

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-second Year

GRAND RAPIDS, WEDNESDAY, JUNE 3, 1925

Number 2176

186'25ER

Post-Mortem Praises

I've noticed when a fellow dies, no matter what he's been—
 A saintly chap or one whose life was darkly steeped in sin—
 His friends forget the bitter words they spoke but yesterday,
 And now they find a multitude of pretty things to say.
 I fancy when I go to rest some one will bring to light
 Some kindly word or goodly act long buried out of sight;
 But, if it's all the same to you, just give to me instead,
 The bouquets while I'm living and the knocking when I'm dead.
 Don't save your kisses to imprint upon my marble brow,
 While countless maledictions are hurled upon me now;
 Say just one kindly word to me while I mourn here alone,
 And don't save all your eulogy to carve upon a stone!
 What do I care if when I'm dead the Bloomingdale Gazette
 Gives me a write-up with a cut in mourning borders set;
 It will not flatter me a bit, no matter what is said,
 So kindly throw your bouquets now and knock me when I'm dead.
 It may be fine, when one is dead, to have the folks talk so,
 To have the flowers come in loads from relatives, you know;
 It may be nice to have these things for those you leave behind,
 But just as far as I'm concerned, I really do not mind.
 I'm quite alive and well to-day, and while I linger here
 Lend me a helping hand at times—give me a word of cheer,
 Just change the game a little bit, just kindly swap the decks,
 For I will be no judge of flowers when I've cashed in my checks.

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.**

THE 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 airtight 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)

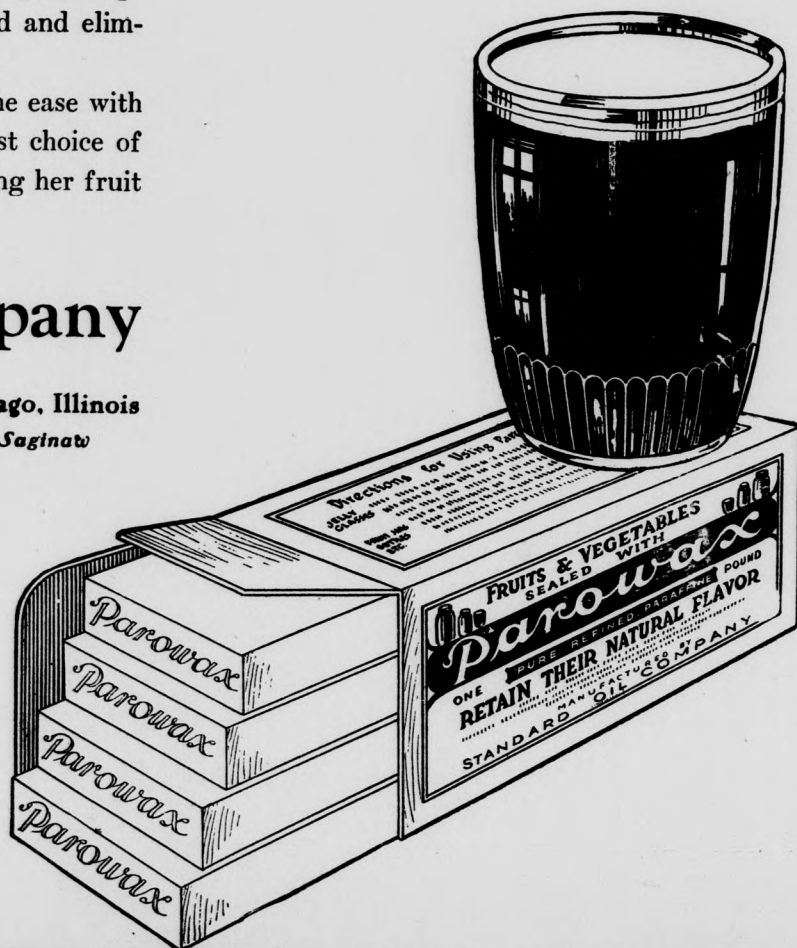
910 S. Michigan Avenue Chicago, Illinois
Michigan Branches at Detroit, Grand Rapids and Saginaw

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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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.

Excellent Example of Union Dishonesty.

The slimy hand of trades unionism was disclosed for a few hours in Grand Rapids yesterday, when the Furniture City band of this city suddenly repudiated a contract made in apparent good faith with the Knights Templar because a non-union band from Kalamazoo was engaged by the Commandery of that city to lead that organization in the parade. There were several other non-union bands in the parade, but the gang of local marplots and irresponsibles made no objection to their presence. As a result, the Furniture City band was deprived of the pleasure and profit of inflicting its so-called music on the good people of Grand Rapids and their guests, greatly to the satisfaction of those who realize that all music furnished under union auspices is a joke and a travesty on art, because union musicians devote so much time to the propagation of deviltry that they have little time to devote to the study of music. The lack of education peculiar to most union men also precludes their acquiring a love of the art for art's sake.

A formal statement issued by Commander Moore was as follows:

It is a principle in Knight Templar Masonry that we live our own lives in accordance with our understanding of what is right and just. This is not the first time in Masonic activities that unions, in the last moment, have tried to hold up a procession by force and arrogance.

We do not feel we can dictate to a commandery of Knights Templar what kind of band it should take with it, nor do we feel we can tell a commandery that is band cannot play. Likewise, we do not feel that any union or group of men can dictate to us what we should do. We are the hosts of these commanderies and we propose to treat them as our honored guests. One does not tell a guest what to do.

I have no argument with unions. I am not an employer of either men or

women. But I believe in the principle that every man has a right to lead his own life, to do what he pleases when and where he pleases, so long as he lives within the law and is an upright and honorable citizen. If this situation applied to every band in the parade it would make no difference for we would rather have it said that we did what was right than otherwise to have every band in Michigan lend color to our conclave.

The temper of the Administration concerning war and other foreign debt settlements becomes more unmistakable with the passing weeks. The speech of Ambassador Houghton was followed by polite but firm instructions to American diplomats that debtor nations be reminded of their delinquencies. Those Americans abroad who began currying foreign favor by apologizing for their country's actions in this and "explaining it away" as a political move not supported by American sentiment were told they would do well to mind their own business in such matters. Those nations which have been trying to separate their debts into "commercial" and "political" obligations were informed that no such distinction will be made. Other debtors who have been making preferred creditors of their European neighbors and discriminating against the United States have been reminded this is in direct violation of solemn guarantees made to America. We were most popular in a great part of the Old World in 1917-1918. We have not been so popular since and will be less so now, but in time the fact that the United States is no longer the Old World's Christmas tree may begin to sink in.

To the last penny, says Mussolini, Italy will pay her war debts. But, of course, there must be a moratorium, and a long one. The great sacrifices made by Italy in the war must be taken into consideration by her creditors. And financial conditions in Italy to-day are not all they should be. Consolidation is necessary. Moreover, the United States should be willing to accord Italy more than most-favored-nation treatment with regard to commerce. And so forth and so on. Italy made important territorial and political gains through the war. Italy happened to choose the right side with which to throw in her lot. Italy is to-day stabilized, politically, through a dictatorship, and Italian public opinion in connection with foreign affairs and governmental finance forms no obstacle to anything Mussolini wants to do. Mussolini could have a debt settlement with the United States at any moment. And Mussolini is determined to pay to the last penny. Does it never occur to Mussolini and some others that it is the first penny Uncle Sam is waiting for?

In distributing 1,000,000 ballots and requesting each patron to vote for his favorite dish, the Restaurant Owners' Association of New York City proposes to find the five most popular American dishes and later will offer prizes for the best methods of preparing the dishes receiving the highest votes. The contest will be interesting, but whether it will produce the really favorite American dish is a question that cannot be lightly answered. The experience of a famous New York publisher indicates that the patrons of restaurants like to read the titles of the expensive dishes and then order something else. The publisher delivered a discourse on the duty of publishing high-class matter. Reminded that his publications fell far short of his ideals, he apologized by saying that when he was a waiter in his youth he noticed that the patrons of the restaurants carefully studied the elaborate bills of fare and invariably ended by ordering ham and eggs. "I resolved," he added, "when I became a publisher I would give them ham and eggs—in literature." In the list of dishes the Restaurant Owners' Association has published ham and eggs are omitted. The devotees of this great American dish are therefore deprived of the means of expressing their preference. The ham-and-egggers are entitled to a fair hearing.

The War Department most unwisely suggested November 11, Armistice Day, for the second annual muster and inspection of the nation's armed forces and reservists. President Coolidge has chosen July 4 as a better date. There is enough of a martial background to the Fourth of July to make it a more seemly date for "Defense Day" than the Day of Armistice, with its mingled memories of sorrow for the dead and joy for the coming of peace. Marching troops and rumbling gun wheels will not jar upon the emotions stirred by Independence Day. If it is desirable that "Defense Day" be observed on a National holiday, the Fourth of July is the most fitting. This year the time will be short. "Defense Day" six weeks hence will come at a time when National Guard units ordinarily are bending their energies toward the work of their summer training camps. Either "Defense Day" or the camps must suffer this year in some cases. If July 4 is to be the annual "Muster Day" it should be made a permanent observance. To almost every one concerned, other than the War Department, September 12, the anniversary of St. Mihiel, was as satisfactory as any other date.

The definite point in the issue of European security upon which France and Great Britain are unable to see eye to eye involves the creation of a

neutralized strip along the Rhine under protection of the League of Nations. According to the German plan, Great Britain, France, Belgium, Italy and Germany would bind themselves into a part and agree that any one of them entering this zone upon military adventure bent would be committing an act of war upon all the others. France, however, foresees that occasion might arise—in case, for instance, of a German move against Poland—when France would feel compelled to climb over the fence. Foreign Minister Briand, therefore, asks provision for such occasions, and Foreign Minister Chamberlain of Great Britain is apparently willing to make exceptions in favor of France. The rest of the British Cabinet, it is said, is dead set against it. There is certainly room for compromise, and compromise there must be if Great Britain is to work with France for the political rehabilitation of Europe.

Most men for whom cigars are named are "obleged for de compliment," feeling that a far-flung reputation is thereby assured. But Lieutenant Commander John Philip Sousa is displeased because without his consent his name has been affixed to a 3 cent brand and his friends and acquaintances are thereby moved to derision. As balm for his wounded feelings, the bandmaster has sued the cigarmaker for \$100,000. What price glory? There are those who would be willing to pay a good deal for such aromatic notoriety. The list of personalities much in the public eye who have achieved portraiture on the decorative lid of a cigar box is a long one and includes some who would rather be popularized thus than to have the distinction of being painted by Sargent and displayed to connoisseurs in a gallery.

It is no use—the public will stand for a lot of things, but not that dear, old silver cartwheel, the dollar of our daddies. The Treasury of these United States thought it would. The Treasury was mistaken and now admits it. Something like \$10,000,000 in these "iron men" were fed out of the Treasury. Now most of the ten million are back home. The demand for "ace notes" was so great the Bureau of Engraving and Printing could not print enough dollar bills to give them the "seasoning" needed to make the ink "set." Therefore the silver dollar was handed out to us by clerks at post-office windows and other Government cashier wickets; but it was no use. The Mid-West, Mountain West and the Pacific Coast have not broken themselves of the silver-dollar habit entirely, but the rest of this fair land is emancipated.

CLOCKS ARE HIS HOBBY.

Noted Inventor Finds Time To Tinker Timepieces.

Many a boy in childhood has taken a watch apart to see "what makes it go round" but few of them learned the knack of putting it together again so skillfully that it became a life hobby with them.



Such, however, is the case with H. O. Hem, inventor and consulting engineer with the Toledo Scale Co.

Mr. Hem has achieved world wide fame as an inventor of engines and scales.

His patents on the latter run in the neighborhood of 100, about 75 of which are held by the local scale company, with which concern he has been affiliated for the last ten years.

He is internationally known for the invention of certain types of scales and when Uncle Sam wishes expert advice on the building or purchase of weighing apparatus, whether it be to compute horsepower or tons, he sends to Toledo for Mr. Hem. Secretary of Commerce Hoover has frequently sought his aid in solving governmental problems of this nature.

During the war Mr. Hem was kept busy at the aviation camps and munitions factories doing his bit to win the war. In the former places he was occupied with inventing, supervising and regulating automatic scales for measuring the horsepower of airplane propellers at different speeds and under varying conditions. In the munitions factories he was busy testing the accuracy of scales upon which dangerous explosives were weighed.

Recently he perfected a scale for the testing of the wearing qualities of automobile tires, which is said to be of inestimable value to concerns manufacturing tires and, indirectly to consumers.

Mr. Hem has invented steam engines and gas engines. He separates his automobile from its motor painlessly and puts it all together again with no parts left over. He tinkers with his radio sets (plural is right—there are three) and they produce results which convince even the most skeptical.

But his hobby is clocks. Solving an intricate problem of watchmaking is the most fascinating recreation for

Mr. Hem. His home is full of them and after every trip out of the city he returns with at least one new clock in his trunk. The history of the timepiece is of small moment.

The exterior of the clock makes no difference. It is the works that count. Just as the carefully trained student of human nature can look beyond outward appearances to the person within, so Mr. Hem looks at a clock and knows immediately if the works are worth saving. Sometimes he brings home a specimen with a broken crystal, crooked hands or battered frame, but if the works were good to start with, he soon has the clock in excellent shape.

This is no superficial knowledge Mr. Hem has suddenly acquired from a

perfect degree of accuracy. Taking into consideration the differences between the expansive powers of aluminium and steel he has constructed a pendulum chain which is not subject to the vagaries of heat and cold, as are those on many clocks. The pendulum itself, has been made heavy enough so that atmospheric pressure has no effect upon it.

In another room is a French clock which has been in the family for more than 100 years, all the parts of which were made by hand. Many expert clockmakers had given up an attempt to make this clock go, but Mr. Hem now has it regulated so that it keeps as perfect time as it did when Napoleon died at St. Helena. This clock, too, has been fitted with a com-

he enjoys most. He has perfected his science to such a degree that he, in common with the finest watchmaker of the world, can so regulate a timepiece that it may be turned face up or down or on any side and it will keep equally accurate time.

It is here that he comes with his most knotty problems of scale invention, lays them aside for a few hours for this, to him, most fascinating recreation, only to return to those problems with a mind refreshed and ready for the solving of them.—Toledo Times.

Novel Effects of Chokers.

Pearl chokers, or combinations of chokers and chains, are leading items in popular-priced novelty jewelry. A new idea in the latter is being offered by a wholesaler here which features effective color combinations. The choker portion of the combination is of white "indestructible" pearl beads and leading from this is a chain which contains "stations" of pastel-colored pearls winding up in a fringe effect. The same firm is offering double chokers, one of which is in white and the other in pastel colored pearls. Both are attached to single clasp at the back. Another novelty stressing the same color effect shows alternating pearls with cut crystals. The pearls are white, but there are many color choices available in the crystals.

Courage.

The greater part of the courage that is needed in the world is not of a heroic kind. Courage may be displayed in everyday life as well as on historic fields of action. The common need is for courage to be honest, courage to resist temptation, courage to speak the truth, courage to be what we really are and not pretend to be what we are not, courage to live honestly within our means and not dishonestly upon the means of others.

MOTHER'S COOKING EXCELS WIFE'S.

Immigrants who come here from the old countries are apt to say that the food here does not taste as good as the food in their own country, and in this they may be right, but it is not in the food but in their tasters. Then too, recollections are usually sweet. Mother's cooking was at its best when our mouths watered at the sight of food. The idea prevails that mother's cooking seems better than wife's. Granddad said the same thing about his mother. If that theory holds good, then Mother Eve must have been a wonderful cook. If man ever reaches the promised land, he will probably kick on the angels' food, and talk about the corn-beef and cabbage he used to have. The same idea prevails in regard to tobacco. You hear old smokers tell of the nice taste tobacco used to have, when as a matter of fact, fifty years ago tobacco was strong enough to knock an ox down. Today all tobacco growers and cigar manufacturers are striving to eliminate the poisonous gum from tobacco and mild tobacco is at a premium. Smokers today want a mild cigar and it is the good mild cigar that wins.

G. J. Johnson.—Adv.



H. O. Hem.

book. He has inherited this "clock-sense" from a generation of real clock-makers.

In his boyhood home in Norway his father and grandfather were expert manufacturers of clocks. Mr. Hem's father died when he was a small lad and to him was bequeathed not only the love of clocks but the tools as well. He began to play with them and while other boys tried their young hands at whittling bits of wood and toying with magnets he was playing with clock tools, unconsciously picking up all the necessary information on what makes a clock right.

Every room in the Hem home boasts at least one clock and some of them listen to the gentle tickings of several. A tall clock in the hall has been regulated by Mr. Hem to an almost per-

fecting pendulum so that change of temperature does not affect it.

An electric clock has been sent to Mr. Hem by a concern which manufactures them with the request to work out some plan by which a compensating pendulum can be put in it.

In his den there are clocks all about him, large ones and small. Here, too, are many treasured watches, among them a split second watch which is useful not only as an absolutely accurate timepiece but as a stop watch as well.

But it is in his workroom that Mr. Hem is most happy. It is a room in the house which he has fitted up especially for work on clocks or watches.

It is here that the inventor of scales, the engineer of ability turns his mechanical genius to the purpose which

Public Servants. How Are They Serving Us?

Grandville, June 2—The farmer as he is to-day hasn't quite come into his own.

Michigan has no longer a strictly agricultural college. The M. A. C. has been renamed Michigan State College. What does this signify? Much or little, according to your viewpoint.

It does seem as though every state should be able to support a strictly agricultural college, but modern fadists have said differently and the agricultural college must go.

However, many gentlemen of agriculture there are on the farms, it seems their right to have a college of their own has been taken from them.

It might seem that the Michigan University at Ann Arbor would satisfy most cravings for law, medicine and engineering, without knocking our only farm school out of existence.

We have normal schools as well as the many-sided University. Why, then, encroach upon the only agricultural school in the State?

Our school system is a many-sided affair. Rural schools are fast going out to make room for central schools where the city professor may educate his own brains while he is teaching the rural population the wonders of the centralized school system.

The Grange, a strictly farm organization, will doubtless be the next organization to fall before the modern educational reaper and be shifted from its country belongings to adjacent towns where the members may enjoy highbrow culture, which, of course, could never trickle to them through a strictly rural surrounding.

Agricultural universities are thus in name only.

The more than 5000 agricultural employes at Washington were called upon to furnish a genuine farmer to pose before the camera of the movies for strictly agricultural purposes, of course and not one of these bucolic citizens was able to meet the requirements.

What good work is being done by this army of farmers at the capital city for the uplift of the American agriculturist is, of course, past finding out.

Several candidates were tried out, but their antics ruined the picture. It is related that the officials went back to the farm and hired a regular farmer right at the plow. However, when he came before the camera he was overcome with stage fright.

Finally, the director engaged a professional actor, who has never worked a day on a farm, and he played the part satisfactorily.

So you see how necessary it is to go to the professions for our movies and leave the farmer to his own devices. It is more than probable that the farmer is not getting a fair deal in these days of jazz and unlimited Big I and Little You performances.

The whole business of America has behind it the man who holds the plow. It should be a gratifying fact that so many millions are devoted by the General Government to the needs of the farmer. Where he comes in, however, is not generally understood.

The interference of Government with the doings of the people has not been in the main advantageous to those supposed to be favored. It might be the proper thing for the Grange to appoint a delegate to visit the seat of government and look through the magnificent buildings dedicated to agriculture. Perhaps the eyes of the public might be opened to the true inwardness of the great work our Government is doing for the uplift of the American farmer.

Certain it is that the expenditure of several millions of dollars at Washington, connected with the employment of a grand army of workers said to be dedicated to the betterment of agriculture, ought to be sufficiently easy of demonstration with very little red tape attached.

Farmers, send your committee of investigation. Take nothing for granted, but look into things with a view to finding out all about Government aid to the man on the farm.

The complaint of the electric railways with regard to truck traffic may, in a measure, have a foundation, but it will be remembered that the various interurban railway companies combined to raise fares right at a time when other prices were going down.

Because of this grasping disposition the public hailed the advent of various bus lines with satisfaction. Consequently, if many of these railways are thrown into bankruptcy, they have only themselves to thank.

The steam roads, too, took advantage of their position to raise passenger rates to a point the highest in the history of railway traffic in the State.

At a time when prices were on the down grade, after the effect on business of the kaiser's war, the railroads thought they saw a chance to mulct the public to the tune of practically doubling rates, both passenger and freight.

Doing this these corporations have no kick coming against the public if it takes to the bus lines as a relief from as great a scheme of highway robbery as ever disgraced a state.

To succeed without vexatious conditions, public carriers as well as individuals in business, must deal honestly with its public.

This honest dealing hasn't been so much in evidence as to guarantee a growth of celestial wings on the shoulders of our public servants.

Old Timer.

New Sugar Substitute May Revolutionize Business.

Washington, June 1—Chemists of the Bureau of Standards have discovered a substitute for sugar that may revolutionize the business. They are extracting a high quality of levulose from the Jerusalem artichoke, which is said to be 50 per cent. sweeter than cane sugar and twice as sweet as glucose. Jerusalem artichokes are plentiful in the United States. They grow wild in certain regions and are used to feed cattle. The plant resembles a sunflower. However, it is the roots, which have at times been suggested as a substitute for potatoes, that furnish the sweet juices for the new sugar. The plant grows in arid territory, requires no such care as sugar cane, and is just as easy to reduce. Scientists say that it is not really an artichoke, nor does it come from the Holy Land. It is an Italian native and its Italian name, girasole articoeco, which means sunflower artichoke, has been Anglicized into what it sounds like without being translated.

Apples and Potatoes Serve as Motor Fuel.

Spokane, May 29—A new use for cull apples and potatoes was demonstrated last week when Lt. N. B. Namer, U. S. Reserve Corps, using an alcohol base produced from these, flew in his biplane from here to Wallace, Ida., a distance of 90 miles in an hour. The engine warmed up immediately and the running was smoother than with gasoline, although no adjustments had been made on the machine for the new fuel. The fuel is the invention of E. H. Records, of this city, and is being manufactured here. That used by Lt. Namer was stock stuff. He carried a passenger, and reported that, while the fuel consumption was lowered, an increase in speed was noted.

Goose That Laid Golden Eggs Dies.

New York, June 1—The goose that laid the golden egg is dead. She died of pneumonia aboard the Cunard freighter Stockwell while en route to this country, along with several other and wilder animals consigned to E. S. Joseph, wild animal dealer. The goose was of African descent and laid bright yellow eggs, which shone like gold. Her death was announced recently by Mr. Joseph.

Making Honest Effort

An authority who has made wide study of the business field says that to-day, as never before, business is a battle with a real survival of the fittest—that the next few years will see thousands of present day retailers in other vocations through following improper business methods.

There is an old saying that Providence helps those who help themselves, and probably there is no other vocation where this can be better applied than in the retail business.

It is an undeniable fact that the merchant who does not make a real effort to succeed in business fights a losing battle with competitors who strive to keep pace with the times.

Every practical thought or suggestion advanced for increasing sales will immediately attract the attention of the wide-awake dealer who is out to win.

We are firmly convinced that in this territory there are to-day more dealers making a real honest-to-goodness effort to succeed than in any similar territory in the United States. They are studying their problems closer, and giving more careful attention to the various vital phases of their business.

There is hardly a dealer in this great territory but who appreciates the assistance by Worden in helping solve the many problems which have arisen during the past few years, and continue to arise.

And these dealers are showing their appreciation by a more thorough co-operation and in a closer relationship with us than ever before.

We believe that we are justified in saying that the QUAKER idea with the QUAKER BRAND and QUAKER policy are accomplishing big things for the many merchants who are using them aggressively.

WORDEN GROCER COMPANY
Wholesalers for Fifty-six Years

The Prompt Shipper

Movements of Merchants.

Detroit—The Bank of Commerce of Springwells has increased its capital stock from \$50,000 to \$100,000.

Detroit—The Kalman Steel Co., 508 Empire building, has increased its capital stock from \$1,000,000 to \$2,800,000.

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

Detroit—The Deglarescope Co., 1310 Maple street, auto head light lens, has increased its capital stock from \$240,000 to \$302,000.

Ovid—W. E. Merrill has sold his jewelry stock and store building to E. H. Doane, of Durand, who has taken possession.

Detroit—The Mark E. Hanna Co., 1636 Dime Bank building, pig iron, etc., has increased its capital stock from \$50,000 to \$100,000.

Kalamazoo—The Vosler & DeLoof Co., R. F. D. 2, East avenue and Ira street, grocer, has increased its capital stock from \$25,000 to \$75,000.

Rogers City—Fire destroyed the main office of the Michigan Limestone and Chemical Co., with loss placed at \$75,000, fully insured. Reconstruction will start at once and there will be no interruption of business.

Lansing—Lawrence Baking Co., which claims one of the most modern bakeries in the world, plans to build a railroad siding from the New York Central line to its plant. The company unloads 100 cars of flour yearly.

Trenton—The Trenton Garment Co. has been organized and has leased the plant formerly operated by Burnham, Stoepel & Co., in the manufacture of women's garments, and has purchased the machinery and equipment. This concern will employ women.

Detroit—The Jewel Feather Mattress & Bedding Co., 1253 Michigan avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$6,000, \$4,837 of which has been subscribed and paid in in cash.

Saginaw—The Saginaw Motor Equipment Co., 1914 North Michigan avenue, has been incorporated with an authorized capital stock of \$30,000 common and \$2,000 preferred, all of which has been subscribed, \$8,800 paid in in cash and \$5,000 in property.

Grand Raven—The Abigail Co., 218 Washington street, has been incorporated to deal in dry goods, wearing apparel, novelties, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Detroit—H. H. Landay & Co., 719 Book building, has been incorporated to deal in ores, coal, coke, by-products at wholesale and retail, with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in, \$500 in cash and \$2,500 in property.

Albion—The Albion Community Hotel Corporation, Michigan avenue, has been incorporated to build and conduct a hotel with an authorized capital stock of \$175,000 and 1,750 shares at \$2 per share, of which amount \$3,500 has been subscribed and paid in in cash.

Detroit—C. L. Grandsen & Co., 642

West Jefferson avenue, dealer in supplies and merchandise for mills, factories, vessels, etc., has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Wayland—The P. & A. Petroleum Products Co., with business offices at Saugatuck, has been incorporated to conduct a wholesale and distributing business of petroleum products, with an authorized capital stock of \$2,000 common and \$10,000 preferred, of which amount \$7,100 has been subscribed and \$2,000 paid in in cash.

Grand Rapids—VanderBroek Sons have merged their roofing and sheet metal products business into a stock company under the style of the VanderBroek Roofing Co., Lyon street and Ionia avenue, with an authorized capital stock of \$10,000, of which amount \$9,300 has been subscribed and paid in, \$5,000 in cash and \$4,300 in property.

Manufacturing Matters.

Kalamazoo—The Roamer Motor Car Co., 1900 Reed street, has changed its name to the M. & M. Corporation.

Battle Creek—The Michigan Carton Co. has increased its capital stock from \$100,000 no par value to \$150,000 no par value.

Detroit—The Lavoy Manufacturing Co., 14442 Majestic building, has increased its capital stock from \$50,000 to \$100,000.

Jackson—The Specialty Manufacturing Co., 114 West Cortland street, has increased its capital stock from \$10,000 to \$150,000.

Alpena—The Alpena Garment Co. will increase its force to 250 employees. With 216 machines in operation the plant will be the largest apron factory in the world.

Benton Harbor—The General Die Casting Co. has been incorporated with an authorized capital stock of \$60,000, all of which has been subscribed and \$40,000 paid in in cash.

Detroit—The Roosevelt Die Works, 1938 Franklin street, has been incorporated with an authorized capital stock of \$150,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Super Tool Co., 2424 First Nat'l. Bank building, has increased its capital stock from \$25,000 preferred and 3,250 shares no par value, to \$50,000 preferred and 250,000 shares no par value.

Detroit—The Fox Engineering Co., 1435 Franklin street, has been incorporated to manufacture and deal in automotive parts, with an authorized capital stock of \$25,000, of which amount \$5,000 has been subscribed and paid in \$2,600 in cash and \$2,400 in property.

Flint—The J. E. Farber Co., machine screw products, has merged its business into a stock company under the style of the J. E. Farber Co., Inc., 921 Paterson street, with an authorized capital stock of \$500,000, \$272,000 of which has been subscribed and paid in in property.

Detroit—The Wilson Paper Products Co., 3410 Grand River avenue,

has been incorporated to manufacture machinery to make paper bags and other paper products, deal in paper, etc., with an authorized capital stock of \$100,000, \$1,000 of which has been subscribed and paid in in cash.

Detroit—The Rex Products & Manufacturing Co., 451 Larned street, chemical compounds, etc., has merged its business into a stock company under the same style with an authorized capital stock of \$100,000 preferred and 50,000 shares at \$1 per share, all of which has been subscribed and paid in, \$1,825.67 in cash and \$148,174.33 in property.

Adrian—O. E. Palmer & Son, manufacturer and dealer in furniture, has merged its business into a stock company under the style of O. E. Palmer & Son, Inc., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—The Detroit Vapor Stove Co., 12345 Kercheval avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000 common and \$29,950 preferred.

Kalamazoo—The Kalamazoo Wax Paper Co., corner of Eleanor and Park streets, has merged its business into a stock company under the same style, with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and \$5,000 paid in in cash.

Hotel Register Sharks To Avoid.

The Tradesman has received several complaints from hotel landlords regarding the operations of a gang of sharpers who operate under different names, as follows:

Automatic Electrical Hotel Register Co.

Aehr Co.

F. J. Sullivan.

Charles Murphy.

B. F. McClure.

Fred Parker.

Wm. J. Weinberg.

These men swoop down on a town and sell a hotel register to the local landlord for \$15 in advance. Then they proceed to solicit advertising from local merchants, for which they also collect in advance. Then they pay their bill at the hotel (which is the only thing they do pay) and depart for parts unknown. No merchant gets any advertising and no landlord gets any register.

Can any reader of the Tradesman furnish any information as to where these sharks can be located?

New Hotel Opened at Benton Harbor.

Benton Harbor, May 29—The Hotel Vincent, Benton Harbor's new eight-story hotel, was opened to-night with more than 100 members of the Michigan Field Club, an exclusive Benton Harbor and Chicago organization, as the first guests.

Built at a cost of half a million dollars, the Vincent marks a new step forward toward the building of a real metropolis here and in appointments and beauty of architecture and interior decoration finds few superiors in the largest hotelries of the State.

The Vincent was thrown open for inspection by the public to-day, but the formal opening does not occur until June 4, when a reception and dinner dance will be given.

Should Be Prohibited From Use of Roads.

Boyer City, June 2—One of our business men drove to Mackinaw Sunday. A good many of our people do that for a day's outing. It is a nice trip, with a good road, and interesting things to see, both along the road and at its end. On his way he had an unpleasant experience—not an uncommon one, by the way—with us benighted natives. He met a big handsome, shiny car, driven by a "big colored chauffeur." Did this big, powerful, easily managed car give any of the road? Not on your life. Our friend went into the ditch in his attempt to avoid a smash up. His car was injured and he was cut by broken glass. We are glad to have people come to our country. We have spent enormous sums of money in making roads. We have done so gladly because we have something to sell that is of benefit to our visitors. The money spent on our roads is not by any means justified by our local traffic for nine months of the year. Both in construction and upkeep, one-half of the money would give adequate service to our own people. We think that we have the right to the ordinary courtesies of the road.

This particular incident will serve as an example. It was not the only happening of last Sunday of the same character. We are thinking particularly of the "big colored chauffeur" on the front seat. He knows his job and what is expected of him. We are thinking of the white "niggers" on the back seat. Did they stop to see what damage was done or if help was needed? They did not. They got out of sight as fast as they could.

What kind of arrogant, purse proud inhuman egotists do they breed in the supposedly civilized sections of this State? What can be the shape of such a heathen's head? Such people should be prohibited from the use of the roads absolutely and permanently.

Funny how things work out, isn't it? Fifteen years ago Northern Michigan was pretty nearly terra incognita to the tourist world. We had a few "summer visitors," and that is just what they were. They came in June and went home in September. The great mass of those who visit us now thought of Northern Michigan as a wilderness of sand and swamps, if they thought of it at all. Some of the men who knew what really was here for the summer tourist to see, feel and enjoy, got together to let the gasping millions of the plains states know that within easy reach was a land of beautiful lakes, clear sparkling streams and shady valleys; that the water was of the best and the air like wine. They drummed up some money and drummed is just the right word. They advertised in a small way through the Middle West and South. Now there is a procession that starts in May and ends only with the coming of the snows of November. The roads are clogged with every kind of a motor, all pointed to the playground of Michigan.

The funny thing is that so many of our people, both individuals and communities, think that this great hegira had no incentive. Like Topsy, it "never was borned, it just growed." We are thinking of meeting Hugh Grey, of the Michigan Tourist and Resort Association. He was here with a couple of his confreres talking for assistance to continue the work so ably begun and carried forward by his Association in the face of almost inseparable odds, and to which this section of the State owes so much. We do not think that any business man or community in Northern Michigan can afford to cripple his organization financially. It is of too much importance to our future prosperity. We have something worth while to sell, but we cannot sell it unless the people a thousand miles away know what we have and how desirable it is.

Charles T. McCutcheon.

Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 6.35c.

Tea—The market has shown a firmer tone and a better demand during the week; this applies mainly, as it has for some time, to Ceylons, Indias and Javas. These teas are about 2 cents a pound higher in primary markets. The entire undertone in teas of the better grade is strong with a fairly active demand.

Coffee—The effort made to boost the market has not been altogether successful. The market did advance as noted last week, probably 2c per pound, but since then has declined at least half that and at the present writing the situation is weak. This applies to both spot and future Rio and Santos coffee, green and in a large way. Nobody seems to be expecting that the market will go back to where it was, in fact, most people are expecting considerably lower prices. In sympathy with the recent advance in Brazils, milds have advanced from a half cent to a cent and a half. The demand for coffee, speaking now of the demand from first hands, is light, because of the general distrust of the market. The consumptive demand is about as usual. The jobbing market for roasted coffee is irregular.

Canned Fruits—Pineapple is working itself out of its unfavorable position through the medium of wider consuming outlets, made possible by the cut in the wholesale market recently. Jobbers are concentrating their efforts on reducing their own holdings. Some have already cleared the decks and are buying on the open market; others are getting reduced so they too will be better outlets in the future. California fruits are drifting along with no big demand to spur operators to increased activity. All traders are watching their want lists and buy according to their needs rather than because of a speculative desire to acquire goods for later outlets. Apples are equally quiet.

Canned Fish—Fish products are in nominal demand. Most business is being done on the spot as pickups rather than long lines from first hands are desired and often can be had just as cheap as carload parcels from the source. The summer demand so far has not had its usual effect upon the wholesale market. Retailers have pretty well cleared off their shelves and are moving fish of all kinds, but they are not buying ahead.

Dried Fruits—Prune buying in California was brought to a halt last Thursday by the announcement that the Association would revise its prices this week to the usual 1/2c differential above those of independent packers. Recently there has been a spread of 2@2 1/2c between the offerings of the two classes of packers. The Association is preparing to meet legitimate competition with a view to moving carryover, of which it is the heaviest holder. It is not known what the new price basis will be but it is believed that it will be close to the recent offerings of independents, one of whom is quoting Santa Claras for June-July shipment at 10 3/4c for 30s, 8 3/4c for

40s, 7 3/4c for 50s and 6 3/4c for 60s, f. o. b. Coast. It is reported that the Association will also change its policy of dealing with independent packers. Heretofore it has not been inclined to take advantage of their outlets by selling them prunes, but it is understood that in the future, beginning with the present crop, that the organization will turn over to its competitors a share of the unsold tonnage. Independent peach packers are offering new crop with a guarantee that the price basis will be the same as that of the Peach Association, which will announce its formal opening prices on June 10. Some specific quotations on new crop have been made but no business so far as known has been placed. Spot peaches are quiet. Apricots are nominally quoted as assortments of all grades are very much depleted. Raisins are without change. At the week-end business was slack, as more seasonable products were given first consideration before the holiday by retailers as well as wholesalers.

Beans and Peas—The feeling for dried white beans has improved somewhat during the week, although the demand is still light. White kidneys are still dull and easy, but pea beans and red kidneys are steady to firm. California limas have sagged just a little. Dried peas are feeling a little better and selling in a small way.

Salt Fish—The demand for mackerel during the week has languished. Stocks are not very large and the situation would be rather firm if there was any special demand.

Syrup and Molasses—Molasses has had a dull week; nobody is buying molasses, even of the better grades, that is not immediately needed. Prices, however, of the better grades are steady, but low grades are easy. As to syrups, there has been some pressure to sell sugar syrup during the week owing to increased output; prices are very weak and irregular. Compound syrup is strong, with an advancing tendency; demand is fair.

Cheese—The market has shown no change for the week. The demand is comparatively light and the market has ruled steady to firm during the entire week.

Provisions—The market shows no change since the last report. Everything in hog and beef products is steady, but with very quiet demand. No change appears to be in sight for provisions.

California asparagus is stiffening up somewhat, as sales have been large and some packers are declining to accept more business. A lot of canned asparagus is expected to sell this year at current prices. Tomatoes are weak and dull. Prices are shaded almost everywhere and the general situation is very unsatisfactory from the holders' standpoint. Futures are very dull and only the best and most needed brands are selling. Buyers are not interested in futures, as they expect the market to be lower. Peas are still weak on account of an over supply, but holders are hopefully looking to a possible short pack this year to extricate them from the present difficulty. Peas are in very light demand and very heavy. Corn is selling in a minor way at unchanged prices.

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—6 1/2@7c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans ----- \$ 5.65
Light Red Kidney ----- 9.75
Dark Red Kidney ----- 11.00
Brown Swede ----- 5.00

Beets—New from Mississippi, \$1.75 per hamper.

Butter—The market has had a rather fluctuating week. The week started with the market weak on account of weak advices from outside market and general pressure to sell. This was followed by a decline of half a cent a pound, but later the market stiffened up, becoming much firmer and an advance of 1c per pound occurred. At the present time the market is steady to firm on strong advices from outside markets and good active demand. The receipts have also decreased. Under grades are dull and weak. Local jobbers hold fresh creamery at 42c and prints at 44c. They pay 18c for packing stock.

Cabbage—\$3.75 per crate for new from Mississippi.

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—There are a good many undesirable eggs in the market now which are selling at easy prices. They are not wanted at all by the good trade. The supply of strictly fine eggs is comparatively small and is taken immediately upon receipt. The market for this grade of eggs is probably 1c higher than a week ago. Local dealers pay 30c 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
Sudan 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 ----- \$9.50
300 Red Ball ----- 9.00
360 Red Ball ----- 9.00
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 \$8.50 per bbl. for No. 1 and \$7 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 75@80c a 100 in Northwestern Michigan; Greenville district \$1.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls ----- 23c
Light fowls ----- 17c
Broilers, 2 lb. ----- 35c
Broilers, 1 1/2 lb. to 2 lb. ----- 30c
Radishes—30c per doz. bunches for home grown.

Spinach—\$1 per bu. for home grown.

Strawberries—Receipts this week are from Kentucky. They command \$9 per 24 qt. crate. Home grown is not coming in in sufficient quantities to establish a market.

Sweet Potatoes—Delaware Sweets \$5.50 per hamper.

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

Veal Calves—Local dealers pay as follows:

Fancy ----- 13 1/2c
Good ----- 12 1/2c
Medium ----- 10c
Poor ----- 8c

Death of Loong-Time Merchant.

Sheridan, June 1—Cortiz W. De Hart was born in Vickeryville, February 11, 1865 while his father was still in the Civil War, and passed away at his home in Sheridan, May 23.

For the past thirty years he has been engaged in the mercantile business in Amsden, Sidney and Sheridan. Cort, as he was familiarly known, will be missed by a wide circle of friends because of his dry jokes and glad hand for everyone.

He leaves behind, his wife, two daughters and a son. Gertie of near home, Iva, of Royal Oak, Don, at home, step-mother, five brothers, two sisters and six grandchildren. His mother, father and brother, M. A. De Hart preceded him in death.

His life may be summed up in the words of Shakespeare:

"His life was gentle and the elements so mixed in him that nature might stand up and say to all the world, this is a man!"

Lansing—Bennett's Grocery succeeds Mrs. Grace Bennett in business at 224 West Barnes avenue.

OPPOSES PROHIBITION.

Michigander Writes Strongly From Adopted State of Washington.

Seattle, Wash., May 27—Since I was a kid in knee breeches I have enjoyed reading the Tradesman. Dad has taken it for the last twenty-five years and grandfather took it seventeen years previously, and while I haven't and don't read every copy, yet I read it more than I do my own trade journals.

I don't always agree with everything you say and do, especially in political matters, and the way you print some men's names all in small letters looks to me like "small town stuff." On the whole, however, I like your paper and your outspokenness for what you believe to be right. Personally I don't know you, but have always felt that my father's friends are mine as well.

Old Timer recently delivered himself of a series of tirades on the question of prohibition, and I have felt impelled to answer him. I sat down to write a few words and the darn thing has grown into a young book. I send it along to you, however, and you can do with it as you think best.

Old Timer's articles are mostly good but when he gets to canonizing that hypocritical John Brown, who got himself hung at Harper's Ferry, and when he gets to raving about the infinite mercy shown by the Almighty in creating English sparrows—which are to our native birds what the Jap is to the white man—he gets on my nerves. Above all, his unyielding fanaticism on prohibition is the cat's whiskers.

Best regards to yourself and Old Timer, and best wishes to the Tradesman.
Charles R. Stark.

Reply To Old Timer.

Seattle, May 25—Some time ago I noticed in the columns of the Tradesman that you and a Mr. Brown, of Detroit, had something of a discussion in regard to prohibition. You seemed to be of the opinion that prohibition is a grand institution—in fact, one of the foundation stones of civilized society—and that without prohibition the country was sure to go to the dogs. Mr. Brown apparently had no definite plan to offer as a substitute for it, but seemed to believe that it was not an un-mixed blessing.

If Mr. Stowe will permit me, now that the smoke has cleared away, I'd like to say a few words and then sit down, for like both of you gentlemen I am "set in my opinions."

Ten years ago when State prohibition came up for a vote here, I, who was then a minor, favored it; for in my youthful inexperience I believed that it was possible to make mankind better by simply passing a law.

To-day, at thirty, after having seen ten years of it, I am against prohibition—first, last and all the time. My family are not new arrivals in America, nor overly addicted to the use of intoxicating liquors, nor have I ever heard of any of them who was disloyal to the Stars and Stripes, to all of which I think Mr. Stowe can attest.

My objections to prohibition are as follows:

1. From the practical point of view the law is not enforceable. There is too much money to be made by evading it and by permitting or assisting others to evade it. Yankees will follow the dollar into any kind of trade where the dollar can be captured, and if there is a little spice of personal danger connected with the game, that only acts as a spur to drive them on. The two most dangerous and most remunerative branches of trade in America to-day are the dope traffic and the booze traffic. Unlike the use of dope, however, the temperate drinking of alcoholic liquors was never known to hurt anyone, and it is doubtless for this reason that a large proportion of the public look upon the bootlegger as a respectable business man who is car-

rying on an illegal but legitimate business. An interesting sidelight on prohibitory legislation may be derived from the fact that 500 years ago the drinking of coffee was prohibited in Mohammedan and particularly in Turkish lands. The religious thunders of the Caliph—the Mohammedan Pope—promising the people eternal damnation in the hereafter; and the solemn promise of the Sultan an absolute ruler by Divine right—that the people would be hurried into that hereafter if they drank the forbidden beverage, failed to stop coffee drinking. Prohibition of alcoholic beverages will fail for the same reason the other failed, because the people and, above all, the American people—want what they want when they want it.

2. Every home owner who has a few quarts of home brewed beer or a pint or two of home made wine in his possession is an arrant criminal under a strict interpretation of this "Volstead Thing," as Mr. Brown has aptly termed it. Such a condition of affairs is ridiculous.

3. The younger generation which is growing up looks upon a drunken sort as a hero, instead of as being a pitiable object. You may doubt that, Old Timer, but it is true. You are old enough, and your views are well enough known, no doubt, so that the young folks close up like clams when you come around. I am young enough so that they will still talk to me. You made the remark, I believe that you didn't think boys would sneak around dark alleys looking for booze. You are probably judging the boys of to-day by the lads you used to know. Boys must have been different when you were young. When you took your first smoke and when your boyhood friends took their first smokes, you each and all went into the family sitting room, proudly displayed your new pipes to the home folks and bummed some tobacco from the old man. Like fun, you did.

I was talking yesterday with a boy of about 22 who bragged that he was drunk twenty-seven days during March and worked every day, driving a motor truck. He further said that when he died he wanted to die happy, and the only way to die happy was to be drunk when he died. He isn't drinking much just now because his funds are low and he wants to keep enough in the bank to pay his fine if he gets pinched for speeding. He doesn't like to go to jail.

Another boy, of 19, told me that he was thrown out of a dance last Saturday night because he was drunk. About six weeks ago the same lad nearly took me off my feet by trying to bum a drink from me at a party composed of Methodist young people. No, Old Timer, I never carry a flask; and don't intend to unless I should some day get a job as a traveling salesman. A friend of mine, traveling for a large concern, used up two cases of Canadian whisky in treating the trade on his first trip into a new territory. He has built up a good trade.

About six months ago a Methodist girl, whom I escorted home from choir practice, told me that she liked whisky, and from the way she licked her lips and from the look that came into her eyes, I feel quite certain that she wouldn't like it scarce.

No one who reads this needs to think that I am trying to pick on the Methodists, for I am not. I am merely trying to make it plain that boys and girls, irrespective of their associations, are growing up with the idea that the common drunk is a hero. Instances might be multiplied. This is a good community, too. The people average up pretty well.

4. I believe, though I cannot state it to be a fact, that prohibition is an active agent in promoting crime. There are bootlegging, moonshining and hijacking, of course, and occasionally a murder is perpetrated for the possession of a \$30,000 truckload of booze.

More sinister features, however, are the wholesale bribery of public officials, and the general loss of moral tone, due to the presence of an unenforceable law on the statute books. Another thing that may be an outgrowth of prohibition: during recent years there have been more daring

daylight holdups and robberies, in which big hauls have been made, than I remember having ever read about in the pre-Volstead period. Is it not possible that these daring super-crooks may be recruited very largely from the ranks of professional hijackers who have become accustomed to getting

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large sums of money easily, and who find the average clerk in charge of a payroll much easier to subdue than an armed and desperate bootlegger?

5. The law was put over in a sneaky underhanded way by an organization composed of honest but misguided fanatics; self-seeking doctors and druggists who hoped to handle the country's liquor business on prescriptions; and a lot of business men who felt certain of always having all they wanted for themselves, but thought they could grind a little more work out of their men if those men were unable to get booze.

6. The law is subversive of personal liberty. What difference is there between George the Third saying to Americans, "You shall drink tea!" and the Anti-Saloon League saying to Americans, "You shall not drink beer, wine or other alcoholic liquor!" Are not our lives our own, to make or mar? Are we to substitute a class dictatorship for individual freedom? What business have you, Old Timer, to come into mine or any other man's home and tell that home owner what he shall or shall not keep or make or drink, or eat there, so long as he is not unduly offensive to his neighbors or abusive to his family? Yet this law practically permits a gang of policemen acting on suspicion only, to chop their way into any man's house, break his windows, smash his furniture and raise hell in general for the purpose of trying to find a pint of two and one-half per cent. beer.

Chances are they would find that or something stronger in eight out of every ten homes in Seattle, their own included, and not excluding the homes of members of the W. C. T. U. and Anti-Saloon League.

America's experience with prohibition is not unique. There is more drunkenness in prohibition Norway or Finland than there is in Sweden or in Denmark, and the latter countries have much larger populations.

Now then. What to do? We do not want the saloon back as it was, and conditions under prohibition are getting worse every year. Are there any other ways of handling the problem? There must be and are. The central ideas of any successful scheme, however, must, in my opinion, include the following:

1. Sale of alcoholic beverages, with the possible exception of beer and light wines, should be restricted to unopened bottles which must not be opened on the premises where sold.

2. The sale price of alcoholic beverages should be kept absolutely as low as possible. Levy no license taxes against them! If such taxes are levied the improper use and sale as in the old licensed saloon days will inevitably return! A fair retail price for good whisky ought to be about a dollar or less per gallon. Destroy the excessive profits and most of the evil will automatically correct itself. Few people care to go on a cheap drunk, and it isn't normal for people to overeat or overdrink anything that is as free as water, and as easy to get.

3. Public drunkenness should be severely punished by jail sentences.

4. A continual and thorough campaign of education should be kept up to drive home to each rising generation the evils which will result to them personally from intemperance or lack of moderation. It has always been, and is now, impossible to make humanity better by repressive, supposedly moral, legislation. It is human nature to say "I will" when some one says "thou shalt not." More can be done for the cause of true temperance—which, by the way, is as far removed from abstinence as it is from over-indulgence—by a generation of constructive education than by all the repressive laws of all the ages. Above all, teach the kiddies that a drunken swine is not a hero or a demigod, but just what he is—a drunken swine.

Charles R. Stark.

After the Convention, What?

Saginaw, June 2—What ideas did you take back home from the Grocers convention at Muskegon? Did some of the questions, brought out in the round table and question box discussions, shed any light upon some of the problems which confront you? If so, are you using them? Are you a better credit man since you have heard, at the meeting in Muskegon or read since in the Michigan Tradesman, the very competent treatise by Mr. Oosterbaan on this important science, or are you still running your credit department on a hit and miss basis?

If your city or town has a retail credit bureau, join it and thereby save yourself hundreds of dollars a year by bringing the tone of credit risks in your vicinity to a higher plane. If your town does not boast an organized credit clearing house and you cannot create one, you should give even more attention to your credit department, because of the increased hazards attending the giving of credit, when people live beyond their income as many are now doing.

In legislative matters you are protected by the vigilance of your legislative committee and the Retailers' Council, of which your Association is a member; but, in matters of getting a sufficiently profitable volume of business and getting the payment thereof you must apply such knowledge as you have gathered from your own experience and by contact with other business men.

In point of constructive business talks the Muskegon convention ranks high. Many of the problems cleared up during the discussions were difficult of solution, but gave way after being analyzed by men who had battled with them before and won. The information thus tendered you at the past convention should be of inestimable value to you throughout the year and I sincerely hope it will be.

In conclusion, I should like once more to emphasize to you the importance of reading trade paper items and filing them away in your mind for future use. Progress is so rapid these days, that you are never caught up. Unless a man keeps abreast of what is doing in the trade by reading he is placed at a great disadvantage in his business. Many are heading for the rocks, because they scorn the reading of trade papers.

Charles C. Christensen.

Little Change in Men's Wear.

Aside from the fact that it is conceded that prices on lightweights will be materially lower, there is very little actual change in the men's wear woolen and worsted trade. Selling agents continue to hold Fall prices firm, despite the pressure that has been brought to bear for lower levels. Reorders are scanty, reflecting the mediocre advance business that quite a few clothing manufacturers are credited with booking for the coming season. The tone of the market here, however, is better. This is mainly due to belief that the wool decline has stopped, for the time being, at any rate.

Hides, Pelts and Furs.

Green, No. 1	08
Green, No. 2	07
Cured, No. 1	09
Cured, No. 2	08
Calfskin, Green, No. 1	16
Calfskin, Green, No. 2	14½
Calfskin, Cured, No. 1	17
Calfskin, Cured, No. 2	15½
Horse, No. 1	3 50
Horse, No. 2	2 50
Pelts.	
Old Wool	1 00@2 50
Lambs	1 00@2 00
Shearlings	50@1 00
Tallow.	
Prime	07
No. 1	06
No. 2	05
Wool.	
Unwashed, medium	@35
Unwashed, rejects	@28
Unwashed, fine	@35



THE GOODRICH WAY

"Operating Steamships Every Day in the Year"

LEAVE GRAND RAPIDS DAILY EXCEPT SATURDAY

Muskegon-Grand Haven Electric Via Grand Haven

Sunday, Monday, Wednesday & Friday 8:40 P. M. G. R. TIME

Michigan Electric Railway Lines Via Holland

Tuesday, Thursday, Sunday 6:30 P. M. G. R. TIME

FARE FROM GRAND RAPIDS \$4.20

Round Trip \$7.30

Upper Berth \$1.80. Lower Berth \$2.25.

SAVE MONEY—Travel the Cool, Clean, Comfortable Way

Tickets sold to all points South and West.

Four Ticket Offices for Your Convenience as Follows:

Muskegon Electric 156 Ottawa Ave. Citizens 65-671 Main 671

PANTLIND LOBBY

Michigan Railway Rear Hotel Pantlind. Citizens 4233 Main 4470

GOODRICH CITY OFFICE

PEARL AND OTTAWA

IN CONSOLIDATED RAILROAD TICKET OFFICE

CITZ. 64-509 CITZ. 62-343

W. S. NIXON, Gen'l Agt. MAIN 554

The Mill Mutuals

Agency

LANSING - MICHIGAN

STRENGTH

ECONOMY



REPRESENTING THE

MICHIGAN MILLERS MUTUAL FIRE INSURANCE CO. AND ASSOCIATED COMPANIES

Combined Assets of Group \$30,215,678.02

20% TO 40% SAVINGS MADE IN 1923

Fire Insurance—All Branches

TORNADO - AUTOMOBILE - PLATE GLASS

CANNED FOODS CONDITIONS.

The most important developments in the canned food market during the past week were outside of the routine distribution of spot stocks and were concerned with the outlook for this season's packs of peas, tomatoes, corn and other vegetables. This is a freak season and anything is likely to happen. Few would have thought last fall that the firmness caused by light supplies would have been so completely offset by a wave of hand-to-mouth buying. Practically all conditions favored a favorable market during the first half of 1925 and a normal covering of known wants on contracts for new packs. The year started out with business in both fields but a freak season in buying and selling developed which completely upset all calculations and plans. Now the weather is proving to be just as disturbing a factor and if present postings prove to be correct the buyer may find that he made a mistake in not making contracts for new packs for his normal outlets. It is too early to say what the California asparagus pack will be, but the outlook is for no such heavy output that the market will be glutted. The new price basis will take care of a big increase, as it has widened former outlets and will doubtless put the product into stores and into markets which formerly did not carry it. Cannerymen believe that there will be no surplus to carry into the 1926 season. They predict that the low point of prices has been passed and that the market will be stiffened during the remainder of the season by intertrading among distributors who did not cover fully on contracts. Future tomato buying has been discouraged by reports that a heavy acreage would be planted throughout the country which would provide cannerymen with cheap raw material, cause a large pack and allow for low prices. Freezes in Indiana and other Western States and a late season in the South are advanced as reasons why there will be no overpack. If cannerymen are correct, acreages will be cut down because plants are not available to reset damaged fields. Late packs, they say, will give the trade a chance to clean up carryover. Wisconsin pea cannerymen reduced their acreages this season because of several reasons, notably the lack of sale recently of futures, the desire to avoid another big production and because sufficient seed was not obtainable. Last week's frosts have been the most recent development to cause apprehension among packers. Corn is affected by the same influences noted in tomatoes and peas and packers are withdrawing futures until they can check up the actual condition of the coming crop. Bearish talk emanating from cannerymen is set down as propaganda by many buyers and last week there was no noticeable change in policy as to buying new packs. The distributor is still inclined to take his chances later on. Spot business in all staples was slow all of the week. The end of the month, the week-end holiday, and the lack of any radical change in the character of trading all combined to continue the hand-to-mouth policy of covering. It is a buyer's market, but

one in which he is not taking advantage of offerings for later use on the theory that a movement upward will occur later on.

COTTON PROSPECTS.

Those who buy cotton goods no less than those who speculate in the prices of raw cotton have been waiting to learn the prospects for this year's crop of lint. On Tuesday the first Government estimate will be made public. It will be limited in its scope to showing condition as of May 25. Although in no sense conclusive or even presumptive, it will be of value as a preliminary indication. A number of unofficial guesses have been circulated, most of them putting the percentage of condition at over 75, which is very large as compared with past seasons. Along with these have come calculations of the acreage planted. All of these agree that this will exceed even last year's one of 44,390,000 acres and will be the largest on record. Putting together the percentage of condition and the extra acreage, optimists are already figuring on the possibility of a 15,000,000 bale crop. But all the hazards are still ahead, especially of the weather and the weevil, although not so much stress is being laid on the latter as there used to be. So far as the old crop is concerned there is still some uncertainty as to its disposition. The exports are far in excess of spinners' takings, which has led to the supposition that reserves are being piled up abroad. In this country the amounts taken by the mills do not appear to have been consumed, although there are some evidences that much more goods have been manufactured than have been sold. This would be a fair inference from the movement down South as well as in the East to curtail production more. Were it not for the anti-trust laws, this would take the form of a concerted and agreed movement. As it is, the proposition is merely advised and urged until existing stocks are disposed of. The feeling in the trade that the mills are carrying a lot of stock has had its effect on buyers of cotton fabrics. Little business is passing on standard goods, although fancies and mixtures continue to move fairly well in small lots. No very marked change is expected for about six weeks. Some reordering of light-weight underwear continues and the mills are busy on winter weights.

AN UNFORTUNATE DECISION.

House-to-house sales canvassers have been the bane of local tradesmen all over the country. They introduced an element of competition which was regarded as even worse than that of the big mail order houses. They paid no rent or taxes in the communities in which they operated, which gave them an advantage over the local storekeepers who did, and, other things being equal, could and sometimes did undersell the latter. What militated against the complete success of the itinerants in many instances was the fact that they were irresponsible and offered no redress to a customer in case the latter found the goods sold not as represented. In a number of cases, however, producers of nation-

ally advertised and branded merchandise made use of the canvassers and so gave the latter a recognized standing. But, the more this was done, the harder it made the competition for the local dealer. One hosiery firm selling goods that way employs more than 2,000 solicitors in its house-to-house campaign and covers a wide section of the country. And there are a number of others who work on a large scale. To meet the objections of local shopkeepers many cities and towns adopted ordinances intended to make the way of the canvasser difficult. The usual plan was the requiring of a special license and the furnishing of a bond, things that were not demanded of the local dealer. In a typical case of this kind which came before the Supreme Court of the United States on appeal involving the legality of such an ordinance adopted by the city of Portland, Oregon, a decision was rendered during the past week. Reversing the decision of the State courts, the Supreme Court held the ordinance to be unconstitutional. The particular ordinance in question taxed canvassers who received part payment for goods made in other states. This was held to be an interference with interstate commerce and also discriminatory. The result of the decision, it is said, will be to render invalid ordinances of 80 cities in thirty-eight different states, and permit direct selling amounting to more than \$300,000,000 a year.

MAINTENANCE OF PRICES.

Maintenance of resale prices is one of the subjects which keeps coming to the fore. Not so long ago, the Chamber of Commerce of the United States sent out a questionnaire on the subject, the responses to which were favorable to legislation in support of such maintenance. Then a special committee of the Chamber was appointed to take the matter in hand to study and report on the subject. The American Fair Trade League has a committee for the same purpose, and the two committees met recently in Washington to co-operate in the matter. The purpose is not so much to have a general maintenance of resale prices as to enable the makers of specialties and branded goods to fix the amounts at which their products shall be sold at retail. The main contention is that dealers shall not be allowed to use the articles as bait to catch customers by cutting the price and so cheapen the value of the things in the minds of the public. The articles themselves are not in the nature of a monopoly because, if customers do not like the prices asked, they may obtain something else of the same kind which will answer their purpose. This assures, it is claimed, a sufficient competition and prevents the fixing of any unconscionable or extortionate price. Maintaining the resale price, it is furthermore urged, is a protection of the smaller dealer against the tactics of the bigger stores which can afford to sacrifice profits on one article to offset them by those on a number of other ones. But price maintenance legislation has some obstacles to overcome before its enactment can be assured.

WOOLS AND WOOLENS.

As there is little, if anything, doing in the wool markets, dealers and others concerned have plenty of leisure to speculate—in language merely—on the future. Those who own stocks of wool appear to be convinced that price recessions have run their course and that things are nearly ripe for a movement the other way. This view is also held by some woolen manufacturers. But what overhangs the market is the great amount of wool existent in all the great producing countries. Sooner or later this must come out to add to the regular clips, and the question of the absorption of the vast quantity is uncertain. If wool gets cheap enough, added uses are found for it, as is the case with other raw materials. Some have thought it would be possible to market the surplus stocks gradually as was done after the war with the left-over quantities of wool in Australia, New Zealand and in this and other countries. But no organizations to effect such a dispersal appear in sight or are likely to be formed. It will be more than a month before the foreign auction sales are resumed, and trading will probably be at a standstill until that happens. Meanwhile, imports of wool rags for the making of shoddy are running at about double the quantities of a year ago. There is little change in the goods' market. Activity by the mills fell off somewhat in April, the last month for which data are available. Some reordering is still coming on fall fabrics but it lacks the volume which it should have. The season promises to be drawn out later than usual and this may defer the spring openings. Active buying of women's wear fabrics will also be delayed.

NO CHANGE IN BUSINESS.

As showing the trend of things, about the most significant of any recent happening is the drop in the prices of materials entering into construction. Its effect would be greater were there also a decline in the labor costs of such work, which must also come sooner or later in process of readjustment. Wages in the construction trades are higher than in any other and are fully up to the levels of wartime, except in the matter of bonuses. Judging from past experiences they are likely to be the last to come down, and meanwhile, will serve as an irritant to the men in other occupations, many of whom have had their pay checks reduced. It does not appear, furthermore, that the higher wages of the favored mechanics has resulted in greater purchasing on their part, except of superfluities. Many of them, however, are thrifty adding to their savings bank deposits. Aside from the decline in materials, there is little change in business conditions. The primary markets continue to reflect a seasonal dullness. On fair days the local stores are well patronized, although the vim is lacking which would have been the case if the weather had been more uniform. This Spring, at least, it has been demonstrated anew that trying to rush the season is not a satisfactory experience.

Some Men I Have Known in the Past.

J. Elmer Pratt was born Oct. 19, 1861, on a farm near Titusville, Penn., which was the scene of great excitement and sudden fortunes in the early days of the petroleum oil trade. He was personally acquainted with such National characters as Coal Oil Johnny and Farmer Tarr, whose daughter became known all over the country as Capacity Tarr through a chance remark of her father.

At the age of 14 years, Elmer determined to see something of the world and started for the Boundless West. Landing in Nebraska, he subsequently saw much of Kansas, Arkansas and No Man's Land, which comprised the present State of Oklahoma. He husked corn and rounded up cattle and performed all the other duties of the typical cowboy of fifty years ago. He made the acquaintance of Buffalo Bill, Texas Jack and many other pioneer heroes, guides and Indian fighters. In the fall of 1876 he landed at Ft. Smith, Ark., broken in purse and with no employment in sight. He decided that the only opening for him was to join the regular army, which he started to do. He passed the examination successfully, standing at the top of the list, so far as physical fitness was concerned. The night before he was to be sworn in as a private, he met a man who had served three years in the regular army who persuaded him to forsake his determination by offering him a job as assistant cook and chore boy at Check Bar Camp at \$15 per month. Mr. Pratt subsequently learned that his employer was a man who made a living by maverick branding, which caused him to part company with the gentleman at the first favorable opportunity. During the three years Mr. Pratt was a cowboy he did not sleep under a roof over twenty-five times. It subsequently transpired that the company he proposed enlisting in was part of the command which was annihilated at the time of the Custer massacre a few months later.

Mr. Pratt's next experience was as a lumberman near Pinconning, where he worked two seasons. His next work was as clerk in the Campbell House, at Bay City, where he remained until 1880. He subsequently worked in a store at Bay City, but on account of failing health returned to Titusville for a few months. In 1882 he went to Meadville, where he took an evening commercial course in the Allegheny Commercial College. During the day time he worked in a wall paper, carpet and house furnishings goods store for \$25 per month. This was really his first experience in selling and formed the basis of the success he afterwards achieved as a salesman of commodities. Three years later he went to Flint, where he was placed in charge of the carpet and rug department of Smith, Bridgman & Co. He was then the highest salaried man in the store. He retired from this position after two and one-half years to take a position as road salesman for Gormully & Jeffrey, who were then making Rambler high wheels in Chicago. He covered nearly every state and city in the country and in the

meantime invested \$500 in stock in the Clipper Bicycle Co. of Grand Rapids. Not liking the way the company was being conducted, he relinquished a road position at \$3,000 a year to take an office position at \$2,000 a year. He did this to protect his investment because he had a superstitious fear that if the first investment he made went wrong it was quite likely that bad luck would follow him all through life. He was Sales Manager and director of the corporation until 1900 when the business was merged into that of the bicycle trust. He then engaged in the manufacture of air guns, which he conducted with moderate success for some months. He subsequently assumed the position of advertising man-

organization of the Cadillac Automobile Co., at Detroit, afforded him this opportunity. He became identified with the corporation a few weeks after it was organized and would have been elected manager if his contract with Mr. Voigt had not precluded his taking an active part in the business at that time. While he was acting as Sales Manager of the company the factory was destroyed by a fire which lasted thirteen hours. Within three hours after the fire started, he had moved his office into a building occupied by Benjamin Briscoe—unknown to the owner—and resumed business. His first work was to get out telegrams to his agents, stating that the company would be able to deliver cars

nual visitation of Jack Frost. He thereupon turned his attention to growing chickens and avocados, in which he was making steady progress when the Death Angel summoned him to the Hereafter.

Mr. Pratt was married Sept. 5, 1893, to Miss Lillie M. Foster, of Detroit. Nine children joined the family circle.

Mr. Pratt was not a member of any church, nor associated with any fraternal order. He had no hobby but business which he studied with a fervor and determination possessed by few men in this country. He was known as one of the best expert salesmen in the automobile line and studied the truck situation until he was thoroughly posted on the details and possibilities of that business. He had the satisfaction of having helped make millionaires of over thirty men with whom he was identified during the time he was connected with the selling end of the automobile industry. He was a master hand in harmonizing conflicting interests and an ardent advocate of the unit power in manufacturing.

Personally, Mr. Pratt was one of the most companionable of men. Conversation never lagged when he was around, but it was like pulling teeth to get him to talk about himself or his own business. He studied other businesses so thoroughly that he became familiar with many other lines of industry besides his own and the suggestions he could make and the criticisms he could offer were all very interesting to the listener. In all the varied positions he held, he exhibited a stability of purpose, a brilliancy of intellect and a record of achievement most creditable to himself, most gratifying to his friends and most profitable to his associates. E. A. Stowe.

Optimists Are Buyers.

Suppose we say it again: Optimists are buyers. And that being true, we might add: Pessimists are not. A happy people spend, while an unhappy people save. With that clearly before us, it is the business of business men to spread optimism and not pessimism.

Keep that in mind. And, keeping it in mind, cut out the grouch and remake the gloom face. Radiate cheerfulness and confidence. It is just as easy to be cheerful, and it is the big dividend payer.

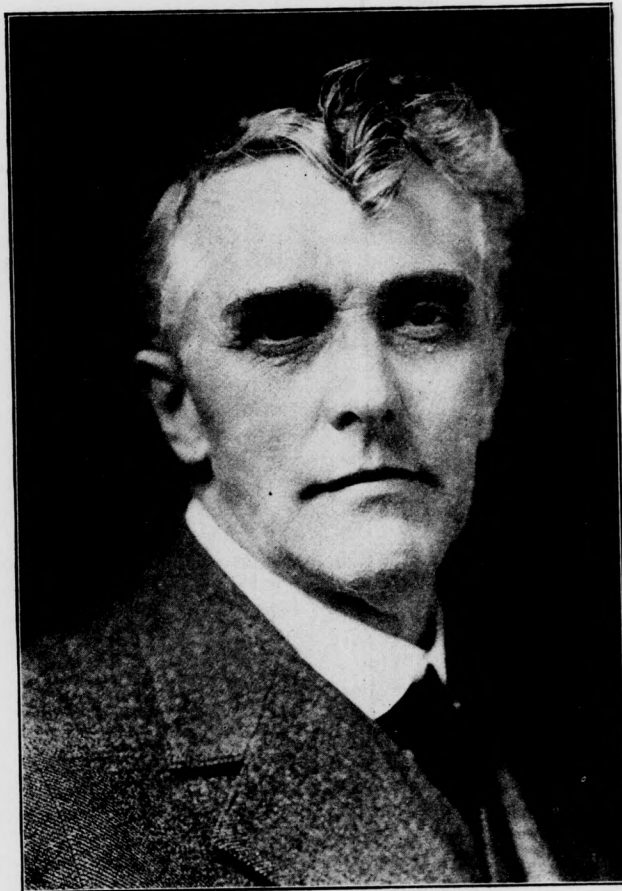
Dull days are merely the days we make dull. If trade begins to slow down, take on a little extra optimism and go out after more business.

There is an old saying that if one keeps cheerful until 10 o'clock in the morning, he will stay cheerful the rest of the day. Try it.

Very few things are ever as bad as they seem to be. And if we smile—put our optimism to work—things are not bad at all.

If insurance salesmen waited until the "right time" for a prospect to take out a policy, they'd starve to death. But they don't do that. They keep everlastingly at it and they are optimists.

Salary increases usually quickly overtake the man who does more than he is paid for.



J. Elmer Pratt.

ager for the Michigan Tradesman, contributing very largely to the success of that department. Although twenty-five years have elapsed since this relation terminated, it is not uncommon to meet men who still recall Mr. Pratt's energetic effort and original methods during this period. He was an ardent believer in trade paper advertising and had such a unique way of expressing his belief and presenting his argument that his equal has never been developed in the trade journal field. He retired from the Tradesman to take the management of the Voigt Cereal Co., which had been organized to manufacture breakfast foods. All of this time he was waiting for the automobile business to develop to an extent that would justify him in identifying himself with the industry. The

within thirty days. His promptness in the face of a great disaster so pleased the directors of the company that they held an impromptu meeting before the fire was extinguished in the factory and increased his wages from \$1,800 to \$5,800 per year. He remained with the Cadillac company for four years, retiring in 1907 to take the position of Sales Manager of the Buick Automobile Company, at Flint. One year later he became connected with the Pierce-Arrow Automobile Co., at Buffalo, with which he was actively identified seven and one-half years. Failing health forced him to relinquish this position and take up his residence in Southern California, where he purchased a lemon ranch near San Diego. The investment proved to be an unfortunate one, due to the regular an-



Where Is All That Money in the Shoe Business?

People have always had a misconception of the money-making possibilities of the retail shoe business.

A sweet-faced old lady sat beside me as we passed through one of the many college towns of Indiana. The car ran close to the campus. She turned to me with a face wreathed with pride and said, "My grandson is in school here."

I told the old lady I thought that was fine and asked her if the grandson was taking a special course. "Yes," she answered, "a special business training."

"I presume you intend to put him in some kind of business when he is through school?"

"Yes, we do," she answered.

I had a hunch her answer would be the shoe business when I asked her "What kind of business?" My hunch was right.

"And why the shoe business?" I asked her.

"Why, because it is such a nice, clean business and everybody has to have shoes," was the answer.

Maybe in this old lady's answer we have the answer as to why there should have been an increase of 15 per cent. in the places for the retail distribution of shoes as against an increase of 10 per cent. in population in the last census period. Because the shoe business is a "nice, clean business" and "everyone has to have shoes," any member of the money savers among the overall workers who gets enough ahead to go into some kind of business directs his attention or intention toward the shoe business.

In passing through a small town in a coal mining district recently, my attention was caught by a good looking shoe window. It was rather a rare thing to see as nice a looking shoe store in so small a town. I stopped to make a call.

I had quite a talk with the proprietor. He told me he had not been in business very long, but that he thought he would like it if he ever could catch up with his bills and if business ever got to going. I asked him what business he had been in before. He said that he had been a coal miner and had saved enough money during the war to get away from hard work and had decided to go into the shoe business because it was a "nice, easy business."

I asked him if his experience had shown that it was an "easy business." He answered he had found it a very easy business—easy to lose money in. He said it would probably be an easy business to make money if the public were not so hard to please; that he

could make money easily if he did not have to buy so many different styles and carry over as many pairs of a number as he sold.

I did not care to throw a wet blanket over an already dying fire, so I did not tell him that in my 25 years of shoe experience I had seen many a man awoken to the fact that the retail shoe business was a hard one in which to make money.

I can recall dozens of instances of men who saved a little money, invested it in the shoe business because it was a "nice, clean, easy business"—and invested it so securely they never got it out again.

I recall one man in a medium-sized town who had made a comfortable fortune in the harness business in ten years. He lost it all in his shoe business in five years.

In a town of 40,000 there is a widely known shoe store owned by two of the most widely known shoemen in this country. Because of their exceptional business ability, these men have made more than an ordinary success selling shoes. They knew how to figure better than the average shoeman, and if you please, how to make a profit. Each of them has accumulated approximately \$150,000. They started with but \$4,000. Few knew of this success until it became necessary to file an income tax report. When it did get abroad that this concern had made a small fortune in shoes, every employe of that and every other shoe store nearby, began to have visions of a fortune.

Friends and relatives of these boys also thought there was the same chance for their boys that there had been for the successful shoemen. Four of the old men of this store started in business in that town for themselves. Two of them first went into partnership, later split, and finally the business of this quartet was split four ways. Add the parent store from which these boys started and you have the distribution places of shoes multiplied five times as against the time when the four were employed at good wages in the old store.

Just a short time ago, two of the boys in business together, were forced to quit with the loss of all the money they and friends had put into the business. One of the others, while still in business, is reputed to be in a bad way financially and the other is just existing.

While the old store from which the boys came lost some business, it did not lose enough to hurt materially. It is still taking discounts on all bills.

The boys who were successful for the old concern as salesmen, and failures for themselves as proprietors, did

not take into consideration that the reason for the success of the old store possibly was due to superior training and exceptional ability. All they saw was that money had been made in shoes. All they thought was, "If shoes could make John Doe Co. rich they can also make me rich."

Had they taken into consideration the failures among shoemen in that town, they would have hesitated. Previous to their coming to the town of this one successful shoe store every one having attempted to sell shoes in that town for a decade, with one single exception, had gone into bankruptcy.

It is not hard to figure why so many with a small capital rush into the shoe business instead of going into the hardware, the clothing, the millinery or any other business. They take to it like a hired girl to a policeman. They have been misled and misinformed as to the money-making chances.

Following the late war, when a misinformed and misled press held shoe men up as profiteers, the public was led to think that a shoe which cost the retailer \$3 to buy, brought him about \$9 profit. That is only one of hundreds of illustrations that can be given of how a misinformed public press has misled the public in regard to the profit possibilities in the shoe business.

Members of the shoe business are somewhat to blame. We of the shoe business possess a pride that almost surpasseth understanding. We like to put on a front. I have been to conventions where there were retailers swelling around in rented dress suits when they should have stayed home and applied the rental price of that dress suit on their findings bill. And I have seen traveling men spend \$13 a quart for joy water when I knew their last year's suit had not been paid for.

What makes us four-flush? Easy to answer. Pride—pride that is hereditary, as old as the shoe business itself. The old-time bench maker of shoes would rather have the public say that he made "the best shoes there were to be had anywhere" than to say that he had money.

Our shoe ancestors found their expression of pride to be in the making of the best shoes there were to be had. We find ours in putting on a front that leads the laymen to think the shoe business is a most prosperous business.

The novice of but a year in the shoe business knows that easy money is as possible to the retail seller of shoes as the singing of Caruso's favorite song would be by a dumb man. And yet this same man will hop right in with the rest and yell "Fine, fine," when someone asks him "How is business?"

The older I get, the more I am forced to realize that fact is the only real factor of success. We cannot draw interest on money we imagine we have or are going to make. The facts in regard to the shoe business are that it is one of the hardest in which to make money because of the odds and ends that accrue; because of the multiplicity of sizes the retailer must carry; because of the wide range of styles (a situation the same yesterday, the same to-day and I believe will be the same forever); because of that old inherited desire to have the public say that we sell the best shoes for the money instead of that we have money; because the profit percentage of the shoe business is not now and never has been large enough to make the shoes that sell, pay for the loss on the ones that fail to sell; because we of the shoe business never have been able to get our nerve up to the point of asking a proper profit.

Before I began this article I was chatting with a traveling shoeman whose credit man has him list "present undesirables" among retailers he had sold for years. It was a little thicker list than he had been getting and it contained some surprises, names of men I have known for years and who, I thought, would always be discounters. If some of the young men who contemplate getting into the shoe business as soon as mother-in-law leaves that insurance, could see this list and if they could go over some of the reports of the many very "near" failures and "actual" failures in the shoe business during the past year, they would certainly think twice before they leap.

Two of a Kind.

Dan—Where are you off to Ben?

Ben—I'm goin' to see the doctor. I don't like the look of my wife.

Dan—I'll come wi' ye—I don't think much of the look o' mine, either.

Don't imagine your boss doesn't want you to qualify for promotion.

This Mark



Means Real Value

HEROLD-BERTSCH SHOE CO.

Grand Rapids, Michigan, U. S. A.

Righting a Great Wrong.

For the first time in the history of the United States the child of the "scarlet letter," the illegitimate child, has the stigma taken away from him. New York State has set a precedent for every other State to follow.

To my mind this is one of the most human pieces of legislation on our books, and it is especially significant because it is the first time that any State in the Union has summoned sufficient courage to declare by law that a child born out of wedlock is not to be blamed for the social sins of its parents. Governor Smith signed the Antin "Illegitimacy" bill last week.

If laws fail and education fails to make people marry before they have children, then whatever punishment there is should be visited on the parents. We cannot too forcibly condemn the inhuman attitude that has been taken against the innocent victims of the action of others. Any one who thinks that punishment of children born out of wedlock, or even their parents, is a deterrent to this sort of crime against the social code has but to read the record of other countries to find that it has acted in the opposite direction.

The child comes into the world unwanted—many a time it is sent from pillar to post, left on a doorstep or cared for in an asylum. Even in his tender years he knows he is classified apart from other children; he gets this knowledge some time or other during his school-going period. Pages by the thousands could be written in heart's blood concerning children who have suffered at the hands of society.

Yet certainly the child who has not asked to come, and who has no voice in the matter, but has to face the future, willy-nilly, should have the community behind him, at least in giving him an opportunity to face the world.

Sophie Irene Loeb.

Getting Results.

A farmer's mule had just balked in the road when the country doctor came by. The farmer asked him if he could give him something to start the mule. The physician said he could and, reaching into his medicine case, gave the mule some powder. The mule switched his tail, tossed his head, and started on a mad gallop down the road. The farmer looked first at the flying mule then at the doctor. "How much did that medicine cost," he asked. "Oh, about 15 cents," replied the physician. "Well, give me a quarter's worth quick—I've got to catch that mule."

Appeal To Newly Weds.

An idea for June store advertising, is that of a letter-writing contest wherein awards are made for the first and second best letters on the subject. "Why the Bride and Groom Should Trade at Vincents."

Have the winning letters printed and then watch the records closely for new marriages. Send the bride and groom a nicely written personal letter of congratulations and call their attention to your store as a good trading place. Enclose printed copies of the winning letters, which will likely suggest needed articles to the inexperienced home-makers.



A
Beautiful
GRAND
PIANO

**The Bride's
Most Highly Prized Gift**

Through the charm and distinction that a Grand Piano imparts she will take still greater pride in her new home—its presence there will bring added happiness into her life each day—and what a splendid and permanent token of your love!

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Thoughts on Jury Service and Rum Running.

Glen Lake, June 2—The selection of a jury to try the alleged poisoner of a late Chicago millionaire has been going on for several days, without any appreciable advance, and is quite likely to continue for weeks. It is the old story of declaring as disqualified to accept a seat in the jury box any individual who has ever heard or read of the case. And in a case as prominent and notorious as this one, what type of individual could possibly be found who would be acceptable to either side?

The right of trial by jury has been jealously guarded for ages and no person accused of crime should be deprived of his reasonable privileges in the selection of the jurors; but even if the practice is ancient and long established, there seems to be no reason why it cannot be modernized to some degree.

Nearly every individual of parts dislikes to be drawn on a jury. The same might be said of those conscripted for service in defense of one's country and fireside, but there are certain patriotic duties we all owe to civilization and acting in the capacity of a juror ought to be an honorable one.

In a case like the one in point too many individuals of a high order of intelligence dislike to give up their business or professional pursuits to jury service, at any price. It is not a question of compensation, but they would much rather have the company of their families than the society of eleven other jurors. As if they cannot be trusted to remain in the environment of home and friends after they have been accepted, they must submit to the indignity of what practically means imprisonment, until the remainder of the jury has been selected and the case finally disposed of. Such a process is a positive infliction, and for this reason, more than any other, the clean-cut, fair-minded citizen goes to almost any extreme or subterfuge to escape such a penalty. The more intelligent the man, the more he is occupied in his individual duties, and the easier he finds his way out when the judge or lawyers begin to question him. In fact, he will resort to technical perjury to escape this service, while another type will "lie like troopers" to get a job at \$3 per day. The fact that the latter class are anxious to perform service, according to all reasoning, ought to disqualify them.

Of course the hard headed business man is quite likely to have an opinion; but it might be one he could lay aside and would lay aside if justice asked him to do so. Possessing that opinion, according to legal ethics, unfits him for the work. Most men if they had the responsibility of making a decision for or against a fellow man would try hard to put such prejudices aside. Possibly they would not wholly eradicate them, but experienced judges have told me that if the first twelve, the middle twelve, or the last twelve of one hundred occurrences were taken the result would be much the same. In other words the cast of the net would get about the same results as the careful running of the fish through the fingers or an examination of the

scales. Hence one would feel that if the right trial by jury is to continue as a bulwark for human rights, some effort should be made to re-organize the whole system. It looks to me as though a process which eliminates every semblance of ordinary intelligence, and drafts for the jury box those of medium intelligence, ought to be revised with fairness to all.

A system from which the citizens who must make it work, if it is to work, escape on every possible occasion and with any possible excuse, cannot continue forever. A suggestion by which it might be remedied is not at hand, but it seems to me that committees of the legal profession, based on their own experience, might suggest something to minimize its imperfections.

Apropos of my article two weeks ago relative to lack of accomplishment on the part of Federal authorities in suppression of the rum traffic, a correspondent writes me asking if "there is any reason why Congress cannot be urged to make a large appropriation for rum suppression." There is no reason why Congress cannot be urged to make such appropriation, but "urging" Congress and securing the co-operation of Congress are very different propositions.

There were many members of Congress who were, at heart, opposed to prohibition, but who voted for it as a matter of policy, who are disposed to be very niggardly when it comes to considering appropriations for enforcing the very legislation they favored.

A fortnight ago President Coolidge declared himself as very much in favor of making the country "bone dry," and the next day he came across with the statement that disbursements for this purpose "must not under any circumstances exceed the amount of the budget appropriation." The President wants the law enforced, but he is also standing for economy.

Hence impotency in the enforcement of the Volstead act may be very properly charged to Congress and not to the executive branch of the Government. If the executive branch of the Government had an appropriation sufficient to enable it to secure and maintain an adequate blockading fleet, it could put rum row out of commission in short order, but this campaign alone would cost at least four times the amount of the annual appropriation for all operations in all parts of the country. It is, perhaps, absurd to say that a blockade could not be accomplished, but rum row on the upper Atlantic coast is not the Government's only perplexity. In Florida the smugglers have had their own way practically for over two years. During that time there has been no attempt to combat liquor traffic in that State, and the bulk of alcoholic beverages handed in the Middle West comes through Florida ports. Then we have the Pacific coast, the Mexican and Canadian borders to look after, as well as the millions of scow-laws at home.

However, we must not blame Congress too much. Whatever might be the natural disposition of the members of that body, Congress would not dare to make an appropriation that would be large enough to prevent rum run-

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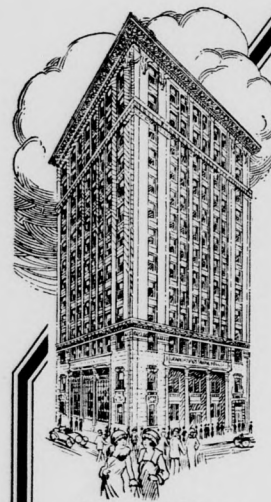
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ning. It is afraid of what the country would say and do should it authorize such an outlay, just as they were afraid of what their constituents would say if they voted against prohibition.

And here we reach the real reason why rum row flourishes. The people of the United States will not support an effective movement to destroy it. The majority are either indifferent about the matter or are actively hostile to the suppression of liquor smuggling.

If this were not so, the Government would require no big appropriations to enable it to suppress smuggling. The besieging fleet would dwindle of itself to insignificant proportions because the big market it supplies would soon be gone. Rum row and liquor smuggling will disappear the moment the people of the United States want it to. But while it may be harassed considerably at times by Government agencies, it will not disintegrate so long as the country is so openly hostile to the efforts that Washington puts forth against it.

Consequently, as I said in a former communication, if the expenditure of two hundred millions annually in a crusade against a handful of moonshiners in East Tennessee was barren results, what are you going to do with fifty million of people who are either law violators or in sympathy with such?

No, Mr. Correspondent, if Congress will not give the President proper backing, what can you hope from a campaign of "urging?"

Frank S. Verbeck.

Let Them Dream For a Day.

Millions of Germans have wrapped themselves in the garments of a dream. They hope, beginning with the inauguration of Hindenburg, somehow to recapture the Golden Age of German prosperity, pomp, prestige, power and authority. The Old Germany preens itself in the Teuton sun as President Hindenburg takes his oath of office in the Reichstag.

Veterans of the old regime believe that with this great event they are turning back to the Fatherland of twenty years ago. Time has a way of softening the ugliness and evil of the past and memory keeps only the beautiful and the good. For the upper caste and middle-class Teuton their world that came to its sunset in 1914 was very fair to see.

For them that old time has become an idealized age, where all the great were great and all the good were happy. The social order was fixed. The law was supreme, and above all stood the "All-Highest" kaiser, serene and aloof in the political and social heavens.

For seven years the old order has known poverty and humiliation. In its Golden Age it knew neither humiliation nor poverty. Since the war Germany has had its share of disorders of the revolt of youth and the breakdown of authority. In the olden regime there was no disorder nor rebellion, and authority was authority. For then the kaiser based his authority upon the Almighty and the state rested its authority upon both. The head of a German household ruled by reason of the church, the state and the kaiser. It was an ordered and untroubled world, with the German arms and the old Teuton gods keeping watch and ward upon the battlements. There was no rebellion, no wordy democracy, no League of Youth. All seems well with that vanished Fatherland as its yearning sons look

back upon it, through the golden mists of memory.

So all the shining medals of yesterday in gold and silver and bronze and all the Iron Crosses hidden so long in German strong-boxes are gleaming in the German sun as Hindenburg goes to the Reichstag. On the breast of morning coats, cutaways and cherished uniforms the decorations of Imperial days have bloomed again. For seven years these have been no more than mementos. Now they are blossoms of hope growing from royalist breasts since the star of monarchy is up and the star of the republic is down in the German sky.

This is a brave, bright day for Junkerdom, a day of jubilee smothered in the Red-White-and-Black flags of the Empire, Hindenburg, Field Marshal of Empire, friend of the kaiser and stern old royalist, is somehow to conjure back the "good old days." By the sheer weight of his name he is to crumble the Treaty of Versailles, magic away the burden of reparations, wipe out the "Polish Corridor," recover a lost Silesia, lost colonies and a lost army and summon another High Seas Fleet from the vasty deep. Somehow he is to restore vanished authority and pave the way for a triumphant return of royalty.

For one glad day Republican and Communist can be ignored as 250,000 members of Monarchist clubs raise the rolling thunder of their cheers for Hindenburg. For an hour the Old Germany, visioning its visions and dreaming its dreams, may forget the grim and watching world outside. In that hour the Junkers of Junkerdom wrapped in the robes of illusion may hail this as the day of their deliverance.

Let them dream for a day: for an awakening must come since the dice of Fate are loaded against them. Their fixed, ordered, weighed and meted Germany of yesterday has become a never-never land. Whether Germany is ruled by a Hindenburg or an Ebert, Nationalist or Republican, a Hohenzollern, or a saddle maker, what has gone is gone, never to be recaptured.

Golden Ages do not return. The world has moved since 1918 and even Germany has moved with it.—New York Evening Post.

Ideals.

As you think, you travel; and as you love, you attract. You are to-day where your thoughts have brought you; will be to-morrow where your thoughts take you. You cannot escape the result of your thoughts, but you can endure and learn, can accept and be glad. You will realize the vision (not the idle wish) of your heart, be it base or beautiful, or a mixture of both, for you will always gravitate towards that which you, secretly, most love. Into your hands will be placed the exact results of your thoughts; you will receive that which you earn; no more, no less. Whatever your present environment may be, you will fall, remain, or rise with your thoughts, your vision, your ideal. You will become as small as your controlling desire; as great as your dominant aspiration.

James Allen.

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Right of Merchant Buying Goods From Sample.

The question of whether there is an implied warranty of goods purchased from sample, relative to their fitness for the purpose purchased, is one of peculiar importance to retail merchants. In other words, if a retail merchant orders goods from a sample, and there is a common defect in both the sample and the bulk when delivered, has the merchant any recourse upon the seller?

As may be expected, this question has been the subject of many long drawn out lawsuits. But, since each case of this kind has necessarily been decided in the light of its facts, the question cannot be covered by the statement of a hard and fast rule. However, it seems, by the weight of authority, that in such a situation where the retail merchant has purchased from a dealer, the latter cannot be held to an implied warranty of fitness of the bulk, where the goods comply with the sample from which ordered. The possible danger in overlooking this point of law when ordering goods from sample may be illustrated by the following:

In this case a merchant ordered a quantity of ladies' shirt waists from samples. The goods were received, and a part of them sold, when it was discovered that the embroidery was put on to run with the wool of the goods, instead of the warp. This it appears, was such a serious defect as to render the goods difficult of sale.

Upon making this discovery, the merchant declined to accept or pay for the goods, and attempted to return them. The importers from whom the waists were purchased declined to accept their return and brought suit to recover the purchase price.

Upon the trial of the case, the merchant did not claim that the goods were not up to samples. But he contended that since the defect which appeared in both the samples and the bulk was difficult to discover, the sellers should be held to an implied warranty that the goods were fit for resale to the trade. In other words, that he the buyer should not be bound to accept defective goods even though he had failed to detect the defect in the samples when he executed the order. In stating the general rule governing situations of the kind the court said:

"It is a settled rule that one who buys an article which is present and subject to his inspection cannot afterwards assert an implied warranty of fitness, quality or condition, in the absence of fraud except possibly where the seller is a manufacturer or grower or the vendor of articles intended for consumption as food.

"Where the sale is by sample there is a warranty—sometimes called express and sometimes implied—that the goods to be furnished shall be equal to the sample, and that is the extent of the warranty. The purchaser is under the same obligation to examine and inspect the sample as he is to examine and inspect the goods when present at the sale."

Following the above statement of the general rule, the court directed its at-

tention to its application to the facts of the instant case. In this connection it was, in part, said:

"To recapitulate, we find. First. That these plaintiffs (sellers) were dealers, and not manufacturers. Second That the sale was made by samples, and no error is assigned upon the proposition that the goods furnished equaled the sample. Third. Under the proofs, there was no warranty that the goods should be merchantable, or of their fitness for use by defendant's (buyer) customer."

In conclusion the court held the sellers were entitled to enforce payment for the goods. That since the goods were equal to the samples, the sellers had complied with their part of the contract, and the fact that the goods were not suited to the buying merchant's trade because of defects would not excuse payment for them since he had had ample opportunity to examine the samples and had ordered therefrom.

In the light of the facts and holding of the above decision, it is obvious that where goods are ordered from samples the merchant should make sure of the fitness of the samples before placing his order. For, as in the case reviewed, if he buys by sample from a dealer he will not, as a general rule, have any recourse upon the seller from a mistake in judgment relative to the fitness of the goods. If the goods comply with the sample, the seller will usually be held to have fulfilled his warranty, and be entitled to payment. The point is clearly one of importance to retail merchants, and may well be had in mind when goods are being contracted for in this manner. Leslie Childs.

Not a Fly-by-Night.

Aviation is much in the public mind, being predicted by many authorities that it is the coming commercial transportation. It is therefore timely to use a display built around this popularity in order to attract attention to the quality or reasonable price of your goods. In getting this desired attention the toy aeroplane or a roughly-made model (which any handy boy can make) will prove most useful. This toy aeroplane should be suspended in your window with a string as nearly invisible as possible. Then attach to the frame of the machine or place where the driver would sit, some small articles of merchandise. There should be a placard in the window:

Not a Fly-by-Night

This store is here to stay and therefore is interested in your continued patronage. That is why our merchandise dollar for dollar contrasts so favorably against that of stores having no intention of building a permanent establishment in this city.

Or the placard may call attention to a sale. If you have an electric fan that can be placed inconspicuously in one corner of the window and keep the aeroplane in motion, the results will be increased. In the absence of a toy plane, a toy balloon could be used.

Some people are always worrying about their money, others are always worrying about the money they do not have; one is just as badly off as the other.

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Just Charges For Department Service.

Naturally the great cities with populations ranging from 300,000 and upward were the first to begin making charges for sending fire department apparatus to extinguish fires in suburban towns and surrounding territory. These were the cities which were called upon to give the most free service. As the taxpayers in these cities began to understand that they were maintaining a well equipped and well manned fire department, not only for their own benefit but for the benefit of several thousand people residing about them, they demanded that their neighbors should share with them the department expenses. There was nothing unreasonable or unjust in this attitude.

Now the smaller cities of the country, even those with a population ranging from 5,000 to 100,000 are likewise calling for financial aid from those who expect fire department assistance. The attitude of these cities is equally justifiable. The principle is the same whether a city of 5,000 or a city of 300,000 population is involved. Fire departments are expensive to equip and operate. They furnish a service of great value. There is no reason why any citizen anywhere should expect to receive this service free of cost. The smaller cities particularly are acquainted with the citizen who builds his home just across the corporation line for the express purpose of escaping municipal taxation. Yet this citizen and his neighbor would feel very much aggrieved if the city would deny to them free of cost all the advantages of municipal aid.

The city of Richmond, Ind., has pointed the way for action by the smaller cities. It has divided surrounding territory into twenty districts and has notified the people living in these districts that fire protection will be given only when the residents of these districts enter into contractual relations with the city which will provide some return to the city for service given.

A Promising Field For Operations.

The National Fire Waste Council has opened up a most promising avenue for fire prevention results. This is the work with trade associations. Some trade organizations, notably the National Wholesale Druggists' Association, have made notable advances in reducing fire loss in the properties of their members. An enquiry sent out to secretaries of trade organizations disclosed that of 116 such groups only nineteen had committees interested in fire prevention. Only seven kept complete records of fire losses on the properties of members. Four-fifths of the 116 trade organizations would be interested in loss reports on their trades and are ready to co-operate in making their associations effective instruments to improve fire safety conditions.

Trade associations have a habit of considering their problems from a very practical viewpoint. When it is once made clear to members of one of these organizations that failure to observe practices, which their common experience has shown to be wise, will handicap them in competition, fire prevention and protection will make rapid strides among them. And in all indus-

tries, a thorough study of fire dangers, methods of avoiding them and methods of avoiding the spread of fire, are always convincing when examined through profit lenses.

If some patriot desires to be the Edward Bok in the fire prevention field let him offer a suitable prize to the trade association that does the most effective fire prevention work and achieves the best results each year.

Reduces Farm Rates For Extinguisher Installations.

The Ohio Farmers Insurance Co., of LeRoy, Ohio, is granting a 10 per cent. reduction on the fire insurance premium of farm property, if approved fire extinguishers are placed in the buildings. A two and one-half gallon fire extinguisher of an approved type must be kept in the dwelling house and a five-gallon extinguisher filled with non-freezing fire extinguisher solution must be kept in the barn and other farm buildings adjacent to the house.

The Ohio Farmers is the first of the stock fire insurance companies to grant insurance credits for fire extinguisher installation in farm properties. This reduction is entirely logical and would seem to be as much justified as the granting of similar credits for installation of fire insurance in property subject to first-class municipal protection. The chance for loss in a city property under protection where extinguishers are lacking is great, but unless a farm property fire is extinguished in incipency, it almost always means a complete and total loss. In the city, even though the fire extinguisher may be lacking, the fire department will usually arrive in time to prevent a total loss.

The chief difficulty of the farm plan will be to insure that the extinguishers are kept in operating condition.

The Greatest Things.

- The greatest sin—fear.
- The best day—to-day.
- The biggest fool—the girl or boy who will not go to school.
- The greatest deceiver—one who deceives himself.
- The most beautiful woman—the one you love.
- The greatest mistake—giving up.
- The most expensive indulgence—hate.
- The cheapest, stupidest, and easiest thing to do—finding fault.
- The greatest trouble-maker—talking too much.
- The worst bankrupt—the soul that has lost its enthusiasm.
- The cleverest man—one who always does what he thinks is right.
- The best teacher—one who makes you want to learn.
- The best part of anyone's religion—gentleness and cheerfulness.
- The meanest feeling—jealousy.
- The most important training—training in democracy.
- The greatest need—common sense.
- The best gift—forgiveness.

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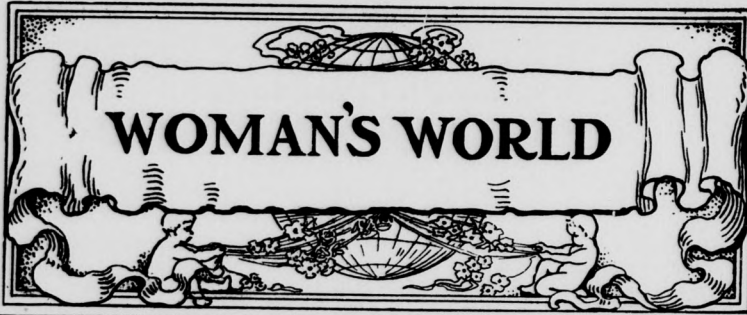
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A Home or a Bunch of Rent Receipts?

Written for the Tradesman.

Doubtless some real estate salesman deserves credit for being the first to make use of this question. We can imagine him with a prospect consisting of a young married pair who, while pleased with the place he has just shown them, are still hesitating and reluctant. Needing a telling argument, he asks: A dozen years from now, my dear young people, which should you rather have this lovely home, fully paid for, or a bunch of old rent receipts?

Being so clever and a hard worker, he must have made his sale. If, as we suppose, he was a decent member of a calling that numbers many sharks and shysters, and was giving the young buyers a really desirable proposition, we are glad he could close the deal because doing so was a good thing for him, and a vastly better thing for them.

In whatever makes for material gain, no favor can be conferred on the average young couple greater than that of inducing them to make a wise purchase of a home. Every pair should put it in their plans to buy or build so as to have a place of their own, if not at once then in the very near future.

Since most, even of those who have been married several years, do not have enough ready money to do this, does some one voice an objection to their going in debt? The reply to this made by bankers and other financiers is that buying a home on some kind of payment plan is not getting into debt in the sense that it is to allow grocery or other bills for current expenses to run along unsettled.

Indeed it should not be counted as incurring debt at all, for with each succeeding payment the buyer's equity is increased and the amount unpaid is decreased.

It is essential that good taste and sound judgment be used in making choice of the property, and that all necessary precautions of purchase shall be taken. The young people must be content to keep well within their probable resources. The house, whether built new or bought with the lot, while it need not be too standardized, should not contain so many or so expensive fads that it would not be acceptable to some one else should disposal become necessary. Most important it is that money enough be gotten together to start right. Either the lot should be paid for fully before the house is begun, or else, before buying, a sum should be accumulated that will allow a down payment amounting to ground ownership in most localities.

Where land is extremely valuable,

sometimes the situation is best managed by going in debt somewhat for the lot, and lessening the cost of the building. A small bungalow in the rear may answer nicely until bettered circumstances permit the erection of a suitable residence in front. Then the first may be rented. In the warmer sections of the country, it is practical to live in what is called here in the West a California house, which is boarded up and down, is not plastered, and also is constructed as cheaply as possible in other ways. In every case, local conditions should govern largely.

If these general lines are adhered to faithfully, it is rare that a property that has been partly paid for has to "go back." In the great majority of cases, those who have had the courage to begin are able to go on and complete their purchase. If, meanwhile, a tempting offer leads them to sell their equity at a profit, they are likely to put their money into another place at once.

There are those who "figure that it is cheaper to rent," and who talk knowingly about taxes, insurance, cost of upkeep, and depreciation in the value of buildings. With ever ready pencils they show you how savings will pile up in amount if they are added to regularly and the interest is compounded by reinvestment. These argue further that when you can't buy for cash but must resort to some installment plan, you always must pay a long price.

During the last several years, in places where the housing shortage has boosted rents, it has been hard for those who take this side of the question to make a convincing showing. However, let us freely concede that there is something in their objections, also that the stock argument of the retailers, "a small payment down and the balance like rent," is not strictly true. To make satisfactory reduction of the principal and also keep up the property, more must be paid than rent ordinarily would cost.

In reality neither side can make a numerical presentation that will furnish reliable guidance. This is because all data must be taken from the past, while what you do or don't do in this case is always for the future. No one can tell with certainty whether rents are going to be high or low, nor exactly what return money will bring.

The big argument in favor of our proposition is just this: As human nature is constituted, as things actually work out, not with figures on paper but in real life, the average married pair are not likely to save much of anything for the abstract purpose of adding to a bank account or investing in interest-bearing securities. On the

other hand, once they start in to buy a home, they settle down to their purpose, cut out foolish expenditures, and in a time that does not seem so very long, have their place paid for; while those who took the off side of the question are still figuring and have little or nothing.

The knowledge of real estate transactions, loans, and financial matters generally that has been acquired, and the habits of economy that have become ingrained, will prove the best possible foundation for further thrift and accumulation. There will result a competence for old age instead of the embarrassing straits that are the logical outcome of continued living from hand to mouth.

So much for the material advantages. A few words now as to the more intangible but not less real immaterial gains.

Beginning with those that properly rank lowest in the scale, there is the added respect in which one is held by neighbors and associates. What is that saying of Poor Richard, no sooner do you get a sheep and a calf than every one begins to bid you Good Morrow? If not just this, it is something very much like this. In every community those who own their own homes are regarded as the substantial citizens and are those whose opinions carry greatest weight.

We must not forget that perfectly legitimate pleasure, the sheer joy of possession. A woman who had lived all her previous life in the houses of other people, told of the thrill she had when first she turned the key in the lock of her own door.

Everyone needs to be at the head of something. In industry and in business at the present time, the few command while the many obey. For the man and the woman whose daily bread comes through obedience to the will of superiors, there is nothing better calculated to keep them in their own self-respect than having some spot where they are the undisputed monarchs.

Apartment house living never is favorable to harmony in marriage. But the team work of earning on the part of the husband and saving on the part of the wife, the steady pulling together for a common purpose, the mutual sacrifices involved in paying for a home as well as the mutual pride and pleasure in its possession and maintenance, are invaluable promoters of marital agreement.

With the care of the precious ground that surrounds your abode, there comes a happiness that is almost beyond words. You may plant a tree or two and some shrubs and watch them grow. You will train vines over your porches and have a little square of velvet lawn on which to feast your eyes. Flowers will bloom in your borders, the opening of each new blossom bringing you fresh delight. Perhaps there is space for a tiny vegetable garden at the back.

What health of body and soul, what correction from conditions brought on by artificial living, are found in a little digging in the earth! Only those who have long been too familiar with high walls of brick and mortar, with stand-

ing on hard floors and treading on sidewalks and pavements, know the joys of the open air and the blessedness of the ground.

In a home of your own, your children, when they come, will not be given the cold reception that in rented quarters, the world over, is accorded to little folks. They will receive the welcome that is their birthright. Outside you have what very soon they will require, space in which to play and to keep a few pets.

It is not to be said that a home cannot be made in a rented house or flat. But, in the long run, hiring the habitation from a landlord is conducive not to the finer and more permanent things of life, but to restlessness, frivolity and jazz.

About a dwelling that for many years has been the abiding place of a family, there are tender and sacred associations that in no way can be made to cluster about a bunch of old rent receipts. Home sweet home, to be such in the fullest sense, must be one that is your very own.

Ella M. Rogers.

Better Care of Fruit Has Increased Demand.

While the per capita consumption of apples has fallen, on figures of statisticians, from 2.17 bushels per capita thirty-five years ago to 1.49 bushels, according to the last figures made public in 1922, there is again a forward movement. The decrease was due to the fact that with millions of people flocking into the United States together with the natural growth of the native population, the population grew faster than new country was opened to orchardists and new trees could be brought into bearing.

However, with the large plantings of new orchards and trees in the home garden, the deficit in apples is being made up, and the prices have reflected the lack of supply for the last few years. Better quality apples are being demanded and growers are realizing steady profits on moderate margins on the production of high-class fruit.

A Washington grower is reported to have sold 15,000 boxes of a fancy variety at \$3.50 a box as his season's crop last fall.

One of the reasons for the better sale and distribution of apples is better care in packing, storing and shipping. Growers in some of the apple centers wrap their fancy stock in waxed papers, which protect them from loss of juiciness from evaporation and also prevent the spread of rot in the boxes.

Apples are particularly desirable as spring tonics at this season of the year. Where formerly, before scientific methods of handling the fruit were well understood and practiced the supply at this season was likely to be of poor quality after a winter's storage. Modern packing and storing methods place apples in the market now in as fine quality as when they were gathered in the orchard last fall, with all their bloom, fragrance, juiciness and flavor intact.

The radio stock boom collapsed but the radio industry is here to stay.

Early School Days in the Lumber Country.

Grandville, May 26—The boys and girls of the pine woods were as jolly a lot as you will find anywhere on earth. The fun and frolic of that time has never been outdone by our later generation of school folks.

Back in the days of the slavery agitation the small fry of the lumber country entered into the spirit of the occasion with all the vim of their elders. The Fremont campaign aroused considerable interest, but it was when the rail-splitter of Illinois forged to the front that the boys took a deep interest in what was going on in the arena of National politics.

Lincoln was elected in the fall of 1860 and a majority of the boys and girls as well were for "Honest Old Abe."

In the early winter riding down hill on hand sleds was a pastime very freely indulged in by the scholars of the Sand Creek school. There were few fancy sleds in those days, the coasters being made of oak boards some shod but most of them without shoes.

Peter Trimble (not his name, but it will do for this occasion) was an enthusiastic Lincoln partisan. The wealthiest man in the burg had a son who, like his father, espoused the cause of the "Little Giant," an apt title attached to Lincoln's defeated opponent, Stephen A. Douglas. Trimble had the largest hand sled of all, and when he came to school after the first snow that sled had the name of "Old Abe" emblazoned across the seat. Peter was a prime favorite with the girls, who took turns coasting with him down the long hill to the river.

Sam Baker sniffed at the name and intimated that he would show the school some sled when his uncle Andrew finished one he was at work on. The Bakers were Douglas through and through and quite disappointed at the defeat of their candidate in the election.

A few days later Sam came to school with his new sled. It was a natty coaster, framed and shod, painted a bright red, striped off in elegant style. The "oh mys" of the girls nettled the Lincoln boy not a little. And when he saw how the girls swarmed about his rival, seeking a ride on "The Little Giant," as Sam had named his sled, a sudden resolve entered the soul of the Lincoln boy to humble the other at whatever cost.

"Eh?" queried Bill, the Blacksmith, as Peter Trimble entered his shop one frosty morning drawing his board sled. "What seems to be the matter now?"

"Matter enough," answered Peter. "The Baker boy has got a new sled—"

"Yes, I saw him go past. It's a handsome bit of work. His uncle Andrew made it I suppose."

"Yes, he did, and its got steel shoes and beats all the other boys' sleds sky high."

"And what do you expect me to do?"

"I want shoes for Old Abe."

The blacksmith went to the rear of the shop, returning a moment later with a long glittering band of spring steel. Peter watched the smith while he drilled the steel band, cut it to fit Old Abe's runners and made the shoes fast to the bottom.

"There, my boy," ejaculated Bill the blacksmith, "if anybody beats that sled for speed after this he's got to go some."

Early Monday morning Peter Trimble strode to the summit of the hill on which stood the schoolhouse. A bevy of girls met him, laughing and guying him about clumsy Old Abe letting the Little Giant beat him to it.

"Any you girls want to ride with me?" asked Peter.

Not one stirred to comply. Sam Baker was nearing the top of the hill with his bright new sled, and the eyes of the girls were on him.

"Ho, ho!" called Sam. "I hear Old Abe has been having his feet shod. How about a little race to the river?"

The speaker swung his sled around into position.

"That suits me exactly," assented the other. "Now what girl will ride with me?" No one stirred. The prettiest girl present stepped to Sam's sled and sat herself down while that youth grinned in the face of his rival.

"I am with you, Peter."

A tall, rather homely girl took her place on Peter's sled.

A clapping of hands followed. Homely Trissy was pitted against pretty Libbie. The boys were soon ready and set off side by side down the glassy surface of the long hill.

Old Abe was that day on his mettle. The Little Giant took the lead while the girl passengers clapped their hands and shrieked with laughter.

"I hope we beat 'em," cried Trissy. Presently Old Abe took on speed, and just before the foot of the long hill was reached forged ahead, whizzing into the end of the river bridge

several lengths ahead of the natty Little Giant.

Peter sprang to his feet, elated and happy.

"You can't do that again," roared Sam.

"I can do that every day in the week. No sled in America can beat Old Abe." When Peter said this he realized that his sled was not at its best since the shoes were new and would improve with wear.

The Douglas boy ceased his tantalizing after that since the homely board sled of his rival never failed of easily beating in every race thereafter.

Naturally Peter regained his former standing with the girls and Old Abe never lacked for a passenger after that day of victory.

The merchant who doesn't learn each day more than he forgets about his business is headed in the wrong direction.

Difficulty.

No doubt a world in which matter never got out of place and became dirt, in which iron had no flaws and wood no cracks, in which gardens had no weeds and food grew ready cooked, in which clothes never wore out and washing was as easy as advertisements describe it, in which the right word was not hard to find and rules had no exceptions, and things never went wrong, would be a much easier place to live in. But for purposes of training and development it would be worth nothing at all. It is the resistance that puts us on our mettle; it is the conquest of the reluctant stuff that educates the worker. I wish you enough difficulties to keep you well and make you strong and skilful.

Henry Van Dyke.

Only as our candies excel for the price asked do we hope to obtain your interest and merit your continued patronage

A. R. WALKER CANDY CORPORATION
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 Secretary-Treasurer—H. J. Mulrine, Battle Creek.
 Manager—Jason E. Hammond, Lansing.

Standard Card For Notions.

A standard sample card for notions is being recommended for adoption in that trade by the Board of Directors of the National Notion Association. The outside dimensions of the card, it was announced recently, are 9½ inches high by 4½ inches wide. It is to be carried in a loose leaf sheet 10 inches high by 15 inches wide. This sheet has a half-inch flap top and bottom so that only 8½ inches in height of the sample card are actually visible. Any printing or other matter, it was added, should be within a half-inch of the top and bottom of the card. The sheet should be divided into three equal sections to take the uniform sized card. A manufacturer desiring to make his card double or triple the size of the uniform card can do so, providing the card has a cut-out a half-inch square every 4¾ inches at both top and bottom. These sizes, the association stated, were adopted after careful research and the sending of questionnaires to both jobbers and manufacturers. Ten leading notion manufacturers have already adopted the card, as have also eight prominent jobbing concerns.

Big Orders For Hosiery.

Some idea of the big way in which full-fashioned silk hosiery is selling at the present time can be gathered from the size of some of the orders that are now being placed for these goods by big wholesalers. Within the last week for instance, two orders calling for 20,000 and 10,000 dozen, respectively, have been placed in the New York market. The first called for \$230,000 worth of merchandise. The second called for the goods in the gray. Delivery on the latter order does not start until July, when 750 dozen pairs will be shipped. The remainder of the goods are to be shipped at the rate of 2,500 dozen monthly during August, September, October and November. Three thousand dozen more hose could have been sold by the mill that booked this order if that quantity of goods could have been shipped to the same buyer next month.

Warn of Difficulties Later On.

The backward buying which has characterized the Fall dress and coating demand is prompting several important selling agents to warn of a possible scarcity of wanted fabrics later on. They point out that the mills

cannot produce goods over night to meet the demand. Their production time has already been seriously curtailed, the executives add, and bunching of orders, provided there is a sizeable demand at all from the retailers, is apt to create considerable difficulty for the ready-to-wear manufacturers. Just what effect such warnings from the mills will have on the cutters-up is problematical. In the main they are prone to discount them. The cutters take the stand that they would rather meet the difficulties as they arise than anticipate. The policy of operating closer to the time of retail needs is stronger than ever, according to representative manufacturers.

Says Doll Outlook Is Bad.

Unless something is done to put an end to the practically cut-throat competition that exists between domestic doll manufacturers at the present time, the end of the present year will see quite a few of them on the financial casualty list. By one means or another, buyers have succeeded in getting makers of dolls so hungry for business that the financially weaker ones, at least, are accepting business at almost any price in order to keep going. The bulk of the doll business at both the New York and Chicago toy fairs was said to have been obtained solely on the basis of low prices, most of which admitted of no profit for the manufacturer. Imports of foreign dolls are not responsible for the situation, from all accounts, as about 85 per cent. of all those sold in this country now are of home production. In addition to this, there is a stiff duty on imported dolls.

Gem Buyers Are Marking Time.

Not for some time has the local market for colored gems been less active, as a whole, than it is right now. Emeralds are dominating what little demand there is, but business in them is hampered, especially with the finer trade, by the steadily increasing scarcity of really good stones. Sapphires come as close to being second in demand as anything, and while the call for rubies was said yesterday to be comparatively active—more so than was the case a year ago—the business being done in them is by no means of important proportions. At the moment the situation in the semi-precious stones parallels that in the more expensive gems. In that part of the market, however, it is more difficult to say just what is most in demand. Aquamarines come as close to leading as anything.

Trends in Gloves For Fall.

The cuff style is again featured in women's kid and fabric gloves for the

Fall season. While the flare is said to be still running strong, a gain in interest in the turn-back effect is noted by wholesalers here. The cuffs are highly ornate and often in three or more color combinations in embroidered floral or other patterns. Colors of the glove proper run strongly to mode, beaver, champagne and oak shades, with a black cuff supplying a contrast. Buying thus far for Fall is said to have been fairly active. The makers of kid gloves are facing a tight situation owing to the restricted quantities of glove leathers available and the higher prices ruling on them. There is still a fair amount of immediate delivery business in silk gloves, the buying being regulated by the temperature.

New Features in Sport Hats.

Information that has reached the local millinery trade from the other side makes it appear that the French designers are going out of their way this season to turn out novelties in sports headgear. Jean Patou, for instance, is showing hats of this type that are made of narrow grosgrain arranged in diamond-shaped patterns in various shades to form the crown. Another features cross-word puzzle squares of different hues of ribbon. The brim on this hat is quite wide at the back and narrow at the drooping front. Jeanne Lanvin is making sports hats of scarlet suede with round crowns and narrow brims. The crowns are trimmed with scalloped bands, circles and wavy lines of suede in several tones. These are sewed flat to the hat.

Fall Blouse Colors Announced.

Colors chosen by the special committee of the United Waist League of America for Fall blouses were announced last week. The committee worked under the chairmanship of Alfred Stern, and these are the selections they made: Gobelin, a soft, dull blue; league gray, a pearl shade; copper luster, somewhat like burnt orange; fallow, a sand hue; Moroccan, a dark henna shade; cowboy, or light brown; Alpine green, a shade darker than jade green; a bright hue known as league red; navy, and a medium brown shade known as coffee. According to M. Mosesso, executive chairman of the league, the new color cards are in unusually active demand. They will be ready for distribution some time next week.

Color Standardizing Will Help.

The adoption, for the first time, of a standard Fall color card by makers of children's apparel is expected to go a long way toward facilitating, in the future, the matching up of shades in hats and coats. Heretofore much difficulty was entailed in this, and considerable trouble was caused by the failure of the manufacturers of the two classes of goods to get them out in the same hues. While only seven shades have been chosen, and they are to apply only to broadcloth, it is the intention of the manufacturers of the apparel in question, with the co-operation of the makers of the fabrics that go into them to include in future card colors that will apply to all classes of cloths.

Duplicates Likely To Be Browns.

The light colors offered in men's hats for Fall have been taking well, according to manufacturers here. Pearls and various shades of gray have stood out in the demand, and the consumer call for these shades is relied on to be a feature of the early Fall business. At the same time, it is held that these are not likely to last the season through, and the opinion was expressed yesterday that the lighter tones of brown will come to the fore in the later business. It is thus figured that the duplicate business will tend more to stress beige and similar tones of the more delicate browns and tans.

Many Novelties in Garters.

The vogue for rolled down stockings and more or less visible garters has led to the introduction of a large number of novelties in the latter. Among those seen yesterday in a wholesale establishment were garters having tiny thermometers on them, although the exact use of these temperature measuring instruments was not fully explained. Other garters were equipped with small bells, and still others with miniature doll heads. The merchandise is of shirred ribbon, having the usual elastic. High colors predominate.

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THE EPIDEMIC OF TURNOVER

It Has Checked Business and Increased Costs.

I have been reviewing the epidemic of turnover, which was spread all over the country of late. Of course, the manufacturers and jobbers do not like it. It is only natural that a manufacturer should like to sell his goods for future shipment in nice, round quantities. He can then figure out how much raw material he will need. He can put the work into his factory and make good, long runs. Nothing helps reduce the cost of manufacturing like long runs on large orders. Nothing brings up the cost of manufacturing like small, irregular and erratic orders.

The same thing is true, in another form, of the jobber. It costs no more to enter \$1,000 on the books than it does to enter 10 cents. It actually costs considerably less to ship a full case than it does one pasteboard box of an item, and, of course, it costs a great deal less to pack and ship one pasteboard box than it does to tie up in paper and mark a fraction of a dozen. Handling these little orders, to be shipped by parcel post, mail and express, is a terrifically expensive business. In other words, the retail dealer who buys one-quarter dozen every week for four weeks, instead of buying one dozen in the start, multiplies the cost of doing business more than four times. Doing a business at wholesale prices in very small quantities is nothing more nor less than transacting a retail business without the retail profit. All the jobbers with whom I talked, both in the hardware and drug lines, were complaining of the heavy increase in the cost of doing business as a result of the very small orders coming from the retail trade. As I stated before, the manufacturers were also complaining of the manner in which the jobbers were ordering.

When the retail merchant orders goods in such small quantities, he must devote a very large part of his time to buying. He is constantly buying the same goods over and over again. He is constantly checking small invoices and marking up small quantities of goods over and over again. There must be a tremendous loss in the retailer's time.

I can not help thinking of my old friend, W. C. Stark, when I sold him goods in the old days in Colorado Springs. This was a dry town. Beer was sold only by drug stores. In those days beer bottles had corks and Colorado Springs, on account of prohibition, was one of the best towns in the country for the sale of cork screws. Almost every merchant in Colorado Springs in those days was out of cork screws most of the time. The only man who had the goods was W. C. Stark. Mr. Stark would buy a gross of cork screws where the other retail hardware men would buy only a dozen. Stark had the capital to carry the stock. He told me that he had figured it out that it was cheaper to carry a good, complete stock of sure sellers than it was to waste his time buying the goods all the time. Besides that, he had the goods when the other merchants were out and a good share of

his sales were of goods sold to competitors at a very fair profit! Mr. Stark never talked to me about turnover. When anything sold well I could always count on a nice, fat order from Mr. Stark. Mr. Stark is now retired. He made a fortune in the hardware business in Colorado Springs. I am quite sure he made more money in the hardware business in Colorado Springs than any retail hardware man who was ever in business in that town and I am sure one reason why Mr. Stark made so much money was because he always had the goods when they were called for. I am sure that another reason was that he did a larger business with fewer employes than any other retail store in the town. Mr. Stark believed that wages and labor and lost time cost more than interest on capital invested in stock.

However, after all, in studying the problem of distribution, it does not make any difference just where the saving in the cost of distribution is made, only so this saving comes in between the finished manufactured goods at the factory and the delivery of these goods to the home of the consumer. The point is, can the cost of distribution from the manufacturer through the jobber to the retailer to the consumer not be reduced?

Even if a quick turnover by this infinitesimal buying reduces the cost in the retail store, what is accomplished if the cost of distribution is increased, both for the jobber and the manufacturer?

The problem I would like to work out, but for which I have not the figures at hand to solve, is, whether this hand-to-mouth system of buying—whether this increase in turnover, is reducing the cost of distribution or whether it is not, as a matter of fact, actually increasing the cost of distribution. From all I heard on this subject on my Western trip from so many intelligent, practical jobbers and manufacturers, one would suppose that this epidemic of turnover is really one of the worst things that could happen to business at this time. According to their story, it is checking the sale of raw materials. It is increasing the cost of manufacturing and it is also increasing the cost of handling both a jobbing and a retail business.

Once upon a time families bought sugar by the barrel; coffee by the bag; soap by the case, etc. Now, by the modern system of packaging, families are being trained to buy from day to day for their immediate needs. While, of course, we must admit that there is likely to be some loss in buying in large quantities by reason of deterioration, waste, etc., still the problem is whether the tremendously increased cost of retailing in these small lots is not causing a loss that is far greater than the loss when housewives bought in larger quantities. Of course all of us know that since the advent of packaged goods, especially nationally advertised packaged goods, prices have largely increased. Just compare the price, for instance, of a special brand of coffee sold in a pound package today with the price of coffee sold in the old days to families by the bag. There

is an enormous difference. This difference is in the cost of packaging and in the cost of frequent handling.—Saunders Norvell in Hardware Age.

Figure Closely on Fabric Costs.

Just how close competition in the ready-to-wear field is forcing manufacturers to figure their fabric and production costs was illustrated in a story told recently. A certain manufacturer had had marked success with a line of flannel dresses he was offering. He had sold practically his entire output when an order came to him from a well known store here for an additional quantity of the dresses. The manufacturer had none of the garments in stock nor any of this particular type of piece goods. He went to the mill from which he had bought the goods at \$2.57½ for Spring. He was told there was no more Spring goods available but that a similar cloth in a heavier weight was being offered for Fall at \$2.75. This advance dismayed the manufacturer who said his costs had been very closely figured on the Spring price of the cloth. He made a strong plea for that price, but the selling agent stood pat. The manufacturer finally took the goods, but claimed that he would lose money on the dress order.

Shoe Business Is Good.

With the exception of those manufacturers of women's shoes who go in entirely for the more extreme styles, reports from the trade indicate that there is not a great deal of reason for complaining about the business that is now being done. The jobbers are getting nice advance business in men's and boys' shoes, and in some of the semi-staple lines of women's goods as well. They are also getting in some good orders on tennis and other sport shoes, especially the better grades of crepe sole goods. In the higher priced lines the men's end is the more active, and advance business in this case shapes up very nicely in comparison with that of a year ago. There is no marked difference in the character of the demand from that for Spring, but the outlook for a good season was said yesterday to be even brighter than it was then.

Boys' Suits For Fall.

Conditions in the boys' clothing market are said to be almost identical with those in men's wear as far as Fall buying is concerned. Some manufacturers have received fair advance orders, but the larger number of them are credited with having done a business that is conservatively described as "not very big." The indications were said yesterday to point to late buying by the big retailers, particularly the department stores. This was held likely to develop some time in July or August, as these retailers must have stocks in time for the opening of school, which represents the biggest consumer buying period of the year. Vest suits in cassimeres continue to be stressed, with practically every suit containing two pairs of trousers.

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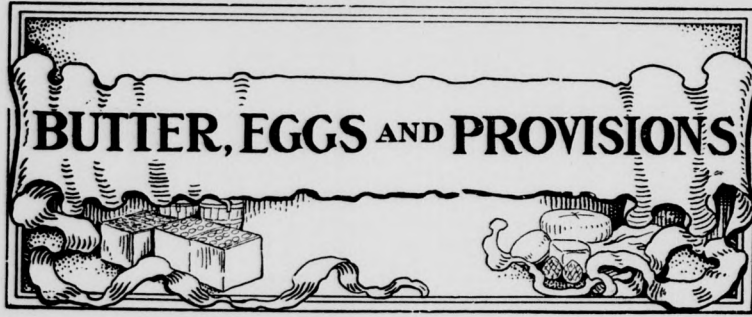


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Interesting Facts About the World Egg Trade.

Falling off in Russian shipments is principal factor—1923 trade totaled 450,000,000 dozen, 250,000,000 dozen less than 1913.

China replaces Russia as largest producer.

United States is chief exporter in Western Hemisphere.

England is by far the largest importer.

China leads in egg products.

The above is the gist of it, and here is the detail:

The development of the poultry industry in nearly every country in which it is possible, and the falling off of egg shipments from Russia, the largest pre-war source of eggs, have resulted chiefly in the drop in volume of the world trade in eggs from 700,000,000 dozen in 1913 to 450,000,000 dozen in 1923 (the latest available statistics) according to the Foodstuffs Division of the Department of Commerce.

The trade in egg products—albumen, yolk and whole egg, both dried and liquid, and frozen whole egg—amounted to about 120,000,000 dozen in 1923.

Before the war Russia, including what is now Poland and the Baltic States, was the largest egg-producing country, and in 1913 exported 264,000,000 dozens, sending 38.7 per cent. of its exports to England and 27.9 per cent. to Germany. These exports ceased during the revolution in Russia, but were resumed in 1923, when it is estimated 7,500,000 dozens were exported from present-day Russia, 50 per cent. of the exports going to Germany.

China now produces more eggs than any other country and in 1923 was the largest exporter of eggs, shipping 91,754,000 dozens to other countries in that year. These exports went mainly to countries bordering on the Pacific, with the exception of the shipments to England, which have taken place only in recent years. Japan and Formosa purchase about 75 per cent. of the total Chinese egg exports. The Chinese trade has trebled since 1913. The Chinese eggs are smaller than those produced in the United States, and the greater part of the eggs produced are used in the manufacture of egg products.

In Denmark special attention has been paid to the development of the poultry industry with a view to producing eggs for export. The industry is probably more highly organized in this country than in any other, and, as a consequence Denmark has risen from the sixth position to third position as an egg-exporting country, and in 1923 furnished one-ninth of the total world exports. Great Britain is the principal market for Danish eggs. In 1913 Dan-

ish egg exports to Great Britain represented over 94 per cent. of the total Danish exports and over 20 per cent. of the British imports. After the war, however, Denmark turned to continental European countries for an outlet for some of its eggs, as Great Britain was taking larger quantities from its colonies in Africa, Australia, and North America. It is estimated that three-fifths of the egg production of Denmark is exported and these exports rank third in importance of value of agricultural produce exported from that country.

In the Western Hemisphere, the United States is the principal egg-exporting country, shipping abroad 30,659,000 dozen in 1923 as compared with 20,409,000 dozen in 1913. While small exports are made from Canada, that country imports considerably more eggs than it exports, the imports in 1923 amounting to 8,319,622 and the exports to 3,613,531 dozens. Although the poultry industry in Argentina is unorganized, the egg production is large, and that country now has an export trade which is growing rapidly. Up to 1920 egg exports from Argentina were very small, but in 1920 they amounted to 1,882,654 dozens, and in 1923 2,500,000 dozen eggs were exported. Eggs from this country go to the United States and to England, as well as in smaller quantities to other European countries and nearby South American countries.

England is by far the largest egg-importing country in 1923 taking 200,459,430 dozen eggs from foreign sources, including a small quantity from its colonial possessions, compared with 215,755,700 dozen in 1913. These imports represent 60 per cent. of England's annual egg consumption, and come mainly from Denmark. Heavy shipments also come from Ireland, Egypt and China, while other countries also participate in smaller measure in this trade. The United States imported 412,000 eggs in 1923 as against 1,271,000 in 1913.

The most striking change in the world egg-import trade is noted in the case of Germany. In 1913 Germany imported 275,714,000 dozens of eggs. These imports dropped to 194,000 dozen in 1923, while the exports rose from 801,757 dozen in 1913 to 1,070,000 dozen in 1923. Poland furnishes most of the eggs imported into Germany, the adjacent European countries supplying the balance.

China is the principal factor in world trade in egg products—albumen, yolk, whole egg, both liquid and dried, and frozen whole egg—and supplies 90 per cent. of the total world exports of about 120,000,000 pounds, roughly estimated as the product of about 100

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.

RED STAR



No business man will deny the old truth that the satisfaction yielded by a quality article is remembered long after the price has been forgotten. Selling finer Flour is the most certain way to a permanent following of loyal customers.

JUDSON GROCER COMPANY

GRAND RAPIDS, MICHIGAN

million dozen eggs. The exports of egg products from China increased from 45,000,000 pounds in 1913 to 107,690,000 pounds in 1923. England takes one-half of these exports and the United States one-fourth.

Movements are under way in these countries in which a foreign trade in eggs is being encouraged and developed to improve and guarantee the quality of the eggs which enter world trade. Denmark is probably the first country in which an egg-exporting board was established for the purpose of fixing standards for eggs destined for foreign markets. Members of the co-operative organization established for the export of eggs must stamp their product so that the producer may be identified, and the eggs are then carefully sorted, candled and packed for shipment. The care with which this is done has created a reputation of highest quality for Danish eggs, and, consequently, they command the top prices on the world's markets.

Numerous egg-marketing co-operatives have also been formed in the Netherlands, these dealing principally with eggs for export, and the methods of handling and marketing eggs for export trade by these organizations are very similar to those pursued in Denmark.

Other countries are following the example set by Denmark. The Northern Ireland government has been active in developing an egg export trade and has recently passed an act requiring that all eggs entering foreign trade be tested, graded and packed according to government regulations, and compels persons carrying on export trade in eggs to register their premises with the government.

Canada, New Zealand and British South Africa are also endeavoring to establish governmental regulations covering the grading, packing and marketing of eggs, especially those which are to be shipped to other countries.

More Clashes in Federal Trade Commission.

Much interest attaches to the action of the Federal Trade Commission during the past week in dismissing its complaint against the Michigan Wholesale Grocers' Association, its officers, executive committee and members. The respondents were charged with "using coercive methods in attempting to force manufacturers into guaranteeing against price declines."

The Commission's announcement states that Commissioners Thompson and Nugent "dissented and will later file a memorandum of dissent." It will be noted that these two commissioners, who make up the insurgent minority of the board, are evidently preparing for another onslaught upon the Commission's new policy which forbids publicity in advance of thorough investigation and in cases in which complaints are dismissed for lack of adequate proof, as in this particular instance.

It would be a mistake, however, to assume from the action taken by the Commission in this case that it proposes to abandon its crusade against the practice of guaranteeing against

price declines. On the contrary, it can be stated that it is the purpose of the Commission to pursue this matter at least until a court decision is obtained upon the point as to whether the practice of manufacturers and wholesalers in guaranteeing their retail customers against a decline in price after the goods involved have been sold is tantamount to a violation either of the antitrust laws or of the statute creating the trade commission.

The Commission has contended that a wholesaler or a retailer who receives a guarantee against price decline from the party from whom he purchases merchandise holds an important advantage over a competitor who buys goods without such guarantee. This advantage, in the opinion of the Commission, amounts to unfair competition.

During the course of an extended "trade practice submittal" held by the Commission, representative business men, while conceding that the practice complained of gave an advantage to the parties receiving the guarantee, contended vigorously that it was a perfectly legitimate advantage in no way contrary to public policy and certainly not an infraction of any statute. In order that the practice should amount to unfair competition under the law, or even at common law, it was insisted that an instance would have to be cited in which a manufacturer or wholesaler guarantees one customer against price decline while refusing to provide another customer with the same safeguard.

In the case just dismissed by the majority of the Commission the minority members, Messrs. Thompson and Nugent, are understood to take the position, not only that the practice complained of is against the law, but also that there was ample proof in this particular case that it had been resorted to by the respondents. It is expected that in their dissenting opinion the two minority Commissioners will proceed to ventilate the entire controversy and thus still further accentuate the strained relations existing between the majority and minority of the Commission, which for several weeks past have been acute.

Watching His Step.

A young man of nervous appearance, yet possessing a certain determined air, walked into a very ornate business building, hesitated a moment, and then with the sharp motions of one who is about to take the final leap, entered one of the well-appointed offices.

"Is this Mr. Stevens' office?"

"Yes."

"Mr. Gerald K. Stevens?"

"Yes."

"Is he in?"

"Yes; would you like to see him?"

"No-n-no! No, thank you! But could you tell me how long he will be here?"

"Why, he should be here at least three hours. But he can see you perfectly well right now."

"Thank you just the same, but I think I shall call on his daughter."

A mutual sense of humor should be in the regulations of every family union.

"COUNT ME IN!"

Hundreds of grocers have written heir local N. A. R. G. Chairman saying,

"I went to Los Angeles last year, St. Paul the year before, and I'll be in Dubuque on June 22nd as sure as shootin'. The conventions get better and better every year and I get more and more out of them. Count me in!"

Combine your vacation with a profitable business trip. Write your local chairman he can count you in!

FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE



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

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.

Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

NUCOA
"The Wholesome Spread for Bread"
"THE ORIGINAL"
QUALITY
NOT
PREMIUMS
SELLS
NUCOA
I. VAN WESTENBRUGGE
Muskegon-Grand Rapids-Holland





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

Suggestions Regarding the Sale of Vacuum Cleaners.

Written for the Tradesman.

The selling of vacuum cleaners, popular though they are, has not received from the hardware dealer the attention that is their due in connection with the household goods department. Indeed, while the last fifteen years have seen the vacuum cleaner transformed from an experiment to a staple article of household use, the hardware dealer has, in many communities, allowed the furniture dealer, the dry goods dealer or the dealer in electrical specialties to capture this business from him.

In the process of putting in a stock many dealers consider it advisable to invest in several grades. In the earlier days particularly the stock ranged from the carpet sweeper up through the moderate priced hand cleaner to the highest priced electric, the object being to suit all purses.

At the same time, there is a decided advantage in picking one good line and sticking to it. The tendency in most households where electric current is available has undoubtedly been in the direction of buying a fairly high priced electric vacuum cleaner. In any event, it will pay to put your strongest selling behind a dependable standard article. It has been proven time and again that one class of a well advertised article offers a greater opportunity to the salesman than the pushing of two or three makes of nearly similar price.

In the sale of the vacuum cleaner, a demonstration is a prime essential. True, the demonstration is not so necessary as it was some fifteen years ago, when the vacuum cleaner was still regarded as an experiment. But where a considerable investment is involved, the customer likes to be made perfectly familiar with the working of the machine.

The best-informed vacuum cleaner men are agreed that the actual demonstration in the customer's own home is in many cases synonymous with the sale itself. The article, if it is a good one, is so thoroughly excellent that it practically sells itself when once it is given an opportunity to show what it can do.

Hence, the problem is to investigate ways and means of approach to secure this desired demonstration.

First and foremost, although the vacuum cleaner is easily operated by anyone who has a slight knowledge of its mechanism, it is apt to prove a boomerang to the salesman demon-

strator who is clumsy, awkward or unversed in the work. The customer, usually a woman, who sees the demonstrator in difficulties, is apt to think if an expert has so much trouble, there will be even more difficulties confronting her.

So, above all else, proficiency should be required of any salesman who seeks to demonstrate the vacuum cleaner. That quality may be materially increased by a minute study of the instruction booklet accompanying the machine, and by an accurate knowledge of the machine itself, how it is put together, and how it does its work.

But while it is desirable for the salesman to know the vacuum cleaner, it will be found equally desirable to avoid unloading all this technical knowledge on the prospective customer. Enlargement on technical points is a mistake in selling any type of machinery; and especially in trying to sell to women customers. The housewife's interest lies, not in the machine itself, but in the results it will produce for her. She is interested in methods only so far as a knowledge of them is necessary to the successful operation of the device.

Of the many selling arguments that may be urged, there are none which cannot be adapted to local conditions. Perhaps the most important and effective argument is the labor-saving feature of the machine. Next to that comes the sanitary feature. Then, too, there is the fact that it cleans more thoroughly than the old hand-and-broom method ever could. Possibly next in importance comes the saving in wear and tear on the home furnishings.

The big problem, of course, is to get an opportunity to show the mistress of the house that the machine will save her back and her time, put her dust away in a receptacle instead of scattering it around as a broom does, lengthen the life of the curtains, carpets and other furnishings, and on top of all that do a cleaner job than is possible by other methods.

In addition to the ordinary run of newspaper advertising and window displays, a little individuality may well be added by actual cleaning of an extemporized room in the show windows. The initial interest of the public may be secured by advertising that on a certain date an apparently clean room that is already set up will be gone over with a cleaner. Ask the readers to look at the room and guess the weight or bulk of the dirt removed. If you like, offer a prize to the one who can guess nearest. But be sure that the room looks clean, so as to be able

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

BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

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

GRAND RAPIDS, MICHIGAN

to surprise the onlookers by the amount of dirt collected.

Afterward, interest may be held by scattering flour, sawdust, etc., over the carpet and by cleaning up a part of it, care being taken to show a well-defined line where soiled and cleaned space meet.

One merchant once gained considerable free advertising to the extent of newspaper space, by catching flies in his demonstrating machine.

Once the customer is interested enough to make enquiries, the salesman's whole object should be to obtain permission to give a demonstration in the home. All other things should be subservient to this one prime requisite. If properly approached—in short, if the customer can be made to feel that she is getting something for nothing—the sales talk should result in securing permission for a home demonstration.

Another route successfully followed by the greatest of corporations as a means of reaching the smallest home owner, is that of a systematic house-to-house canvass. It is to be doubted if any other avenue offers such sure results. Seeing a presentable man and machine at her door, what more natural than for even the busy housewife to consent to a demonstration, or to the machine being left with her for a "free trial?" Of the two logical sales methods, the latter has the added attraction of a cheapness and simplicity equalled by no other scheme.

Once in the room selected for a trial, it should prove the salesman's fault if no sale is made. People do not let strangers into their houses unless they seriously contemplate purchasing. It is here that skill and proficiency justify themselves. Not merely should the machine itself be demonstrated, but the different attachments of brush and nipple should be made to successfully negotiate the ancient dirt that lies in carpets and rugs, in the interstices of radiators, pictures and walls, to say nothing of the tapestry, the hangings, and the buttons of the upholstery.

More than almost any other line, vacuum cleaners are sold by sheer aggressiveness when it is combined with a reasonable knowledge of the goods. Every woman wants one, once she has seen it in successful operation. It is merely a problem of making it easy for her to purchase; or at least, of making it seem easy. If the first effort does result in failure, follow it up with another and another.

Victor Lauriston.

Colored Glassware Is Featured.

In glassware the colored and gold encrusted types continue to be featured in the lines wholesalers are offering. The demand for the former covers a wide variety of articles, including console sets, bon bon dishes, bowls, etc. A larger choice than heretofore is given in the coin gold encrusted ware for which retailers are said to have placed good orders for the Fall season. Gold and silver effects in Etruscan or antique finish are stressed in new glass vases and lamp bases. In most instances, the metal effect is aided by a high colored floral or other pattern worked out in the glass.

The Overproduction of Laws.

It has been suggested by an enthusiastic reader that we might have a week named after us, such as, "Eat a Prune Week" or "Wear Suspender Week," and go out and repeal laws wholesale, each one repealing the pet laws of the other fellow.

Not so ridiculous, at that. The great Roman Empire did just that thing. It became so hog-tied with laws that it took a week off and repealed 85 per cent. of them, leaving 2,000 laws to get along on. The trouble with the Roman Empire was that it waited too long before taking its medicine. The remedy came too late and its decline, made famous by Editor Gibbon, moved on remorselessly to a fall.

E. V. Wilcox states that we are adding 200,000 laws yearly to our 2,000,000 laws and ordinances now in force. Quantity production, it looks like, for Mr. Wilcox points out that whereas we have only one law for each fifty of our population we are remedying that by passing a law nowadays for every seven babies born.

"We are a versatile people," says Mr. Wilcox. "We have more schools, more automobiles, more chewing gum, more railroad mileage, and more laws than any other nation."

A New York policeman has only 16,000 ordinances to memorize, to say nothing of state and Federal laws with which he must be familiar. Mr. Wilcox goes on:

Courts, lawyers and populace are dumbfounded by the avalanche of laws—laws often self-contradictory and, at best, mutually contradictory, laws which settle nothing and lead into an endless quagmire of litigation. Last year it took 13,000 permanently recorded decisions of the highest courts covering 175,000 pages to explain in part what the annual crop of 12,000 statutes meant. The courts have to spend 90 per cent. of their time determining what the laws mean and 10 per cent. on whether the defendants have broken them.

Thus laws, lawyers and law-makers, in a dizzy merry-go-round, be fuddle the people.

The Kansas City Star, commenting editorially on our remarks, suggests that there is one industry in the United States which needs regulating and that is the law-making industry. Some little industry it is: 100,000 men with secretaries, stenographers, clerks, are grinding out laws at an initial cost of nine hundred dollars per law and, as has been sagely remarked, "the first cost is not the last cost."

Thoughtfulness Increases Business.

A marketman tells us the following incident in support of his belief that tact and fair dealing make and keep business. Above all, he argues, thoughtfulness on the part of the retailer is the most important element of good will.

Years ago while operating a meat market our informant used horse and wagon delivery, and one day some of the neighborhood children, while playing, went too near the delivery wagon and one of the horses—although gentle—accidentally scraped the back of the heel of one of the boys with its hoof. The injury was not serious—but suffi-

cient to require prompt attention. Carrying the boy home, our marketman delivered him to his mother, who gave him such home treatment as she knew, later calling in the family physician.

While the retailer carried compensation insurance and had no fear of monetary loss, he realized that there is always danger in such cases of losing one or more customers—through neighborhood talk or otherwise—and he immediately called up the insurance adjuster. On the arrival of the latter, he advised the marketman to call on the family himself and any agreement that he might make would be satisfactory to the company—all this in the interest of reducing claims, which frequently become exorbitant when outsiders appear—and as a measure for holding the family's good will.

Calling upon the family, the marketman was received as a friend solicitous of the recovery of the injured boy. He learned that the family physician had made one call. Other expenses had been small, and the boy would be fully recovered in a day or so. But, he explained to the mother, he didn't want any expense to be considered by the family and insisted on leaving a \$10 bill to cover everything. At the same time he thoughtfully asked for and received a receipt—just a scrap of paper, but sufficient.

The insurance adjuster was more than pleased. However, as regards the marketman, the news of his generosity passed over the back fence and he became considered almost in the light of a public benefactor by the neighboring housewives who backed their favorable opinion of him and of his generous act by bringing him increased trade.

Thoughtfulness is a wonderful asset

Floor Coverings Orders Good.

Little fault is to be found with the business that is coming into leading houses in the floor coverings trade from out of town. The jobbers were said recently to be buying well, filling in stocks not completed when in New York recently. The larger retailers, too, are placing business in a satisfactory

way from all accounts. Buying in the Northern States, particularly the Middle West, was said yesterday to be especially heavy. Chicago was reported very active, with good orders coming also from Detroit, St. Paul, Minneapolis and other cities as far out as Omaha. With the exception of those from Texas, orders from the Southern States were said not to be so large, but active buying on the part of Southern merchants is looked for later. Buying is general, and stocks, particularly of medium-priced administrators, are rapidly being absorbed.

Production Problem Made Harder.

Unless the buying situation with respect to men's wear fabrics for Fall changes substantially, many mills will enter upon the next two months with the slimmest backlog of orders they have had in years. Adding more difficulty are the cancellations arising from the wool debacle which further lessen the volume of business the mills have to work on. The mills are thus face to face with the problem of making up heavyweights or not in the absence of definite orders. The consensus of opinion of selling agents seen yesterday was that production for stock will be limited. Some of the selling agents said they had stock goods on hand now and would not add to the quantity unless market conditions changed.

Stripe Patterns in Neckwear.

Combinations of stripes and irregular checked patterns are among the newest offerings in men's neckwear. These are being shown in a large array of bright colors, with red continuing a leading shade in combination with others. For Fall, it was said yesterday, the trend is toward somewhat narrower stripes than those which rule at present time. This is the case in imports of some of the newest English cut silk neckwear. For immediate delivery, manufacturers here report a growing demand for foulards. Bow ties are getting a good start and, with the weather favorable, are believed to be headed for an active Summer call.

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

All kinds of Glass for Building Purposes

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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.
144 Division Ave., North
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Handle Reynolds Shingles

For Profit and Satisfaction



News and Gossip About Michigan Hotels.

Manistee, June 2—The other day I met a prominent East Michigan hotel man visiting incog the Chippewa Hotel here. He requested me to be considerate enough to not make his individuality known, as he was on a visit of investigation.

"Do you know," he remarked, "that I have heard so much of the Chippewa through traveling men and the Tradesman that I have been curious to find out just what makes it so popular, and so thought I could apply the system to my own institution. I find, however, I have some contrast. In this case, I find, in the first place, a landlord who is in a class almost by himself—agreeable, accommodating, hospitable and a good executive. His hotel is immaculate and service good. His employes respond to his exactions, pleausurably, it seems, and are loyal. I do not understand how the Chippewa can offer the service it does at the prices charged. Notwithstanding the value given, seemingly without stint, there is sensible economy practiced in every department. To my notion, Mr. Nelson, its manager, is a wizard."

I don't know how to analyze Harry Nelson, but he certainly has the faculty of accomplishment and his hotel shows it. His example could be followed to good advantage by many a member of the fraternity.

The announcement has been made by the press that W. C. Keeley, manager of the Morton Hotel, Grand Rapids, has resigned. I have known he has had this action under contemplation for some time. I am sorry he could not have found it feasible to remain, for during his administration, covering a period of eighteen months, he has shown that he was made of the proper material to handle the affairs of a large institution and was personally much admired. The good wishes of his customers and friends will follow him to, I trust, some near by institution.

While no announcement has been made as to his successor, the patrons of the Morton will be very glad to have the executive mantle fall on the shoulders of W. J. Chittenden, who has acted as Mr. Keeley's assistant for some time. Mr. Chittenden is ripe in hotel experience, has lived all his years in Michigan and knows what Wolverines want most.

Nearly every day I hear some sort of gossip about the affairs of the Hotel Pantlind, Grand Rapids, the bulk of which news is highly amusing, especially to one who is familiar with the inside facts. Any changes which have been undergone in the financial interests of the Pantlind, do not, in any way, affect the public or patrons of that wonderful institution. I say "wonderful" for the reason that those who are familiar with the hotel situation have no hesitancy in saying that for value received, the Pantlind comes more nearly 100 per cent. than any hotel in this or any other country.

I am probably telling you something you already know, but many have forgotten, that its lobby is the talk of the hotel profession, its rooms are models of cleanliness, most sumptuously furnished, and when you enter one of these apartments you are willing to testify it has never been occupied

before. Never do you find any evidences of disintegration in this establishment. No defects in lighting or plumbing and no frayed edges. Its housekeeping is as near perfection as has so far been achieved by any public institution.

And when anybody hands you any of this inside information about great changes to be made in the institution, you may say upon absolute authority that the management is in the same hands as heretofore and any changes which may be made will be in improving, should such a proceeding be possible, its service.

The affairs of the Stearns Hotel, at Ludington, under the management of Mrs. E. N. Heysett, seem to have greatly improved, and quite frequently some traveler who has heretofore criticized that institution severely in the past now is keen in its praise. At one time the Stearns enjoyed the reputation of being the finest hotel in inland Michigan. It was substantially constructed originally, possessed improvements and conveniences away ahead of its day, had a most attractive dining room and served most satisfactory meals. Its charges were also most reasonable.

I am glad to know that it has come back. Its dining room is still just as pleasant, and with the addition of a number of new rooms with all modern equipment, there is nothing to prevent giving the best of service, and this, I have it on the authority of patrons, is just what Mrs. Heysett is doing.

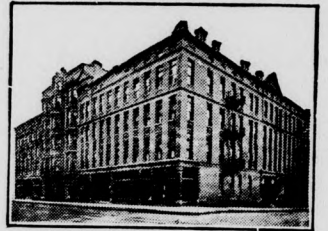
Every year, for the past five, it has been my good fortune to have a standing invitation to visit with my good friend, Edward R. Swett, at the Hotel Occidental, Muskegon, before opening my Glen Lake resort each spring, and I also invariably receive a communication from this individual, each August, calling attention to the fact that the time for my annual fall appearance approaches. These are always acceptable and uniformly accepted.

The reason Ed. Swett has a larger heart than any other boniface I ever heard of is presumably for the reason that, physically speaking, he has the room for that vital organ, and it is functioning constantly. I enjoy his hotel, one of the very best, and its offerings, but when one has the good fortune to be the recipient of the brand of hospitality dispensed by Mr. and Mrs. Swett at "the shack," his country residence at Lake Harbor, he can place his thumbs in the armpits of his waist coat and say he has arrived.

And that "shack"! You ought to see it. A veritable castle planted among the pines on the banks of a most refreshing stream, overlooking Lake Michigan and surrounded by flowers. It is provided with every imaginable convenience looking to your physical welfare, and a realization of all that is "home like." I am a lucky dog and I hope I fully appreciate that knowledge.

This week the American Hotel Association is holding its annual convention at Colorado Springs. Among the Michigan delegation will quite likely be Walter J. Hodges, New Burdick Hotel, Kalamazoo; E. S. Richardson, Hotel Kerns, Lansing; George Fulwell, Hotel Normandie and Chas. H. Stevenson, Hotel Stevenson, Detroit. H. Wm. Klare, Hotel Statler, Detroit, repre-

CODY HOTEL



IN THE HEART OF THE CITY
Division and Fulton

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

CODY CAFETERIA IN CONNECTION

The Pantlind Hotel

The center of Social and Business Activities.

Strictly modern and fire-proof. Dining, Cafeteria and Buffet Lunch Rooms in connection.

750 rooms—Rates \$2.50 and up with bath.

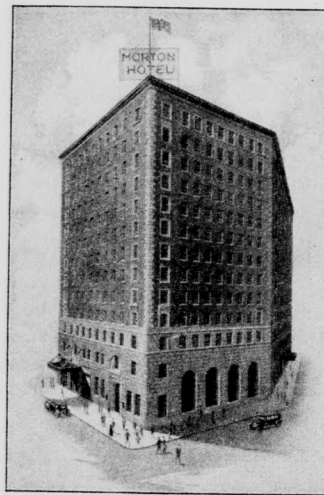


Morton Hotel

YOU are cordially invited to visit the Beautiful New Hotel at the old location made famous by Eighty Years of Hostelery Service.

400 Rooms—400 Baths
Menus in English

WILLIAM C. KEELEY,
Managing Director.



HOTEL CHIPPEWA

HENRY M. NELSON
Manager

European Plan
New Hotel with all Modern Conveniences—Elevator, Etc.
150 Outside Rooms
Hot and Cold Running Water and Telephone in every Room
Dining Room Service
60 Rooms with Bath \$2.50 and \$3.00
\$1.50 and up

HOTEL BROWNING

GRAND RAPIDS

150 Fireproof Rooms

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

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



WHEN IN KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuising
Turkish Baths

Luxurious Rooms
ERNEST McLEAN, Mgr.

sents the Michigan Hotel Association as executive committeeman of the parent body.

The Michigan Association, which is now, in point of actual hotels represented, the largest in the Nation, has withheld affiliation with the National organization since it was re-formed two years ago, for the reason it has had to be "shown," has just applied for membership in the American.

Enough is known from the tentative program for the annual outing of the Michigan Hotel Association, at South Haven, June 26 and 27, to assure the members that it will be some affair—more entertaining even than the famous visit to Mackinac Island last season. If it is not largely attended it will not be the fault of the publicity unit or the committee of arrangements. Don't forget the dates.

The conventions entertained by Michigan hotels and communities this season have, in point of members and attendance, exceeded those of any year since the war. It will consequently be in order for unreasonable patrons of hotels to set up the wail that the traveling man is being crowded out by convention visitors.

Now, if a convention is in progress, or beginning, you ought not in fairness to blame the hotel for being unable to give you just what you want. In justice to yourself and the hotel, you ought, if within the range of reason, to avoid the convention city during that period, having knowledge of same.

The hotels have sold a "quantity order" just as you might, thereby reducing its stock. Would you refuse such an order on the assumption that someone else might want the goods or that you might have a demand for them in a number of small orders?

Ordinarily the hotel does not dispose of its rooms (upon the sale of all of which to insure a profit on its investment), hence the convention is an essential which relieves the financial tension. And a hotel is bound to take care of conventions—solicited and invited by the local civic organizations—just as you are bound to help entertain friends invited to your own home.

Quite likely if you do your part by making a proper advance reservation you will have no reason for complaint.

The really financially successful hotel has sold its rooms before the day is over. You are just as welcome to buy goods in stock as the other fellow—unless the other fellow took the ordinary, reasonable precaution to reserve his accommodation as you would reserve your Pullman berth, steamboat stateroom or theater seats. Sometimes you may find, even with this precaution, that your reservation came in too late to help you out, but not often. No right-minded hotel operator wants to inconvenience his regular patrons, even if you individually think he ought to have taken care of you individually, and if you are fair-minded you will agree that this is so.

The annual convention of the Michigan U. C. T. is being held at Coldwater this week and the two hotels, the Arlington and Grant, will do their level best to take good care of the boys and give them a pleasurable time. And I will wager that if the congestion prevents the hotel man from giving the commercial men the exact accommodations he deserves, there will be no protest, and the tourist who cannot possibly have any knowledge of local conditions, will drive on to some other city without expressing indignation. It is just the fortune of war. The country hotel man especially, needs every bit of patronage he can get, when it is offered, and ought not to be blamed if on such occasions he cannot do quite as well for you as in less favored seasons.

Frank S. Verbeck.

Fruitport—O. E. Kintz succeeds A. D. Bigbee in the grocery business.

Watch the Weather Man.

Written for the Tradesman.
The price of wheat has held very firm during the past week, due principally to unfavorable weather conditions.

In fact, unless favorable weather and plenty of moisture prevails over the winter wheat section of the United States until harvest time, the out-turn of the winter wheat crop will be very disappointing indeed. Some estimates are coming in as low as 400,000,000 bushels. This is equivalent to 185,000,000 bushels shortage compared to last year's crop.

On the other hand, favorable growing weather, with plenty of moisture, will certainly materially increase present prospects, but it is probably unreasonable to expect that even under the most favorable conditions the out-turn of winter wheat will exceed more than 450,000,000 bushels. Purchasers of flour and wheat will do well to watch the weather man, as favorable conditions will tend to lower present prices, while unfavorable conditions will certainly advance them.

Unless there should be a very material increase in the world production of wheat outside of the United States, it is very probably this cereal will bring \$2 per bushel before Jan. 1, 1926, although there should be a reduction from present prices sometime during July, August or September, provided, of course, crop conditions are favorable.

Lloyd E. Smith.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Atlanta Coaster Co., Grand Rapids. Northern Cedar & Timber Co., Menominee.

Gladwin Farm Land Corporation, Saginaw.

Adam Drach Co., Ludington.

High Park Land Co., Detroit.

Sameiges Co., Detroit.

Michigan Dry Goods Co., Grand Rapids.

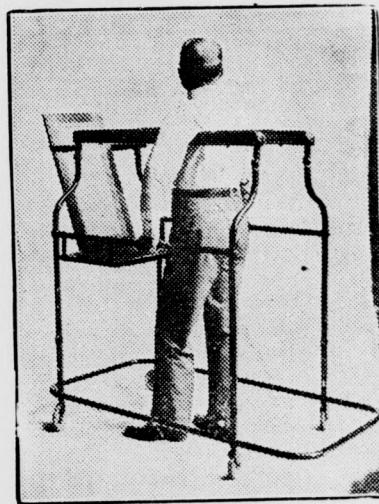
Latest Scheme of Bell Ringing Salesmen.

Kitchen knife salesmen are the latest house-to-house solicitors of questionable character to solicit business in Michigan. According to reports received by the Tradesman solicitors are at work in Michigan selling these knives from samples and collecting deposits of \$1 each, the purchaser to pay another dollar on receipt of the knife. But the knife never arrives, and investigation failed to show any such firm as that which the solicitors were supposed to be representing.

CRIPPLES

Thousands of you who cannot walk are waiting for some

INVENTION
to put you on your feet



The
Scott Rolling Crutch
has done this for
HUNDREDS

For sale or rent, catalogue sent Free.

M. D. SCOTT
Kewanee, Illinois



A SUMMER HOME ON WHEELS

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

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

The United Light & Power Company

Illinois Merchants Bank Bldg.
Chicago, Ill.

The Board of Directors of the United Light & Power Co. on June 1, 1925, declared the following dividends on the stocks of the company:
A quarterly dividend of \$1.62 per share on the Class A Preferred stock, payable July 1, 1925, to stockholders of record June 15, 1925.
A quarterly dividend of \$1.00 per share on the Class B Preferred stock, payable July 1, 1925, to stockholders of record June 15, 1925.
A dividend of 50 cents per share, payable in cash on August 1, 1925, to all holders of Class A and B Common stock of record July 15, 1925.
L. H. HEINKE, Treasurer.

The Durant Hotel

Flint's New Million and Half Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the United Hotels Company

HARRY R. PRICE, Manager

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

Bell Phone 596 Citiz. Phone 61366

JOHN L. LYNCH SALES CO.

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Expert Advertising

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209-210-211 Murray Bldg.

GRAND RAPIDS, MICHIGAN

HOTEL DOHERTY

CLARE, MICHIGAN

Absolutely Fire Proof Sixty Rooms
All Modern Conveniences

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

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.

WESTERN HOTEL

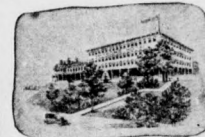
BIG RAPIDS, MICH.

Hot and cold running water in all rooms. Several rooms with bath. All rooms well heated and well ventilated.

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.



Hotel 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.

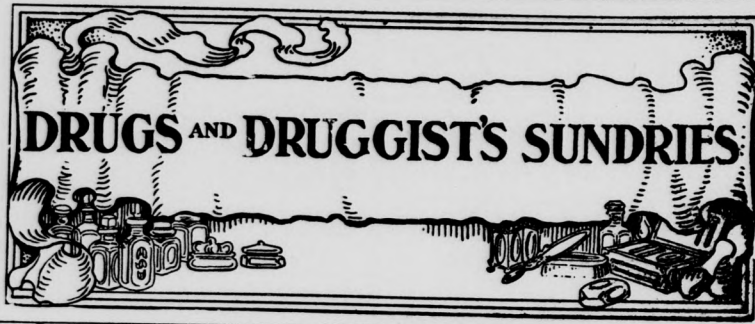
J. T. Townsend, Mgr.

ST. JOSEPH MICHIGAN

Columbia Hotel

KALAMAZOO

Good Place To Tie To



Chewing Gum.

The simplest formulas for chewing gum are well known. We give two as follows:

Paraffin ----- 1 part

White sugar ----- 15 parts

Melt the paraffin and mix with the sugar thoroughly. When cold divide into small pieces.

Balsam tolu ----- 4 ozs.

Gum benzoin ----- 1 oz.

White wax ----- 1 oz.

Paraffin ----- 1 oz.

White sugar ----- 1 oz.

Make into mass while warm, allow to cool and divide.

The popular chewing gum, however, is an entirely different product and its process of manufacture is more or less a trade secret. The basis of this gum is chicle or gum chicle as it is known in the market. After the impurities are removed it can be readily worked. The purified gum in a granular form can be purchased in the market. We append what seems to us a most practical and workable formula. A troublesome fact, however, is a tendency to sweat and thus spoil wrappers. If ingredients are added to counteract this, it becomes hard and brittle after a time and refuses to "chew." The formula is as follows:

Take one part of gum chicle and twice its weight of powdered white sugar and mix them thoroughly together. At the same time add the desired flavoring dissolved in alcohol and work well into the granular mass with a wooden spatula. When well mixed put the vessel containing it into a water bath and heat gently with occasional stirring until gum and sugar are softened into a uniform mass when it is taken out, well kneaded and rolled flat on a marble slab, with a rolling pin or other machinery. While warm it is cut into pieces as desired with a knife and straight-edge. The proportion of sugar may be more or less, but as the softened mass is very sticky, the hands and utensils must be well

dusted with a mixture of starch and sugar, such as confectioners use. It should be rolled down hard and smooth.

We suggest that you experiment by adding gum tolu, paraffin, etc., as results may indicate providing the above process fails to meet your requirements.

Garlic in Medicine.

Garlic is far more used for culinary purposes than in medicine, but quite a number of European medical authorities have experimented with this bulb and have published the results of their investigations.

The garlic of commerce will be found to contain from 50 to 60 per cent. of water, 35 per cent. of vegetable matter, such as starch, mucilage, albumen and sugar. It also contains a dark colored oil, heavier than the water, and of a strong, pungent and somewhat disagreeable taste. Formerly it was said to consist principally of allyl sulphide, but though the compound is a sulphur compound, it is not identical with allyl sulphide, and is known as oil of garlic, about 0.25 per cent. of the oil may be obtained by distillation.

Externally applied, garlic is a stimulant and rubefacient. A poultice made from mashed garlic acts similarly to a mustard plaster. Internally in small doses garlic acts as a carminative to the stomach, and causes an increased flow of gastric juice, thus aiding digestion. In overdoses, however, it causes nausea and colicky pains, often accompanied by purging and vomiting.

The use of garlic in condiments such as tomato sauce and chutney has been found to aid in digestion and assimilation of food, and the use of a garlic poultice is useful as an application to the chest in cases of chronic inflammation of the bronchial tubes.

In order to keep garlic it has been found that by placing the bulbs in a glass jar with two ounces of S V R to the quart, the growing germ of the

garlic is destroyed, and the substance may be kept for use for a long time, so as to be of service when the bulb is not in season.

Applied to the spine in cases of infantile convulsions, it is said to afford relief, and applied to the abdomen in cases of gastro-intestinal catarrh it affords speedy relief in many cases.

A twenty per cent. tincture of garlic, made with rectified spirit, given in twenty drop doses three times a day has been found to be efficacious in cases of gangrene of the lung.

The New Pharmacopoeia.

No date has yet been set for publication of the Tenth Revision, which is now in process of completion.

We note that there will be 150 fewer titles in the new work than in the present, about 190 having been dropped and only forty new ones added.

We note also some changes in nomenclature, which we anticipate will require some time for us to become fully accustomed.

For example, our old friend, "compound cathartic" pills, becomes "compound pills of mild mercurous chloride;" "pix liquida" is changed to "pix pini;" "sugar" will hereafter assume the alibi of "sucrose;" while "sugar of milk" will masquerade as "lactose." "Saccharin" will no doubt be just as sweet, even though it must be called by another name—"glucide." And doubtless "antitoxinum diphthericum" will save as many lives in the future as has "serum antidiphthericum purificatum" in the past.

The contraction "mil," meaning a milliliter, will not be used in the Tenth Revision, but the old abbreviation "cc" for cubic centimeter, will be restored to its honored position.

More drugs and preparations will be required to be standardized by biological assay than heretofore.

In making "aromatic" waters, the process of filtration through an absorbent powder will not be given the preference as at present but will appear as an alternative method, distillation being given first place, while simple agitation with cold water appears, as a second choice process.

The strength of camphor water is reduced seventy-five per cent., so that only 2 Gm. will be used to make 1000 cc. of the water, instead of 8 Gm. as at present. "Stronger" orange flower water no longer appears as an official title, but remains official as orange flower water, there being only one strength, and that the one formerly known as "stronger."

The Cut Rate Cult.

Please allow me space in your journal to say a few words about the cut-rate cult and the shyster druggist. I haven't as yet been able to understand how the honest, upright pharmacist can run a cut-rate drug store, for such a drug store represents a low type of pharmacy and not the better class of pharmacist. Take notice when you may you will always find the cult or shyster hiding behind a cut-rate sign. The ethical professional pharmacist does not run this kind of a joint. The untrained men in drug business are largely responsible for the cut-rate store. They care nothing for quality or purity. They haven't the public's interest at heart. They resort to the low type of pharmacy and use the cut-rate sign to catch the public. The professional pharmacist cannot respect them as pharmacists, and if you will notice the general public doesn't respect them as pharmacists. Surely we do not need this kind of store to represent the grand old profession of pharmacy. I sincerely hope that every honest upright pharmacist in this country will use every effort possible to free pharmacy of the cults and shysters which are a menace to public health. There is no place in ethical professional pharmacy for them. Earl E. Pugh.

Ivy Poisoning.

Contact with and, with many persons, the near approach to the vine gives rise to violent inflammation, especially of the face and hands, attended with itching, redness, burning and swelling, with watery blisters. Treatment: Give saline laxatives and apply weak lead water and laudanum, or lime water and sweet oil, or bathe the parts freely with spirits of nitre. Anointing with oil will prevent poisoning from it.

It is claimed that if those parts which have been touched by the poisonous plant be promptly washed with 70 per cent. alcohol there will be no manifestations of the poisonous symptoms. Alcoholic solution of sugar of lead is said to give prompt relief when the poison has been effective.

One of the best preparations is the fluidextract of serpentaria, freely applied to the affected part.

Another is the fluidextract of grindedia robusta, applied by means of saturated cotton and linen bandages.

Another good preparation is the following:

Sodium bicarbonate, 375 gr.; powdered borax, 150 gr.; carbolic acid, 160 min.; rose water, 331-3 fl. oz. Mix and filter. Apply freely to the poisoned

WILMARTH SHOW CASE CO. GRAND RAPIDS, MICHIGAN

Manufacturers
and Designers
of the



Finest Drug
Store Fixtures
in the World

Representatives in All Principal Cities

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

- Fruit Jars
- Jelly Glasses
- Coffee
- Apricots
- Rolled Oats

DECLINED

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 20
- Royal, 10c, doz. ----- 95
- Royal, 6 oz., doz. ----- 2 70
- Royal, 12 oz., doz. ----- 5 20
- Royal, 5 lb. ----- 31 20
- Rocket, 16 oz., doz. 1 25

BEECH-NUT BRANDS.



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

BLUING

- Original ----- 70
- condensed Pearl ----- 70
- Crown Capped ----- 70
- 4 doz., 10c ds. 8f ----- 70
- 3 ds. 15c, ds. 1 2f ----- 70

BREAKFAST FOODS

- Cracked Wheat, 24-2 3 85
- Cream of Wheat, 18s 3 60
- Pillsbury's Best Cer'l 2 20
- Quaker Puffed Rice ----- 5 60
- Quaker Puffed Wheat 4 30
- Quaker Brfst Biscuit 1 90
- Ralston Branzen ----- 3 20
- Ralston Food, large ----- 4 00
- Saxon Wheat Food ----- 3 90
- Vita Wheat, 12s ----- 1 80

Post's Brands.

- Grape-Nuts, 24s ----- 3 80
- Grape-Nuts, 100s ----- 2 75
- Instant Postum, No. 8 5 40

- Instant Postum, No. 9 5 00
- Instant Postum No. 10 4 50
- Postum Cereal, No. 0 2 25
- Postum Cereal, No. 1 2 70
- Post Toasties, 36s ----- 3 45
- Post Toasties, 24s ----- 3 45
- Post's Bran, 24s ----- 2 70

BROOMS

- Parlor Pride, doz. ----- 5 25
- Standard Parlor, 23 lb. 7 25
- Fancy Parlor, 23 lb. 8 25
- Ex. Fancy Parlor 25 lb. 9 25
- Ex. Fcy. Parlor 26 lb. 10 00
- Toy ----- 2 25
- Whisk, No. 3 ----- 2 75

BRUSHES

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

Stove

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

Shoe

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

BUTTER COLOR

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

CANDLES

- Electric Light, 40 lbs. 12 1
- Plumber, 40 lbs. ----- 12 8
- Paraffine, 6s ----- 14 1/2
- 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. 2 1/2 3 00@3 75
- Apricots, No. 10 ----- 3 00
- Blackberries, No. 10 10 00
- Blueberries, No. 2 2 00@2 75
- Blueberries, No. 10 ----- 12 50
- Cherries, No. 2 ----- 3 00
- Cherries, No. 2 1/2 ----- 3 75
- Cherries, No. 10 ----- 11 00
- Loganberries, No. 2 ----- 3 00
- Peaches, No. 1 1 25@1 80
- Peaches, No. 2 ----- 2 75
- Peaches, No. 2 1/2 Mich 3 00
- Peaches, 2 1/2 Cal. 3 25@3 75
- Peaches, 10, Mich. ----- 7 75
- Pineapple, 1, sl. 1 80@2 00
- Pineapple, 2 sl. 2 80@3 00
- P'apple, 2 br. sl. 2 65@2 85
- P'apple, 2 1/2, sl. 3 35@3 50
- P'apple, 2, cru. 2 60@2 75
- Pineapple, 10 cru. ----- 11 50
- Pears, No. 2 ----- 3 25
- Pears, No. 2 1/2 ----- 4 00@4 50
- Plums, No. 2 ----- 2 00@2 25
- Plums, No. 2 1/2 ----- 2 75
- Raspberries, No. 2, blk 3 25
- Raspb's, Red, No. 10 12 00
- Raspb's, Black, No. 10 ----- 11 50@12 50
- Rhubarb, No. 10 ----- 5 25

CANNED FISH.

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

CANNED MEAT.

- Bacon, Med. Beechnut 2 40
- Bacon, Lge Beechnut 4 05
- Beef, No. 1, Corned ----- 2 70
- Beef, No. 1, Roast ----- 2 70
- Beef, No. 2 1/2, Qua. all. 1 35

- Beef, No. 1/4, Qua. all. 1 75
- Beef, 5 oz., Qua. all. 2 50
- Beef, No. 1, B'nut, sl. 4 50
- Sap Sago ----- 35
- Beefsteak & Onions, s 2 75
- Chili Con Ca. 1s 1 35@1 45
- Deviled Ham, 1/2s ----- 2 20
- Deviled Ham, 1/4s ----- 3 60
- Hamburg Steak & Onions, No. 1 ----- 3 15
- Potted Beef, 4 oz. ----- 1 10
- Potted Meat, 1/4 Libby 52 1/2
- Potted Meat, 1/2 Libby 90
- Potted Meat, 1/4 Qua. 85
- Potted Ham, Gen. 1/4 1 85
- Vienna Saus., No. 1/2 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
- Green Beans, 2s 2 00@3 75
- Gr. Beans, 10s 7 50@13 00
- L. Beans, 2 gr. 1 85@2 65
- Lima Beans, 2s, Soaked 95
- Red Kid. No. 2 1 20@1 35
- Beets, No. 2, wh. 1 75@2 40
- Beets, No. 2, cut ----- 1 60
- Corn, No. 2, Ex. star 1 65
- Corn, No. 2, Fan. 1 80@2 25
- 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 ----- 3 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. E. J. ----- 3 25
- Peas, Ex. Fine, French 25
- Pumpkin, No. 3 1 35@1 60
- Pumpkin, No. 10 4 50@5 60
- Pimentos, 1/4, each 12@14
- Pimentos, 1/2, each 27
- Sw't Potatoes, No. 2 1/4 1 50
- Saurkraut, 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 50@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 ----- 3 70
- Lilly Valley, 14 oz. ----- 3 60
- Lilly of Valley, 1/2 pint 1 75
- Paramount, 24, 8s ----- 1 45
- Paramount, 24, 16s ----- 2 40
- Paramount, 6, 10s ----- 10 00
- Sniders, 8 oz. ----- 1 95
- Sniders, 16 oz. ----- 2 95
- Quaker, 10 1/2 oz. ----- 1 60
- Quaker, 14 oz. ----- 2 25
- Quaker, Gallon Glass 12 50

CHILI SAUCE

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

OYSTER COCKTAIL.

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

CHEESE

- Roquefort ----- 52
- Kraft Small tins ----- 1 40
- Kraft 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
- Zeno ----- 65
- Teaberry ----- 65

CHOCOLATE.

- Baker, Caracas, 1/4s ----- 37
- Baker, Caracas, 1/2s ----- 35
- Hersheys, Premium, 1/4s ----- 36
- Hersheys, Premium, 1/2s ----- 36
- Runkle, Premium, 1/4s ----- 29
- Runkle, Premium, 1/2s ----- 32
- Vienna Sweet, 24s ----- 3 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 25
- 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
- 42 oz. pkgs., per case 15
- 48 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 ----- 27
- Santos ----- 33@35
- Maracaibo ----- 36
- Gauremalba ----- 37 1/2
- Java and Mocha ----- 46
- Bogota ----- 38 1/2
- Peaberry ----- 35

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
- Beagle, 4 doz. ----- 9 00

MILK COMPOUND

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

EVAPORATED MILK



- Quaker, Tall, 4 doz. ----- 4 45
- Quaker, Baby, 8 doz. 4 35
- Quaker Gallon, 1/4 ds. 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

CIGARS

- Worden Grocer Co. Brands
- Canadian Club ----- 37 50
- Master Piece, 50 Tin. 37 50
- Websteretts ----- 37 50
- Webster Savoy ----- 75 00
- Webster Plaza ----- 95 00
- Webster Belmont ----- 110 00
- Webster St. Reges ----- 125 00
- Starlight Rouse ----- 90 20
- Starlight P-Club ----- 135 00
- Tiona ----- 30 00
- Clint Ford ----- 35 00
- Nordac Triangulars, 1-20, per M ----- 75 00
- Worden's Havana Specials, 20, per M ----- 75 00

CONFECTIONERY

- Stick Candy Pails
- Standard ----- 17
- Jumbo Wrapped ----- 19
- Pure Sugar Sticks 600s 4 20
- Big Stick, 20 lb. case 20
- Mixed Candy
- Kindergarten ----- 18
- Leader ----- 17
- X. L. O. ----- 14
- French Creams ----- 19
- Cameo ----- 21
- Grocers ----- 12

Fancy Chocolates

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

Gum Drops Pails

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

Lozenges, Pails

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

Hard Goods, Pails

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

Cough Drops Bxs.

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

Package Goods

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

Specialties.

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

COUPON BOOKS

- 50 Economic grade 3 50
- 100 Economic grade 4 50
- 500 Economic grade 20 00
- 1000 Economic grade 37 50

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

CREAM OF TARTAR

- 6 lb. boxes ----- 38

DRIED FRUITS

- Apples
- Domestic, 20 lb. box 11
- N. Y. Fcy, 50 lb. box 16 1/2
- N. Y. Fcy, 14 oz. pkg. 17 1/2
- Apricots
- Evaporated, Choice ----- 26 1/2
- Evaporated, Fancy ----- 21
- Evaporated, Slabs ----- 21

Citron ----- 48

10 lb. box ----- 48

Currants

- Package, 14 oz. ----- 17 1/2
- Greek, Bulk, lb. ----- 16

Dates ----- 09

Hollowi ----- 09

Peaches

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

Peal

GELATINE
 Jello-O, 3 doz 3 45
 Knox's Sparkling, doz. 2 25
 Knox's Acid'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 80
 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. 36

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 lb. 6 00

MINCE MEAT

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

MOLASSES.



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

New Orleans

Fancy Open Kettle 74
 Choice 62
 Fair 41

NUTS.

Whole
 Almonds, Terregona 20
 Brazil, New 18
 Fancy mixed 22
 Filberts, Sicily 25
 Filberts, 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 20
 Walnuts, California 58
 Walnuts, Salted Peanuts. 14
 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 50

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

PEANUT BUTTER.



Bel Car-Mo Brand
 8 oz., 2 doz. in case 24
 1 lb. pails 24
 12 2 lb. pails 24
 5 lb. pails 6 in crate 14
 14 lb. pails 25
 25 lb. pails 23
 50 lb. tins 23

PETROLEUM PRODUCTS

Perfection Kerosene 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

Polarine

Iron Barrels.
 Light 62.2
 Medium 64.2
 Heavy 66.2
 Special heavy 68.2
 Extra heavy 70.2
 Transmission Oil 62.2
 Finol, 4 oz. cans, doz. 1 45
 Finol, 8 oz. cans, doz. 2 25
 Parowax, 100, lb. 8.0
 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

PIPES.

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. 3 75

FRESH MEATS

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

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 1/4
 50 lb. tubs advance 1/4
 20 lb. pails advance 1/4
 10 lb. pails advance 1/4
 5 lb. pails advance 1
 3 lb. pails advance 1
 Compound tierces 14
 Compound, tubs 14 1/2

Sausages

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

Smoked Meats

Hams, Cert., 14-16 lb. 31
 Hams, Cert., 16-18, lb. 30
 Ham, dried beef 34
 sets @ 34
 California Hams @ 19
 Picnic Boiled
 Hams 30 @ 32
 Boiled Hams 45 @ 47
 Mined Hams 14 @ 17
 Bacon 30 @ 39

Beef

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

Pig's Feet

Cooked in Vinegar
 1/2 bbls. 1 55
 1/4 bbls., 35 lbs. 2 75
 1/2 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, middles, set. 25 @ 30
 Sheep, a skein 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, Ill'num 3 25
 Silver Flake, 18 Reg. 1 50
 Sacks, 90 lb. Jute 3 25
 Sacks, 90 lb. cotton 3 35

SALERATUS

Arm and Hammer 3 75

SAL SODA

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

COD FISH

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

Holland Herring

Mixed, Kegs 1 10
 Queen, half bbls. 10 25
 Queen, bbls. 17 50
 Milkers, kegs 1 25
 Y. M. Kegs 1 05
 Y. M. half bbls. 10 00
 Y. M. Bbls. 19 00

Herring

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

Lake Herring

1/2 bbl., 100 lbs. 6 50
Mackerel
 Tubs, 100 lb. fncy fat 24 50
 Tubs, 60 count 6 00

White Fish

Med. Fancy, 100 lb. 13 00

SHOE BLACKENING

2 in 1, Paste, doz. 1 35
 E. Z. Combination, dz. 1 35
 Dri-Foot, doz. 2 00
 Bixby's, Doz. 1 35
 Shinola, doz. 90

STOVE POLISH.

Blackine, per doz. 1 35
 Black Silk Liquid, dz. 1 40
 Black Silk Paste, doz. 1 25
 Emaline Paste, doz. 1 35
 Emaline Liquid, dz. 1 35
 E Z Liquid, per doz. 1 40
 Radium, per doz. 1 35
 Rising Sun, per doz. 1 35
 654 Stove Enamel, dz. 2 80
 Vulcanol, No. 5, doz. 95
 Vulcanol, No. 10, doz. 1 35
 Stovoil, per doz. 3 00

SALT.

Colonial, 24, 2 lb. 90
 Colonial, Iodized, 24-2 2 40
 Med. No. 1, Bbls. 2 75
 Med. No. 1, 100 lb. bg. 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 07
 60, 5 lb. Table 5 57
 30, 10 lb. Table 5 30
 28 lb. bags, Table 4 40
 Colonial Iodine Salt 2 40



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



Worcester
 Bbls. 30-10 sks. 5 40
 Bbls. 60-5 sk. 5 55
 Bbls. 120-2 1/2 sks. 6 05
 100-3 lb. sks. 6 05
 Bbls. 280 lb. bulk:
 A-Butter 4 20
 AA-Butter 4 20
 Plain, 50 lb. blks. 45
 No. 1 Medium, Bbl. 2 47
 Tecumseh, 70 lb. farm sk. 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 70
 Bags 50 lb. Cloth dairy 70
 Rock "C" 100 lb. sack 80

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 Napha, 100 box 5 60
 Grdma White Na. 100s 4 10
 Rub No More White
 Nantha, 100 box 4 00
 Rub-No-More, yellow 5 00
 Swift Classic, 100 box 4 40
 20 Mule Borax, 100 bx 6 50
 Wool, 100 box 5 75
 Fairy, 100 box 7 85
 'ap Olive, 144 box 11 00
 Palm, 100 box 4 90
 Lava, 100 box 6 20
 Octagon 4 80
 Gummio, 100 box 4 70
 Sweetheart, 100 box 5 30
 Grandpa Tar, 50 sm. 2 00
 Grandpa Tar, 50 lge. 3 45
 Quaker Hardwater
 Cocoa, 72s. box 2 70
 Fairbank Tar, 100 bx 4 00
 Trilby Soap, 100, 10c, 10 cakes free 8 00
 Williams Barber Bar, 9s 50
 Williams Mug, per doz. 48

CLEANSERS



80 can cases, \$4.80 per case

WASHING POWDERS.

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

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

SPICES.

Whole Spices.
 Allspice, Jamaica @ 15
 Cloves, Zanzibar @ 35
 Cassia, Canton @ 25
 Cassia, 5c pkg., doz. @ 40
 Ginger, African @ 15
 Ginger, Cochin @ 25
 Mace, Penang @ 1 00
 Mixed, No. 1 @ 22
 Mixed, 5c pkgs, doz. @ 45
 Nutmegs, 70 @ 90 @ 75
 Nutmegs, 105-110 @ 70
 Pepper, Black @ 18

Pure Ground in Bulk

Allspice, Jamaica @ 18
 Cloves, Zanzibar @ 42
 Cassia, Canton @ 25
 Ginger, Corkin @ 30
 Mustard @ 28
 Mace, Penang @ 15
 Nutmegs @ 75
 Pepper, Black @ 22
 Pepper, White @ 24
 Pepper, Cayenne @ 32
 Paprika, Spanish @ 42

Seasoning

Chill Powder, 15c 1 35
 Celery Salt, 3 oz. 95
 Sage, 2 oz. 90
 Onion Salt 1 35
 No. 1, per gross 1 10
 No. 2, per gross 1 60
 No. 3, per gross 2 00
 Peerless Rolls, per doz. 90
 Rochester, No. 2, doz. 50
 Rochester, No. 3, doz. 2 00
 Rayo, per doz. 80

STARCH

Corn
 Kingsford, 40 lbs. 11 1/4
 Powdered, bags 4 50
 Argo, 48, 1 lb. pkgs. 4 05
 Cream, 48-1 4 80
 Quaker, 40-1 7 1/2

Gloss

Argo, 48, 1 lb. pkgs. 4 05
 Argo, 12, 3 lb. pkgs. 2 96
 Argo, 8, 5 lb. pkgs. 3 35
 Silver Gloss, 48, 1s 11 1/4
 Elastic, 64 pkgs. 5 00
 Tiger, 48-1 3 50
 Tiger, 50 lbs. 05 1/2

CORN SYRUP.

6, 10 lb. cans 3 35
 12, 5 lb. cans 3 55
 24, 2 1/2 lb. cans 3 65
 24, 1 1/2 lb. cans 2 53

Crystal White Syrup

6, 10 lb. cans 3 85
 12, 5 lb. cans 4 05
 24, 2 1/2 lb. cans 4 20
 24, 1 1/2 lb. cans 2 88

Penick Maple-Like Syrup

6, 10 lb. cans 4 60
 12, 5 lb. cans 4 80
 24, 2 1/2 lb. cans 4 95
 24, 1 1/2 lb. cans 3 38

Unkle Ned.

6, 10 lb. cans 3 70
 12, 5 lb. cans 3 90
 24, 2 1/2 lb. cans 4 00
 24, 1 1/2 lb. cans 2 74

Corn

Blue Karo, No. 1 1/2 2 58
 Blue Karo, No. 5, 1 dz. 3 60
 Blue Karo, No. 10 3 40
 Red Karo, No. 1 1/2 2 93
 Red Karo, No. 5, 1 dz. 4 10
 Red Karo, No. 10 3 90

Maple.

Green Label Karo. 4 50
 Green Label Karo 5 19
 Jinx, 3 doz. 3 60
 La France Laun., 4 dz. 3 75
 Luster Box, 54 4 20
 Miracle, 12 oz., 1 dz 2 25
 Old Dutch Clean, 4 dz 3 40
 Queen Ann, 60 oz. 2 40
 Old 100 oz. 5 75
 Rub No More, 100, 10 oz. 3 85

Maple and Cane

Kanuck, per gal. 1 50
 Mayflower, per gal. 1 55

Maple.

Michigan, per gal. 2 50
 Welch's, per gal. 2 90

TABLE SAUCES

Lea & Perrin, large 6 00
 Lea & Perrin, small 3 35
 Pepper 1 60
 Royal Mint 2 40
 Tobasco, 2 oz. 4 25
 Sho You, 9 oz., doz. 2 70
 A-1 large 5 20
 A-1, small 3 15
 Capers, 2 oz. 2 30

TEA.

Japan.
 Medium 27 @ 33
 Choice 37 @ 48
 No. 1 Nibbs 54 @ 62
 1 lb. pkg. Sifting 14

Gunpowder

Choice 32
 Fancy 42

Ceylon

Pekoe, medium 65

English Breakfast

Congou, Medium 28
 Congou, Choice 35 @ 36
 Congou, Fancy 42 @ 43

Oolong

Medium 36
 Choice 45
 Fancy 50

TWINE

Cotton, 3 ply cone 47
 Cotton, 3 ply balls 48
 Wool, 6 ply 18

VINEGAR

Cider, 40 Grain 22
 White Wine, 40 grain 24
 White Wine, 40 grain 19

WICKING

No. 0, per gross 75
 No. 1, per gross 1 10
 No. 2, per gross 1 60
 No. 3, per gross 2 00
 Peerless Rolls, per doz. 90
 Rochester, No. 2, doz. 50
 Rochester, No. 3, doz. 2 00
 Rayo, per doz. 80

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, May 26—On this day were received the schedules, order of reference and adjudication in the matter of Charles S. Bassett, Bankrupt No. 2707. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Kalamazoo. The occupation of the bankrupt is not indicated. The schedules now show assets of \$258.38, all of which is claimed as exempt to the bankrupt, with liabilities of \$8,481.22. 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:

Northwestern Mutual Life Ins. Co., Milwaukee	\$1,118.74
Margaret Gillow, Kalamazoo	85.16
First Nat. Bank, Kalamazoo	200.00
George H. Cook, Kalamazoo	31.05
John Stephenson, Kalamazoo	15.00
J. C. Redpath, Kalamazoo	25.00
E. G. Thurst, Kalamazoo	100.00
Kal. Monument Co., Kalamazoo	533.99
Lawrence Pub. Co., Detroit	4.40
Ashton Bros., Kalamazoo	1,383.09
Deal & Son, Kalamazoo	6.65
Dr. Benj. Masselink, Kalamazoo	5.00
Dairyman's Milk Co., Kalamazoo	5.68
Hazel Martin, Chicago	160.00
Clyde Jones, Saginaw	100.00
Mrs. Melvin Bassett, Fenwille	350.00
Marcia Warrant, Kalamazoo	684.50
Harry Schatz, Kalamazoo	37.87
August Rabe, Galesburg	200.00
William Kanley, Kalamazoo	25.00
George Schau, Kalamazoo	50.00
Claus Schuurung Est., Kalamazoo	703.61
James Schurlow, Kalamazoo	250.00
Kal. National Bank, Kalamazoo	105.00

The bankrupt is accommodation endorser on the following:

Claus Schuurung Est., Kalamazoo	\$543.75
Kal. City Savings Bank, Kalamazoo	65.00
Maurice McGowan, Kalamazoo	464.38
Farmers State Bank, Vicksburg	437.13
Nell Waddell, Kalamazoo	28.22
Jennie Rector, Kalamazoo	415.00
Horton Blemer Press, Kalamazoo	198.00

In the matter of Oscar E. Fredel, Bankrupt No. 2691, the funds for the first meeting have been received and such meeting has been called for June 8.

In the matter of Benjamin Nykerk, Bankrupt No. 2697, the funds have been paid into court and the first meeting of creditors has been called for June 8.

In the matter of Milo P. Brown, Bankrupt No. 2672, the funds for the first meeting have been received and such meeting has been called for June 8.

In the matter of Harry C. Moyles, Bankrupt No. 2695, the funds for the first meeting have been received and such meeting has been called for June 8.

In the matter of Mid-Lakes Paper Co., Bankrupt No. 2676, the first meeting of creditors has been called for June 8. The meeting will be held at the office of the referee in bankruptcy, at Grand Rapids.

May 27. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Robert Davidson, Bankrupt No. 2709. 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 restaurant employe by occupation. The schedules list assets of \$250, all of which is claimed as exempt to the bankrupt, with liabilities of \$4,723.98. 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:

Hugh B. Boyd, Williamsburg	\$ 25.00
Kuppenheimer Cigar Co., Grand R.	35.60
Key West Cigar Co., New York	10.50
Lockwood Co., Grand Rapids	15.45
Al Pick & Co., Chicago	132.84
Pittsburgh Plate Glass Co., Detroit	200.00
J. I. Holcomb, Indianapolis, Ind.	20.90
Iroquois Co., Flint	54.70
O'Connor & McPherson, Detroit	75.81
Northern Cr. & Cold Storage Co., Traverse City	121.90
National Grocer Co., Traverse City	284.41
Cadillac Produce Co., Cadillac	108.18
Cornwell Co., Saginaw	544.91
Cudahy Packing Co., Chicago	11.87
Judson Grocer Co., Grand Rapids	175.00
Hannah & Lay Merc. Co., Traverse City	175.00
T. C. Gas Co., Traverse City	27.50
City of Traverse City	5.66
T. C. Record Eagle, Traverse City	18.15
T. C. Milling Co., Traverse City	39.72
X Cigar Co., Grand Rapids	43.30
Boardman River Light & Power Co., Traverse City	101.41
H. Van Enneam & Bro., Zee and Wilson & Co., Chicago	41.60
Armour & Co., Chicago	31.71
Arbuckle Bros., Chicago	27.00
Arms & Cole, Traverse City	34.17
Woodhouse Co., Grand Rapids	115.25
Wolverine Spice Co., Grand Rapids	31.87
Graff Paper Co., St. Paul, Minn.	27.50
A. W. Bartah & Son, Traverse City	76.52
P. Menegari, Traverse City	60.00
F. Stepon, Traverse City	53.65
C. B. Taylor Coal Co., Trav. City	300.00
Dockery Furn. Co., Traverse City	168.00
Hannah & Lay, Traverse City	45.00
Dr. E. L. Thirby, Traverse City	68.00
J. H. Steinberg, Traverse City	50.00
A. V. Frederick, Traverse City	5.50
T. C. Gas Co., Traverse City	6.50
First National Bank, Traverse City	7.00
Mrs. Gertrude Shipman, Grand Rapids	260.00

Rapids	77.50
St. Mary's Hospital, Grand Rapids	210.35
Drs. Grant & Huizenga, Grand Rapids	56.50

Dr. H. O. Gillett, Grand Rapids	10.00
Dr. Frank Dorn, Grand Rapids	16.00
Dr. W. L. Dixon, Grand Rapids	5.00
Dr. Stephen L. O'Brien, Grand Rapids	397.00

Standard Builder's Supply Co., Grand Rapids	89.25
Leon Agon, Grand Rapids	135.00

May 27. On this day were received the adjudication, order of reference, appointment of receiver and petition in bankruptcy in the matter of Chicago File & Rasp Co., a corporation, Bankrupt No. 2692. The matter has been referred to Charles B. Blair as referee in bankruptcy. The matter is involuntary and schedules have been ordered and a custodian appointed. The bankrupt is a corporation located at Grand Haven and engaged in the file and rasp business and kindred products, at such city. Upon receipt of the schedules ordered filed a date will be fixed for the first meeting of creditors and note of the same, as well as a list of the creditors of the bankrupt given here.

May 29. On this day was held the first meeting of creditors in the matter of Clarence A. Hall, Bankrupt No. 2698. The bankrupt was not present, but represented by Corwin & Norcross, attorneys for the bankrupt. Certain creditors were present and represented. Claims were proved and allowed. Bernard E. Cook, of Grand Haven, was appointed trustee and the amount of his bond placed at \$500. The first meeting was then adjourned to June 4.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of Grant R. Lorch, Bankrupt No. 2710. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids and has operated a heating and furnace installation business at such city. The schedules show assets of \$4,668.30, of which \$250 is claimed as exempt to the bankrupt, with liabilities of \$8,561.95. The first meeting will be called at once and the date given here. A list of the creditors of the bankrupt is as follows:

Co-operative Foundry Co., Rochester	\$3,150.62
G. R. Savings Bank, Grand Rapids	695.00
Nydem & Oole, Grand Rapids	10.80
G. R. Sanitary Towel Co., Grand Rapids	1.50
Harry D. Jewell, Grand Rapids	50.00
Consumers Power Co., Grand Rapids	5.19
Industrial Bank, Grand Rapids	17.00
Jack De Young, Grand Rapids	70.75
Mrs. Bouma, Grand Rapids	16.00
Ruth Warner, Grand Rapids	81.81
M. E. Newell, Grand Rapids	125.67
Commercial Credit Co., Baltimore	40.00
R. W. Lorch, Grand Rapids	111.67
Baxter Bros., Grand Rapids	22.50
Buckeye Boiler Works, Oayton	142.18
Consumers Power Co., Grand Rapids	4.25
Chicago Daily News, Chicago	4.40
De Vries Printing Co., Grand Rapids	37.00
Excelsior Steel Furnace Co., Fort Wayne	126.66

Ft. W. Engineering & Mfg. Co., Fort Wayne	75.20
Forbes & Belnap, Grand Rapids	25.20
General Sheet Metal Works, Grand Rapids	40.75

Heraid, Grand Rapids	58.11
Press, Grand Rapids	17.62
Gley Hardware Co., Grand Rapids	13.47
G. R. Battery Co., Grand Rapids	7.00
G. R. Welfare Union, Grand Rapids	20.00
Chronicle, Grand Rapids	22.00
Hart & Cooley, New Britain, Conn.	11.63
Hayden Supply Co., Grand Rapids	49.77
Heat Equipment Co., Lincoln, Neb.	37.00
W. C. Hopson, Grand Rapids	816.58
Leitelt Iron Works, Grand Rapids	25.00
Lansing Silo Co., Lansing	435.36
Thos. F. McQuire, Grand Rapids	35.00
Meyers Transfer Co., Grand Rapids	34.40
Mich. Bell Tel. Co., Grand Rapids	18.35
Quick Meal Stove Co., St. Louis	184.45
Royal Typewriter Co., Grand Rapids	8.00
Hattie Sherman, Saranac	500.00
Standard Vulcanizing Co., Grand Rapids	8.22

Herbert B. Stewart Co., Grand Rapids	6.30
L. C. Smith & Bros., Grand Rapids	12.00
Standard Oil Burner Co., St. Louis	10.00
Tullie & Bailey Mfg. Co., New York	448.50
Travis Lumber Co., Grand Rapids	11.67

Telephone Directory Adv. Co., Detroit	3.00
Universal Car & Service Co., Grand Rapids	28.20

Harold Worm Co., Grand Rapids	46.85
Charles S. Weatherly, Grand Rapids	20.26
Weatherly Co., Grand Rapids	6.37
Western Union Tel. Co., Grand Rapids	9.80
Youngstown Boiler & Tank Co., Youngstown, Ohio	35.00
National Co-operative Oil Co., Grand Rapids	252.89
Commercial Credit Co., Baltimore	425.00
Industrial Bank, Grand Rapids	17.00

Little Hazel had heard her Sunday school teacher speak of backsliders. One rainy Sunday morning, when her mother thought it best for her not to attend Sunday school, she said, "I've just go to go, for the teacher says that if we don't come every Sunday our backs will slide."

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

The new creed of the Federal Trade Commission as expressed by W. E. Humphrey is as follows:

We do not believe that success is a crime;

We do not believe that failure is a virtue;

We do not believe that wealth is presumptively wrong;

We do not believe that poverty is presumptively right;

We do not believe that industry, economy, honesty and brains should be penalized;

We do not believe that incompetency, extravagance, idleness and inefficiency should be glorified;

We do not believe that big business and crooked business are synonymous.

We believe that 90 per cent. of American business is honest.

We believe that 90 per cent. of American business is anxious to obey the law.

We want to help this 90 per cent. of honesty.

We want to control or destroy the 10 per cent. that is crooked.

In an address before the Chamber of Commerce of the United States at Washington, W. E. Humphrey, of the Federal Trade Commission, explained the working of the new "no publicity" rules recently adopted by that body and defended them from attack that had been made upon them by the minority of the commission. He declared that "in the interest of the public" is the chart and compass that should direct always the course of the commission and said that the changes that have been made are right and in the public interest. Mr. Humphrey said in part:

"In the past, when a complaint was received, an ex parte investigation was made. Sometimes these investigations were extensive, often they were superficial, and not infrequently they were merely formal. Upon such an investigation, a complaint was issued against the respondent—that being the term used to designate those against whom the commission proceeds—and immediately upon issuance of this complaint the commission itself officially gave out publicity as to the charges against the respondent. Such publicity, coming with the official stamp, especially in cases where the respondent was prominent or the political effect important, was given wide circulation. Particularly was this true of any sensational statements made in the publicity.

"It sometimes happened that the respondent knew nothing of the matter until it saw itself advertised as a crook by the headlines in the public press, and never was the respondent given an opportunity to be heard before such publicity was issued. It frequently happened that thereafter, on the hearing of the case, sometimes months afterwards, sometimes years afterwards, that it was found that the respondent was entirely innocent and the case was dismissed. But this dismissal brought no headlines in the press. It was not news. It furnished no text for socialistic and bolshevist propaganda. It furnished no political weapon for those who preach the doctrine of universal dishonesty in the conduct of American business. The injury done to the respondent, the poison injected into the

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.

We recommend these bonds for conservative investment.

PRICE 98 and Interest, Yielding 6.15%

HOWE, SNOW & BERTLES INC.

Investment Securities

GRAND RAPIDS

New York Chicago Detroit

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
Weather Proof
Warm in Winter
Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids

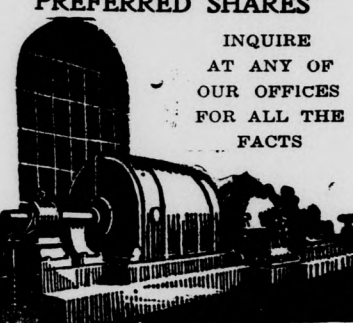
Saginaw Brick Co., Saginaw

Jackson-Lansing Brick Co., Rives Junction.

20,000 PARTNERS

PROFIT FROM CONSUMERS POWER PREFERRED SHARES

INQUIRE AT ANY OF OUR OFFICES FOR ALL THE FACTS



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

public mind was not removed by the dismissal of the case.

"Let me give you an illustration. In giving these illustrations, the facts may not be exactly as they occurred. If they are not, they might very easily have occurred. The commission issued a complaint against a company, charged with having illegally acquired the stock and assets of several competitors. That respondent had arranged to borrow some forty million dollars to finance this transaction. When the case came to trial, it was found that the transaction was perfectly legitimate and would have been to the public interest. But what a travesty on justice! The publicity given out when the complaint was issued caused the banks to withdraw the loan, the credit of the respondent was destroyed, it was a bankrupt long before the case was heard. Not only the respondent, but the other companies that were to be consolidated with it, were ruined, and a great, legitimate industry destroyed. Both the public and the respondent were entirely without redress.

"The majority of the commission believes that such practice is unjust to the respondent, a reflection on the commission, and insidiously dangerous to the public. This practice has been condemned and stopped. I submit to you whether our action was right or wrong.

"Another change in our rules of far-reaching importance is in regard to settling cases by stipulation. If a party is violating the anti-trust law and by stipulation quits such practice, why is not the public as fully protected by such stipulation as they would be by going to the expense of a trial and issuing an order thereafter?"

"It seems to me that our plan of stipulation not only accomplishes all that can be secured by trial, and saves the public expense, but that it is in harmony with the spirit of our jurisprudence, that always holds out every inducement to settle controversies by compromise and settlement without litigation, so long as the public interest is protected. And let it not be forgotten that in many cases a stipulation can be secured where conviction on trial would be impossible. I submit to you the wisdom and justice of this new procedure.

"Nothing has aroused greater opposition from those who are opposed to the change in rules than our policy of settling cases by stipulation. Our opponents say that this should not be done; that in all cases where stipulations are warranted, the case should proceed to trial. As I construe it, the primal duty of the commission is to protect the public from unlawful practices. If this can be accomplished by stipulation instead of litigation, leaving out of the question the great cost to the taxpayer in these days of dire necessity for economy, what can be the objection to so stipulating? I know the objection voiced by the opponents to such procedure. They say that they want to terrorize dishonest business. To use the stock phrase of the professional demagogue, they tell us that they want to 'put the fear of God into the hearts of the dishonest.'

"But while we are terrorizing the ten

men in business that are dishonest, are we not at the same time terrorizing the ninety men that are honestly trying to obey the law? It is absolutely dishonest to claim that there is a clear and distinct line between what is and what is not unlawful under the anti-trust acts. It is therefore, absolutely dishonest to say that when they are violating, it is always done purposely. It is absolutely dishonest to say that when men violate the anti-trust act, their action is always as reprehensible and that it is done as knowingly as when men violate laws that for ages have been recognized by common consent without statutes. The Supreme Court of the United States has many times divided upon what action constituted an unfair method of competition. How can it honestly be contended then, that business men know with certainty?

"I believe that the chief objection to settling cases by stipulation lies in the fact that it tends to lessen the publicity that the demagogue and the fanatic wish to use in their propaganda of socialism and discontent.

"Do not forget that our rules in regard to publicity and to stipulation do not apply in cases where the business itself is inherently fraudulent or where the business is legitimate, but is conducted in such manner as to show the dishonesty of those engaged in it, or where the record and reputation of those complained of are such as to warrant the commission in believing that a stipulation would not be honestly entered into, or honestly observed. To this class of cases belong stock selling schemes, those that commonly come under what is designated as the "Blue Sky Law"; the so-called industrial schools, with their false and misleading advertisements, that are robbing and blackmailing the ambitious young men and women of to-day who are endeavoring to better their conditions; the merchant who sells one class of goods and delivers another to the purchaser. The public interest demands in cases of this kind, an immediate exposure of such parties. Stipulations with them would not be justified on any ground. The commission will give the widest publicity in its dealings with crooks. And let all understand that under no circumstances will the commission stipulate with dishonesty.

"By our rule of stipulation I believe that fully 75 per cent. of the controversies before the commission are going to be settled fairly and honestly and to the interest of the public, without the expense and work of a trial, and to the very great saving of money to the taxpayer; and that the injustices both to the respondent and to the public of improvident action and premature publicity, will be practically eliminated and that it will give to the commission the time and the opportunity, heretofore impossible, to properly consider the really important purposes for which it was created.

"The majority of the commission believes that the interest of the public can be best promoted by assisting honest business. We believe that in order to help most effectively honest business that we must have the con-

fidence of honest business. I want the business men of this country to know that we have no ulterior motive in any action or investigation we may make or in the acquiring of any information. We want our actions to square with our motives. We want everyone to know that they can deal with us on the square and that their confidence will be sacredly protected.

"In view of this policy, the commission has decided that hereafter in any matter whatever, where the respondent voluntarily submits any papers or documents of any kind whatsoever to the commission, that they will be held as strictly confidential. No one else can inspect them except upon proper order of the courts. In other words, we want the business men of the country to know that when we ask them for information, such information is for us alone. We want them to understand that whatever they may think of what has been done in the past, hereafter the Federal Trade Commission is not going to be a sort of smelling committee or a detective agency for any other department of the Government.

"In the past many cases have been brought before the commission where the aggrieved party had a plain and adequate remedy at law. A familiar illustration is that of the cases where concerns are engaged in the same business, both conducting its affairs in an honest manner, with no complaint from the public about the action of either. One would accuse the other of infringing unlawfully upon its trade name. It would appeal to the commission and the commission would take jurisdiction of the matter.

"In such case, the public interest is small. There is a plain and direct way for redress in the courts. As the commission feels that at all times it must be controlled by the public interest, we feel, especially in view of the many more important matters demanding our attention, that we are not justified in spending the public time and money in the prosecution of such cases. We do not believe the tax payer should pay the cost of private litigation.

"Do not think that the work of the commission will be lessened by the new rules. Such will not be the case. Our work will not be lessened, it will only be changed. There are matters now of great importance, directly affecting the interests of thousands, in many cases, of millions of American citizens imperatively demanding our immediate attention. There are more big matters than we can possibly care for. Under such circumstances, we believe that the public interest demands that we attend to the big things and drop the little things.

"It has been charged that heretofore it has been the practice of the commission, when a court in one jurisdiction makes a ruling that did not meet with its approval, they would proceed with cases involving the same question in another jurisdiction, hoping that the court there would make a different ruling, or that the respondent, rather than be put to the cost and annoyance and the publicity of a suit, would follow the commission's direc-

tions. The majority of the commission believes to-day that whatever the opinion of the courts may be upon a law question, that this should guide the commission until overruled."

It's unwise to boast of your genealogy. Even if you succeed in tracing it back to Adam and Eve you haven't any the best of the rest of us.



Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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. 1¢ 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.

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

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—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 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

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

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

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

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

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.

Truths of Science Cannot Be Overcome.

Grandville, June 2—Down in Tennessee they have opened up the greatest question of the age and preparations are making for a stubborn legal battle as to whether the schools shall be banded with hoops of steel against all progress.

Evolution or no evolution. The truths of science have been declared not good for the children of that State, so a puny school teacher has been placed under arrest for teaching progression in nature as it is understood by the greatest minds of the world.

William Jennings Bryan has thrown himself into the breach and expects to hold up to ridicule the idea as old as the world that we are one whit in advance of the days of Adam and Eve.

Certainly the wise (?) heads of the Tennessee legislature builded better than they knew when they tossed the question of evolution into the arena for open public discussion. The greatest minds of the world stand firm in the knowledge that progress could never be made without evolution, and the silly idea that the question hinges on whether man sprang from the monkey is not entertained by well informed people, William Jennings Bryan and others to the contrary notwithstanding.

All creation has been in the progress of evolving since the beginning of time; to deny this is to set one's self down as too dense to understand the simplest rules of mathematics.

Scope, the Tennessee teacher, is willing to sacrifice himself on the altar, of science, and it will be an engaging sight to watch the threshing out of the question of evolution when this case comes to trial in July.

That scientific discoveries should be kept out of the schools seems to be too far fetched to be worth considering. Those Bible folks who see antagonism between divine Revelation and evolution have not taken into consideration the great facts in nature of which we are learning more and more as time goes on.

Even the best Bible students grant the facts of evolution, and still have faith in the Book of Books. There is no real antagonism between evolution and religious thought.

The fundamentalists and modernists who are threshing out their ideas in acrimonious debate are really farther apart than are genuine religionists and scientific truths as revealed in the evolution of all created things.

Scientific truth will not displace the facts of the Bible if those facts are founded on solid rock, as we are told they are.

Science and religion should go along together. When science grinds off some of the mouldy traditions of the past it is certainly evident that these supposed facts had not the proper foundation for their being.

Evolution is simply a development, a growth from a lower order of life into a higher sphere, and to say that man necessarily sprang from the monkey is an attempt to ridicule a great truth which cannot be gainsayed by any priest, potentate, lawyer or state legislature on earth.

Without evolution this world would still be in a nebulous state, unfit for the habitation of man.

There is no question whatever but that the science of evolution is a fixed fact in nature which no school of religious fanatics can thrust aside. The wisest philosophers and statesmen accept evolution as do many of the ablest preachers in the world to-day.

It is anything but a credit to those who seek to keep the truth out of the schools. Our young people are sure to learn more or less about the facts of evolution outside the schools, and how much better to have it taught by earnest scientists within the schools. There is no necessary religious cult going to suffer because of this fact in nature.

We are making new discoveries every day. What has radio to do with religious thought? Does the seeming miracles performed by this wireless new discovery affect the standing of our churches? Hardly, then why let the known facts of evolution, as old as the creation, mar the processes of religious thinking?

It does not alter facts to shove one's head under the sand and affect not to see when scientific explorers in our great universe bring out new ideas and new effects in nature, which though long slumbering in the womb of created matter, have always existed in one form or another.

Undoubtedly this trial about to come off in a neighboring state will have a good effect upon the public which has been fed up on the monkey tales of the Bryans and fundamentalists of his ilk.

Truth crushed to earth will rise again, while error writhes and dies amidst its worshippers.

Our present day civilization has been brought about by evolution. There is no question about it. To evolve is a fact in nature so plain it is to wonder that great minds see anything to question in the fact.

From a lower to a higher condition. This is evolution whether man came originally from worms, beetles or monkeys. It is silly to question the facts as we find them in nature. To do so is certainly flying in the face of the divine will which has made our world and everything that lives and moves and breathes upon our earth as well as the great ocean of suns and planets far beyond the ken of mortal imagination.

The Commoner has had his hopes blasted in three great National contests, as he is surely in for a fourth great turndown when he attempts to face down the truths of science.

Old Timer.

Kalamazoo Jobbers Entertain Their Customers.

Kalamazoo, June 1 — Kalamazoo wholesalers and Allegan's representative business and professional men gathered last Thursday evening in the latter city for a most enjoyable dinner session. Fully 150 were present.

Dorrance L. Goodrich, of the Goodrich Candy Co., acted as toastmaster. He introduced in turn Geo. H. Martin, credit man for the Taylor Produce Co.; George E. Kelley, manager of the Kalamazoo branch of Lee & Cady, and George K. Taylor, mayor, of Kalamazoo. Mr. Martin spoke on "Credits." Mr. Kelley took for his topic, "The Relations of Jobber and Retailer." Mayor Taylor welcomed Alleganites as dinner guests of the Kalamazoo wholesalers. Various Allegan citizens acknowledged the hospitality of their hosts.

The luncheon session at Otsego was also a decided success. Big delegations from both Otsego and Plainwell attended, fully seventy-five in all being present. George E. Kelly presided as chairman of the meeting. Dorrance L. Goodrich, who has been calling on the merchants of Otsego for the last twenty-two years, gave some interesting reminiscences of business in that town. George H. Martin expressed the gratification of the Kalamazoo jobbers that such a fine delegation had turned out for the Otsego luncheon session, at the same time explaining that "the real purpose of the wholesalers' trip is not to make customers of our friends but instead to make friends of our customers." He added that Kalamazoo is so located to be the best jobbing center in Michigan and, when you think of anything that is made in Kalamazoo think of Kalamazoo."

Detroit—Ralp & Brabant, 2827 John R. street, furniture, carpets, etc., has changed its name to the John H. Ralph Carpet Co.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 2—Barrett A. Robison has written and published a beautiful book on Our Flag, giving its history and describing how it should be honored, respected, saluted and displayed. Every American citizen should be the possessor of this book, which costs only 25 cents. The address of the author is 323 South Division avenue.

Uncle Louie Winternitz, who has been at the Battle Creek sanitarium for some time, has returned to Chicago, where he will remain until he starts for his summer stay at Charlevoix via Grand Rapids. Mr. Winternitz made and colored many new pictures during his winter stay in Ft. Meyer, Florida, greatly to the delight of his friends and the profit of the art organizations which are the beneficiaries of his bounty.

The Good Drug Stores, which has 49,000 shares of non-par stock, has taken over the Mercer Drug Co., of Flint, the Schrouder Drug Co., of Grand Rapids, and the Sanford drug stores, of Muskegon. Mr. Sanford, who removed from Muskegon to Grand Rapids two years ago, has now removed to Detroit to assume the general management of the new organization.

John A. Lake, of Smith & Lake, grocers at Petoskey and Mancelona, is in the city this week as a delegate to the Grand Commandery.

Thomas B. Ford, who has been covering Chicago trade for the past year for the De Pree Co., of Holland, has signed up with the A. D. S. to cover Illinois territory, with headquarters at Joliet. Mrs. Ford and daughter, who are visiting friends in Grand Rapids, will join him at Peoria in the near future.

The treachery of the Furniture City band on the occasion of the Knights Templar parade yesterday is in keeping with the traditions of that organization. While under the management of the late Frank Wurzburg, the organization played the same disreputable trick on the Grand Rapids Commandery at a Detroit conclave, making itself the laughing stock of the world by refusing to march in a procession which included the famous Marine band of Washington, composed of the finest musicians in the country. Grand Commander Moore is entitled to the commendation of every patriotic citizen of Michigan for the firm and uncompromising stand he assumed in connection with the underhanded tactics of the union organization, which is utterly devoid of honor and decency. For more than forty years the management of this band has been characterized by treachery, duplicity, incapacity and inability to produce music worthy of the city. Any one who touches trades unionism at any angle is pretty likely to get his fingers burned, because of the unscrupulous character of union leaders in all lines. They make contracts in apparent good faith and then violate them at a critical period when the default will cripple the other party to the contract. Any one who places any reliance on the word or contract of a union man frequently finds he is dealing with a rattle snake.

The retirement of Wm. C. Keeley from the management of the Morton Hotel is a matter of very general regret among those who appreciate good hotel keeping and realize how difficult it will be for the hotel owners to secure another landlord who can approach Mr. Keeley in efficiency and thoroughness. Under the direction and control of Mr. Keeley, the Morton Hotel was conducted in a masterly manner. It immediately took high rank as a commercial hotel. Notwithstanding the handicaps under which Mr. Keeley labored (for which he was in no way responsible), which would have staggered a less resolute man, the Morton Hotel is handed over to Temporary Manager Chittenden in excellent condition and with a reputation

which does not suffer by comparison with the old Morton House conducted so many years by that prince of bonifaces, J. Boyd Pantlind. Mr. Keeley's career in Grand Rapids was entirely creditable to him in every way and he leaves the city with the hearty good wishes of every one who believes in the theory and practice of the Golden Rule.

John Brunger has purchased the Hoebeke hardware stock and removed it to one of the new stores recently erected at Paradise Park on Plainfield avenue. The business will be conducted under the style of the Paradise Hardware.

Items From the Cloverland of Michigan.

Sault Ste. Marie, June 2—A few straw hats appeared on the street Decoration day, but as the day was ideal, with no rain and the first real summer day that we had this year, the rushing of the season was overlooked. Most of the stores were closed for the day and the event was observed in a fitting manner.

Ralph H. Gooch, the well-known grocer of Manistique, was a visitor here last week. He reports an improvement in business in his home town this spring and looks forward to a big share coming from the tourist trade during the season.

The Standard grocery store, at Manistique, was visited by thieves last Saturday night, who staged a comeback on Tuesday, this time taking \$20 in pennies, which had been left in the till. No other loss was noticed on the second call.

Men who haven't automobiles, babies or radios can brag about their golf scores.

Sam Maurufus and his brother, Jim proprietors of the Savoy cafe, have redecorated the entire interior of the cafe. It is now one of the finest looking places in the city. Everything is ready for the rush of tourists to visit us soon.

Money lost in speculation is dropped by men who are trying to pick it up.

Marquette has the honor of putting on the first real fight for the middle weight championship, between Greb and Nuss, which is staged for June 5. Tickets are on sale now and many of our local sports will contribute, but if the rush is going to be anything like the rush to Canada for 4.4 lager. Marquette won't have room for the bunch.

Ham Hamilton, of the Pickford Grocery Co., was a business visitor here last week, taking back a truck load of merchandise.

Herbert E. Fletcher, Cashier of the Sault Savings Bank, is remodeling his summer cottage on the bay shore, also putting on a large addition to be used for dancing. When completed, it will be one of the finest cottages on the shore.

C. C. Crawford, the new merchant at Stalwart, brought in a truckload of farm produce last week, taking back a load of supplies. He is a subscriber to the Tradesman, which he considers a big asset, because it contains so much valuable information, helpful to a new beginner.

L. Kitchen, who has been in the grocery and meat business at Kenneth, has sold out to C. B. Dell, the well-known merchant at Ozark, who will run the place as a branch store, with Mr. Davey in charge. Mr. Kitchen will engage in the restaurant business at St. Ignace.

C. D. Ingalls, the well-known merchant of Strong's, wrote a fine poem which was published last week in our daily paper, the Evening News, entitled Lest We Forget. This was the first information we had of his being a poet as well as a merchant. His many friends here will look forward to hearing from him again.

Why is it that a man who never kisses his wife is outraged when somebody else does?

William G. Tapert.