, high schools and prep schools of wearing knickers to classes, about the campus and on all sorts of ordinary, every-day occasions. The fad had its origin in a certain Eastern university, and although it is already on the wane there, according to latest reports, it has been adopted in other institutions all over the country, including universities, colleges, high schools, etc., where it seems likely to retain its popularity for some time. Most of the boys prefer a sport shoe, preferably with crepe sole for wear with these knicker costumes, which, of course, likewise call for sport stockings. Retailers in towns where this fad has been taken up, either in colleges or high schools, have a wonderful opportunity to increase their pairage of sport shoes by finding out the kind of sport shoes the boys prefer and letting them know they can be purchased at their stores. But be sure to consult the boys and don't take the word of the salesman alone as to what you should buy. This is important, for preferences differ in different localities and the young fellow of to-day is just as fussy as his sister ever was about the fine details of his apparel.

As applied to women's footwear, the term "sport shoe" covers a broader field, perhaps, than is true in the case of men's shoes. It may mean almost any type of shoe which is appropriate for wear with a sport costume, and the term "sport costume" is likewise a little vague and indefinite, although, the average woman knows.

### Predicts White Hose Scarcity.

Consumers are going to run into a marked scarcity of white silk hose of the better grades this Summer, according to one of the best-posted men in the industry, unless retail buyers start laying down orders in larger quantity than they have to date. Despite the demand that is presaged by the popularity of white in other wearing apparel, most retailers are making, few if any, efforts to anticipate their demands. As stocks in the hands of the manufacturers are said to be very low, there can be nothing but a paucity of goods when the demand sets in. Retailers in California and the Southern states are said to be doing a big business in white hose, but merchants in other parts of the country have been inclined to take things as they come.

### Will Seamless Goods Benefit?

There are certain authorities in the hosiery trade who profess to see in the present jam affecting full-fashioned hose an opportunity for makers of seamless stockings to get a larger "cut" of the business than has been their portion of late. One authority goes a step further and suggests that now is the time for makers of seamless goods to show what can be done in the way of turning out fine merchandise of this character on a large scale. There is no question, in trade opinion, that a real market exists for seamless hosiery, and that it can be materially extended if proper attention is given to turning out the merchandise in fitting and wearing qualities as closely approximating full-fashioned goods as possible. The element of price, it was said yesterday, will take care of itself if quality is right.

### Dainty Fabrics in Summer Hats.

Organdie, net and meline play important parts in the bridesmaid and garden party styles of millinery that are among the various types of this merchandise offered at the official opening of the retail Summer season last week. The drooping curtain is generally seen with this kind of hat, with a floral rosette poised high at the right side of the crown. Floral shades of velvet, in combination with white or flesh organdie, are shown by leading specialty shops in vivid color harmonies. The rise of velvet to a dominant position, both for crowns and brims, has kept the jeweled ornament in the running for the new season. The vogue for these trimmings is also kept alive by meline hats, many of which show medium or wide brims made of several layers of this material.

### 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	14 1/2
Calfskin, Cured, No. 1	17
Calfskin, Cured, No. 2	15 1/2
Horse, No. 1	3 50
Horse, No. 2	2 50

### Pelts.

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

### Tallow.

Prime	07
No. 1	06
No. 2	05

### Wool.

Unwashed, medium	@35
Unwashed, rejects	@28
Unwashed, fine	@35

This Mark



Means Real Value

**HEROLD-BERTSCH SHOE CO.**

Grand Rapids, Michigan, U. S. A.



### Memorial Day America's Most Sacred Occasion.

We laid them all on the altar  
Of country and Home and God;  
Not once did a hero falter  
Or turn from the path he trod.  
They marched to the war-drum's rattle,  
They dreamed in the cannon's flash;  
They fell in the front of battle,  
And died to the musket's crash.  
And that was war.

How proud and thankful should Americans be that all America's wars were for justice and right, and that no victory of our arms has served to reduce one human being to a state of slavery.

The day has come again, after the passage of a twelvemonth, for the decorating of the graves of our soldier dead. It is saddening to note how few are left who carried the flag from Bull Run to Appomattox. The line of blue which at one time struck terror to the enemies of the stars and stripes, is to-day but a thin thread, and year by year is growing less.

On this 30th of May we honor not only the boys who wore the blue, the men who hurled back the hordes of Lee, but as well the men in khaki who went across the water to lay down their lives in assaults on that Hindenburg line, which has become historic. Many thousand American lads lie beneath French soil as sterling heroes as ever fought under any flag for any cause, and we will remember these latest martyrs to liberty equally with those of earlier battles for God and native land.

America suffered long during the winter and spring days leading up to that declaration of war against Germany, even as had suffered our country before the guns of assault on our flag echoed across Charleston bay in South Carolina on that memorable spring morning sixty-four years ago.

It is wholly right to garland the graves of our soldier dead with flowers. It is the least we can do to tell to the world how we honor, love and approve all that the boys and men did while wearing the uniform of our country.

When we think back to that early day when the minute men at Lexington and Concord laid waste the British army on its raid across country from Boston, we stand uncovered before the majesty of that hour. The builders of this republic constructed better than they knew, and what a spectacle would this Nation of many millions above a hundred present to those early puritan patriots could they come back and view the great giant which has grown from such meager beginnings.

Bring flowers, bright flowers to garland the graves of our soldier dead. These men who lie here stood at one time between the enemy and every American home; baring their breasts to the rain of shot and shell and poison gas that the United States should not go down beneath the tyrant's heel.

Two boys driving cows from a wooded wild pasture to the yard in the clearing, stood under the summer stars and discussed the news of war that came to their little settlement in the pine woods of Michigan.

The French Emperor, Louis Napoleon, had just won the great battle of Solferino against the Austrians.

War's black face was scowling across the fields of Italy at this time.

"How glad I am that we live in a country where there can be no war," said one of the boys, as he slipped his hand caressingly down the old musket he carried.

"Oh, well, war might come to America sometime," suggested the other.

"Not a bit of danger," laughed Jack.

A few years later the slaveholder's rebellion broke over the United States and the two boys who discussed war at a distance, were among the first to shoulder the musket and enter the ranks to fight for the Union.

One of these fell in Tennessee, his companion living to return and spend a peaceful lifetime in his Northern home. Both these boys wore the uniform of their country and both now sleep the last sleep, the latter having passed to the Great Beyond within the year.

One by one the Grand Army is passing.

We have with us the heroes of Argonne, however, and other foreign battle fields, who will aid in decorating the graves of khaki and blue on this memorial day made sacred by the sacrifices of American soldiers.

Eternal vigilance is the price of liberty. Even though our country is at peace with all the world it is the part of watchful citizens to see to it that should the clarion of war again ring out we be not unprepared to meet the crisis from whatever quarter it may come.

We as a people owe a debt of gratitude to those who so eagerly went to the front in time of danger and relaxed not their vigilance nor their blows until the light of victory for right and justice dawned again upon a war-crazed world.

We can sing with added zest, "My country, 'tis of thee" on this new memorial day. From the rocky shores of old Maine to the wave-washed coast of California the American people will step forth as one man to remember the fallen heroes of all her wars on this latest memorial day.

Old Timer.

#### What Is Pep?

Pep is the thing that makes colts prance, old men dance and the spring calf throw up its tail and gambol like a lamb.

Pep puts in us a contagious courage an unflagging determination. It works when the world sleeps.

It's the salesman's silent partner. With Pep, the salesman of service approaches his prospect or customer with a confidence born of vitality.

Pep is the paprika, not the black pepper.

Merchants with Pep are always profitable and usually on the pay roll permanently.

Pep is the thing that puts over a public meeting. It causes the birds to sing and the bullfrog to croak for his lady companion and call her attention to a wedding certificate.

Pep is anything that makes a man happy in his heart and gives him a longing to share this happiness with someone else.

## CLINCH THE SALE

You have seen the buyer and he is interested—but the sale has not been closed. He is "thinking it over."

A Long Distance call may decide him—a reminder, the final argument, additional information—and clinch the sale.

Long Distance steps in ahead of the waiting competitor.

MICHIGAN BELL TELEPHONE CO.



BELL SYSTEM

One System—One Policy—Universal Service



### How About the Alien Property Fund?

The question as to what shall be done with the property in this country of nonresident German aliens which was taken over for safe-keeping by the United States during the war, under the Trading with the Enemy Act, and known as the Alien Property Fund has agitated the last two sessions of Congress and will undoubtedly be scheduled for final action at the session in December.

Bills have been introduced in both Houses providing for the immediate return of this property to its former German owners upon the ground that its further retention by the United States will amount to confiscation of private enemy property, contrary to the historic policy of our Government and the enlightened conscience of mankind.

It is said by some that our National honor is at stake in this matter, and one of our foremost senators has gone so far in the course of debate as to assert that the retention of this property is in violation "of the soundest principles of morality, international decency and common honesty."

Others charge that further delay in its return will seriously endanger our trade with foreign nations. On the other hand these charges of confiscation and threatened loss of foreign trade are vigorously denied and it is asserted with equal vehemence that, for reasons hereinafter referred to, the surrender of the Alien Property Fund at this time will be nothing less than a betrayal of the Lusitania victims and of thousands of other Americans who have claims against Germany, aggregating hundreds of millions of dollars, on account of loss and injury suffered during the war, and for whose benefit this fund stands pledged to the United States.

It would seem that proposed congressional legislation which raises such important issues as those above mentioned, merits discussion and the careful consideration of the business men of the Nation, and it is with that thought in mind that these personal views of the writer upon that subject are submitted to the readers of the Nation's Business.

Whatever may be said regarding the earlier history of the Alien Property Fund—and the writer knows of nothing in that connection which reflects upon our National honor—it is difficult to understand the charge of confiscation based upon its present retention by the United States, in view of the explicit provisions of the Treaty of Berlin upon that subject.

The treaty was entered into by the United States and Germany in 1921 for

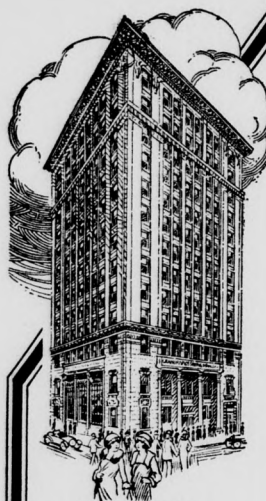
the expressed purpose of "restoring the friendly relations existing between the two nations prior to the outbreak of war." It dealt specifically with the Alien Property Fund now under consideration. After providing that the United States and its nationals should have and enjoy all rights and privileges which have been stipulated for its or their benefit in the Treaty of Versailles and which included the express right to apply all property, rights and interests of German nationals in the United States to the payment of designated claims, debts and reparations, and the undertaking on Germany's part to recompense her own nationals for any property so applied, the Treaty proceeds as follows:

Section 5. All property of the Imperial German government, or its successor or successors, and of all German nationals which was on April 6, 1917, in or has since that date come into possession or under the control of or has been the subject of demand by the United States of America . . . from any source or by any agency whatsoever . . . shall be retained by the United States of America and no disposition thereof made, except as shall have been heretofore or specifically hereafter shall be provided by law, until such time as the Imperial German Government . . . shall have made suitable provision for the satisfaction of all claims against (it) of all persons wheresoever domiciled who owe permanent allegiance to the United States of America and who have suffered from the acts of the Imperial German government or its agents . . . since July 31, 1914, loss, damage or injury to their persons or property . . . in consequence of hostilities or of any operations of war, or otherwise.

This provision gave to Germany a redemption right in the Alien Property Fund which she did not have under the Versailles Treaty.

If the language above quoted means what it says there are but two possible grounds upon which the immediate return of this property can be seriously urged; first, that the treaty is invalid and unenforceable, or second, that Germany has performed her obligations thereunder and already made suitable provision for the satisfaction of American claims. Let us consider these possible grounds in the order stated.

It has been asserted that the Treaty of Berlin, like the Treaty of Versailles, was a coercive measure, forced upon a defeated nation without its real consent, and therefore not binding upon her. But Germany herself has never made that claim. On the contrary she has proceeded in good faith with the



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Renders services as follows:

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- Depository for valuables,
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- Other capacities too numerous to mention.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN



ascertainment of claims for damages filed against her, on behalf of American nationals, before a Mixed Claims Commission, created to liquidate such claims and her representatives before that Commission have insisted that the treaty was a voluntary one on Germany's part and that she is therefore entitled to certain benefits arising from that fact. It remained for members of the United States Congress, which ratified and approved that treaty, to make this extraordinary assertion.

Nor do the facts attending the making of the treaty bear out the charge of coercion. It was entered into three years after the Armistice, when the bitterness of war had largely disappeared. The United States had already, on July 2, 1921, on its own initiative, declared the war with Germany at an end, so that peace then existed between the two nations.

Germany undoubtedly desired the restoration of friendly social and trade relations with America and was prepared to pay for that privilege, but her situation in that respect did not differ in principle from that of every party to a contract who makes concessions in order to secure certain rights and privileges desired.

Furthermore, she made no concessions in appropriating the property of her nationals to secure the payment of her own obligations, which she had not the sovereign power to make, and which other nations, including our own have made on numerous occasions; and in that connection her express undertaking to compensate her own nationals for property thus applied is to be noted.

Finally, it is unthinkable that the Congress of the United States would have extorted from Germany, particularly in a treaty declaring its purpose to be that of restoring friendly relations, terms so onerous and unconscionable that they should now be rejected as indefensible by the very body that imposed them.

We must conclude, therefore, at least until Germany calls her own acts in question, that the Treaty of Berlin was freely and voluntarily entered into on her part and should be accepted at its face value as a binding international compact. If other views prevail and, in consequence, the Alien Property Fund is surrendered at this time, the real question of national honor involved in this whole subject may easily turn, not upon the question of our treatment of German nationals, but upon our disregard of the rights of our own American nationals, for the satisfaction of whose wrongs that fund now stands as security.

Whether Germany has as yet made suitable provision for the satisfaction of private American claims depends upon the view which Congress takes of her acceptance of the Dawes Plan, and the value which it place upon the allotment out of the proceeds of that plan, recently made to the United States at the Paris Conference to apply on the claims of its nationals against Germany, as finally allowed by the Mixed Claims Commission.

That allotment, being 2 1/4 per cent. of the amounts paid annually by Germany under the Dawes Plan, applic-

able to reparations, can never exceed, under the terms of the agreement, the sum of forty-five million gold marks, or approximately \$11,000,000 annually, and in actual practice may not yield over one-half that sum. It is to be noted, moreover, that this allocation of payments was not made by Germany which was not a party to the Paris Conference, but by the other powers entitled to reparations under the Treaty of Versailles.

Germany's only act toward making the provision for satisfaction of American claims referred to in the Berlin Treaty has been its acceptance of the Dawes Plan, which fixed the amount of its installment payments on account of reparations to all the allied and associated powers.

In consideration of such acceptance Germany was released under the provisions of the plan from all or further payments on account of claims against her arising out of the war, so that the Paris allotment now constitutes the only source of payment of these American claims, aside from such rights as the United States may have in the Alien Property Fund.

That the proceeds of the Paris allotment will be wholly inadequate, if directly applied to the payment of these private claims of American nationals, is at once made clear when we consider that the lowest estimates of the total amount of these claims, which will have been allowed by the Mixed Claims Commission when it finishes its work, is between two hundred and two hundred and fifty million dollars.

These awards bear interest at 5 per cent., so that the maximum annual allotment of eleven million dollars will just pay interest on \$220,000,000 of awards and leave nothing to apply on principal, while five and one-half millions would pay interest only on \$110,000,000 of awards. This allotment is made, however, to the United States of America directly, as the official creditor of Germany, but for the benefit of its injured nationals, and it is for the United States to distribute this money as it may see fit among its citizens entitled thereto.

It may be that Congress, whose duty it is to determine whether Germany has made such suitable provision for the satisfaction of these claims as entitles her to receive back the Alien Property Fund, will decide, upon full consideration of all the arguments advanced in favor of a speedy surrender of this property, that it is to the interest of the United States to accept the allotment from the proceeds of the Dawes Plan as such suitable provision, notwithstanding its apparent inadequacy, waive all further rights against the Alien Property Fund, and thereupon surrender to Germany the security which she has placed in our hands.

Such action should only be taken, however, in connection with, and as part of, a plan by which the American nationals entitled to reimbursement from Germany would be paid at once the full amount of their awards. Their case is wholly in the hands of their government and justice towards them demands that they be given first consideration in any such surrender of the security held for their benefit.

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

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

Combined Capital, Surplus and Undivided Profits over

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

It would be unfair to compel them to finance, through a partial or long-delayed payment of their just claims, an act which would be taken for the advantage of the nation as a whole.

The nation, not its war sufferers, should foot the bill, even if an appropriation from Congress were found necessary for that purpose.

The only possible alternative to the above plan consistent with justice to American claimants and with the terms of the pledge itself would seem to be the retention of the Fund until the terms of the Berlin Treaty are complied with, or if that is shown to be impossible, then until the pledge can be foreclosed in accordance with recognized rules of law upon that subject.

An appropriation by Congress is not necessarily involved in a plan for present payment of the American claimants. Suggestions have already been made both in and out of Congress looking to such payment through the issue of bonds by the United States, the interest on which could be currently met and the principal amortized or called and paid from time to time out of the annual receipts under the Paris agreement already referred to.

Under that agreement there is payable to the United States annually in addition to the 2 1/4 per cent. for reparation claims, 55 million gold marks, the equivalent to thirteen million dollars to reimburse it for the costs of its armies of occupation, which payments are made a first charge on Germany's remittances under the Dawes Plan and are cumulative. By postponing reimbursement of the army costs and using both of these sources of payment, the necessary bond issue could apparently be taken care of within a relatively short period of time.

This is primarily a question for our Treasury experts to settle and may prove to be impracticable, but it would seem to be well worth considering even though it might involve a possible deviation in so good a cause from usually recognized rules of Treasury procedure in such cases.

Another suggestion has been made that the Alien Property Fund with its accumulated earnings of some thirty million dollars, might be utilized in the interest alike of American and German claimants. This suggested action may offer a full or partial solution of the problem.

This whole subject of American war claims and the Alien Property Fund should be disposed of by Congress at its next session. All the pertinent facts will then be before the legislators, including knowledge of the utmost Germany can hereafter do in the way of reparation payments; and there would seem to be no occasion for any further delay.

Already more than ten years have passed since many of these claims arose, and for a like period the original owners of the present fund have been deprived of their property or recompense therefor. Justice toward both sets of claimants demands prompt action in the matter.

But even more important than prompt action is right action on the part of Congress. Much will be said at that next session, as has been said

at earlier ones, in connection with the immediate return of this fund to its German owners, regarding our sacred obligations toward enemy private property. As to those obligations there can be no dispute.

It is to be hoped, however, if justice is to prevail, that more will be heard in the future than has been heard in the past to the effect that the inherent duty of our Government promptly and fully to redress the wrongs of its own citizens is no less sacred than its self-imposed duty of holding inviolate the property of alien citizens during time of war.

W. P. Sidley.

#### Fire Drill Proves Its Value.

Fire Chief Albert Herring of Murphysboro, Illinois, keeps all the citizens of Murphysboro busy working with the fire department. There might have been a time away back when the chief wasn't taken very seriously. But for many years now, citizens there have respected his leadership in fire protection and prevention and have never had cause to regret it.

Chief Herring has conducted weekly fire drills in the seven school buildings of his city. Possibly some teachers and parents thought it was a waste of time. Strange to say, proof of the value of disciplined control of children, gained through many fire drills, came not as a result of fire, but as a result of wind. When the teachers in the seven Murphysboro schools saw the tornado approaching on March 18, they sounded a fire alarm, and in each building the children marched in perfect order to the hallways of the buildings. Teachers told Chief Herring that the weekly fire drills saved hundreds of lives. Although the roofs and the outer walls of school buildings were crushed in like paper, the loss of life among the school children was very small because they and their teachers kept cool and collected during the excitement. There was no panic. There was no mad rush for the exits. There was no breaking of the line. There was the orderly procedure that comes only as the result of drill.

The fire drill is a drill to inculcate discipline and order so firmly that panic may have no chance when the hour of excitement arrives.

#### Some Things Boy Scouts Can Do

1. Keep crowds back.
2. Keep vehicles from driving over hose.
3. Notify persons in vicinity of fire to shut off water.
4. Keep automobiles away from fire area.
5. Patrol vicinity of fire for sparks on roofs.
6. Run errands for chief.
7. Report fire hazard in assigned area to chief.

Strategy plays an important part in outwitting competition. As in war, so in business, brain power at the directing end counts more than mere weight of numbers and other advantages. Good generalship has pulled many a waning business out of the jaws of failure.

## OUR METHODS IN TRUSTS

### Quotations from Our Circular Entitled "TRUSTS IN GENERAL"

- No. 1: "Securities are put into the trusts at actual cost to The Michigan Trust Company, with no profit or commission whatsoever."
- No. 2: "The gain to the trusts, due to this fact alone, offsets to a large extent, if not entirely, the fees of the Trust Company for all its services."
- No. 3: "The Michigan Trust Company reinvests trust funds without delay, and pending reinvestment it allows each trust interest on its average daily cash credit balance. Seldom do trust funds remain uninvested more than seven days, often less."
- No. 4: "The selection of securities for the trusts is handled by men of long experience in that work, who are familiar with the terms of the trust agreement, and who are equipped to exercise good judgment in such selection. Every selection has the specific written approval of the Treasurer and two Vice-Presidents,—and such approval means approval in every respect."

Send for our circulars about different kinds of Trusts, and learn more about our methods and the many ways in which we may be of service to you.

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Organized in 1889  
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The accumulated experience of over 56 years, which has brought stability and soundness to this bank, is at your service.

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## OUR FIRE INSURANCE POLICIES ARE CONCURRENT

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of Fremont, Michigan

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### Cutting Down Our Fire Losses.

Richard F. Grant, president of the National Chamber and chairman of the Board of Judges of the Inter-Chamber Fire Waste Contest, announced the unanimous selection of Indianapolis as the winner of the grand award for the best record in fire prevention during 1924 of all cities in the contest. Fresno, Calif., got the award for competing cities with a population between 50,000 and 100,000. Findlay, Ohio, led all cities having a population of between 20,000 and 50,000. Albany, Ga., was given first place in cities with populations under 20,000.

The results of the contest are most encouraging. Sixty per cent. of the cities showed a reduction in fire losses to property; 68.5 per cent. of the competing cities reported a reduction in life loss. Taking all the cities reporting to the Board of Judges as a whole, there was a reduction in fire losses of 10 per cent. while the population was increasing 11 per cent. The records of the competing cities show an actual saving of \$4,000,000.

During 1924 the loss due to fire for every man, woman and child in the United States will be about \$5. During 1923 the per capita fire loss for cities in the Inter-Chamber Fire Waste Contest was \$3.24, while in 1924 this was further reduced to \$3.10. This indicates that fire waste can be reduced when properly approached.

The number of cities interested in the contest has been rapidly increasing. To-day there are 375 cities representing more than 30,000,000 inhabitants which have filed formal entry blanks. Each of them has an organized fire prevention committee representing the outstanding business men, city officials and local civic organizations and functioning through the local chamber of commerce.

In order that they may have the best information and assistance possible, the fire prevention organizations comprising the National Fire Waste Council are constantly sending their experts to various cities in the contest for consultation and addresses.

The Insurance Department supplies, at regular intervals, printed material and suggestions for local service. All this is intended to help local chambers of commerce render the most effective service to their community in the saving of life and property from the ravages of fire.

It is hoped all will volunteer their services to the secretaries of their local chambers or civic associations for this purpose. The experience of the contest indicates fire losses can be reduced, but it is up to the policyholders, acting collectively through their chambers of commerce, to do it.

Regardless of the excellent assistance and leadership of the conservation services of the fire insurance companies, no one but the policyholders can materially reduce the \$500,000,000 lost annually to America as well as 15,000 lives.

### They Learn That Profits Are Involved

Frequently, skeptics question the value of the community fire prevention effort. Whether the work is done under the direction of a state fire pre-

vention association, state fire marshal department, the local fire department or the chamber of commerce, the question is often asked, "Do the efforts lead to any permanent results?"

Continuous, consistent and intelligently directed fire prevention efforts always bring direct and permanent results. W. K. Greenebaum, executive manager of the Michigan City (Ind.) Chamber of Commerce did a real service for fire safety when he told the National Fire Waste Council about the benefits which manufacturers in his city had received as a result of adopting the fire prevention suggestions of the Chamber and of the local fire department. He let the manufacturers speak for themselves. These manufacturers, as successful business men naturally do speak of tangible, measurable and profitable results. Expressions in letters of some manufacturers show that they were agreeably surprised to learn how profitable it is to practice fire protection and fire prevention. It is worth while noting, too, that the executives of these companies show a justifiable pride in their achievements.

### Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Dodge Estates Corporation, Detroit. Chicago Packing Co., Detroit. Michigan Business University, Grand Rapids.

C. B. Towner Co., Ltd., Byron Center. Top Notch Cookie Co., Detroit. Webster's Cleaners & Dyers, Inc., Detroit. Portage Lake Transportation Co., Hancock. Fuel Oil Co., of Detroit. Border State Fuel Co., Detroit. Liberty Yeast Corporation, Detroit-Island City, N. Y. Seiber Oil Co., St. Joseph. Coloma Oil Co., St. Joseph. International Coal Co., Detroit. Stay-Built Structures Corporation, Detroit. Grand Rapids Dry Goods Co., Grand Rapids. Carleton Cafe Co., Detroit. Earl Sales Co., Lansing. Heights Products Co., Muskegon. Star Garment Cleaning Co., Pontiac.

### Keep Going.

The old water tank is obsolete in transcontinental traffic. Troughs are now used. Locomotives must be supplied with water while under "full steam ahead."

Men cannot stop to wait for long speeches, to read lengthy rules, to study deep works. They must catch it while on the go.

This is the day of the mandate, "Keep going, or go on the side-track." This is the time when men must read and replenish their brains while they are making the trip.

### 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.

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For 29 consecutive years.  
HOW?

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

Agents wanted in the Larger Cities.  
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RANSOM E. OLDS  
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GREEN & MORRISON—Michigan State Agents

### What Small Checking Account May Lead To.

That the small checking account is very often a losing piece of business for the bank was the subject of an article a short time ago in the magazine. A banker in discussing the article said:

"While there might be a direct loss at the start, we would be very glad to take any small checking account offered.

"It is the small accounts that often develop into the large and profitable ones," he said. "In every business there are operations that can be figured as being a direct loss. If a department store were to figure the cost of selling a five-cent article, there usually would be no profit shown on the sale, but it prepares the road to a fifty-dollar transaction. Banks are more and more being operated along the lines of merchandising institutions.

"In some banking houses to-day it is still necessary to be introduced to be permitted to open an account. That custom is passing rapidly.

"There was a trust company located on a busy corner in an old-fashioned bank building with only one entrance. It remodeled its building and put an entrance on the other street, making a diagonal passage-way which became a popular shortcut. One of the directors protested, saying that all people would be walking through the bank. The president, who had been a successful merchant, said he hoped they would; it would be only a question of time before they would find that it was a very convenient place for an account, and the whole note of his advertising was that you were welcome in that bank and that a dollar would start an account for you.

"The open-door welcome policy made the bank one of the largest and strongest in the town in a few years."

### Get Right Down To Business.

Written for the Tradesman.

It is fine and splendid and glorious to think big thoughts; but it is what you do that counts.

You may be full of fine theories of business, but—are you getting the sales?

If you aren't, it is time right now to get down to business.

The man who wants to do things should think them out, of course, and plan carefully, and study every side of the question—but the first and greatest essential of accomplishment is to get right down to business. Usually, if you do that, the incidental items will take care of themselves.

The man who is selling things—the man whose livelihood depends upon

### Not Now in Evidence.

Mandy, weary of matrimony, had brought suit for divorce on grounds of cruelty.

"You say," asked the judge, "that your husband threatened you, a defenseless woman, with a wooden rolling pin?"

"Yassuh. Dat's what he up an' done."

"Can you produce the rolling pin?"

"Nossuh. Ah's 'fraid not, such."

Yo' see, Ah jus' tuk it away f'um him at de time, an' busted it ovah his haid."

his ability to sell things—must, first and foremost, see to it that he sells things. He may be an employer. He may be an employee. But if he wants to live, it is up to him to make sales.

One good, fat sale is worth a dozen pretty theories about selling. And the man who knows how to make one good sale can make a dozen and a hundred and a thousand, so long as he goes at it and keeps at it with an enthusiastic determination to sell.

If you want sales, it is up to you to go right after them. Don't wait for them to come your way, or think how nice it would be if you could only sell two or three times as much. Go right after the sales. Hustle for them.

You can go after them by having a store that is clean and bright and up-to-date—the kind of store that puts every customer in a frame of mind favorable to buying.

You can go after the sales by meeting every customer half-way, with a cordial welcome; greeting him by name; showing a keen and eager interest in seeing that he gets good service and first-class satisfaction.

You can go after the sales by studying the customer's wants, and then giving him, not any old thing you want to get rid of, but the exact thing that will suit him best.

You can go after the sales—and this is also important—by handling reliable lines that have a full-grown reputation back of them and that will give satisfaction, bring repeat orders and build permanent business for your store.

Don't wait for the customer to do all the buying. Dig right in yourself and do some selling. Don't say to yourself: "It would be nice if I could sell this dollar article instead of just the fifty cent size." Go to it and push the sale of the dollar size for all you are worth.

Don't reflect: "I'd like to suggest So-and-So but I'm afraid the customer would think me cheeky in offering him something he hasn't asked for." Go right to it, and tell your customer what So-and-So is for, and why he'll find it the thing to buy later on, even if he doesn't need it right now.

The way to do things is to get right down to business and do them. And the way to sell things—which is your business, upon which your livelihood depends—is to throw yourself, heart and soul, into the job of selling.

Victor Lauriston.

### Life and Business.

I don't know any life better than that of the honorably successful business man. To have endured early hardships with fortitude, to have overcome difficulties by perseverance, to have conducted and developed a large business, useful in itself and giving employment to many; to have achieved position, fortune, independence and influence, to have established a character above reproach, to have accumulated the esteem and confidence and friendship of one's fellows, and to have gained all this in the world without sacrificing the soul to avarice or starving the heart into hardness: I say that he who has so lived, has nobly lived.

David B. Forgan.

## Michigan Shoe Dealers Mutual Fire Insurance Company

LANSING, MICHIGAN

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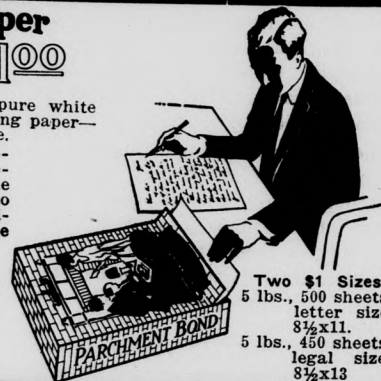
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For the Home, School and Office—pure white bond, very little trimmings—all writing paper—properly styled the Economy Package.

Also good for mimeograph and typewriter use. Easily matched in envelopes. Try your local dealer. If he cannot supply you pin a dollar bill to this advertisement with name and address and we will send either size postpaid.

Merchants write for prices.

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Two \$1 Sizes  
5 lbs., 500 sheets  
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legal size  
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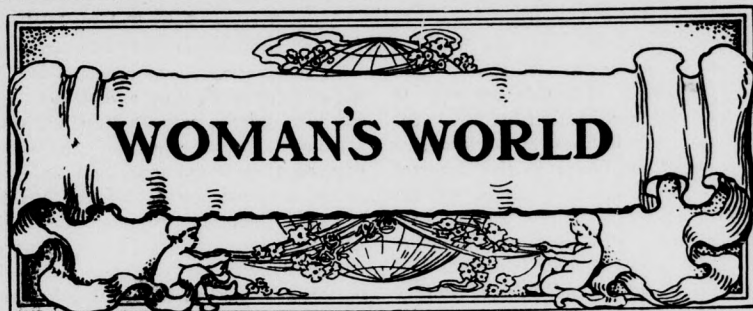
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### An Old Folly That Should Be Scrapped.

Written for the Tradesman.

At this time in May there should be broadcasted from every radio station in the land a message to the June brides and bridegrooms to be. This should be heralded as an aphorism replete with the boiled-down wisdom of the ages. All those who are to take the step should be urged to hear it and assured that heeding its warning will save mental anguish, and will prove one of the best preventives of martial disruption.

The messages should be just this—"Don't try living with the old folks," the term being used as it often is in this connection, as referring to parents of whatever age.

Strange indeed it is that in this year of grace 1925, it should be necessary to caution against a domestic situation that for generations past, in forty-nine cases out of every fifty, has been found utterly impossible.

This old folly of two families in one house, is like booze or dope in that it is invested with a deathless delusion. All can see just how it works out for other people, but nearly all believe that they themselves will prove exceptions to the rule.

There is a difference between living with his folks and living with her folks. As to getting along at all smoothly, the odds are greatly in favor of the latter. Indeed, if the incoming son-in-law is extremely tractable, and has an angelic disposition and no faults whatever, and if he keeps up his full share of the expenses, and if he and his father-in-law do not try working together and do not enter into any business partnership, and if no one, least of all her mother, tries to boss anyone else in the crude, ill-considered way that makes the person bossed notice what is going on and resent it—then they may get on peaceably for an indefinite time.

A son-in-law who measures up to these requirements is extremely rare, nor are the other conditions of harmony often present, but once in perhaps a million tryouts, there is such a case of perfect concord. And generally speaking, living with her folks involves less of serious disagreement than does living with his folks.

But it is the latter arrangement that is far more common, for it is law and custom that the husband shall provide the place of residence. If the young man owns no home, where is he likely to take his bride but to his father's house?

When the pros and cons of the young couple's remaining there are being discussed, the financial argument looms large. In these days of high

rents why should the poor boy pay out so much money for a good apartment or even what it costs to get any decent little place to live, when there is room and to spare under the parental roof? The dear girl is just a slip of a thing and can't require much space anyway.

Other considerations enter in. The elders hate the thought of having no young person in the house—it would be so lonely. The dear girl will be company for mother and can help her with the work. Then, too, the elders have a feeling, subconscious, maybe, that the youngers will be far better off right under their eyes, where any tendencies of either one and especially on the part of the dear girl—that are not in accordance with the established ideas of the family, may be promptly curbed.

So, little girl, the program is arranged quickly, the role assigned to you being that of obedient daughter-in-law. All that is expected of you, all that ever will be expected of you, is to acquiesce. If your compliance is perfect you never will have the least bit of difficulty in getting along.

But, dear Little Girl, don't you do it. Don't try to live with his folks at all. Don't stay in that house a day longer than it takes to get out with a fair degree of grace.

In accounts of Egypt have you ever read the grave of a woman is marked? For a man a plaster turban is a suitable headstone, but for a woman there should be a slate. She was passive—the one written upon.

If you should stay there with His folks, and should continue in the role that has been assigned to you, you might just as well die and be buried so far as your own individuality and the traits and qualities that distinguish you are concerned. Under that roof you never could call your soul your own without first rising in rebellion. If you would have any peace you must consent to be the slate that is written upon. There could be no more fitting symbol to indicate the grave of your real self.

Either you would submit or you wouldn't. Most American girls are too strong-willed to yield to being pressed into a mold. The ruction comes quickly, and long years of bitter feeling follow the short duration of an experiment that never ought to have been tried. If you are one of the few who are really meek, and should you succeed in holding your tongue and keeping down what little temper you have—then so much the worse for you, because it would be a case of if you win, you lose. It is not for her who tells to the world her harrowing tale of woe, for whom the angels shed their tears of pity; but rather for some

poor little thing who endures repression in silent agony of soul. The most poignant suffering of discord may be concealed by an outward semblance of entire agreement.

Let us suppose, little girl, that already you tactfully have put the idea over to your adored and adoring young husband that there must be other living arrangements. At first he couldn't see the least bit of need, but finally you make the desired dent in his resilient masculine brain. Now a word to both of you.

If you just haven't the money to make any kind of a home, and can't afford to rent a small plain house or two or three housekeeping rooms, then scrape together a few dollars and buy a little cheap lumber and possibly a discarded piano box or two. Find a spot of ground that can be leased at a low cost and is not too close to the folks of either one of you. On this, with your own hands, if need be, build a little shanty. Therein set up your household goods, trusting that before the mercury goes down to zero next winter you will be able to stop the cracks of your humble dwelling with tar paper on the outside and plaster board within.

Being strong and ambitious, you won't expect to remain long in such rude quarters, but in all essential things you will be far better off there than you would be if living with the parents of either one of you, even though, as we all along have assumed, the folks on both sides are the very best people in the world. Moreover you will be very happy, for you two will be as highest Heaven wants you to be now, alone by yourselves and on your own.

It cannot be made too emphatic that the difficulty of getting along peaceably together is not the only nor the chief objection to living with the old folks. That is the one that shows most on the surface, but not the one that reaches down deep into the roots of things. The power above has decreed that every married pair ought to establish a family life that is an independent entity, not a mere adjunct to some other family life. To do this they must have a place where they can work out their own problems, manage their own affairs, make the blunders that bring discipline and benefit, be at the head of their own establishment, and have opportunity for the development of character. Doing the other thing is a choking of God-imprinted impulses, and involves an unnatural constraint that causes deformity of growth and, if long continued, atrophy of powers.

This is what was meant by if you win, you lose, and is the reason why the rare situation of real or even apparent harmony is not so good as to results as the vigorous clashing that soon brings its own remedy. It is also the reason why submission to the will and wishes of perfectly good elders may be little short of a crime, and why the radios could perform no more beneficent service than that of broadcasting the message, Don't try living with the old folks.

Ella M. Rogers.



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GRAND RAPIDS MICHIGAN





**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.

#### Dry Goods Business Better Than Last Year.

The demand for flat silk crepe continued far ahead of supply in the local dry goods market last week, according to the special review of the situation by Claflins Incorporated. The activity in bordered silk prints in radium and crepe continued very strong as well. Crepe de chine and radium in practically all colors held their own. Road sales for both immediate and Fall delivery are considerably ahead of the corresponding period a year ago.

"Orders for wool dress fabrics showed quite an improvement," the review goes on. "Lightweight French flannels were being reordered by the Northern trade. The requests for cream flannels showed a decided strengthening. Orders for Fall business were satisfactory. In wash fabrics, 40 inch floral voiles in pastel shades and tints are selling very well. These patterns are a new development. Silk and cotton crepes are particularly good, and silk and cotton rayon fabrics continue active.

"Sales in the lining department on plain materials used for costume slips and foundations continue to increase. Street colors predominate, and a marked improvement was evident in the lighter or Summer shades. The demand for whites has been especially strong. Sales this past week were far ahead of those for the same week last year. Mail business was very good.

"The response to a few special prices on domestics, offered to the trade this past week, greatly increased the sale of 36 inch muslins. Sales on sheets and pillow cases were considerably ahead of these for the corresponding period a year ago. The business in the drapery and upholstery department was largely on materials for slip coverings. While there is usually a good demand for 50 inch linen for this purpose, a great many English shadow warp prints were sold, as well as heavier cretonnes in linen finish. The trend seems to be for conservative designs in bright colorings. Ruffled curtains continue active.

"Lace orders showed a very good increase over the previous week. Ecru 'Vals' were in great demand. White 'Vals' also sold in generous quantity. Road orders for immediate delivery showed a preference for men's fancy silk and crepe de chine handkerchiefs and women's flowered handkerchiefs on silk and on net.

"Sales for the entire house showed a very favorable increase for each day over the corresponding period a year ago. Road and mail orders were very good on certain wanted fabrics. Collections were satisfactory."

#### Offers Novelties in Canes.

Novelties in canes are being offered by a manufacturer here that incorporate ideas of value for the sports lover. One is a "pipe cane," the handle of which when unscrewed proves to be the bowl of a pipe. The stem and bit of the pipe are carried in a section of the interior of the cane and are easily removed to form the completed pipe. The handle or bowl portion is of brier or cherry wood, while the cane proper is of malacca. The smoker is thus able to "light up" at any outdoor event, without the annoyance of carrying around an otherwise bulky pipe. Along the same line the manufacturer in question is offering a "seat cane." This features a divided aluminum handle that opens fan shape and provides an emergency seat which is fairly comfortable for witnessing a game. This cane is made of hickory which affords a strong supporting structure. When closed the handle of the cane does not appear different from the regulation type.

#### Use Leather on Little Dresses.

That leather trimmings will be a Fall style feature in dresses for children and juniors is indicated by the models entered in the designers' contest sponsored by the United Women's Belt League of America and to be shown at a style show at New York this week. Many of these garments make use of leather and suede in novel ways and in effective color combinations. A favorite device of designers is to repeat the scheme of the belt in the cuffs, which are sometimes turned-back bands of leather or suede and sometimes small replicas of the belt, buckled around the wrist and holding in the fullness of the sleeve. Pockets are also seen in leather or suede, often with a decorative note of metal to harmonize with the belt. Leather and suede appliques on skirts or bodices are likewise used. Emerald green, red and other high shades are seen most, although a good deal of tan and brown is in evidence.

#### Offerings of Summer Clothing.

With the coming of warmer weather retailers are planning early drives to stimulate the sale of men's Summer clothing. The stores have done little in the way of added buying of these garments lately owing to the sizeable stocks which many of them have as the result of the poor turnover last year. Manufacturers, however, see this as a

temporary condition that may be changed substantially for the better if the stores get good results with their early offerings. Flannels are said to be receiving more attention this year and have possibilities of becoming a very important factor in the Summer styles. Gray, tan and biscuit are described as three of the leading new shades, with little interest shown in white flannels. Tropical worsteds and the suits of cotton and worsted weaves in a large number of patterns likewise rank high in the new offerings.

#### This Doll Jumps a Rope.

The newest thing in doll importations from the toy centers on the other side of the Atlantic is one that jumps a rope. It is claimed to be the only self-balancing rope-jumping doll in the world. It is of British invention and manufacture, but is patented in this country as well as abroad. The description of the doll in the directions for making it do its stunt is peculiarly British. Part of it goes this way: "In this wonderful doll equilibrium is secured by a new application of mechanical laws, wherein the equal but oppositely directed forces of motion—action and reaction—alternate to produce the skipping effect. The impact lift of the rope, its race against the doll's inertia, etc., all operating together in perfect balance under the influence of gravity, forms an interesting example of the harmonic action of mechanical forces."

#### Silk Conditions Stay Favorable.

A good immediate delivery business continues in Summer silks. Prints remain in favorable demand from many sections of the country and wash silks are meeting with an exceptionally good call. The mills generally, however, have now about caught up with the bulk of their seasonal business and are concentrating their attention on Fall lines. The wide silks offered for that season have had a broader sample piece distribution, owing to the greater production facilities available for the Fall. No doubt is felt that these 54 inch goods will be popular, both with the cutter-up and consumer. The level of raw silk prices continues favorable to the manufacturing trade. The most important development now being watched in connection with raw silk is the opening of the new cocoon season.

#### Summer Neckwear Demand Good.

Orders for men's neckwear continue to shape up satisfactorily. In a period in which haberdashery items are generally not moving as well as might be the case, retailers are described as having a good turnover of neckwear. Summer merchandise is now getting a broader demand, and the prospects for lightweight cut silk ties are held to be satisfactory. Foulards and crepes figure well in this class of goods. Stripes remain the leading patterns and there is lessening of interest in bright colors. While, so far, the bow tie has not done as well as was expected, this is said to be due mainly to the lack of real warm weather. The tie silk mills have booked a nice advance business for Fall, according to statements made by their representatives yesterday.

#### Long Trouser Suits Taking Well.

The introduction of long trouser suits for little boys, as reported in this department some time ago, is developing into quite a vogue. Retailers who sensed the appearance of the long trousered suit to boys and "played it up" properly are said to be having a very satisfactory turnover. The suits have vests as well as long trousers, and so meet in every respect the boy's desire to be garbed like his big brother even if his years are still few. The bigger cities have furnished most of the buying of these suits thus far but that there will be a demand from the smaller centers is not doubted.

#### Lack of Luster a Factor.

While there has been some demand for ribbed woolen coatings for the Fall the call is said to have not measured up to expectations. One reason for this is held to be the lack of luster in the most of these woolens, this giving them a kind of flat appearance that has not proved attractive to designers. On the other hand the silk and worsted ribbed coatings which the silk manufacturers have stressed for the coming season have taken well. This is said to be because these ribbed weaves possess the luster which the woolens do not have.

## TABLE OIL CLOTHS

1000 Pieces on hand  
for Quick Delivery.

A complete stock of  
Plain White, Printed  
White and Tan Fancies  
in both 5/4 and  
6/4 widths.

We also carry the  
Sanitas Line of Wall  
Coverings, and Black  
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different widths in  
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two grades, 5/4  
and 6/4 widths.

SPECIAL—Six piece  
Case Ass't. 2/white  
Fancy, 4/Tan Fancies  
Assorted Case  
\$20.40.

Your Mail Orders  
Given Prompt Attention.

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



**Great World-Changing Inventions.**

Two weeks ago we spoke of that freight airship—the beginning of a definite transportation service. Chemical development has made such things possible. The chemists take two or several metals, some strong and heavy, others brittle and soft, others light and without great strength, and by fusing them in varying proportions produce an alloy at once as strong as steel and as light as thick paper. By working out these alloys they are able to make an airplane strong enough to hold its parts together and yet with but a fraction of the weight of steel. They are also working out new gases of superior lifting power, and new forms of engines with the power of an eagle and the size of a bantam. These things are constantly being worked out, and will, before long, be utilized by the manufacturers to produce light airplanes which will rank with our present light cars. We have every belief that within 10 years the air will be nearly as well filled with these metal birds as our roads are now filled with cars. They will be practical and useful. They can even be used by farmers to carry light loads of high-priced produce to market. We might as well admit that these things are coming, for we can literally see the portents in the air—although we do not think the coming of these steel birds will be an evil thing. Ask yourself whether the coming in succession of the telephone, the gas engine, the radio and the tractor have brought good or evil to the people. At any rate, you cannot stop their coming.

In the life of Tiberius the Roman Emperor it is stated that a citizen invented a method for making malleable glass. He brought to the Emperor a beautiful glass vase which was thrown to the ground only to be dented. With a hammer the dent was rounded into shape. The Emperor watched this glass man and considered. Tribute was then paid in glass—it was as precious as gold. Its very fragile quality kept it valuable. If it could be handled like this vase it would sink to the value of copper or iron. So Tiberius asked this man if any other knew his secret. When he answered "No," the Emperor promptly had his head cut off and the secret died with him! There are, perhaps, those who think that the world would have been saner and surer if the invention of gunpowder had been held back several centuries, or if the discoverers of poison gas and new explosives had been handled like that glass man—but we must all accept the freedom of the human mind, and accept these great world-changing inventions as they come.—Rural New Yorker.

**The Three Stages of Man.**

The first time he went to church they threw water on him. The second time they threw rice on him. The last time they threw dirt on him.

**New Name For It.**

"I hear George is spending all his time drinking these days. What's he supposed to be?"

"An interior decorator."

**HEKMAN'S**

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

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



**Hekman Biscuit Co.**  
Grand Rapids, Mich.

**ONE SALE LEADS TO ANOTHER**

Each new sale of Fleischmann's Yeast means not only a Yeast customer but a regular customer for other foods as well, because Yeast makes healthy, satisfied people.

Fleischmann's Yeast is a familiar name in every home in your community through our advertising campaign. Make this campaign work for you.

We've created the demand. It's up to you to supply it.

**FLEISCHMANN'S YEAST**

The Fleischmann Company  
**SERVICE**



# Hart Brand Canned Foods

**FRUITS**

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

**VEGETABLES**

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

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

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

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

Put the Summer Garden in Your Winter Pantry.

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

**Michigan Canned Foods for Michigan People**

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



### How To Tell Quality in Beef.

Three recognized points designate grade as refers to carcass meats, namely conformation, finish and quality. The first two points or grade factors concern the wholesaler and retailer more than the housewife, since they influence the money value more than the flavor or palatability. Since conformation refers to build or shape, and since very blocky form meat is highly desirable, such cuts as rib roasts are particularly influenced by conformation. Finish refers to color, character and amount of fat, and the thickness of fat on your rib roast is again important, but speaking generally about retail cuts, these two factors are not so vital to the housewife as quality. Excess fat, for instance, may be trimmed off by the retailer and its color and character are closely allied with quality, and it may properly be said that both of these factors designate quality rather than being a part of it. The tenderness of your meat, the flavor, the juiciness as well as the color or appearance are all according to its quality. Meat is structurally made up of muscle fibers, held together by connective tissue. Through the muscular tissue, fat cells are more or less abundantly distributed. The abundance and fineness of these fat cells influence meat quality. Their presence is indicated by a sort of marbled appearance spoken of in the trade as grain or marbling. If marbling is present in a marked degree and if it is fine, rather than coarse, high quality is present. Coarse grained meat is usually older and not well fed, and is stringier and tougher. Corn and other grain produce the best quality meat. In coarse beef, such grain as is present is largely deposited along the lines of the connective tissue and is rather deceptive unless carefully observed. The tenderness is largely in relation to softness of bone, the latter indicating age. Hard, flinty bones bespeak age and tough meat. The part of the backbone exposed on ribs is an excellent place to look for age indication. If white, tinged with red, you may be reasonably sure the animal was young and the meat will be tender. You must, however, distinguish between the white cartilaginous bones and white, flinty bones. The age is also indicated by the appearance of bones sawed and the resulting bone dust. Firmness of the lean meat also indicates quality, though young, soft boned meat need not be so firm to be tender and flavorful. Color is a strong, deciding factor in meat, the most desirable being a light cherry red, the lightness of the flesh being due to presence of fine fat cells. Color is

found in various shades—to blackish red, and when this shade is found it does not indicate unwholesomeness, but unusually few, if any, fat cells are deposited in the muscular tissue, and so it does not possess the appearance tenderness, or flavor so highly desired. The grade of beef recognized by the United States Department of Agriculture as good is moderately firm, slightly dark red, marbling moderate in degree and fineness, bones slightly hard and grayish, muscular tissue moderately thin walled and moderately small fibers. This grade may vary in some of these factors but the foregoing represents a fair average. The bulk of steer beef coming on the market is, found in this grade.

### The Value of Asparagus.

There is absolutely no fair excuse for any man who owns a fair-sized piece of land, and does not provide his family with all the asparagus they can eat—and more. We put out a permanent challenge to any farmer to come forward and give such an excuse. It may be impossible for some overworked people to keep up and care for a regular garden, but asparagus requires little more work than a patch of weeds or Timothy hay. Once properly started the asparagus will, even with the most moderate care, continue to give crops for a dozen years or more. We have one old patch that we tried to kill out. It was as hard to subdue as quack grass. Of course asparagus will respond to good culture like any other crop, but it will actually grow and thrive with practically no care at all, and it is perhaps the most useful vegetable growing in the Northern garden. It comes at a time when the average garden supplies little else except rhubarb. The colored people call it "Dr. Green," classing it with grass as a Spring tonic. It is more than a tonic. It is a food. We make many a full meal on bread and butter, asparagus and rhubarb. When we consider how small an outlay of labor and money will be needed to put this remarkable vegetable upon any farm table, we are amazed at the fact that so few farm families have full enjoyment of it. Yes, we challenge any farmer to give any reasonable excuse for not having a full supply of asparagus.—Rural New Yorker.

### Clerk Was Accommodating.

Clerk: Now that you've seen all the blankets in the store, which one do you wish?

Lady: Well, I was only looking for a friend, and didn't expect to buy.

Clerk: Well, ma'am, if you think she's in that remaining blanket up there, I'll take it down for you.

## RED STAR

No matter what your particular requirements, RED STAR Flour accomplishes the unusual in baking. Flour made from wheat so carefully chosen, and carefully milled in the world's finest mill by skilled operatives, is certain to show up in excellent baking results. There is a degree of uniformity in RED STAR Flour that can be depended upon in any season, year after year.

**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

### STRAWBERRIES

Season is early this year. Carlot receipts are liberal now. Berries are beautiful and price is within reach of all. Send your order to us.

### PINEAPPLES

Good ripe Cuban Pines now plentiful and reasonable in price. The most desirable sizes are abundant now, later on sizes will be smaller. Buy liberally now.

**THE VINKEMULDER CO.**

GRAND RAPIDS, MICH.



### Decision Which Is Wonderful Boon To Business Men.

A most important court decision has just been rendered by the United States District Court for the New York District, which if it is sustained on appeal, as I predict it will be, will greatly enlarge the powers and usefulness of mercantile associations, and therefore lead to the organization of many new ones.

The decision in substance is that the members of an association may agree with each other that where a customer owes money to any member, all the other members may refuse to sell such customer except for cash. It has generally been believed that this would be illegal, but it unquestionably affords a splendid protection against loss through dead beats. The law has for a considerable time been settled that a mercantile association may operate a credit department through which the names of the delinquent customers of the members can be circulated among the general membership. If the information has been carefully assembled and is not maliciously circulated, but only for the benefit of the members, it is privileged like the credit information circulated by mercantile agencies. Never before, however, has any court given an association the right to unilaterally refuse credit to a buyer who had failed to pay a member. The entire mercantile world should pray that the decision be affirmed on appeal.

The case in which the decision was made was interesting. It was brought by the United States against the Fur Dressers' and Fur Dyers' Association, Inc., and the charge was conspiracy in restraint of trade. It seems that the members of this association have for years been losing money by reason of bad debts. Not only were the debts bad because the debtors were financially irresponsible in many cases, but also because many of them were for small sums and it would have cost more to go to law about them than they worth.

Therefore the members devised a scheme to send to all the members each month a list of buyers who owed any member money, and to unilaterally refuse to do business with such buyers except for cash. The plan was wonderfully effective, but the Government attacked it as a conspiracy in restraint of trade.

My own opinion, if any one is interested in it, is that no court will declare this plan to be in restraint of trade for two reasons: first, it does not deprive the buyers who suffer from it of anything to which they have a vested right. Nobody has a right to credit. You can't compel anybody to sell you on credit, no matter how honest and substantial you are. Therefore in losing credit you lose nothing which you can demand. Second, refusing credit to a buyer who has proven unworthy of it by defaulting on a righteous obligation is just and fair.

The court took this view, citing the enormous number of insolvencies in the business covered by the association, which had come about because the members had no adequate method of protection. This lay in prevention, the court thought, rather than in ef-

forts to collect after the debt was incurred. I quote from the decision:

The provision that lists of customers who have failed to pay their overdue accounts to members of the association shall be distributed to members of the association for their information, and that no delivery of goods shall be made to any person by any member so long as the name of that person appears on the list except upon payment of cash or by check upon the delivery of goods does not go beyond the reasonable requirements to correct the abuses which have crept into the trade. The provision discriminates against none other than those who do not pay agreed prices for service rendered to them.

Not every agreement which suppresses competition or restrains trade is illegal. Only such agreements and combinations as unreasonably suppress competition or restrain trade are illegal.

The rules of the association provide every conceivable method to prevent the listing of customers other than those who have failed to pay their bills and every conceivable method for the immediate release of every customer from the list upon the payment of his bills.

Only the names of customers who have not paid their accounts are listed, not the names of the members nor the amounts that the customers owe the members, nor the names of customers who owe less than \$100 or who honestly dispute unpaid accounts.

Information as to financial responsibility of customers and the lien which the law gives are not sufficient to protect.

Although the association has been operating nine years, the Government has not proved or even attempted to prove any injury to any one.

There you have the basis for the most valuable plan of protecting trade from abuse that I know of. The main reason dead beats flourish as they do, keep going as they do, is not that they can cheat one merchant once. Anybody can do that, and it isn't apt to be a killing matter. It is because a dead beat has been able to cheat one merchant and then go to another and another, who not knowing of the fate of the first would often freely grant credit. If all the merchants in a territory were banded together in an association to carry out the plan upheld by the court in the fur case, the dead beat would be limited to one killing and that probably not very large. It is one of the greatest things that have ever happened to business men. (Copyright, 1925, by Elton J. Buckley)

### Business Oddities and Romances.

Why brown eggs for Boston and white eggs for New York? Here's another color scheme in food:

There are many kinds of salmon, some red, others pink and some just white. The white-meat fish is good food, but only the pink and red find a market in the United States. So the cannery developed a market for the white salmon in the South Sea Islands and each can bore the legend:

This salmon guaranteed not to turn red after canning.

And to-day the South Sea people will not touch salmon that carries even the slightest tinge of color.

And the French want their oysters green as one of our editorial writers points out. Another contributor tells us that the failure in the fashion for ostrich feathers cost the farmers in South Africa £2,000,000 a year.

## M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

## Seasonable Fruits and Vegetables

You Make  
Satisfied Customers  
when you sell  
"SUNSHINE"  
FLOUR

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

Genuine Buckwheat Flour  
Graham and Corn Meal

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

Moseley Brothers  
GRAND RAPIDS, MICH.  
Jobbers of Farm Produce



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, Gran-  
ulated meal, Buckwheat flour and  
Poultry feeds.

Western Michigan's Largest Feed  
Distributors.

**NUCOA**  
"The Wholesome Spread for Bread"

"THE ORIGINAL"

**QUALITY**

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**NUCOA**

I. VAN WESTENBRUGGE  
Muskegon-Grand Rapids-Holland

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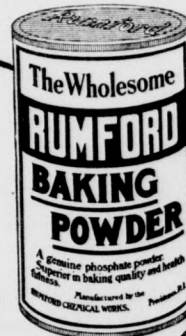
**GUARANTEES Your Profit**

You're SURE of rapid turnover, growing profit, because Rumford's Purity, Economy, Dependability and Nutritious Phosphates make better bakings! It makes satisfied customers.

RUMFORD CHEMICAL WORKS,

Providence, R. I.

**Rumford**  
THE WHOLESOME  
BAKING POWDER





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

#### How To Follow Up Your Implement Sales.

Written for the Tradesman.

Building a business is a great deal bigger problem than that of making immediate sales. Of course, no business can be built to large proportions without selling an immense amount of goods; but a factor in creating a big and enduring business is the good will accumulated as the result of a long series of sales based upon the sound principles of square dealing.

Because "good will" based upon past business is a helpful factor of securing future business, the hardware dealer will, in his implement department, give more than a passing thought to the farm and other implements already sold and paid for.

Every implement you sell is an advertisement for your business. Whether it is a good advertisement or a bad advertisement usually depends upon the purchaser; but the dealer who, so far as possible, keeps an after eye upon the implements he sends out, can exert a considerable influence in the matter.

Of course, it is impossible to follow up the fate of every implement. Farmers, though more likely to remain stationary than city people, do move now and then; and implements change hands at sales, and otherwise. Nevertheless, the shrewd dealer is able without much effort to keep in touch with his past sales, and to display an active interest in the working of the goods he sends out. It is advisable to do this for two outstanding reasons:

First, the dealer must, if he expects his implement department to be a success, sell other implements to the same people.

Second, he must, for the same reason sell implements of the same kind to other people.

So that it is worth while, even at the cost of a little time and trouble, to see that your old customers are satisfied with their purchases, and to see that the purchases are giving a good account of themselves.

To begin with, every wideawake dealer constitutes himself a complaint department. His complaint department may all be under his hat, and may have no system whatever as the word "system" is understood in business circles; but it will have, what is most important of all, a man in charge who realizes that it is necessary to satisfy his patrons, and who welcomes the opportunity to adjust the little difficulties which so often arise in the implement business.

Farm implements nowadays are as a rule pretty good products, to say the least. Their manufacture has been steadily improved, and years of experience have enabled the manufacturers to turn out appliances as near perfect and smooth working and satisfactory as they can be made. Yet even with the best-working piece of machinery, trouble often crops up. The implement dealer who makes it his practice to give prompt and courteous attention to complaints has the great advantage, that his customer will bring the complaint direct to him instead of peddling it about among the neighbors.

Every dealer knows quite well that, as a rule, these complaints are trivial. In most cases they are based upon an incomplete understanding, on the purchaser's part, of the workings of the machine. The alert dealer makes it a point to explain the workings of the machine he sells; but even at that the purchaser often misses something.

For instance, your customer may buy an improved cream separator—the very latest device. It is different from the old machine with which years of experience have made him familiar. He can't understand it. "That newfangled separator isn't any good," is his verdict. Ultimately he takes his troubles to the dealer; but perhaps he does only after he has invited the assistance of half a dozen neighbors and has given them his opinion of both dealer and separator.

Every dealer knows that, no matter how explicit the written or printed directions given beforehand, incidents of this sort do occur.

Isn't it worth while, then, for the dealer to have the complaining purchaser come direct to him in the first instance, instead of coming only after he has unburdened his sorrows and complaints to the entire neighborhood.

That is why one implement dealer, when making a delivery, gives the customer this parting injunction:

"That's a first class corn-shredder, Sam, and wherever it's been used right I've never had a kick. If anything ever goes wrong, call me up right away. I want you to be satisfied right down to the ground, and I'm going to see you satisfied. If everything's all right, you tell the neighbors; but if you find you can't handle things, don't let on to them—put it up to me."

If the corn-shredder fails to work, Sam comes direct to the man who sold it; with the result that in a few minutes the whole difficulty is cleared up. Sam is satisfied, and the dealer gets another good advertisement or avoids a bad one.

The present day implement dealer

## BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep-lined and

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



can afford to adopt a receptive attitude to complaints. For one thing, the goods he handles are all right, and he should know it. He can have every confidence that the defect, if any, is trivial. And, furthermore, the complaint is an opportunity to further prove the merits of his article. The dealer who makes a practice of promptly and courteously adjusting any little difficulties that may arise is the man to whom the farmers look when they come to purchase some other implement.

A source of much difficulty in some localities is the practice, common among a certain class of farmers, of leaving their implements exposed to all kinds of weather. Some men who wouldn't leave a buffalo nickel lying around loose leave machinery worth thousands of dollars out all winter with only the flimsiest protection, or perhaps with no protection at all. The result is that implements which ought to give ten years' service go to pieces after a couple of winters, and after the first year rarely give anything like satisfaction.

Of course, the shiftless farmer blames the implement, or the man who sold the implement—anybody, in fact, except himself.

The only remedy for this sort of thing is education. The dealer can help a great deal in the good work. One dealer in his canvassing throughout the country takes note of the accommodation his customers have provided for their implements. If the spreader is protected from the rain only by a dead tree, and the binder and disk are openly exposed in a weed-grown back yard, it is an easy matter to tactfully suggest better protection for them. The dealer can always base his suggestion on the money-saving involved; the small cost of an implement shed compared with the heavy loss involved through the rapid depreciation of farm equipment. The financial side of the question, strongly put, will appeal to most farmers.

One dealer works hand in hand with a carpenter in the same town who has designed a commodious and comparatively inexpensive shed. To his carpenter friend he turns over the addresses of customers who need accommodation of this sort. Where the dealer also handles metallic roofing and siding, of course there is a first rate opportunity for developing business in these lines.

Some dealers take the philosophic attitude. "The quicker the implements wear out, the sooner the farmer will have to replace them." That is true enough, but the dealer who sells the first lot of implements will not sell the second lot. The farmer blames, first the implement, and second, the dealer. The result is that the next time he buys, he takes his business elsewhere. Often his complaints have a detrimental effect on the first dealer's business among farmers who do not understand the real source of the trouble.

Incidentally, one implement man takes the precaution of keeping a record of every sale, with make of implement, date and information likely to be of help. Thus, when he can-

vasses John Smith for a binder, and John Smith says, "That binder you sold Frank Jones went to pieces after the first year," it is a matter of an instant to refer to the memo. "What sore of implement shed did Frank Jones have?" If Smith doesn't get the idea, the dealer goes on to explain that Frank's implement shed was merely an open pasture field.

Furthermore, knowing exactly where the implements he sells are properly looked after, it is easy for the dealer to leaf over the record and quote instances of satisfied customers. "Wilkins, on the tenth concession road, bought a binder three years ago. You can call him on the phone—655 ring 2—and find out what he thinks of it. Then there's Frank Pelkey, on the eighth—ask him—." And so on.

Having kept an after eye on his implements, and jotted down, in his memory or his note book, a word or two of his more vital observations, the dealer when he wants to influence a doubtful customer can with certainty call upon the witnesses whose testimony will help him most.

Victor Lauriston.

#### Rapid Delivery Equipment For Light Trucking.

Announcement is made by the Ford Motor Company of a new light trucking unit. The equipment is a combination of the standard Ford Runabout with rear deck replaced by a pick-up body.

This will prove of unusual interest to retail merchants, dairymen, farmers and others who are faced with the problem of securing rapid transportation of light loads at low cost.

Now, there is an all-steel body available, securely attached to the frame of the chassis, with rear door adjustable chains, side flanges, and steel floor strips with sunken bolt heads. The inside dimensions of the body are 40¾ inches by 56 inches. Height from floor to top of flare is 13 inches.

Orders are being taken now for immediate delivery at an announced price of \$366 f. o. b. Detroit, including electric starter and demountable rims.

#### Silverware Sales Are Irregular.

With the retail trade on the threshold of the biggest matrimonial season of the year, some wonder is expressed as to why more business has not been placed for merchandise that is of a distinctly wedding gift nature. Earlier in the year a fair amount of trading in these lines was put through, and it was expected that better business would follow. This has not worked out in full, and one of the reasons attributed for it is that consumer purchases of silverware for April wedding presents did not measure up to their usual standard. In any event, there has not been the activity of late in wholesale circles that is usually seen at this time of the year, nor has there been purchased the number of high-priced articles of a gift nature that is seen when things are "right."

#### Only An Imitation.

Fond Uncle—Do you like riding on my knee very much?

Niece—Oh, no. I have ridden a real donkey.

#### The Indispensable Wholesaler.

Every little while some new expert stumbles over a concept played with by thousands of other experts who have come along the same way, and gravely announces to the world that he sees no reason why the chain of production and distribution of goods cannot be simplified by the elimination of one or more links regarded as indispensable before he and his nimble brain appeared upon the scene.

The wholesaler comes in for a good share of this condemnation to extermination, notwithstanding the fact that the wholesaler is an indispensable reservoir of merchandise and service—an element which maintains an ample, even flow of seasonable merchandise. He is an efficient aid alike to the producer and retail distributor. It is impossible to forecast how, without the wholesaler, the fluctuations of public demand could be speedily and adequately provided for.

#### 51,000,000 Mouth Organs.

Trossingen may not mean a great deal to you, unless you are a very close observer, but Trossingen has made a business success, and it is now cele-

brating the hundredth anniversary of its outstanding industry.

Mouth organs are the product turned out by Trossingen, Wurtemberg, for one hundred years. To-day, something like seven thousand persons are employed in its three mouth-organ factories. Last year the factories of Trossingen provided the world with more than 51,000,000 new mouth organs.

#### Novelties in Hardware.

A manufacturer of novelties in hardware is having success with a popular priced shaving cabinet in white enameled metal, with a mirror about 8 by 10 inches. The interior is fitted with receptacles for shaving soap or powder, razor and brush. The price wholesale is \$15 a dozen. Another article which many department stores have begun to feature is a regulation size waffle iron, sold at \$5.50 wholesale. The same house is also showing a patent bread cutter priced at \$15 per dozen.

Great is insurance. Many of us are worth more dead than alive, and many a property is worth more burned than existing.

### Are You Prepared for Week-end Fishing and Camping Trips?

BOAT SUPPLIES, OARS, OAR LOCKS,  
BOAT REPAIRS, OAKUM, MARINE GLUE, CANVAS,  
LIFE PRESERVERS, RING BUOYS, CUSHIONS,  
CHAIRS, STOOLS, COTS, TABLES, TENTS.

#### Tents to Rent

**CHAS. A. COYE, Inc.**

Awnings, Covers

Grand Rapids, Mich.

### WANTED—Brass Foundry Work Brass, Bronze and Aluminum Castings

Submit Samples or Drawings.

Prices on Request.

**NATIONAL BRASS COMPANY**  
GRAND RAPIDS, MICH.

### THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes

601-511 IONIA AVE., S. W.

GRAND RAPIDS, MICHIGAN



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





### News and Gossip About Michigan Hotels.

Muskegon, May 26—I have just learned with much satisfaction that James R. Hayes, the veteran hotel operator, who has been suffering with rheumatism for several months past, is greatly improved, with every prospect of a complete restoration of health.

Jim Hayes is one of the big men in hotel affairs in Michigan. It is hardly essential to write his biography here, as a successful landlord, but it is sufficient to say that he runs the Park Hotel, at Sault Ste. Marie, and Wayne Baths, Detroit, but he has, ever since its organization, been one of the standbys of the Michigan Hotel Association and probably enjoys the acquaintance of more of its members than any other Michigan landlord, and has the profound respect of all of them. Hence it will be a message of joy to the fraternity to know that he is with us in the flesh, as he always has been in spirit.

It was my pleasure to call upon him last winter at his Detroit home, in company with Charley Norton, but while he was bed ridden, he had lost little of the vim that has carried to a successful finish his various undertakings and was optimistically looking forward to a renewal of activities. I trust he will be with us at our next convention and that beside meeting many of the old timers, the younger members will have an opportunity of getting better acquainted with this virile individual.

The completion of our campaign for new members of the Michigan Hotel Association brings me to, at least, a temporary parting of the ways with its active president, Walter Hodges. It has been some campaign, covering thousands of miles of good, bad and indifferent highways, in all sorts of weather, but the results have justified the means and the comradeship with such an individual as the Kalamazoo boniface has been a handsome dividend. And not the least of my pleasures has been the association with his delightful family during the past winter. I cannot hope to repay the debt, but I can, at least, acknowledge it.

Billy Chittenden, of the Morton Hotel, at Grand Rapids, entertained me at luncheon the other day, and I will say that in addition to the feast we had some visit, incidentally talking over old times at the Russell House, in Detroit. The Chittendens, father and son, were bright lights in Michigan hotel affairs for a half century, and in the days when service was subordinated to hospitality, though I presume to say that that good, old-fashioned hostelry was ever up to date in the first requisite. Chittenden, Sr., had the happy faculty of remembering individuals and names, and when you once entered the swing doors of that popular institution you knew you were in the hands of friends.

After the Russell was torn down and replaced by the Pontchartrain, there was no cessation in the hospitality features, but we all missed the old home and the fond associations which we formed there.

All of the famous hotels of that day—the Russell, Detroit; Bancroft, Saginaw; American, Kalamazoo, and Morton, Grand Rapids, have either passed

out of existence, or been replaced by modern affairs, but fond memory reverts to them as examples of the highest type of hospitality.

But in their wake we have, and always will have a type of hotel operators true to form, and when we meet them we recognize such as are born to their positions, and feel that life's little perplexities are minimized.

Roscoe Tompkins, lately of the Book-Cadillac, will, on June 1, assume the management of the Sea View Country Club, in New Jersey, a New York social institution. I believe, notwithstanding this is a new departure for this experienced and popular operator, he will continue to show that he is a born executive. It is a good job and Mr. Tompkins' friends are feeling happy about it.

John Lewis has been operating the Hotel Marquette, at Marquette, for upwards of thirty years—thirty-four, I believe, would be about the correct figure, and during all this time it has been entitled to be called strictly first-class and Joohn will very naturally keep it up to that standard. The Marquette is one of the very few hotels which is favored with a good Sunday trade. Many commercial men, away from home, head that way for the week-end. Mr. Lewis, through all these years has made an honest effort to be right with the public, has given them comforts which some operators would not consider essential, but it has gained him the universal friendship of all travelers.

If you have never known the flavor of the broiled whitefish served at every meal and on the very day they are caught, you have missed much, but if you have never enjoyed the friendship of John Lewis, you are very far from having arrived. He is as good natured and accommodating as he is rotund, and that is going some.

In speaking of a newly-installed Michigan hotel, a traveler takes occasion to tell me that its rates are much too high. Is it that the rates are really exorbitant or that the traveler cannot afford to pay them? Too many hotel patrons are inclined to arrange a schedule of prices for hotel service with absolutely no knowledge whatever of what it costs to produce same. The hotel I refer to is a model of comfort and convenience and represents a very large investment. If the owners are to get a fair return on their investment, they certainly must get the rates they are now asking. It is unfortunate if the guest is so situated that he cannot afford to pay its rates but that is no reason for saying its charges are excessive.

Go where you may you will find the public clamoring for the best of everything. They rush into the best hotel and demand its best accommodations and service and yet dislike the prices charged. Most modern hotels have rooms with running hot and cold water at \$1.50 per day. If the room is well cared for and the furnishings are comfortable, this is a fair price to charge. If one makes an advance reservation he will usually secure one of these rooms, but the hotel guest is very apt to rush into the hotel lobby and demand the best they have, and then repent this action when he pays the bill.

I have heard of a country hotel in

### 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

### OCCIDENTAL HOTEL

FIRE PROOF  
CENTRALLY LOCATED

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

### 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.

### Columbia Hotel

KALAMAZOO

Good Place To Tie To



Hotel  
Whitcomb  
AND  
Mineral Baths

THE LEADING COMMERCIAL  
AND RESORT HOTEL OF  
SOUTHWEST MICHIGAN

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

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

### WESTERN HOTEL

BIG RAPIDS, MICH.

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

### MORTON HOTEL

GRAND RAPIDS' NEWEST HOTEL

400 Rooms—400 Baths

Rates \$2.00 and Up

### THE PANTLIND HOTEL

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

### HOTEL CHIPPEWA

HENRY M. NELSON  
Manager

European Plan

New Hotel with all Modern Conveniences—Elevator, Etc.

150 Outside Rooms

\$1.50 and up

Dining Room Service

Hot and Cold Running Water and Telephone in every Room

60 Rooms with Bath \$2.50 and \$3.00

### HOTEL BROWNING

GRAND RAPIDS

150 Fireproof  
Rooms

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

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

WHEN IN KALAMAZOO

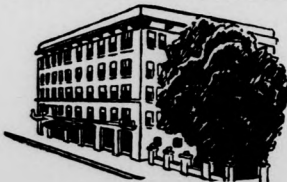
Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine  
Turkish Baths

Luxurious Rooms  
ERNEST McLEAN, Mgr.





Southern Michigan which is charging \$1.50 for a very ordinary room, with bowl and pitcher service. This price is too high by at least 50 per cent. Nowadays running water is almost a necessity in a guest room. And it may be properly valued at 50 cents. But the landlord who charges the long price for the short service does not deserve the trade, and probably will not continue to receive it very long, if the gasoline supply continues to hold out.

A traveler said a lot of nice things about the Allendorf Hotel, at Holly run by H. L. Barrett. It has been some time since I visited the Allendorf, but my impressions of it have always been favorable. Mr. Barrett is very capable and has a full knowledge of the culinary art. He sells worlds of chicken dinners to satisfied customers. His hotel equipment is good. He deserves much praise. When a jolly boniface sends you on your way with a full stomach and happy, his knowledge of advertising is technically correct. And living advertisements, they are the best ever.

E. N. Manning, of the Valley Inn, at Newaygo, advises me that he has just completed the installation of new plumbing in his hotel and that henceforth his guests will enjoy the luxury of running water in rooms. This will be an innovation which his patrons will certainly appreciate, though it may be said they have always had value received ever since Mr. Manning purchased the property, something like a year and a half ago. The old Courtwright Hotel, as it was called before the change, at one time, enjoyed a good reputation for some years, but eventually deteriorated to the extent that it was not paying, but with the advent of its latest owner, it began to regain its former prestige and to-day has a good trade and deserves it. Any hotel man who displays as much enterprise as Manning deserves his reward.

In these days when there is such a strong inclination on the part of caterers to supply so-called balanced rations based on the calory theory, it may not be amiss to quote briefly from a survey recently furnished the Hotel Monthly, Chicago, by a prominent dietician:

"The old adage that it is not what one eats, but what one digests should be given thought in the calory craze. If one is trying to gain or reduce and is doing so by eating improper food, especially that of high caloric value, in large or small amounts, nothing but failure will attend his efforts.

"Foods of high caloric value are, with few exceptions, acid forming, and unless the foods of low caloric value, which are rich in mineral compound, which form the bases that neutralize the acids, are added to the diet, there can be but poor digestion, little or no assimilation, and if weight is gained, it is of an unhealthy kind.

"Celery, carrots, spinach, lettuce, cabbage, turnips and greens of all kinds are all of low caloric value. These, added to milk, bran, oranges and whole unadulterated grains, give bulk and are rich in the compounds of potassium, magnesium and calcium. The pre-named compounds form alkaline bases, they bathe the tissues, guard them against acid attacks, and in other words keep the tissues healthy. High caloric, acid-forming foods, when they constitute the major part of the diet, make oxidization almost impossible and the acids are not neutralized because the foods are lacking the essential bases."

During the past winter the writer has attended various domestic science clinics and noted the tendency to place a great deal of stress on the theory of calories, believing all the time that is just about that much nonsense. I still make the claim that the chief aim of the cook should be to prepare palatable food, giving strict attention to the matter of proper seasoning, and leave

it to the patron as to whether he shall enjoy it or have it measured out the same as though he were being stall fed.

Our forefathers enjoyed good food, and most of them lived to a ripe old age. They could say with reason that they never cheated their stomachs. Some of them inclined to obesity, while others were of the primeval architecture, but they enjoyed their victuals and worried little over the consequences.

Nowadays one-half the people you meet are taking nostrums to reduce their weight and the other half are absorbing tonics, and neither enjoy the comfort of mind with which their ancestry were endowed.

Wholesome food, consumed according to nature's demands, will probably meet all general health requirements. Illy prepared food will work greater havoc than over-indulgence. When you find anyone with a normal, healthy appetite, you may feel assured that he will never be very far wrong from either a physical or moral standpoint. But let the basis remain: "Living to eat," not "eating to live."

I wish that the Michigan hotel operators would indulge in greater publicity, especially in calling the attention of guests to their feeding facilities. If you are operating, for instance, on the European plan, which includes a cafe, coffee shop or cafeteria, why don't you include in your room equipment, small, neat announcements to that effect. You are particular to post proper signs showing the location of parlors, writing rooms and toilets, but stop shy of confiding to your friends the knowledge that you also serve meals.

A very good plan is to place menus in all your rooms in a conspicuous place. Better still, you can specialize daily on some particular dish in your restaurant and see that your patrons know about it.

If, when you call your guest of a morning you add to the customary "Good morning!" the phrase, "Have you tried the coffee shop?" you may be doing yourself a good turn.

Frank S. Verbeck.

#### Ordinary Potato Said To Pack Death Wallop.

Columbia, Mo., May 23—Now it is disclosed that the ordinary Irish potato carries around a death wallop. M. P. Ravenel, professor of preventive medicine at the University of Missouri says: "The ordinary potato belongs to a poisonous family of plants and always contains a certain amount of solanin. The point to be remembered is that the poison increases under some conditions, such as exposure to the sunlight, through ripening and sprouting. Potatoes which turn green on account of exposure to light should not be eaten. Very ripe and sprouted potatoes should not be eaten." He winds up with a word of cheer: "However, the United States has been singularly free from any ill results in connection with this vegetable. In Germany and some other foreign countries serious cases have been reported from time to time."

#### Most Progressive Street Railway Manager.

L. J. DeLamar, Manager of the Grand Rapids Railway Co., is giving Grand Rapids much notoriety by the effort he is making to revolutionize the manufacture of electric street cars. Mr. DeLamar has long held that cars weighing 50,000 pounds are unnecessarily heavy and should be superseded by cars weighing only 25,000 pounds. After repeated importunities he has succeeded in inducing the three leading manufacturers of electric street cars to make up sample cars embodying modern features not heretofore used in the

construction of cars of this character. The result is so novel and striking that street car managers from far and near are constantly making pilgrimages to Grand Rapids to note the innovation. Electrical and street car journals are devoting pages almost without number to minute descriptions of the cars, accompanied by profuse illustrations. No one can say that Grand Rapids does not possess one of the most progressive street railway managers in the country.

#### All Aboard for Dubuque.

Michigan delegates to the annual convention of the National Retail Grocers Association plan to leave Chicago at 6 p. m., June 21, arriving at Dubuque at 11:21 p. m. They are routed over the Chicago Great Western Railroad, which gives them a de luxe train, a full course dinner for \$1.25 and chair car and observation car service for 50 cents.

A man's dollars are not necessarily a measure of his service.

## REYNOLDS SHINGLES

Beautiful appearance alone should not be the reason for choosing a roof-covering.

It must be combined with practicability.

REYNOLDS SHINGLES have gained a wide-spread reputation for practical beauty. Their colors are nature's own and cannot fade.

And combined with their handsome appearance is a lasting durability that makes their use a real economy.

Leading lumber dealers are handling Reynolds for profit and satisfaction.

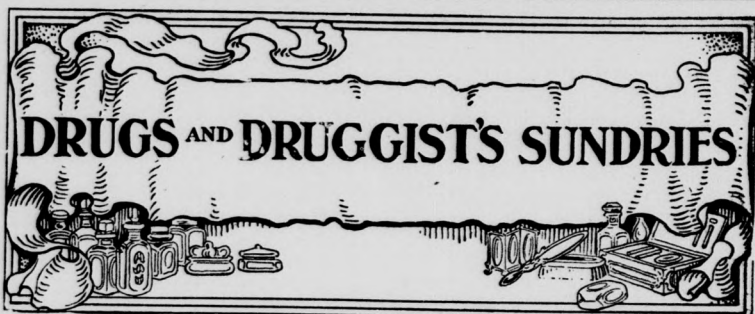
## H. M. REYNOLDS SHINGLE COMPANY

"Originator of the Asphalt Shingle"

GRAND RAPIDS - MICHIGAN







### Preliminary Look In on the Muskegon Convention.

Grand Rapids, May 26—Plans are rapidly shaping themselves around for the coming convention of the Michigan State Pharmaceutical Association at Muskegon. The convention days will be Wednesday, Thursday and Friday, August 5, 6 and 7. It was found out that this plan gave great satisfaction, as it did not break into the week as did the old Tuesday, Wednesday and Thursday plan. The official hotel is the Hotel Occidental and the Secretary recommends that you make your reservations early.

Among the speakers will be Dr. H. S. Noel, with the Eli Lilly Co., of Indianapolis, who will give us a talk on the turnover question. Dr. Noel is a deep student of druggists' economics and will give us a fine paper from a dollars and cents standpoint. There will be a paper from J. L. Buell, of Parke, Davis & Co., of Detroit. Mr. Buell will tell us "How to Make Two

The Walker Candy Corporation is going to furnish a dinner party for the ladies at the Country Club. There will be a hyena party for the men. Then there will be a ride on Lake Michigan for everybody.

This is just a preliminary statement. There is a lot more to come. But remember that the convention is merely a crystallization of the benefit that your Association is to you all the year round. While you are enjoying the convention these three days, don't forget that there are 362 other days that your Association is out looking after your interest. For this reason we have waited until the last to tell you about the report of the Legislative Committee. This Committee will have a message for you this year that will make you sit up and take notice. Be sure and get to Muskegon on the first day to get this peep behind the scenes at Lansing.

Another feature that will take you back to the days when you could buy beer for five cents a glass is the specimen competition. This is by the courtesy of the Penick Co. It will make you brush up a little to get back to the days when you had to have eyesight for other things than hairnets and films. Louis V. Middleton, Sec'y.

### The Pharmacist as We Know Him To-day.

Recently there have appeared several articles in certain of our contemporaries criticizing the pharmacist for counter-prescribing—and other supposed errors of omission and commission. The injustice of these attacks cannot be too strongly condemned, for they have no basis in fact. Thanks to the noteworthy progress that has been made in pharmacology, chemistry and associated branches of science, and the development that has taken place in our colleges of pharmacy, the pharmacist to-day is a member of a scientific profession. He is so busy keeping in touch with pharmacological advances and the countless details of his business, that he has no time or inclination to counter-prescribe. One has only to become familiar with the average busy pharmacist to appreciate the truth of this. To-day the druggist does not find his sales so largely made up of such items as "ten cents' worth of gum camphor," "two ounces of paregoric," "an ounce of gum arabic for making mucilage," "a package of sage leaves," or "an ounce of chamomile leaves in eight ounces of spirits of juniper," as once was the case. On the contrary, his calls are much more complex, time-consuming and important. He cannot give the time nowadays to listen to a patron's story of his cough, and fix him up a quarter's worth of honey and tar, or a mixture of rock candy, glycerine and spirits of frumenti. While the pharmacist was giving his thought and attention to the foregoing to-day, he would be very apt to lose a dozen other much more

profitable and important sales. This is the purely business side of the question.

But there is another, which is of far greater influence in establishing the pharmacist in his true relation to medical practice. This is presented by his education and training, which teach him that he is a professional man, with functions and obligations as distinct, and in their way as important as those of the physician. In other words, the educational and scientific requirements of the present-day pharmacist have defined and emphasized his activities and professional duties to an extent that leave him no inclination or desire to trespass on the work of the medical practitioner. The onward march of pharmacy has given him plenty to do in his own field of activity and in his efforts to meet the multiplicity of demands constantly arising that are definitely within his sphere, he has no time to engage in counter-prescribing. Indeed, the educated pharmacist, as we know him today, very properly looks on any such violation of his profession as stultifying, and beneath him. His professional associations and his organizations have brought the ethics of pharmacy to the front, and accomplished a splendid work in demonstrating that the practice of pharmacy is indeed a learned and dignified profession, and not merely the pursuit of a business calling. And in exalting the professional and scientific character of pharmacy, the druggist's organizations have not only taught him the deepest respect for his work but shown him that he owed it to himself, and to his standing as a pharmacist, not to encroach on medical practice, or to violate the ethics of the pharmaceutical profession.

Too great praise cannot be given to the admirable code of ethics which has been adopted by the American Pharmaceutical Association. No one can read these principles of ethics without recognizing the important place pharmacy occupies to-day in the promotion of human welfare. The promulgation of this code of ethics, and the widespread dissemination among the people of the slogan, "Your druggist is more than a merchant," have accomplished a great deal, not only in establishing the true status of the pharmacist in this country, but in placing pharmacy on a plane of scientific service and efficiency that deserves the hearty approbation of every thinking person.

Especially is this elevation of pharmacy to a higher and better plane a matter of importance to every member of the medical profession, for it means better and truer progress in the scientific selection and preparation of modern remedies in the treatment of disease. A pharmacist who is true to his calling, and alive to its scientific opportunities, is worthy of every consideration. He deserves the hearty commendation, support and co-operation of every practitioner of medicine and of the community, for he is playing a leading part, both in our present-day conflict with disease, and in the advancement of human health and well-being.—American Medicine.

### Give Pharmacist and Pharmacy a Definite Standing.

Pharmacy is now experiencing an era of effective propaganda, to create in the mind of the public a comprehensive conception of the profession of pharmacy and its relation to public health. The pharmaceutical journals have been publishing articles each month, very often written by very eminent pharmacists, with the sole purpose of enhancing the profession and promoting better pharmaceutical ethics.

There is, however, a great obstacle that is standing between better pharmacy and those who are striving to better existing conditions, and that is the usage of what might be designated as pharmaceutical nicknames or synonyms such as—druggist, drug store and drug shop. The indiscriminate use of these terms by pharmacists and the laity have been the means of darkening the public vision of pharmacy and have retarded, by the commercial atmosphere created by them, the expediting of professional pharmacy.

It seems quite unnatural and extraordinarily unusual that a profession would not want to use all of the dignity and respect in a community that its standing will allow. This is true of all professions excepting pharmacy. Thus the dentist uses the impressive title Doctor of Dental Surgery, and the veterinarian the professional title of Doctor of Veterinary Surgery; one has yet to see the dentist or veterinarian who has failed to use the advertising value of his title and call himself a repairer of teeth or animal doctor. The impression established by the use of the title doctor by physicians cannot be over-estimated and yet we who graduate in pharmacy and are qualified by state boards as pharmacists, have adorned ourselves with the commercial, non-professional title, of druggist.

The title druggist has grown rapidly and because of its growth it is very difficult to create in the minds of the laity a definite vision of pharmacy, as it appears in the world to-day. The average person does not seem to connect pharmacists with druggist; for this reason there should be only pharmacists who conduct pharmacies (not drug stores or shops); when this change in title is made, in the writer's mind, pharmacy will have laid the cornerstone of a general public identity.

There are some pharmacists who seem to have dodged the word druggist and used such titles as Prescription Chemist, Prescriptionist, Pharmaceutical Chemist, which probably seemed to them to create a professional atmosphere far superior to that created by the title pharmacist. Possibly this is true, but in using these titles, which are all covered by the word "pharmacist," the pharmacist is making it extremely difficult for the laity to conceive of the profession of pharmacy. The word pharmacist is an extremely comprehensive word of Greek origin and signifies "one who is engaged in the practice of pharmacy." Let us then eliminate these trade names and all other delusive titles and have the laity know us as pharmacists who practice pharmacy.

John C. Krantz, Jr.



Louis V. Middleton.

Blades of Grass Grow Where One Grew Before." This comes right back to the dollars and cents proposition again, for all of us would like to increase the cash register crop 100 per cent. Everybody who has heard him likes Mr. Buell. Both of these papers will be given during the Trades Interest Committee sessions and the Trades Interest Committee are promising us a paper that will be an eye opener.

In the scientific line, there will be a demonstration by Walter Pitz, with live guinea pigs, on insulin. Mr. Pitz is a fluent talker. He has done considerable research work along this line and with vitamins and will be able to present this topic in a clear and understandable way. Mr. Pitz comes by the courtesy of Frederick Stearns & Co. Dr. Dixon, of the Detroit Venereal Clinic will present us an illustrated lecture on this subject and we feel that every druggist will have a different conception of the work these clinics are doing after this wonderful lecture.

Along entertainment lines, Muskegon has promised us that she will not sit back for any other city in the State.



## From Pan To Fire.

Heard a bright young drug clerk remark the other day that he would like to get into business for himself, that he was "Tired of having a boss," writes P. R. Loveland in the Spatula. An older clerk, who once had a store of his own, hearing the remark, smiled and said to the younger chap, "Well, my young friend, the ambition to have a store of your own is a very commendable one, but let me inform you if you are thinking that you'd escape a boss by embarking in business on

your own account, you certainly have another guess coming. When you do get in business, you'll soon find that you have dropped one boss and taken on a lot of 'em. The public, at least those with whom you come in contact in your store, will be your bosses and they will not only hold you to account for what you do but they will hold you responsible for everything done by anyone in your employ and some of them may not be as lenient, don't go into business for yourself to get rid of being bossed."



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## 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**

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**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

**JUST GOOD CANDY**  
Pure and Wholesome

THAT'S

**Putnam's**

PUTNAM FACTORY

Grand Rapids, Mich.

## WHOLESALE DRUG PRICE CURRENT

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

Acids		Lavendar Flow	8 00@8 25	Cinchona	21 10
Boric (Powd.)	15 @ 25	Lavendar Gar'n	85@1 20	Colchicum	21 80
Boric (Xtal)	15 @ 25	Lemon	2 00@2 25	Cubebs	21 00
Carbonic	39 @ 46	Linseed, bld. bbl.	@1 15	Digitalis	21 80
Citric	58 @ 70	Linseed, bld less	1 22@1 35	Gentian	21 35
Muriatic	3 1/2 @ 8	Linseed, raw, bbl.	@1 12	Gentian, D. S.	21 80
Nitric	9 @ 15	Linseed, ra. less	1 19@1 32	Ginger, D. S.	21 80
Oxalic	15 @ 25	Mustard, artifi. oz.	@ 50	Gualac	22 20
Sulphuric	2 1/2 @ 8	Neatsfoot	1 35@1 50	Gualac, Ammon.	22 00
Tartaric	40 @ 50	Olive, pure	3 75@4 50	Iodine	21 95
Ammonia		Olive, Malaga,	2 75@3 00	Iodine, Colorless	21 50
Water, 26 deg.	10 @ 18	Olive, Malaga,	2 75@3 00	Iron, Clo.	21 35
Water, 13 deg.	09 @ 14	Orange, Sweet	4 50@4 75	Kino	21 40
Water, 14 deg.	6 1/2 @ 12	Origanum, pure	@ 50	Myrrh	22 50
Carbonate	20 @ 25	Origanum, com'l	1 00@1 20	Nux Vomica	21 55
Chloride (Gran.)	10 1/2 @ 20	Pennyroyal	3 00@3 25	Opium	22 50
Balsams		Peppermint	18 00@18 25	Opium, Camp.	22 35
Copaiba	90@1 20	Rose, pure	12 50@14 00	Opium, Deodor'd	22 50
Fir (Canada)	2 55@3 80	Rosemary Flows	1 25@1 50	Rhubarb	21 70
Fir (Oregon)	65@1 00	Sandalwood, E.			
Peru	3 00@3 25	I.	10 00@10 25		
Tolu	3 00@3 25	Sassafras, true	2 50@2 75		
Barks		Sassafras, art'l	90@1 20		
Cassia (ordinary)	25 @ 30	Spearmint	7 00@7 25		
Cassia (Salign)	50 @ 60	Sperm	1 50@1 75		
Sassafras (pw. 50c)	0 55	Tansy	5 00@5 25		
Soap Cut (powd.)		Tar, USP	50@ 65		
30c	18 @ 25	Turpentine, bbl.	@ 1 07 1/4		
Berries		Turpentine, less	1 14@1 27		
Cubeb	@1 25	Wintergreen,			
Fish	@ 25	leaf	6 00@6 25		
Juniper	09 @ 20	Wintergreen, sweet			
Prickly Ash	@ 30	birch	3 00@3 25		
Extracts		Wintergreen, art.	80@1 20		
Licorice	60@ 65	Wormseed	6 00@6 25		
Licorice powd.	@1 00	Wormwood	8 50@8 75		
Flowers		Potassium			
Arnica	25 @ 30	Bicarbonate	35 @ 40		
Chamomile (Ger.)	20 @ 25	Bichromate	15 @ 25		
Chamomile Rom.	50	Bromide	69 @ 85		
Gums		Bromide	54 @ 71		
Acacia, 1st	50 @ 55	Chlorate, gran'd	23 @ 30		
Acacia, 2nd	45 @ 50	Chlorate, powd.			
Acacia, Sorts	20 @ 25	or Xtal	16 @ 25		
Acacia, Powdered	35 @ 40	Cyanide	30 @ 90		
Aloes (Barb Pow)	25 @ 35	Iodide	4 30@4 49		
Aloes (Cape Pow)	25 @ 35	Permanganate	20 @ 30		
Aloes (Soc. Pow.)	65 @ 75	Prussiate, yellow	65 @ 75		
Asafoetida	65 @ 75	Prussiate, red	@1 00		
Pow.	1 00@1 25	Sulphate	35 @ 40		
Camphor	1 05@1 10	Roots			
Gualac	@ 70	Alkanet	25 @ 30		
Gualac, pow'd	@ 75	Blood, powdered.	35 @ 40		
Kino	@ 1 10	Calamus	35 @ 50		
Kino, powdered	@ 1 20	Elecampane, powd	25 @ 30		
Myrrh	@ 65	Gentian, powd.	20 @ 30		
Myrrh, powdered	@ 65	Ginger, African,	30 @ 35		
Opium, powd.	19 65@19 92	powdered	60 @ 65		
Opium, gran.	90 @ 1 10	Ginger, Jamaica	55 @ 60		
Shellac	90 @ 1 10	Ginger, Jamaica,	@ 7 50		
Shellac Bleached	@ 1 75	powdered	3 75@4 00		
Tragacanth, pow.	1 75@2 25	Goldenseal, pow.	35 @ 40		
Tragacanth	@ 25	Ipecac, powd.	20 @ 30		
Turpentine	@ 25	Licorice, powd.	30 @ 40		
Insecticides		Oris, powdered	35 @ 40		
Arsenic	15 @ 25	Poke, powdered	1 00@1 10		
Blue Vitriol, bbl.	@ 07	Rhubarb, powd.	@ 1 00		
Blue Vitriol, less	08 @ 15	Rosinwood, powd.	@ 1 00		
Bordea. Mix Dry 12 1/2	@ 25	Sarsaparilla, Hond.	@ 1 00		
Hellebore, White	20 @ 30	ground	@ 1 25		
powdered	50 @ 70	Sarsaparilla Mexican,	@ 1 25		
Insect Powder	17 @ 30	ground	35 @ 40		
Lead Arsenate Po.	17 @ 30	Squills	60 @ 70		
Lime and Sulphur	9 @ 22	Squills, powdered	17 @ 25		
Dry	22 @ 33	Tumeric, powd.	40 @ 50		
Paris Green	22 @ 33	Valerian, powd.	40 @ 50		
Leaves		Seeds			
Buchu	1 25@1 30	Anise	@ 35		
Buchu, powdered	@1 30	Anise, powdered	35 @ 40		
Sage, Bulk	25 @ 30	Bird, ls	13 @ 17		
Sage, 1/4 loose	@ 40	Canary	13 @ 20		
Sage, powdered	@ 35	Caraway, Po.	30 @ 25		
Senna, Alex.	50 @ 75	Cardamon	@ 4 00		
Senna, Tinn.	30 @ 35	Coriander pow.	30 @ 20		
Senna, Tinn. pow.	25 @ 35	Dill	12 1/2 @ 20		
Uva Ursi	20 @ 25	Fennel	25 @ 40		
Oils		Flax	09 @ 15		
Almonds, Bitter,	7 50@7 75	Flax, ground	09 @ 15		
true		Foenugreek pow.	15 @ 25		
Almonds, Bitter,	4 00@4 25	Hemp	8 @ 15		
artificial		Lobelia, powd.	@ 1 25		
Almonds, Sweet,	1 40@1 60	Mustard, yellow	15 @ 25		
true		Mustard, black	20 @ 25		
Almonds, Sweet,	75@1 00	Poppy	22 @ 25		
imitation	1 50@1 75	Quince	1 50@1 75		
Amber, crude	1 75@2 00	Rape	15 @ 20		
Amber, rectified	1 00@1 25	Sabadilla, powd.	25 @ 35		
Anise	5 75@6 00	Sunflower	11 1/2 @ 15		
Bergamont	1 50@1 75	Worm, American	30 @ 40		
Cajeput	4 25@4 50	Worm, Levant	4 00@4 25		
Cassia	1 90@2 15	Tinctures			
Castor	1 75@2 00	Aconite	@1 80		
Cedar Leaf	1 50@1 75	Aloe	@1 45		
Citronella	3 00@3 25	Arnica	@1 10		
Cloves	35 @ 35	Asafoetida	@2 40		
Cocoonut	1 80@2 00	Belladonna	@1 35		
Cod Liver	2 00@2 25	Benzoin	@2 10		
Croton	1 40@1 60	Benzoin Comp'd	@2 55		
Cubebs	7 00@7 25	Buchu	@2 35		
Eigerson	6 00@6 25	Cantharides	@2 25		
Eucalyptus	1 25@1 50	Capicum	@1 75		
Hemlock, pure	1 75@2 00	Catechu	@1 75		
Juniper Berries	3 25@3 50	Paints			
Juniper Wood	1 50@1 75	Lead, red dry	15 % @ 16 1/4		
Lard, extra	1 50@1 75	Lead, white dry	15 % @ 16 1/4		
Lard, No. 1	1 35@1 60	Lead, white oil	15 % @ 16 1/4		
Potassium		Ochre, yellow bbl.	@ 40		
Bicarbonate	35 @ 40	Ochre, yellow less	2 1/2 @		
Bichromate	15 @ 25	Red Venet'n Am.	3 1/2 @		
Bromide	69 @ 85	Red Venet'n Eng.	4 @		
Bromide	54 @ 71	Putty	5 @		
Chlorate, gran'd	23 @ 30	Whiting, bbl.	@ 4 1/2		
Chlorate, powd.	16 @ 25	Whiting	5 1/2 @ 10		
or Xtal	30 @ 90	L. H. P. Prep.	2 80 @ 3 00		
Cyanide	30 @ 90	Rogers Prep.	2 80 @ 3 00		
Iodide	4 30 @ 4 49	Miscellaneous			
Permanganate	20 @ 30	Acetanalid	47 @ 55		
Prussiate, yellow	65 @ 75	Alum	08 @ 12		
Prussiate, red	@ 1 00	Alum. powd. and	09 @ 15		
Sulphate	35 @ 40	ground	02 @ 23		
Roots		Bismuth, Subli-	3 02 @ 3 23		
Alkanet	25 @ 30	trate			
Blood, powdered.	35 @ 40	Borax xtal or	07 @ 13		
Calamus	35 @ 50	powdered	1 75 @ 2 25		
Elecampane, powd	25 @ 30	Cantharides, po.	1 93 @ 2 09		
Gentian, powd.	30 @ 35	Calomel	48 @ 55		
Ginger, African,	60 @ 65	Capicum, pow'd	6 00 @ 6 60		
powdered	55 @ 60	Carmine	20 @ 25		
Ginger, Jamaica	@ 7 50	Casia Buds	50 @ 55		
powdered	3 75 @ 4 00	Cloves	14 @ 16		
Goldenseal, pow.	35 @ 40	Chalk Prepared	51 @ 60		
Ipecac, powd.	20 @ 30	Chloroform	12 10 @ 12 80		
Licorice	30 @ 40	Chloral Hydrate	1 35 @ 1 85		
Licorice, powd.	35 @ 40	Cocaine	50 @ 55		
Oris, powdered	1 00 @ 1 10	Cocoa Butter	40 @ 50		
Poke, powdered	@ 1 00	Corks, list, less	2 1/2 @ 10		
Rhubarb, powd.	@ 1 00	Copperas	1 58 @ 1 76		
Rosinwood, powd.	@ 1 00	Copperas, Powd.	31 @ 38		
Sarsaparilla, Hond.	@ 1 00	Corrosive Sublim	40 @ 50		
ground	@ 1 25	Cream Tartar	60 @ 75		
Sarsaparilla Mexican,	@ 1 25	Cuttle bone	10 @ 15		
ground	35 @ 40	Dextrine	3 50 @ 4 00		
Squills	60 @ 70	Dover's Powder	10 @ 15		
Squills, powdered	17 @ 25	Emery, All Nos.	8 @ 10		
Tumeric, powd.	40 @ 50	Emery, Powdered	@ 1 00		
Valerian, powd.	40 @ 50	Epson Salts, bbls.	10 @ 15		
Seeds		Epson Salts, less	3 1/2 @ 10		
Anise	@ 35	Ergot, powdered	@ 1 00		
Anise, powdered	35 @ 40	Flake, White	15 @ 20		
Bird, ls	13 @ 17	Formaldehyde, lb.	13 @ 20		
Canary	13 @ 20	Gelatine	90 @ 1 05		
Caraway, Po.	30 @ 25	Glassware, full case	60 %		
Cardamon	@ 4 00	Glassware, less case	60 %		
Coriander pow.	30 @ 20	Glauber Salts, bbl.	@ 2 1/2		
Dill	12 1/2 @ 20	Glauber Salts, less	04 @ 10		
Fennel	25 @ 40	Glue, Brown	21 @ 30		
Flax	09 @ 15	Glue, Brown Grd	15 @ 20		
Flax, ground	09 @ 15	Glue, white	27 1/2 @ 35		
Foenugreek pow.	15 @ 25	Glue, white grd.	25 @ 35		
Hemp	8 @ 15	Glycerine	25 @ 45		
Lobelia, powd.	@ 1 25	Hops	65 @ 75		
Mustard, yellow	15 @ 25	Iodine	6 45 @ 6 90		
Mustard, black	20 @ 25	Iodoform	7 35 @ 7 85		
Poppy	22 @ 25	Lead Acetate	20 @ 30		
Quince	1 50 @ 1 75	Mace	@ 1 40		
Rape	15 @ 20	Mace, powdered	@ 1 45		
Sabadilla, powd.	25 @ 35	Menthol	16 50 @ 17 00		
Sunflower	11 1/2 @ 15	Morphine	11 18 @ 11 93		
Worm, American	30 @ 40	Nux Vomica	7 @ 20		
Worm, Levant	4 00 @ 4 25	Nux Vomica, pow.	17 @ 25		
Tinctures		Pepper black, pow.	32 @ 35		
Aconite	@1 80	Pepper, White	40 @ 45		
Aloe	@1 45	Pitch, Burgundy	10 @ 15		
Arnica	@1 10	Quassia	12 @ 15		
Asafoetida	@2 40	Quinine	72 @ 1 33		
Belladonna	@1 35	Rochelle Salts	30 @ 35		
Benzoin	@2 10	Saccharine	@ 30		
Benzoin Comp'd	@2 55	Salt Peter	11 @ 22		
Buchu	@2 35	Selditz Mixture	30 @ 40		
Cantharides	@2 25	Soap green	15 @ 30		
Capicum	@1 75	Soap, mott cast.	22 1/2 @ 25		
Catechu	@1 75	Soap, white castile	@ 12 50		
Paints		case			
Lead, red dry	15 % @ 16 1/4	Soap, white castile	@ 1 45		
Lead, white dry	15 % @ 16 1/4	less, per bar	3 @ 10		
Lead, white oil	15 % @ 16 1/4	Soda Ash	3 @ 10		
Ochre, yellow bbl.	@ 40	Soda Bicarbonate	2 1/2 @ 10		
Ochre, yellow less	2 1/2 @	Soda, Sal	02 1/2 @ 63		
Red Venet'n Am.	3 1/2 @	Spirits Camphor	@ 1 85		
Red Venet'n Eng.	4 @	Sulphur, roll	2 1/2 @ 10		
Putty	5 @	Sulphur, Subl.	04 @ 10		
Whiting, bbl.	@ 4 1/2	Tamarinds	20 @ 25		
Whiting	5 1/2 @ 10	Tartar Emetic	70 @ 75		
L. H. P. Prep.	2 80 @ 3 00	Turpentine, Ven.	60 @ 75		
Rogers Prep.	2 80 @ 3 00	Vanilla Ex. pure	1 75 @ 2 00		
		Vanilla Ex. pure	2 50 @ 3 00		
		Zinc Sulphate	6 @ 10		



# 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

Galv. Pails  
Tubs

## DECLINED

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 50
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

### BLUINO

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

### BREAKFAST FOODS

Cracked Wheat, 24-2	3 85
Cream of Wheat, 18s	3 60
Pillsbury's Best Cer'l	2 60
Quaker Puffed Rice	5 20
Quaker Puffed Wheat	4 30
Quaker Brfst Biscuit	1 90
Halston Branzen	3 20
Halston 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

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. 2-0	3 00

### BUTTER COLOR

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

### CANDLES

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

### CANNED FRUIT.

Apples, 3 lb. Standard	1 50
Apples, No. 10	4 50@5 50
Apple Sauce, No. 10	7 50
Apricots, No. 1	1 35@1 90
Apricots, No. 2	2 85
Apricots, No. 2½	3 00@3 75
Apricots, No. 10	8 00
Blackberries, No. 10	10 00
Blueber's. No. 2	2 00@2 75
Blueberries, No. 10	12 50
Cherries, No. 2	3 00
Cherries, No. 2½	3 75
Cherries, No. 10	11 00
Loganberries, No. 2	3 00
Peaches, No. 1	1 25@1 80
Peaches, No. 1, Sliced	1 40
Peaches, No. 2	2 75
Peaches, No. 2½ Mich	3 00
Peaches, 2½ Cal. 3 25@3 75	
Peaches, 10, Mich.	7 75
Pineapple, 1, sl.	1 80@2 00
Pineapple, 2, sl.	2 80@3 00
Papple, 2 br. sl.	2 65@2 85
Papple, 2½, sl.	3 35@3 50
Papple, 2, cru.	2 60@2 75
Pears, No. 2	3 25
Pears, No. 2½	4 00@4 50
Plums, No. 2	2 00@2 25
Plums, No. 2½	2 75
Raspberries, No. 2, blk	3 25
Raspb's, Red, No. 10	12 00
Raspb's, Black,	
No. 10	11 50@12 50
Rhubarb, No. 10	5 25

### CANNED FISH.

Clam Ch'dr, 10 1/2 oz.	1 35
Clam Ch., No. 3	3 00@3 40
Clams, Steamed, No. 1	1 80
Clams, Minced, No. 1	2 50
Flannan 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
Shrimp, 1, wet	2 10@2 25
Sard's, 1/4 Oil, ky.	5 75@6 25
Sardines, 1/4 Oil, kless	5 00
Sardines, 1/4 Smoked	7 50
Salmon, Warrens, 1/2s	2 75
Salmon, Red Alaska	3 10
Salmon, Med. Alaska	2 75
Salmon, Pink Alaska	1 75
Sardines, Im. 1/4, ea.	10@28
Sardines, Im., 1/2, ea.	25
Sardines, Cal.	1 65@1 80
Tuna, 1/2, Albocore	95
Tuna, 1/4s, Curtis, doz.	2 20
Tuna, 1/4s, 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 85

Beef, No. 1/4, Qua. all.	1 75
Beef, 5 oz., Qua. all.	2 50
Beef, No. 1, B'nut, sli.	4 50
Sap Sago	85
Beefsteak & Onions, s	2 75
Chili Con Ca., 1s	1 35@1 45
Deviled Ham, 1/4s	2 20
Deviled Ham, 1/2s	3 60
Hamburg Steak & Onions, No. 1	3 15
Potted Beef, 4 oz.	1 10
Potted Meat, 1/4 Libby	52 1/2
Potted Meat, 1/2 Libby	90
Potted Meat, 1/2 Qua.	85
Potted Ham, Gen. 1/4	1 85
Vienna Saus., No. 1/2	1 35
Vienna Sausage, Qua.	95
Veal Loaf, Medium	2 30

### Baked Beans

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

### CANNED VEGETABLES.

Asparagus.	
No. 1, Green tips	4 60@4 75
No. 2 1/2, Lge. Green	4 50
W. Bean, cut	2 25
W. Beans, 10	8 50@12 00
Gr. Beans, 2s	2 00@3 75
L. Beans, 2 gr.	1 85@2 65
Lim. Beans, 2s, Soaked	95
Red Kid. No. 2	1 20@1 35
Beets, No. 2, wh.	1 75@2 40
Beets, No. 2, cut	1 60
Beets, No. 3, cut	1 80
Corn, No. 2, Ex. stan	1 65
Corn, No. 2, Fan.	1 80@2 35
Corn, No. 2, Fy. glass	3 25
Corn, No. 10	7 50@16 75
Hominy, No. 3	1 00@1 15
Okra, No. 2, whole	2 00
Okra, No. 2, cut	1 60
Dehydrated Veg. Soup	90
Dehydrated Potatoes, lb.	45
Mushrooms, Hotels	42
Mushrooms, Choice	53
Mushrooms, Sur Extra	70
Peas, No. 2, E. J.	1 50@1 60
Peas, No. 2, Sift.	
June	1 85
Peas, No. 2, Ex. Sift.	2 85
Peas, Ex. Fine, French	25
Pumpkin, No. 3	1 35@1 50
Pumpkin, No. 10	4 50@5 50
Pimentos, 1/4, each	12@14
Pimentos, 1/2, each	27
Sw't Potatoes, No. 2 1/2	1 60
Sauerkraut, No. 3	1 40@1 50
Succotash, No. 2	1 65@2 50
Succotash, No. 2, glass	2 80
Spinach, No. 1	1 25
Spinach, No. 2	1 60@1 90
Spinach, No. 3	2 10@2 50
Spinach, No. 10	6 00@7 00
Tomatoes, No. 2	1 40@1 60
Tomatoes, No. 3	2 00@2 25
Tomatoes, No. 2, glass	2 60
Tomatoes, No. 10	7 50

### CATSUP.

B-nut, Small	2 70
Lilly Valley, 14 oz.	2 60
Lilly Valley, 1/4 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 1/2
Longhorn	28
Michigan Full Cream	27
New York Full Cream	30
Sap Sago	42

### CHEWING GUM.

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

### CHOCOLATE.

Baker, Caracas, 1/4s	37
Baker, Caracas, 1/2s	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.	35
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	28
Huyler	36
Lowney, 1/4s	40
Lowney, 1/2s	40
Lowney, 5 lb. cans	31
Runkles, 1/4s	32
Runkles, 1/2s	36
Van Houten, 1/4s	75
Van Houten, 1/2s	75

### COCOANUT.

1/4s, 5 lb. case Dunham	42
1/4s, 5 lb. case	40
1/4s & 1/2s 15 lb. case	41
Bulk, barrels shredded	21
48 2 oz. pkgs., per case	4 15
48 4 oz. pkgs., per case	7 00

### CLOTHES LINE.

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



### COFFEE ROASTED

#### Bulk

Rio	25
Santos	33@35
Maracaibo	31
Gautemala	36 1/2
Java and Mocha	45
Bogota	37 1/2
Peaberry	34

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, 8 doz.	4 40
Carolene, Tall, 4 doz.	3 80
Carolene, Baby	3 50

### EVAPORATED MILK

Quaker, Tall, 4 doz.	4 45
Quaker, Baby, 8 doz.	4 35
Quaker Gallon, 1/2 dz.	4 30
Blue Grass, Tall 48	4 40



Quaker, Tall, 4 doz.	4 45
Quaker, Baby, 8 doz.	4 35
Quaker Gallon, 1/2 dz.	4 30
Blue Grass, Tall 48	4 40

Blue Grass, Baby, 96	4 30
Blue Grass, No. 10	4 40
Carnation, Tall, 4 doz.	4 75
Carnation, Baby, 8 dz.	4 65
Every Day, Tall	4 50
Every Day, Baby	4 40
Pet, Tall	4 75
Pet, Baby, 8 oz.	4 65
Borden's, Tall	4 75
Borden's Baby	4 65
Van Camp, Tall	4 90
Van Camp, Baby	3 75



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

HORSE RADISH	
Per doz., 5 oz.	1 20

JELLY AND PRESERVES	
Pure, 30 lb. pails	3 30
Imitation, 30 lb. pails	2 10
Pure 6 oz. Asst., doz.	1 10
Buckeye, 22 oz. doz.	2 35

JELLY GLASSES	
8 oz., per doz.	35

OLEOMARGARINE	
Kent Storage Brands.	
Good Luck, 1 lb.	26
Good Luck, 2 lb.	25 1/2
Gilt Edge, 1 lb.	26
Gilt Edge, 2 lb.	25 1/2
Delicia, 1 lb.	23 1/2
Delicia, 2 lb.	23

Van Westenbrugge Brands  
Carload Distributor



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

#### MATCHES

Swan, 144	5 75
Diamond, 144 box	8 00
Searchlight, 144 box	8 00
Red Stick, 720 lb. bxs	5 50
Red Diamond, 144 bx	6 00

#### Safety Matches

Quaker, 5 gro. case	4 50
MINCE MEAT	
None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby, Kegs, wet, lb.	22

#### MOLASSES.



Gold Brer Rabbit	
No. 10, 6 cans to case	5 95
No. 5, 12 cans to case	6 20
No. 2 1/2, 24 cans to cs.	6 45
No. 1 1/2, 36 cans to cs.	5 30
Green Brer Rabbit	
No. 10, 6 cans to case	4 60
No. 5, 12 cans to case	4 85
No. 2 1/2, 24 cans to cs.	5 10
No. 1 1/2, 36 cans to cs.	4 30
Aunt Dinah Brand.	
No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 25
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00

#### New Orleans

Fancy Open Kettle	74
Choice	62
Fair	41
Half barrels 5c extra Molasses in Cans.	
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 40
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	5 15

#### NUTS.

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

#### Shelled.

Almonds	72
Peanuts, Spanish,	
125 lb. bags	13
Filberts	32
Pecans	1 20
Walnuts	59

#### OLIVES.

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

Pint, Jars, dozen	3 25
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.	
doz.	4 50@4 75
20 oz. Jar, stuffed dz.	7 00

#### PEANUT BUTTER.



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

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection Kerosine	13.1
Red Crown Gasoline	18.7
Tank Wagon	39.2
Gas Machine Gasoline	22.6
V. M. & P. Naphtha	41.2
Capitol Cylinder	23.2
Atlantic Red Engine	13.7
Winter Black	13.7



Iron Barrels.	
Light	62.2
Medium	64.2
Heavy	66.2
Special heavy	68.2
Extra heavy	70.2
Transmission Oil	62.2
Finol, 4 oz. cans, doz.	1 45
Finol, 8 oz. cans, doz.	2 25
Parowax, 40, 1 lb.	8.2
Parowax, 20, 1 lb.	8.4



Semdac, 12 pt. cans	2 75
Semdac, 12 qt. cans	4 60

#### PICKLES

Medium Sour	
Barrel, 1,200 count	24 50
Half bbls., 600 count	13 00
0 gallon kegs	10 00
Sweet Small	
30 gallon, 3000	50 00
5 gallon, 500	10 00
Dill Pickles.	
600 Size, 15 gal.	13 00
PIFES.	
Cob, 3 doz. in bx. 1 00@1 20	

#### PLAYING CARDS

Battle Axe, per doz.	2 65
lue Ribbon	4 50
Bicycle	4 75

#### POTASH

Babbitt's 2 doz.	2 75
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#### FRESH MEATS

Beef.	
Top Steers & Hef.	@18
Good Steers & Hf.	14@15 1/2
Med. Steers & Hf.	12 1/2@14
Com. Steers & Hf.	10@12 1/2

#### Cows.

Top	13
Good	11 1/2
Medium	10
Common	9

#### Veal.

Top	15 1/2
Good	14
Medium	12

#### Lamb.

Spring Lamb	30
Good	27
Medium	22
Poor	16

#### Mutton.

Good	14
Medium	10
Poor	8

#### Pork.

Light hogs	15 1/2
Medium hogs	16 1/2
Heavy hogs	15
Loins	26
Butts	22
Shoulders	19
Sparrs	15
Neck bones	6

#### PROVISIONS

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

Dry Salt Meats	
S. P. Bellies	31 00@33 00
Lard	
Pure in tierces	17 1/2
60 lb. tubs	advance 7 1/2
50 lb. tubs	advance 7 1/2
20 lb. pails	advance 7 1/2
10 lb. pails	advance 7 1/2
3 lb. pails	advance 1
Compound tierces	14
Compound tubs	14 1/2

Sausages	
Bologna	12 1/2
Liver	12 1/2
Frankfort	17
Pork	18@20
Veal	17
Tongue, Jellied	32
Headcheese	16
Smoked Meats	
Hams, Cert., 14-16 lb.	31
Hams, Cert., 16-18, lb.	30
Ham, dried beef	
sets	@34
California Hams	@19
Picnic Boiled	
Hams	30 @32
Boiled Hams	45 @47
Minced Hams	14 @17
Bacon	30 @39

Beef	
Boneless, rump	18 00@22 00
Rump, new	18 00@22 00
Mince Meat.	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00

Pigs Feet	
Cooked in Vinegar	1 55
1/2 bbls., 35 lbs.	2 75
1/4 bbls.	5 30
1 bbl.	15 00

Tripe.	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00
Hogs, per lb.	@42

Beef, round set	14@26
Beef, middle set	25@30
Sheep, a skeln	1 75@2 00

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

ROLLED OATS	
Steel Cut, 100 lb. sks.	3 25
Silver Flake, 12 Fam.	2 50
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 70
Mothers, 12s, 18 Num	3 25
Silver Flake, 18 Reg.	1 50
Sacks, 30 lb. Jute	3 10
Sacks, 90 lb. cotton	3 20

SALERATUS	
Arm and Hammer	3 75

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

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

Holland Herring	
Mixed, Kegs	1 10
Queen, half bbls.	10 25
Queen, bbls.	14 50
Milkers, Kegs	1 25
Y. M. Kegs	1 05
Y. M. half bbls.	10 00
Y. M. Bbls.	19 00

Herring	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	05
Boned, 10 lb. boxes	20

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

Mackerel	
Tubs, 100 lb. fney fat	24 50
Tubs, 60 count	6 00

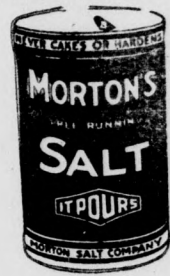
White Fish	
Med. Fancy, 100 lb.	13 00

SHOE BLACKENING	
2 in 1, Paste, doz.	1 35
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

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

SALT.	
Colonial, 24, 2 lb.	90
Colonial, Iodized, 24-2	2 75
Med. No. 1, Bbls.	2 75
Med. No. 1, 100 lb. bgs.	85
Farmer Spec., 70 lb.	85
Packers Meat, 56 lb.	57
Crushed Rock for ice	
cream, 100 lb., each	75

Butter Salt, 280 lb. bbl	4 50
Block, 50 lb.	36
Baker Salt, 280 lb. bbl.	4 10
100, 3 lb. Table	6 00
60, 5 lb. Table	5 57
30, 10 lb. Table	5 30
28 lb. bags, Table	40
Colonial Iodine Salt	2 40



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

#### Worcester



Bbls. 30-10 sks.	5 40
Bbls. 60-5 sks.	5 55
Bbls. 120-2 1/2 sks.	6 05
100-3 lb. sks.	6 05
Bbls. 280 lb. bulk:	
A-Butter	4 20
AA-Butter	4 20
Plain, 50 lb. bbls.	45
No. 1 Medium, Bbl.	2 47
Tecumseh, 70 lb. farm	85

Cases Ivory, 24-2 cart	1 85
Iodized 24-2 cart.	2 40
Bags 25 lb. No. 1 med.	26
Bags 25 lb. Cloth dairy	40
Bags 50 lb. Cloth dairy	74
Rock "C" 100 lb. sack	80

#### SOAP

Bags 25 lb. Cloth dairy	4
Bags 50 lb. Cloth dairy	7
Rock "C" 100 lb. sack	8

**SOAP**

Am. Family, 100 box	6 30
Export 120 box	4 90
Big Four Wh. Na. 100s	3 75
Flake White, 100 box	4 25
Fels Naptha, 100 box	5 60
Grdma White Na. 100s	4 10
Rub No More White	



### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, May 19—On this day was held the first meeting of creditors in the matter of Michael Kuzawa, Bankrupt No. 2683. The bankrupt was present in person and by Corwin & Norcross, attorneys. 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 meeting was adjourned without date and the case closed and returned as a case without assets.

On this day also was held the first meeting of creditors in the matter of Carl Holding, Bankrupt No. 2682. The bankrupt was present in person and by attorney. No creditors were present or represented. One claim was proved and allowed. No trustee was appointed. The bankrupt was sworn and examined by the referee, without a reporter. The case was then adjourned without date and closed and returned to the district court as a no-asset case.

On this day also was held the first meeting of creditors in the matter of Jesse L. Carpenter, Bankrupt No. 2684. The bankrupt was present in person and by attorney. Creditors were present in person and by Louis H. Osterhaus, attorney. Claims were proved and allowed. C. C. Wooridge was appointed trustee and the amount of his bond placed by the referee at \$100. The trustee was directed to abandon the property listed as assets for the reason that they were partnership rather than personal assets. The property was abandoned and the case closed and returned to the district court as such type of case.

On this day also was held the first meeting of creditors in the matter of John Geyer, Bankrupt No. 2674. The bankrupt was present in person and by attorney William Gillett. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed for the present and the appointment of a trustee depends on the value, if any, in a policy of life insurance held by the bankrupt. If there is value the appointment of a trustee will be made, and if no value is there for the estate the case will be closed and returned to the district court as a no-asset case. The first meeting was adjourned without date.

On this day also were received the schedules, order of reference and adjudication in the matter of Fred Ballinger, Bankrupt No. 2701. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of Ionia, and is a housekeeper by occupation. The schedules list no assets, and liabilities of \$2,700. The court has written for funds for the first meeting and upon receipt of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Mary Odien, Pasadena, Cal. --- \$2,700.00  
On this day also were received the schedules, order of reference and adjudication in the matter of Fred Ballinger, Bankrupt No. 2701. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The schedules list assets of \$160, all of which is claimed as exempt to the bankrupt, with liabilities of \$1,534. The bankrupt is a resident of Kalamazoo, and is a metal worker by occupation. The court has written for funds for the first meeting, and upon receipt of the same the meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

G. C. & Wm. Rice, Comstock	---\$ 67.00
Home Furnishing Co., Kalamazoo	--- 37.50
Peoples Outfitting Co., Kalamazoo	--- 37.00
Hoover Bond Co., Kalamazoo	--- 160.00
A. B. Peer, Comstock	--- 110.00
L. S. Gale, Comstock	--- 76.00
E. Stratton, Comstock	--- 50.00
Geo. Weston, Comstock	--- 8.00
Methodist Church, Comstock	--- 120.00
B. E. Griffin, Galesburg	--- 25.00
Dr. Emma Cobb, Kalamazoo	--- 40.00
M. E. Maher, Kalamazoo	--- 176.90
Buehler Bros., Kalamazoo	--- 170.00
Star Paper Co., Kalamazoo	--- 15.00
Dr. H. E. Olney, Kalamazoo	--- 20.00
Dr. Rush McNair, Kalamazoo	--- 40.00
Dr. R. C. Cook, Kalamazoo	--- 45.00
Sam Village, Kalamazoo	--- 12.00
Northern Coca Cola Co., Kalamazoo	--- 7.00
Modern Beverage Co., Kalamazoo	--- 12.00
Lee & Cady, Kalamazoo	--- 52.00
Perfection Mattress Co., Kalamazoo	--- 5.50
Gilmore Bros., Kalamazoo	--- 42.00
Blue Ribbon Ice Cream Co., Ka'a	--- 125.00
Union Clothing Co., Kalamazoo	--- 30.00
De Bolts Candy Co., Kalamazoo	--- 16.00
Crown Beverage Co., St. Louis	--- 36.00

In the matter of George W. Alexander, Bankrupt No. 2685, the funds for the first meeting have been received and such meeting has been called for June 3.

In the matter of Clarence Austin, Bankrupt No. 2689, the funds for the first meeting have been received and the first meeting has been called for June 3.

In the matter of Guy C. Rittenburg, Bankrupt No. 2690, the funds for the first meeting have been received and such meeting has been called for June 3.

In the matter of Joseph G. West, Bankrupt No. 2693, the funds for the first meeting have been received and such meeting has been called for June 3.

May 20. On this day were received the schedules in the matter of Mid-Lakes

Paper Co., Bankrupt No. 2676. The matter is involuntary. The schedules show assets of \$222,419.94, with liabilities, both secured and unsecured, of \$156,736.01. The bankrupt is a paper mill at St. Joseph. The first meeting of creditors has not been called as yet, but upon calling the same the date of it will be given here. A list of the creditors of the bankrupt is as follows:

State of Michigan	-----\$3,819.85
City of St. Joseph	----- 123.11
John W. Bolten Sons, Inc., Lawrence, Mass.	----- 600.00
Wm. F. Benning Co., St. Joseph	----- 1,000.00
Michigan Trust Co., Grand Rapids	----- 97,850.00
Aber Grimm Hardware Co., St. Joseph	----- 93.69
Albany Felt Co., Albany, N. Y.	----- 2,382.80
Alt. Wool Products Co., Lafayette, Ind.	----- 49.00
Aetna Waste Paper Co., Chicago	----- 2,815.79
Bahia Fibre Broom Co., Chicago	----- 26.50
Barclay, Ayres & Bertsch, Grand Rapids	----- 39.93
Wm. F. Benning, St. Joseph	----- 300.00
Bolton & Sons, Lawrence, Mass.	----- 695.33
Boiler Kote Co., Alton, Ill.	----- 172.93
Brammell Supply Co., Benton Harbor	----- 101.27
Black Clawson Co., Hamilton, Ohio	----- 34.00
J. P. Bowsher Co., South Bend	----- 20.97
B. H., St. J. Ry. & Lt. Co., Benton Harbor	----- 320.30
Geo. B. Carpenter Co., Chicago	----- 18.47
A. M. Castle Co., Chicago	----- 29.70
Cooper Wells Co., St. Joseph	----- 67.76
Clark Tractor Co., Buchanan	----- 45.69
Como Chemical Co., Kokomo	----- 690.00
H. C. Channon Co., Chicago	----- 143.03
Central Mfg. Co., Kalamazoo	----- 65.10
Dodge Mfg. Co., Mishawaka	----- 99.11
Eastwood Wire Mfg. Co., Belleville, N. J.	----- 374.69
Economy Engineering Co., Chicago	----- 65.00
Engbergs E. & M. Works, St. Joseph	----- 45.94
Fairbanks-Morse Co., Chicago	----- 21.76
Foot Bros. G. & M. Works, Chicago	----- 117.55
Fay Fdy. Co., St. Joseph	----- 129.31
Grasselli Chemical Co., Chicago	----- 369.76
Gore & Harvey, Benton Harbor	----- 75.00
Benton Transit Co., St. Joseph	----- 2,860.19
Gumbinsky Bros., Chicago	----- 9,985.09
Hill Pump Valve Co., Chicago	----- 35.60
E. F. Houghton & Co., Phila.	----- 34.66
H. G. Hughson, St. Joseph	----- 38.00
Francis Hughes, Chicago	----- 35.29
Heller Merz Co., New York	----- 174.20
F. C. Huych & Co., Albany	----- 234.60
Twin City Boiler Wks., Benton Harbor	----- 56.89

Samuel M. Langston & Co., Camden, N. J.	----- 147.47
Lockwood Trade Journal, New York	----- 7.50
Mandel Baron, St. Joseph	----- 114.27
M. Mindel Co., Benton Harbor	----- 181.69
H. A. Metz Co., Chicago	----- 124.00
A. B. Morse Co., St. Joseph	----- 16.25
Moulds Brass Fdy., Benton Harbor	----- 10.82
Chas. Newton & Co., Chicago	----- 91.80
N. Y. Belting Co., New York	----- 385.78
Orr Felt Co., Piqua, Ohio	----- 239.20
Dyes Distributing Co., Chicago	----- 398.75
St. Jos. Iron & Metal Co., St. Joseph	----- 249.01
Dan Sax & Co., Benton Harbor	----- 63.37
Stanley Belting Co., Chicago	----- 10.00
Schuler Benninghofen Co., Hamilton, Ohio	----- 1,829.61
Startle Bros., Middleton, Ohio	----- 244.00
Sanford Riley Stoket Co., Worcester, Mass.	----- 128.54
St. Joseph Iron Wks., St. Joseph	----- 23.95
Sterling Midland Coal Co., Chicago	----- 526.25
Scully Steel & Iron Co., Chicago	----- 70.65
Stein Hall Mfg. Co., Chicago	----- 127.00
Standard Oil Co., Grand Rapids	----- 1,520.19
S. B. Supply Co., South Bend	----- 376.07
W. M. & M. W. Talcott & Co., Providence	----- 61.92
U. S. Rubber Sup. Co., Chicago	----- 14.55
Vacuum Oil Co., Chicago	----- 612.57
Western Paper Makers Chem. Co., Easton, Pa.	----- 308.84
Whitlock Mfg. Co., Cleveland	----- 68.40
John Wallace Sons Co., St. Joseph	----- 677.10
Willett Co., Chicago	----- 102.00
H. O. Wilson, St. Joseph	----- 47.69
Continental Paper Grading Co., Chicago	----- 1,623.80
Paper Roll Plug Co., Menasha	----- 56.75
Chamber of Commerce, St. Joseph	----- 15.00
Brunt & Co., Chicago	----- 254.26
Flintkote Co., Boston	----- 493.97

by notes given:  
The following debts are all evidenced  
J. L. Warner ----- \$5,000.00  
W. F. Benning ----- 1,000.00  
J. L. Warner ----- 3,020.00  
Flintkote Co. ----- 4,019.04  
Francis Hughes ----- 5,000.00  
C. K. Riley Coal Co. ----- 1,295.74

The receiver has noticed an auction sale of the lands, buildings, stock, machinery and equipment of the bankrupt, located at St. Joseph, for June 1, at the premises of the bankrupt at St. Joseph. The reason for the sale under the receiver, rather than waiting for the appointment of a trustee, is the urgency of disposing of the property to save interest and insurance charges on the bond issue. The inventory of the property may be seen at the referee's office in Grand Rapids, and will be on the premises at the date of sale. The property is a complete paper manufacturing plant at St. Joseph, and was formerly known as Mullen Brothers Paper Co. Any one interested should be present at the date and time fixed for sale.

May 21. On this day was held the first meeting of creditors in the matter of Samuel Schensul, Bankrupt No. 2686. The bankrupt was present in person and by attorney, Reint P. Schuur. No cred-

# The Mill Mutuals

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MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO.  
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Combined Assets of Group \$30,215,678.02

20% TO 40% SAVINGS MADE IN 1923

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TORNADO - AUTOMOBILE - PLATE GLASS

## The Birth of a Nation's Drink

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



Chase & Sanborn  
CHICAGO



itors were present or represented. No trustee was appointed. One claim was allowed and one disallowed. The bankrupt was sworn and examined without a reporter. The first meeting was then adjourned without date and the case closed and returned to the district court.

On this day also were received the schedules, order of reference and adjudication in the matter of Harold De Leeuw, Bankrupt No. 2703. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Kalamazoo and is a woodworker by occupation. The schedules list assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$1,666. The court has written for funds for the first meeting, and upon receipt of the same the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Home Furnishing Co., Kalamazoo \$590.00  
Adolph Taylor, Kalamazoo 50.00  
Neal De Leeuw, Kalamazoo 15.00  
G. Hoffiens, Kalamazoo 45.00  
William De Leeuw, Kalamazoo 250.00  
Frank Miner, Kalamazoo 150.00  
Dr. A. E. Henwood, Kalamazoo 40.00  
Dr. F. Shilleto, Kalamazoo 45.00  
Old Borgess Hospital, Kalamazoo 17.00  
Dr. Edward Ames, Kalamazoo 7.50  
Dr. Jas. Barnabee, Kalamazoo 5.00  
The Union Store, Kalamazoo 98.00  
C. M. Brown, Kalamazoo 100.00  
Garrett Bushouse, Kalamazoo 10.00  
Nicholas Keyser, Kalamazoo 4.00  
Kalamazoo Storage & Transfer Co., Kalamazoo 3.50  
Dairyman's Milk Co., Kalamazoo 5.00  
F. S. Vahue, Allegan 4.00  
C. W. Van Tassel, Kalamazoo 70.00  
Costlow Clothing Store, Kalamazoo 40.00  
Nat. Clothing Store, Kalamazoo 2.00  
A. L. Hubbard, Kalamazoo 15.00  
Women's Home Companion, Grand Rapids 2.00  
Sprague Hardware Co., Kalamazoo 2.00

May 22. On this day was held the first meeting of creditors in the matter of Anton Rittgasser, Bankrupt No. 2688. The bankrupt was present in person and by attorney, J. P. Buescher. Creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The first meeting was then adjourned without date and the matter closed and returned as a case without assets over and above the exemptions allowed the bankrupt.

On this day also were received the schedules, order of reference and adjudication in the matter of William H. Hoisington, Bankrupt No. 2704. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a laborer by occupation. The schedules show assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$1,510.50. The court has written for funds for the first meeting and upon receipt of the same the first meeting of creditors will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Commercial State Savings Bank, Lakeview \$25.00  
Farmers & Merchants State Bank, Lakeview 471.00  
Peter Petersen, Lakeview 250.00  
William Beardsley, Lakeview 170.00  
E. G. Nibberger, Lakeview 100.00  
Meach & White, Lakeview 40.00  
F. L. Stebbins, Lakeview 60.00  
J. W. Skutt, Lakeview 50.00  
C. F. Ferber, Lakeview 9.50  
W. P. Kinney, Lakeview 6.00  
Cantwell Bros., Lakeview 8.50  
E. A. Herron, Lakeview 5.00  
William Charnley, Lakeview 8.50  
General Ward, Lakeview 10.50  
George Ferris, Lakeview 65.00  
Burleson Sanitarium, Grand Rapids 100.00  
National Salesman's Training Association, Chicago 100.00  
National Clothing Co., Grand Rapids 31.50

May 22. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Herman Van Wormer, Bankrupt No. 2705. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids and is a traveling salesman by occupation. The schedules show assets of \$1,125, of which \$400 is claimed as exempt to the bankrupt. The liabilities are fixed at \$8,525.85. The court has written for funds for the first meeting and upon receipt of the same the first meeting of creditors will be called and notice of the same made here. A list of the creditors of the bankrupt is as follows:

Jordan & Jordan, Grand Rapids \$235.00  
Chaffee Bros. Furn. Co., Grand Rapids 14.00  
Right Clothes Shop, Grand Rapids 18.00  
Lyon Music Shop, Grand Rapids 70.00  
Peoples Auto Co., Holland 575.00  
Dr. A. Muir, Grand Rapids 9.00  
Dr. James Henry, Grand Rapids 10.00  
Breen & Halladay Fuel Co., Grand Rapids 12.00  
Consumers Ice Co., Grand Rapids 16.00  
Elston Storage & Packing Co., Grand Rapids 41.60  
State St. Garage, Grandville 92.00  
Helmus Bros., Grand Rapids 18.00  
Dr. Clapp, Grand Rapids 7.00  
M. L. Cooper, Grand Rapids 50.00  
Black Monument Co., Grand Rapids 50.00  
L. Weyman, Grand Rapids 44.50  
Consumers Fuel Co., Grand Rapids 13.30  
Elenbaas Bros., Grand Rapids 56.94  
Paul Gezon, Wyoming Park 62.43  
Pauls, Jergens & Holtvluwer,

Grand Rapids 45.28  
Donovan Clothing Co., Grand Rapids 6.75  
E. A. Prange, Grand Rapids 10.00  
Arthur R. Sherb, Grand Rapids 58.42  
Lee Tire & Rubber Co., Grand Rapids 76.25  
Dr. Edward Vis, Grand Rapids 25.00  
Dr. C. H. Bull, Grand Rapids 42.00  
Dr. S. L. Rozema, Grand Rapids 69.31  
Dilley-Souter & Dilley, Grand Rapids 335.00  
Dr. Ward Moore, Grand Rapids 16.00  
H. Sackreiter, Wyoming Park 50.00  
Suburban Fuel & Ice Co., Grand Rapids 19.24

Strong Electric Co., Grand Rapids 13.72  
H. K. Boer, Grand Rapids 100.00  
C. R. Miles, Brohman 150.00  
C. W. Tubbs Oil Co., Grand Rapids 16.55  
Vander Wal & De Putt, Beverly 5.00  
Crescent St. Floral Co., Grand Rapids 11.00  
Doornbos Garage, Grandville 100.00  
Handy Dimmer Co., Grand Rapids 85.00  
Dr. Bell, Grand Rapids 18.00  
Wilbur Ley, Grand Rapids 35.00  
H. Bergman, Beverly 4,000.00

May 25. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Carroll Walker, Bankrupt No. 2706. The matter has been referred to Charles B. Blair as referee in bankruptcy. The schedules show assets of \$1,520, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$6,977.80. Funds for the first meeting have been deposited and the first meeting will be called and note of the same made here. A list of the creditors of the bankrupt is as follows:

Security Trust & Savings Bank, Fort Dodge, Ia. \$366.25  
New Amsterdam Casualty Co., Baltimore, Md. 906.00  
Ft. D. Laundry Co., Fort Dodge 3.75  
Ft. Dodge Telephone Co., Ft. Dodge 5.70  
Ft. D. Cr. Co., Fort Dodge 16.43  
Ft. D. Clinic, Fort Dodge 39.00  
Ft. D. Nat. Bank, Fort Dodge 14.05  
Man's Fashion Shop, Fort Dodge 55.00  
Physician's Clinic, Fort Dodge 7.50  
Dr. W. F. Carver, Fort Dodge 5.00  
Dr. H. W. Hines, Fort Dodge 73.00  
Dr. Mulholland, Fort Dodge 10.00  
D. W. Chalmers, Fort Dodge 54.35  
Frank Munn, Fort Dodge 16.50  
Theide Muller Co., Fort Dodge 14.20  
Leary's Grocery, Fort Dodge 47.00  
Martin Entle, Fort Dodge 12.26  
D. J. Collins Co., Fort Dodge 3.25  
W. V. Shipley Co., Fort Dodge 4.04  
Gateway Dry Goods Co., Fort Dodge 35.68  
Highland Green House, Fort Dodge 22.50  
C. C. Frost, Fort Dodge 12.00  
Crystal Ice & Sfg. Co., Fort Dodge 5.30  
Prussia Hardware Co., Fort Dodge 36.80  
E. H. Williams Lumber Co., Fort Dodge 80.00  
C. Isaacson, Fort Dodge 37.00  
J. L. Parsons, Fort Dodge 26.50  
American Educational Society, St. Louis 130.79  
La Salle Extension University, Chicago 100.00  
International Y. M. C. A., New York 59.64  
Paul Steketee & Sons, Grand Rapids 40.00  
Dr. F. Larned, Grand Rapids 27.00  
Herpolsheimer Co., Grand Rapids 180.00  
Dr. J. D. Hastie, Grand Rapids 200.00  
Frank H. McLachlan, Grand Rapids 100.00  
Al Sorenson, Grand Rapids 50.00  
Drake Market, Grand Rapids 6.00  
Hammer & Cortenhorst, Grand Rapids 14.00  
C. F. Petersen Coal Co., Grand Rapids 67.00  
Mrs. Osburn, Grand Rapids 11.00  
Mrs. Minnie Shippee, Belding 66.23  
Wolverine Metal Specialty Co., Grand Rapids 60.00  
Mrs. A. E. Lane, Valley City, N. D. 60.00  
Mrs. E. Knello, Lisbon, N. D. 26.50  
Mrs. David Allen, Jamestown, N.D. 113.00  
A. A. Carroll, Grand Rapids 25.00  
E. W. Munshaw, Grand Rapids 174.93  
B. W. Smith, Grand Rapids 3,500.00  
Olive Walker, Grand Rapids 8.15  
Producers Fuel Co., Grand Rapids 8.15

May 26. On this day was held the sale of assets in the matter of Willard A. Hobeke, Bankrupt No. 2678. The bankrupt was not present or represented. The trustee was present in person. Claims were proved and allowed. The property was offered for sale and the same sold to J. Brunger, of Grand Rapids, for \$1,610. The sale was immediately confirmed. A first dividend of 5 per cent. was ordered paid to general creditors. The special meeting and sale was then adjourned without date.

### Tomatoes Have Become Popular Only Recently.

Washington, May 23.—Tomatoes were probably first grown in the sixteenth century in Peru. They were grown in ancient times in Mexico, but they did not become an economic fruit until about 100 years ago. Up to that time, 1830, they were grown for ornament and were called the love apple. It was not until about 1870 that decided steps were taken to improve the tomato commercially. A. W. Livingston, seedsman, of Columbus, Ohio, brought out the old variety known as Trophy. The tomato was grown as early as 1596 in England, mostly in hothouses, and as early as 1812 in Italy.

## ALL ABOARD!

for the  
**NATIONAL RETAIL  
GROCERS CONVENTION**  
DUBUQUE, IOWA,  
June 22-25, 1925

via the



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Special service on the famous  
Great Western

### Legionnaire DeLuxe Train

Leaving Chicago 6:00 P. M.  
June 21, 1925

Specially prepared \$1.25 Table d'hôte chicken or steak dinner served on dining car to members of N. R. G. A. N. R. G. A. members will combine at Chicago and travel as a group over the CHICAGO GREAT WESTERN, the Official Line. Make your arrangements now to use this special service. We shall be glad to assist you with your travel plans. Special low round trip Convention fares via the CHICAGO GREAT WESTERN. Be sure to specify this route between Chicago and Dubuque.

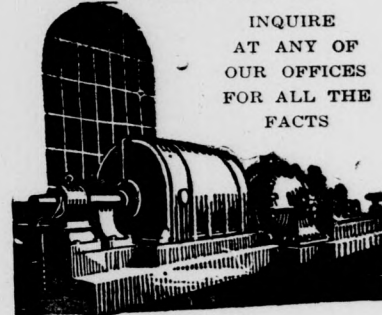
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**SIDNEY ELEVATORS**  
Will reduce handling expense and speed up work—will make money for you. Easily installed. Plans and instructions sent with each elevator. Write stating requirements, giving kind of machine and size of platform wanted, as well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

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## Sand Lime Brick

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Makes Structures Beautiful  
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Warm in Winter  
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Jackson-Lansing Brick Co., Rives Junction.

## BUSINESS WANTS DEPT.

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.

## Shoe Stock For Sale.

We offer a well-selected stock of shoes, with fully equipped repair department, located in center of fine growing residence district. For business reasons we will make a great sacrifice to effect sale—giving 30 per cent. less than actual value.

### SQUARE BOOT SHOP

1316 Madison Square, Grand Rapids

For Sale—Variety store, large Northern Michigan city. Fine location. Sickness reason for selling. Few hundred handles it. Box 935, Care Tradesman. 935

FOR SALE—Bakery in a live western New York town of 5000 population, doing \$42,000 to \$45,000 business annually, mostly retail. Completely equipped, only bakery in town. Good opportunity for a live business man. Emil A. Saenger, Inc., 360 Elm St., Buffalo, N. Y. 936

For Sale—Jewelry business, stock and fixtures, \$2,000. Reason for selling, impaired hearing. R. N. Fisher, Jeweler-Optometrist, Newaygo, Mich. 937

For Sale—Grocery and meat market. Stock and fixtures will inventory about \$5,000. Good location in good factory town. Address No. 938, c/o Michigan Tradesman. 938

FOR SALE—Modern up-to-date store, "The Adam Drach Co., Ludington, Mich. Will sell the entire stock of dry goods, shoes, ready-to-wear, fixtures, and lease; or fixtures and lease separate. Excellent opportunity. Established forty-five years. The best store and location in Ludington and Mason county. Inquire William Palman, Ludington, Mich. 939

For Sale—Grocery and small stock of dry goods, inventory \$3,700 stock and fixtures. Doing good business. Good location, Tuscola county. Best town in Thumb. Address No. 940, c/o Michigan Tradesman. 940

FOR SALE—Thriving drug store in small Southern Michigan town. Under present owners over thirty-eight years, are retiring because of age. Practically cash business. Will sell building and stock, or stock only and rent building. Good opening for physician-pharmacist. Address No. 941, c/o Michigan Tradesman. 941

FOR SALE—Old established men's furnishings and dry goods business, on main thoroughfare in Grand Rapids. Stock and fixtures will inventory about \$4,000. Will sacrifice for quick sale. All cash not needed. Other interests reason for selling. Address No. 924, c/o Michigan Tradesman. 924

FOR EXCHANGE—MODERN Two-story brick store, room 50x90 occupied. I want general merchandise. A. L. Redman, Olney, Ill. 925

For Sale—Stock general merchandise, \$15,000 to \$18,000, in Northern Michigan town of 1000 population. Must be sold to close estate. Address Thomas J. Bailey, Administrator, Petoskey, Mich. 926

For Sale—Detroit automatic computing, 100 lb. capacity, \$50. Closing out estate. Citizens phone 61-006, 131 Langdon Ave., City. 928

Wanted—Cash register, scales, floor case, Burroughs Add machine. A. L. Redman, Olney, Ill. 929

Wanted—Dry goods or general store, or a location in a prosperous town. Address No. 931, c/o Michigan Tradesman. 931

Refrigerators—Nearly new, all sizes. Scales, show cases, cash registers. Dickry Dick, Muskegon, Mich. 919

Pay spot cash for clothing and furnishing goods stocks. L. Silberman, 1250 Burlington 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 LEVINSON, Saginaw, Mich.

For Sale—Modern store building with living rooms above. E. M. Talman, Greenville, Mich. 934

### CASH PAID

for Shoes, Men's Clothing, Women's Wear and other merchandise stocks, also surplus merchandise. Will buy, lease or furnish tenants for business properties. Investigation and offer made upon request. JAMES H. FOX, 425 Pleasant, S.E., Grand Rapids, Mich.



### Waste Makes Want in Every Walk of Life.

Grandville, May 26—The American people are beginning to awaken to the fact that all that glitters is not gold.

It is well that the awakening has come before the whole Nation is bowed down under a burden of taxation which has well nigh mortgaged every home in the land.

Reckless extravagance has marked all our public doings since the beginning of our entrance into the kaiser's war. Throwing money to the birds has become an every day pastime, seemingly in the belief that there could be no end to such sublime idiocy.

Nevertheless the people are coming to their senses.

In the name of public improvements, in the name of educational needs, we have bonded our cities and villages, even townships, until the last dollar has been extracted which the people who pay in the end can dig up.

Some of our professed philanthropists have gone sled length in urging taxation for every imaginable public need until there looms a debt against the property owner that it will require a generation of close pinching to pay. It has been so easy to raise money by bonding, the thought that there must come a day of settlement not once intervening to worry the voter of the bonds.

Taxation has increased by leaps and bounds.

Little wonder is it that there are so many abandoned farms. These have been taxed out of existence, which, of course, serves to add more taxes on those who are able to pay.

We have had a gay and happy experience, but the day of settlement draweth nigh. Now will come the days of hardship and close economy to meet the extravagancies of that happy-go-lucky time when every conceivable expedient was adopted to raise money to farther more extravagancies.

Farmers, mechanics, laborers—the rich as well as the poor—have come to the turning of the ways. It is root hog or die from now on.

It is a noticeable fact that the raising of money for any purpose however worthy the object may be, is less easy now than it was even as late as last year. Towns which have voted on bonding for building new schools vote down the proposition, and we can hardly blame them since the time to call a halt on wild extravagance is here.

One considerable village just outside of Kent county has thrice voted against bonding for the purpose of building a new school edifice. Some there are who harshly criticize such action, but unless this method of emphasizing the need of a halt to public extravagance is adopted what will halt the waste of the peoples' substance?

The frightful extravagance of both State and National governments is a travesty on our boasted liberty under the constitution. We are fast becoming abject slaves to an oligarchy which threatens the very liberties of the Republic.

To-day they are building a farm palace in Washington to house the various agricultural exhibits of the country. In order to carry on properly it seems necessary to employ an army of over 5,000 persons in the single department devoted to agriculture.

The pay of this army of employees amounts to several millions. This is only one of many departments working under Government supervision. Are we getting value received for all this expense?

What are the farmers receiving in return for this expensive outlay? This new palace is expected to cost around seven million dollars. How many farmers in Michigan realize what large benefits are coming to him because of this outlay for agriculture at Washington?

Are these five thousand farm clerks

at the capital of the Nation earning the pay they receive? If so, why not give a bill of particulars, so that the farmer taxpayer, as well as others, may know exactly where we stand?

There will be no such bill forthcoming. It would simply be flying in the face of fate to explain away the useless servants of Uncle Sam slaving from six to eight hours per day in the service of the American people.

As if expenses were not large enough the congressmen raised their own salaries a paltry twenty-five hundred dollars to help in meeting the expenses of a life in Washington. Perhaps it would be less nauseating had we a Congress worthy the name. So many incompetents one cannot help wondering what the outcome is to be.

Here and there appears a beacon light above the dark night of public extravagance.

President Coolidge has sounded the tocsin of reform in these extravagant methods of government, but true reform must come from the people themselves. It is a noticeable fact that the everyday men and women seem to be awakening to the situation as recent election returns where bonding propositions have come up attest.

There is scarcely a hamlet above a hundred inhabitants which has not some time or other bonded itself for some real or imagined building improvement, learning later to regret hasty action.

One of the worst systems in the business world is the granting of credit to Tom, Dick and Harry in the matter of goods for the person and the home. Such methods breed extravagance which is to-day the greatest menace to the future happiness of home, state and Nation.

Old Timer.

### Glad They Burned Their Fingers.

I don't know when I have been so tickled over anything as I have over the collapse of the coffee market. I am sorry for any American coffee distributors, wholesale or retail, if they got caught, but certainly if they got caught badly it was their own fault. If any market slump ever announced its coming in advance, this one did. Practically everybody has seen for weeks that the Brazilian coffee swine had bitten off more than they could chew. They couldn't swing it. They expected the easy American consumer to go on paying whatever price they in their swinishness wished to ask. So they did for awhile and if the Brazilians had only been content with a moderate success they would have gotten away with it. The sky, however, was their limit, but when they pushed Santos coffee way above milder of better quality, the American consumer struck and the result was a very decided falling off in the consumption. This finally reached Brazil and stocks began to pile up there, until in spite of everything the Government could do, the market smashed. They may be able to put it back, but I doubt it.

This serves these hogs right. I hope they burn their fingers so badly they will never try it again.

Elton J. Buckley.

Spring Lake—The Sterling Co. has been incorporated to deal in all kinds of merchandise, with an authorized capital stock of \$25,000 common, \$5,000 preferred and 2,500 shares at \$1 per share, of which amount \$20,050 and 25 shares no par value, has been subscribed and paid in, \$20,000 in property and the balance in cash.

### Advisable To Carry Sufficient Stock.

Written for the Tradesman.

Private crop report by Murray, of Clement, Curtis & Co., places the condition of winter wheat at 73.5 per cent. of normal, forecasting an out-turn at harvest of 437,512,000 bushels, a reduction of 7,321,000 bushels from the Government crop report of May 1, which predicted a winter wheat crop of 444,833,000 bushels.

The out-turn of the crop last year was 590,037,000 bushels, so according to the Government report of the 1st of May this year's crop will fall short of last year's by more than 145,000,000 bushels and according to private estimates the shortage will total better than 150,000,000 bushels.

Since the 1st of May, wheat in the states of Ohio, Illinois, Kansas, Missouri and Colorado has declined in condition; prospects are not as good now as a month ago, while a slight improvement has been made in Indiana, Kentucky, Texas, Oklahoma and Nebraska.

The decline in the Kansas crop indicates a loss of 6,000,000 bushels in that state, the less favorable prospects being attributed to thin stands and to fly and chinch bugs.

Generally speaking, there has been insufficient rain fall over most of the winter wheat section. Furthermore, freezing temperatures recently have produced unfavorable results.

One thing is certain, favorable weather and sufficient moisture are positively essential from now on to the harvesting of even 437,000,000 bushels of wheat in the winter wheat section of the United States this year.

Spring wheat is looking better. Present prospects indicate a somewhat larger yield in the United States than was obtained last year, although the increase will be nominal.

The Canadian spring wheat crop appears in excellent condition and present estimates indicate considerably more wheat will be raised in Canada this year than last.

Stocks, however, are light. The trade are buying wheat and flour in a limited way, not looking with favor upon high prices in the face of a new crop.

It is apparent, however, that the United States and Canada combined will not raise as much wheat as last year. On the other hand, the European and Far Eastern requirements are increasing, so that while present prices appear too high for new crop wheat, it is becoming more apparent every day that new wheat this year will bring a much higher price the first six months of 1925-1926 crop year than it did a year ago.

This does not appear to be an opportune time to anticipate future requirements; nevertheless, it is advisable to carry sufficient stocks of both wheat and flour to meet normal trade demands, as old wheat is not plentiful and the new crop is facing rather unfavorable conditions.

Lloyd E. Smith.

### Produces New Berry Without Any Seeds.

Fort Meade, Fla., May 23—What may develop into a real Florida berry, worthy of extensive cultivation, has been evolved by a local farmer with an experimental turn of mind. He has

successfully crossed the raspberry and blackberry, producing a fruit as large as the blackberry, of a dark red color, with a delicious flavor, claimed to be far superior to either individual berry from which it was obtained. A feature of the unnamed creation is its freedom from seeds, as compared to the others, and the exceptional juice content. It is prolific in bearing. The discoverer believes that in it he has something superior to the Marcel blackberry for marketing. As a flavor for drinks it is also desirable. The possibility of its utility for this purpose is favored greatly, as it is deemed more palatable than grape juice.

### SINS THAT ARE OUT OF STYLE

Carrying an umbrella was once considered a sin. Getting shaved another. Photographs were the works of the devil. The man with only one wife was considered queer and the man who did not drink booze was queerer. We who are so sure today—how do we know but fifty years hence our present ideas will be out of fashion? For in spite of the lamentations of our lamenters every time we lose a virtue the world grows better and we may find in the end that the saints were the sinners and the sinners were the saints.

They used to send people to jail for smoking. At that time cigars were awfully strong. In Grand Rapids there is tobacco now in cure under a new process that will eliminate the poisonous gum. But it takes time. When cigars from this tobacco are on the market you will be able to buy a cigar that has a soothing effect. Then to sit down and relax and meditate while you blow the clouds of smoke will be one of the joys of life.

G. J. Johnson.—Adv.

### NEW ISSUE

**\$4,200,000**

### Western Public Service Co.

First Mortgage 6% Gold Bonds, Series "A" Due April 1, 1950.

Secured by an absolute first mortgage on fixed properties of the Company which have been appraised by Day & Zimmerman, Inc., at \$6,600,000, thus making this less than a 65% mortgage on all the properties.

Net earnings for the last 12 months, ended February 28, 1925, were at the rate of 2½ times interest charges.

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PRICE 98 and Interest, Yielding 6.15%

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