

MICHIGAN TRADESMAN

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Forty-second Year

GRAND RAPIDS, WEDNESDAY, JUNE 17, 1925

Number 2178

Michigan Speaks: "GIVE BACK MY TREES"

I haven't the need of a poet,
I can fling my own song to the breeze;
I can tell my own story
In epics of glory—
If only you'll give back my trees.

You've squandered my maples and birches,
You've stolen my hemlock and pine;
In unrestrained measure
You've gathered my treasure
To build up your cities so fine.

You've scoured my borders for plunder—
For balsam, for cedar, for spruce;
You've piled in your alleys
The pride of my valleys,
With only a vandal's excuse.

You've ravished my elms and my alders,
Your skids with my timbers still groan;
You pluck for your pillows
My buds and my willows—
My largess you pay with a stone.

You've given me desolate reaches
In lieu of my forests of oak;
By rail and by water
You've wrought the same slaughter—
My woodlands you've turned to a joke.

My tamaracks, ash and my poplars,
My ironwood, tough as a nail—
By every enclosure
The hazel and osier
Re-echo their pitiful tale.

I was proud of my virginal forests,
As a maiden is proud of her hair;
From cutting and bobbing
You turned into robbing—
Denuding my land wasn't fair.

I'm sending my call to the masses,
I've acres of soil that will please;
It isn't a poet
I need, and you know it—
The thing that I need is My Trees.

John C. Wright.



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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

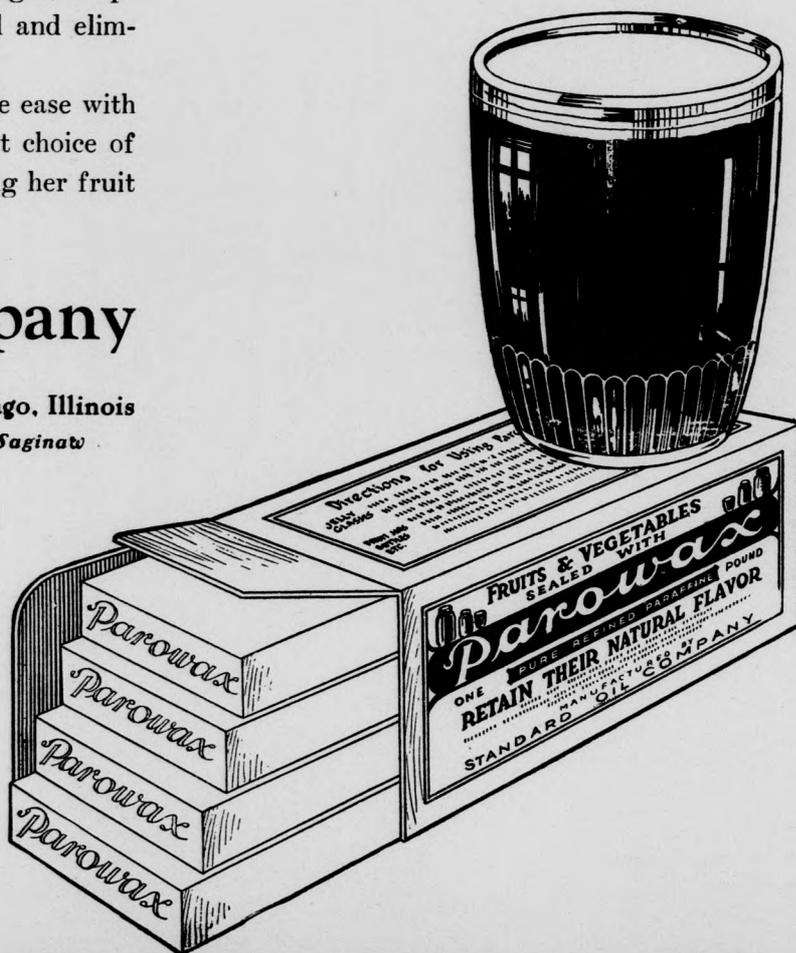
Michigan Branches at Detroit, Grand Rapids and Saginaw

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.

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

As Lincoln or Washington belongs to England, so Dickens is the property of America. American visitors pouring into London this summer will search out the house where the novelist wrote "Oliver Twist" and the "Pickwick Papers," which now has been turned into a museum for his innumerable devotees. The versatile and loquacious Lord Birkenhead delivered the opening address. Dickens' following takes in all callings and every walk of life. For he ranged personally amid them all; even his most grotesque characters had their basis not in the books of other men, but in his own contacts and observation. The story of his own career from the days when he pasted labels on blacking bottles appeals to Americans spurred by examples of poor boys who climbed rung by rung to fame or affluence. Others excelled Dickens in urbanity of diction—none knew the promptings of the human heart to mirth or pathos with a surer mastery. Hence it has been found worth while to make a house where some of his best work was done a shrine of pilgrimage and to fill it with relics of his creative activity.

The fall of the house of Stinnes would form a romantic chapter in the history of modern business. It would be quite as romantic in its way as the story of the rise and fall of the various great and lordly houses recorded by history in its more fascinating moments. Hugo Stinnes was one of the great barons in the structure of the modern business and financial world. His power at one juncture equalled that of a Hohenzollern in all his glory. He built it up through the impoverishment of his nation, although in no way can he be held responsible for that impoverishment. In complexity if not in actual size his interests rivalled any under a single head in the

world. Whether the difficulties now facing the Stinnes concerns came of a collapse brought about by their own dead weight or whether the death of Stinnes senior gave over the direction into hands incapable of assuming it has not been determined. It is too early yet even to say that collapse is inevitable. But that the great Stinnes interests should actually be in grave difficulties is a development of a nature little short of cataclysmic.

A number of magazines have been caught in the net of John S. Sumner's Society for the Suppression of Vice; but the way of the vice suppressor is not easy. For instance, it is found that the arrested magazines merely reproduce the art they find in the public museums and revues that glitter along the Great White Way. In other words, they take what is already on the walls flamboyantly before the eyes of theater-goers and broadcast them to the eyes of every one. And there the vice suppressor runs into hazy boundaries and still more hazy censorshipships enacted and applied by the general taste and judgment. Why, for example, is a picture all right in a museum and an offense against public morals when printed in a magazine? There is a difference. A nice question of propriety is involved in such matters, but whether the law can manage the entire business with discretion, permit a thing here, forbid it there and juggle the moralities with an eye single to the welfare of every one concerned, must be doubted.

The hopelessness of the United States Shipping Board situation is emphasized by the suggestion of President Coolidge that the board delegate to one man the power to negotiate the sale of Government ships. The board has been and is in a continuing state of disagreement over policies, plans, sales and purposes. Would-be ship buyers found themselves dealing with a wrangling group of men at cross-purposes. The violent quarrel following the sale of the "President" ships to the Dollar Line was an example. Complaints from buyers have become common. The upshot was the White House recommendation that the Shipping Board delegate to the head of the Emergency Fleet Corporation the authority to make sales, reserving to itself the right to reject contracts. The President should have gone further and given the fleet corporation the last word in these sales. He should go still further and at his earliest opportunity recommend to Congress the abolition of the Shipping Board.

Dr. Joseph Ames, acting president of Johns Hopkins, has announced the establishment of a research institute which will try to lengthen the span of

life. Sir Thomas Horder, addressing American doctors in London, says that the hustling pace of to-day and the resultant nerve strain have multiplied the maladies to which we are subject and introduced new ailments. Doctors may forewarn; they cannot carry out their own prescriptions. Unselfishly they are giving an unprecedented attention to measures of preventive medicine, calculated to diminish their own employment. If their counsel, heeded and applied, shall result not merely in an increment of years but the increased efficiency of the human machine during the lengthened term, they will have achieved a success greater than a therapeutic triumph over particular maladies. The simple life, in the informed opinion of Sir Thomas Horder, is the closest approach we have to a panacea.

Senator Smoot, chairman of the Senate Finance Committee, believes the American people are more interested in taxation than any other public question. He is right. He feels it may be possible to reduce the annual Federal tax bill by \$350,000,000 to \$375,000,000 in the next Congress. In this he probably is right. Congress seems in the mood to take the Mellon plan, which it scornfully rejected and mutilated in 1924, and enact it in full. It always had some Democratic support and has more now. Some of the border-line Republicans who opposed it last year now favor it. Surtax reduction to about 25 per cent., at least, seems assured. The incomes in the lower and lowest brackets are to get further relief. The next task in tax reform is to bring states, counties and municipalities to their senses. Where Federal taxes have fallen local taxes have risen. Tax reform in Washington will solve only half of the problem.

Cross-word and jig saw puzzles for the geographer take in ice-bound as well as war-torn territory. There is a battle of the books going on between Ottawa and Washington, centering about the issue of possession of a new Arctic continent, supposing that there is one, and assuming that MacMillan discovers it. The historic claim of Canada largely rests on such splendid imperial generalities as those which Spanish kings of old wrote into their titles when they reached clear across the Western Hemisphere to grasp not merely what men had seen and heard of, but all that a romantic imagination might conceive in the way of an El Dorado beyond the charted boundaries. No half-way measures suited the conquistadores and their royal masters; they claimed all there was and then fought with any one who disputed the claim. To be monarch of all one conjectures is even more gratifying to an

imperialist than to be monarch of all one surveys.

These anti-prohibitionists are hopeful souls. Once more they are about to offer a light-wines-and-beer programme to Congress. Next winter they will assail the cost of enforcing prohibition and attempt to hook themselves on the tail of the Coolidge economy kite by declaring that the \$40,000,000 spent this year in booting the bootlegger into oblivion will require \$100,000,000 next year. Once more they will try to slip an entering wedge of nullification into the Eighteenth Amendment. They have about the same chance as the traditional paper cat chasing the asbestos rat through the regions where the fire burneth forever and ever. The Sixty-eighth Congress was as dry as a desert bone. The Sixty-ninth will be as dry as a fence rail in a droughty August. The persons who are putting up the money for the wet lobby must be more hopeful than an elderly, cross-eyed, wooden-legged widower.

Janitors have more to do than open and shut doors or tend furnaces. The State Teachers College of Colorado believes they need to know something of so many applied sciences that it has opened a course of "janitor engineering." It will not disdain the rudiments of making and maintaining fires, washing windows and sweeping floors. One who was thoroughly versed in the mechanics, physics and economics of these practical arts might easily save an owning corporation a good deal of money in the efficient management of one of the great modern office buildings. His trained eye could detect waste motion at a glance and he would know whether the forces deployed under his command were costing too much because of waste motion or were worth their pay by virtue of the banishment of dirt and the victories of hygiene.

A Chicago oil man went to jail for two years for using the mails to sell oil stocks declared fraudulent. The court held there was no oil where he said there was oil. While the prisoner sojourned at Leavenworth some one stuck a drill in the land and the oil gushed forth. A section of the acreage sold for \$250,000, the stock declared worthless paid a big dividend and the oil man leaves Leavenworth a millionaire. The way of justice as well as that of the transgressor may be hard. Here were a cloud of witnesses, an array of lawyers, a battalion doubtless of expert opinion and a judge and a jury all trying in their several ways to elucidate an issue and give justice. Mother Nature, an oil rig and an oil pool conspire to make a mock of the testimony and reverse a verdict.

MEN OF MARK.

Dudley E. Waters, President Grand Rapids National Bank.

There is a wide difference in bankers, and consequently in banks. This difference has a marked effect, not only on the dividend end of the banking institution but also on the interests of its customers. Much depends upon whether the banker is a born and bred banking man—or, if not born to be a banker, at least properly educated for such a career—or whether he is what may be termed a banker by accident. However, of greatest value to the institution which he represents and whose destinies he directs, and at the same time of greatest value to the financial interests of his community, is the man who not only has a talent for the banking business but also has a business experience outside of the perfunctory task of loaning money. Such a man is the very highest type of banker, higher even than the banker to whom such a career is a birthright or the result of long experience behind the financier's desk.

The banker who has had some experience other than that of pure finance is broader gauged and comprehends the complex conditions of commerce to a much greater degree than the man to whom the bank has been a lone interest, who has no experience outside of that which comes to him in the bank and who has enjoyed no business contact with the outside world except that which comes to him in the stockholders' room. Such a banker, one who has gained a valuable experience in some other line besides the banking business, is the man of greatest value to the community and who brings the largest ultimate profit to his stockholders. This is a simple rule which may be said to apply to all conditions of life. Contact with man is essential to every man and is the most broadening influence that any man can encounter.

An essayist has said that the proper study of mankind is man. He might also have said that the greatest teacher of mankind is man. No book has ever been written, no picture ever painted, no lecture ever delivered which told its story and conveyed its lesson so well as actual experience. A banker cannot tell the thoughts, the feelings or conditions of the business public, appreciate either handicaps or disadvantages under which business men labor, unless he has to some degree experienced the life of the business man himself.

The banking business is based on legitimate speculation. The bank itself is a speculator but surrounds itself with certain immunities and safeguards which render it one of the safest investments in existence. Surely nothing contributes so much to the safety of a banking institution as a proper knowledge on the part of its administrative force of the people with whom it has to deal, upon whom it is dependent for its business and who are dependent upon the bank for the vehicle of their success.

The banker has to deal with one of the greatest forces in the world. Money and language represent two of

the greatest elements in civilization. Language is the great civilizing force. Let the newly born child of highly civilized parents be cut off from communication with men and he will grow up the veriest savage, his only redeeming features developed by natural instinct. On the other hand, let a race of savages fall into easy oral communication with a highly civilized people and their progress toward better things is rapid. But if language is the advance agent of civilization, money is its handmaid. Give people the medium by which to sell their wares and their labor, with which to buy the comforts of life according to their ability and opportunity, and one creates industry and the other the beginnings of civilization.

Looking at the matter from an ethical standpoint, it will be seen that the filthy lucre is not such an unclean article after all and that the profession of the banker is a high one. However, it is much more so when the banker is a man in sympathy with his customers and possessed of a business experience which enables him to deal with them intelligently, with fairness and helpfulness to them and with justice and at the same time with advantage to himself. One can search in vain for a better type of the banker with business experience than the subject of this sketch. Mr. Waters combines all the three essentials which have been mentioned in this article. One is tempted to believe that he was to the manner born. It is certain that he has had the necessary experience which goes to make a banker, for banking has been his occupation since youth. His business experience outside of the bank has been the thing to add the finishing touch to his all around ability as a banking man.

Dudley E. Waters, President of the Grand Rapids National Bank, was born in this city in November, 1863. He is a son of the late Daniel H. Waters, who died in 1894. He was educated in the public schools of Grand Rapids, acquitting himself with credit. On the death of his father he assumed the management of the \$1,000,000 estate left by his deceased relative in behalf of his mother, two sisters and himself, under the style of D. H. Waters, Son & Co. The elder Waters was one of the original stockholders of the Grand Rapids National Bank and became one of its directors early in its history. On his death the son was elected as his successor, and in 1901, when he was only about 37 years of age, he was elected President of the bank, which office he still holds.

Outside of banking circles he is well known in his home city as a former member of the Board of Public Works, a position he held for four years, three of them as President of the Board. Under his auspices the haphazard method of water rate collections was supplanted by a system under which quarterly payments were enforced. He also introduced other improvements in the Board's methods. He was mentioned as a mayoralty possibility in 1902, but did not accept. He is a Democrat, as was his father before him, he himself being of the sound money variety.

Mr. Waters lives in one of the handsomest houses in Grand Rapids, which he built for himself near the old Waters mansion at Oakhurst. He has a charming family, and his particular fancy is divided between choice editions of the famous authors and Holstein cattle. He has one of the finest libraries of standard literature in the city, and his wonderful cattle farm just East of the city is famous as the producer of prize winners.

In addition to his many local activities Mr. Waters has impressed himself upon financial matters in this State. In 1905 he was elected President of the Michigan Bankers' Association, which was a distinguished honor for one so young. For years he has been one of the leading Michigan investors in Michigan Telephone stock, having been a director of the old company, as he is of its successor, the Michigan State Telephone Co. Personally he is a genial, wholesome man with as good a liking for a bit of a commercial scrap as any man one could find in a day's walk, and with a lot of qualities which make him many friends.

Going After the Housewife.

The editor of the Grocery World, who has alternately criticized and praised "Phone for Food," suggests wisely that its benefits to the retailer are largely dependent on the way they go after the business of the housewife by showing her the benefits. For instance, he says:

"Suppose a 'Phone for Food' grocer went to a woman who regularly bought of chain stores and said to her, 'see here, Mrs. Smith, I want to prove to you that you can phone for food and have it delivered and charged, if you like, for practically the price you pay the chain store without any service. I am willing to prove to you in this way. I want you to phone your grocery orders to me for one week.

"At the end of the week I will render you an itemized bill and opposite every item will be the chain store price, without phone, delivery or charge accounts. If I am more than 5 per cent. higher I will refund the difference."

"My observation leads me to believe that any credit grocer would be perfectly safe with that bet and he would probably make a permanent new customer, for the only reason anybody goes to chain stores, or prefers to go there is the belief that they sell cheap. Explode that belief and there is nothing to it."

Hides, Pelts and Furs.

Green, No. 1	08
Green, No. 2	07
Cured, No. 1	09
Cured, No. 2	08
Calfskin, Green, No. 1	16
Calfskin, Green, No. 2	14%
Calfskin, Cured, No. 1	17
Calfskin, Cured, No. 2	15%
Horse, No. 1	3 50
Horse, No. 2	2 50
Pelts.	
Old Wool	1 00@2 50
Lambs	1 00@2 00
Shearings	50@1 00
Tallow.	
Prime	07
No. 1	06
No. 2	05
Wool.	
Unwashed, medium	@40
Unwashed, rejects	@32
Unwashed, fine	@40

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Benton Harbor, June 8—You have helped me once before, and I know you will help me again if possible. I would like to know what you think of the American School, Drexel avenue and 58th street, Chicago, Ill. I have been taking up a photoplay and short-story course, and would like to know if it is an honest school and if you think there are really any markets for photoplays.

M. E.
We know of no market for the production of amateur writers of photoplays, songs, etc. The concerns that will lead you to believe to the contrary are looking for your money.

Merritt, June 9—I wish you would advise your readers in regard to Joseph Wade & Co., Toledo, dealers in eggs and produce. I have shipped eggs to this company and have not received any remittance from last shipment. I gave the account to a lawyer to collect and the letters came back unclaimed. I have every reason to believe this company to be a fraud.

E. M. Terpenning and Dykhouse & Co., of Falmouth, also shipped to the same company, with the same results. Please investigate this company and advise of the result, as I feel this is a graft scheme.

I shipped two cases first to test this company and received payment in ten days. I then shipped five cases that they never sent payment for.

Henry Miltner, attorney at Cadillac, has my account to collect. The amount is \$44.26.

If this will help other storekeepers, I wish you would investigate.

Bert R. Plant.
Knowing the Spitzer to be a high grade office building institution—scrupulously careful as to the class of tenants permitted to do business therein—the architect of this department sent a copy of the above letter on to the manager. The reply received was as follows:

Toledo, June 15—Joseph Wade & Company, took desk space in the office of a public stenographer of our building, about Feb. 1, last. They did not lease any space directly from us and we did not come in direct contact with them. They were doing a shoe string commission business, as we now learn. The only individual we knew in this matter was Joseph Wade, who had a furnished apartment in the Scottwood in this city. Mr. Wade left Toledo about May 9, telling the public stenographer he would return in a few days. His rent at the Scottwood was paid to May 25, and at the time he left he asked them to have the apartment redecorated during his absence. We have heard nothing further from him since.

Fred Willson, of the Better Business Bureau, also the Toledo Police Department, have been investigating this party on complaint received from Michigan shippers. We understand no warrant has as yet been sworn out for his arrest. Mr. Wade was a very distinguished appearing man of very engaging manner, and about fifty-five to sixty years of age. No complaint of any sort had been received against him prior to the time he left the city.

We, of course, regret exceedingly incidents of this sort. We do our best to keep out any questionable characters, but some times tenants whose conduct has been excellent for many months or years will go wrong under the stress of adverse circumstances. We are anxious to do whatever we can to prevent such occurrences as this. We hope very much that neither you, nor your subscribers have suffered any great loss. We would suggest that if

you care to pursue this matter further you communicate with the Better Business Bureau of Toledo, Fred M. Willson, Manager.

G. H. Loe, Manager.

The above illustrates how inexpedient it is for any shipper to undertake to do business with any person who has not a satisfactory rating with the mercantile agencies. Information received from many sources leads to the belief that this fine appearing gentleman succeeded in securing shipments aggregating several thousand dollars from the merchants of Michigan, Ohio and Indiana.

A New York correspondent writes the Tradesman as follows:

Banks in this district have suffered losses ranging from \$50,000 to \$100,000 in the last month through the operations of a gang who are playing the old game of depositing a small amount of cash and a large check which they immediately draw against. The check is shortly returned marked "no account," and the bank in which the deposit was made is out the amount of the checks which it has cashed.

Hugh Combs of the United States Fidelity and Guarantee Company announces he had sent telegrams to all the banks which his company protects describing the methods used by the gang. He said the district attorney's office has been working on the case for a week, as well as men from the Fidelity and some private detectives. Several suspects have been questioned but no solution has been reached.

"The usual method," Mr. Combs said, "is to open a new account with \$300 to \$400 in cash, to which is added a check on a Florida bank amounting to about \$5,000. All the checks have been on Florida banks—the First National of Tampa, the Miami Bank & Trust Company, and the First National of Miami. In one case the new depositor was introduced to the president of the victimized bank by a former stockholder.

"The loss in each case has been due to the failure of a clerk or clerks to put the proper stop on the checks, so that no money should be paid out until the funds had been received from the South. As it turns out, these frauds have amounted to as much as \$20,000 in a single instance.

"The whole proceeding indicates the operation of a band. It is amazing that so old a stunt should work. It's as bad as the Spanish prisoner."

Warning to merchants throughout the country against prize propositions offered by the "National Advertisers Syndicate," 417 South LaSalle street, Chicago, is sounded by the National Better Business Bureau of the Associated Advertising Clubs of the World in a current bulletin. One of the propositions of this syndicate—a radio set sold to merchants to be "drawn" by their customers—the bulletin says, contains the elements of a lottery and may come within the purview of the Federal statutes.

"For \$50," the bulletin adds, "a merchant obtains a complete one tube Crosley radio set, and 5,000 keys, a padlock, two master keys, display banners and advertising hand bills. For each purchase of a stipulated amount of merchandise a customer is given a key. Among the keys is one that will unlock the padlock on the set. After the disposition of the entire amount the holders are invited to try their keys, the person having the key that fits the padlock being the winner.

"For \$100, a three tube set can be obtained by the merchant, together with 10,000 keys and advertising literature.

Within a few weeks, thirty Indiana banks have been robbed. The Indiana Bankers' Association is aroused. Although detailed plans for protection of the banks have not been formulated, the beginnings of such plans have been made. Policemen armed with sawed-off shotguns are to be stationed at many banks. In certain emergencies, the services of members of the Indiana national guard may be asked for guard purposes. It is tentatively planned to ask national guard officers to make arrangements for using their men in pursuit of bank robbers.

But it would seem difficult for any detachment of the national guard to perform such work. The guard is not so organized as to be available for pursuit service on an instant's notice. Iowa has adopted a better plan. There the bankers have organized county guards. Bankers in Illinois have made

a start on the same sort of work. When a bank robber is to be pursued, the guard is called out and all other towns in the neighborhood are notified, so that their respective guard organizations also get on the job.

This is about the best sort of protective work that bankers in small towns can do, in the absence of state police; but it is certainly not good enough. Clearly, these county guard organizations are a modified form of the old vigilantes of frontier days and of the old anti-horse-thief associations. Such guards will be able to pursue bank robbers, but will they be able to make as effective a pursuit as state police organized on a state-wide basis?

Moreover, such county guards will serve only when criminals are to be pursued. They will not serve in case of great local disorders.

Illinois, had she had a state police, might have prevented the Herrin massacre and the succeeding rule of force. That whole bloody and riotous sequence of events has shamed Illinois

in the sight of the nation, and it has had a tremendously injurious effect on the social fabric and on the prosperity of Williamson County. State police, and nothing but state police, can be effective to prevent such extreme disorders.

Gift Br'ngs Small Customers Back To Store.

In Portland, Ore., "children cry for" their mothers to take them to the Wonder Millinery, not because it has the largest and most complete stock of millinery on the Pacific Coast but chiefly because a present is given with each purchase. The store had in stock when the season opened about 1,000 hats for children of from two to fifteen years of age.

A balloon is given to each of the little folks for whom a hat is bought and a jumping rope to an older child. Children have long memories for anything which contributes to their pleasure and when a second hat is to be purchased they insist on being taken to the store which gives away toys.

Friends of the Retail Grocer

QUAKER COFFEE
HOT FROM THE POT
SATISFIES

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

QUAKER
PORK AND BEANS

Better than your Mother's, your Aunt's or your Grandmother's

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

WORDEN GROCER COMPANY

Wholesalers for Fifty-six Years

The Prompt Shippers



Movements of Merchants.

Stockbridge—E. P. Phillips succeeds G. W. Nichols in the grocery business.

Muskegon—Dreues & DeHorn succeed VanBruggen & DeHorn in the grocery business.

Menominee—S. Crawford & Sons have dissolved partnership and retired from the lumber business.

Bay City—The Kneeland-Bigelow Co. lumber mill burned entailing an estimated loss of \$175,000.

Lowell—W. F. Clipper has sold his bakery to George Herald, recently of Greenville, who has taken possession.

Port Huron—The United States Bank of Port Huron has increased its capital stock from \$100,000 to \$150,000.

Detroit—The Lafayette Tire & Battery Co., 3328 Joy Road, has increased its capital stock from \$2,500 to \$25,000.

Lansing—Rosenberg Bros., boots and shoes, is reported as offering to compromise with creditors at 20 per cent.

Detroit—Ray T. Garvey & Co., 122 Michigan avenue, men's furnishings, has changed its name to the Garvey-McManus Co.

Detroit—George Cantile & Son, Springwells avenue, dealer in boots and shoes, has filed a petition in bankruptcy it is reported.

Muskegon—Wilson, Gibson & Thiel, 804 Union National Bank building, investment bankers, has changed its name to C. H. Gibson & Co.

Detroit—John W. Ladd, 2016 Lafayette boulevard, creamery and dairy supplies, has increased its capital stock from \$1,000,000 to \$1,300,000.

Grand Rapids—E. H. Dickinson, of the Dickinson Boot Shop, 116 Monroe avenue, is offering to compromise with creditors at 25 per cent. it is reported.

DeWitt—Harry Moon has installed a frigid air plant in the grocery department of his general store which keeps all perishable products in fine condition.

Lansing—The Capital National Bank put on its second annual peony show June 11 and 12, with more than 2,500 flowers displayed, as against 1,600 last year.

Lansing—Alex Caporonis, former part owner of the Wolverine Restaurant, 111 East Michigan avenue, has purchased it and will continue the business under the same style.

Detroit—The Diebold Hardware Co., 11313 Woodward avenue, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in cash.

Jackson—The Jackson Grain Co., 225 North Mechanic street, has been incorporated with an authorized capital stock of \$10,000, \$3,000 of which

has been subscribed and paid in in cash.

Lowell—The City State Bank has purchased that part of the Lyon block which has been occupied by the bank since 1918 and the two stores occupied by the C. D. Hodges grocery and Hoag's Variety Store.

Grand Rapids—The Land-O'-Lakes Lumber Co., Godfrey Ave. & Curve street has been incorporated with an authorized capital stock of \$50,000, \$25,000 of which has been subscribed and \$7,000 paid in in cash.

Ann Arbor—The Ann Arbor Produce Co., 602-4 South Ashley street, has been incorporated with an authorized capital stock of \$30,000, of which amount \$18,200 has been subscribed and paid in, \$3,100 in cash and \$15,100 in property.

Lansing—The Dixie Shoe Stores Co., with headquarters in Baltimore and conducting a chain of stores throughout the United States, has opened a store at 109 South Washington avenue, with W. L. Verrette, of Utica, New York as its manager.

Lansing—The John T. McCormick Co., 508 Capital National Bank building, has been incorporated to deal in hotel and bank stationery, supplies and specialties, with an authorized capital stock of \$20,000, \$15,000 of which has been subscribed and paid in in cash.

Detroit—The Dorian Products Corporation, 5152 Lawton avenue, food products, washing compounds, etc., has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,700 has been subscribed and paid in, \$2,000 in cash and \$3,700 in property.

Detroit—The Brady-Oppenheim Co., 3620 Gratiot avenue, specializing in pumps and conducting hydraulic laboratories, has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$500 in cash and \$4,500 in property.

Kalamazoo—H. P. Buzzell & Co., 435 North Rose street, wholesale and retail dealer in oleomargarine, dairy products, etc., has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, \$6,600 of which has been subscribed and \$600 paid in in cash.

Lansing—F. J. Christopher has engaged in business in the double store at 120 East Franklin avenue under the style of the F. J. Christopher Store Fixtures Co. and in the other part of the store building J. D. Allen will engage in business under the style of the Ferndale Butter Market.

Niles—The Frazee Motors, Inc., 198 South Second street, has been incorporated to deal in and repair trucks, tractors, autos and their parts, with an

authorized capital stock of \$8,500 common and \$16,500 preferred, of which amount \$25,000 has been subscribed, \$3,120.48 paid in in cash and \$5,379.52 in property.

Manufacturing Matters.

Detroit—The National Pharmacal Co., 54131 Dix avenue, has increased its capital stock from \$1,000 to \$100,000.

Brightmoor—The Simplex Casting Machine Co., 21152 Twelfth street, has increased its capital stock from \$10,000 to \$30,000.

Detroit—The Unique Brass Manufacturing Co., 5450 Jefferson avenue, has increased its capital stock from \$100,000 to \$200,000.

Coopersville—The Daggett Canning Co. has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Detroit—The National Piston Co., 2512 East Grand boulevard, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Ithaca—The Electric Bean Grader Products Co. has been incorporated with an authorized capital stock of \$2,500, all of which has been subscribed and paid in \$2,200 in cash and \$300 in property.

Holland—The Consolidated Dutch Industries, Inc., 210 Central avenue, has been incorporated with an authorized capital stock of \$25,000, \$5,000 of which has been subscribed and paid in in cash.

Manistique—The plant of the Manistique Cooperaage Co., which has been idle for several years, has been purchased by Charles N. Isaakson, who will conduct the business under his own name.

Detroit—The Eagle Paint Works, 7057 Michigan avenue, has been incorporated with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$8,100 paid in in cash.

Kalamazoo—J. A. Meulenberg, proprietor of the Meulenberg Sheet Metal Roofing Works, Kalamazoo and Benton Harbor, has gone into voluntary bankruptcy. M. N. Kennedy has been named custodian.

Muskegon Heights—The Alaska Refrigerator Co. will shut down for sixty days while new boilers are being installed and other improvements made. The plant, when operating at capacity, employs about 250 men.

Grand Ledge—The American Vitrified Products Co. plans to rebuild the plant at Grand Ledge that was burned last fall. The new factory will have 60,000 square feet of floor space and at least 100 men will be employed.

Marysville—The Marysville Products Co., 6 Huron boulevard, has been incorporated with an authorized capital stock of \$50,000 preferred and 25,000 shares at \$1 per share, of which amount \$50,000 and 10,000 shares has been subscribed and \$10,000 paid in in cash.

Detroit—The Acme Wire & Iron Works, 3527 East Canfield avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$100,000, of

which amount \$80,000 has been subscribed and paid in, \$11,298.34 in cash and \$68,701.66 in property.

Mt. Pleasant—The Dow Chemical Co. has closed its plant at this place for an indefinite period. The company has been manufacturing thylone dibromide, an element used in the manufacture of tetra-ethyl gasoline, commonly known as ethyl gasoline. Because of the discontinuance of this motor fuel the company is without a market. Between 50 and 60 men are affected by the shutdown.

Jackson—The Ampco Twist Drill and Tool Co. has bought the old Field-Brundage plant here, which has been idle for more than a year, and will remove to this city, starting operations within thirty days, with assets of \$750,000. It will employ 100 to 125 skilled tool makers at the start, and will employ 250 to 350 men when running to capacity. It has the backing of Detroit, Kalamazoo and Jackson capital.

Grand Rapids—The Connor Foundry Co., 1176 Monroe avenue has merged its business into a stock company under the same style with an authorized capital stock of \$50,000 all of which has been subscribed and paid in, \$2,360 in cash, and \$47,640 in property.

Detroit—The Detroit Hume Pipe Co., Livernois street and Detroit Terminal, has been incorporated to manufacture and sell concrete products, especially pipe, with an authorized capital stock of \$50,000, \$12,000 of which has been subscribed and paid in in cash.

Michigan Wholesale Grocers.

At the annual convention of the Michigan Wholesale Grocers Association, held at Detroit Tuesday, the following officers were elected for the ensuing year:

President—John W. Symons, Jr.
Vice-President and Treasurer—Edward A. Krusenga.

Secretary—Peter T. Green.
The meeting was addressed by Jno. B. Newman, Assistant to the President of the National Wholesale Grocers Association.

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

Provisions—The market is inclined to be firm, this including everything in hog and beef products. There has been no particular fluctuation in provisions for a long time. The demand has been no more than fair during the week.

Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 6.35c.

Tea—The market has shown considerable activity during the week, springing principally from the hot weather and its effect upon the consumptive demand. The first hands business is as small as buyers can make it. Prices during the week have been steady to firm, with no particular change in price.

Coffee—The market is still in a very nervous condition. Brazilian interests who have been strenuously trying to get the market back on its former excessively high prices have succeeded in causing several small advances, but later in the week the situation weakened and everybody is expecting a further decline in price. Already future Rio and Santos green coffee has declined about three-quarters of a cent. Spot Rio and Santos, green and in a large way, show but little change during the week. The demand is very light, as nobody has any confidence in the market. Some grades of Columbia mild coffee advanced a very small fraction during the week, otherwise milds are unchanged. The jobbing market for roasted coffee shows a fair demand at about unchanged prices.

Canned Fruits—Pineapple bookings for new pack were increased last week by orders from wholesale grocers, jobbers and the chains. The first two mentioned buyers are taking full assortments of known brands and private labels. The sale since opening throughout the country has been so extensive that packers expect shortly to report a sold up condition and a withdrawal from the market. The ready sale of spot pineapple has been proved of late by the current movement which has increased at the lower prices now prevailing and a stronger undertone is developing. New pack cherries are difficult to have confirmed as canners are not open for much additional business until they see how they will fare on their pack. Peaches, pears and other lines are being offered at tentative opening prices. Spot California fruits are in fair demand, mostly for urgent needs.

Dried Fruits—The week's trading in dried fruits was perfunctory. The 1924 crop distributing year is drawing to a close, leaving comparatively few apricots or peaches to be marketed before new crop appears and a sufficient tonnage of raisins and prunes to cause steady buying for jobbing purposes rather than speculative parcels. Both fruits are stabilized in tone and price, but neither indicates any radical advances in prospect which could tend toward the accumulation of merchandise. Indeed, both fruits are no more than holding their own, while the distributing trade has fallen into the habit of buying cautiously and of carrying light stocks. There is nothing in the situation as regards old crops to induce traders to contract for the purchase of 1925 fruits. Peach and apricot values have been indicated by the offerings of packers, but their ideas of price have not been made a trading basis. Some apricots for July ship-

ment have been bought to relieve the shortage of old packs, but later deliveries are not in demand. The market in peaches and apricots has not been definitely settled, as some of the leading packers have not yet announced their opening prices and may not do so for a week or ten days. Spot prunes are quiet. No changes in quotations on the spot are being recorded as there are no concessions made to induce trading, while buyers are not anxious enough to acquire stocks to cause advances through competitive trading. California prunes are quiet on the Coast so far as local buying goes. Raisins are in moderate jobbing demand. There has been some increase in the demand for packages, while bulk packs are virtually unchanged.

Canned Fish—Red Alaska salmon is one of the most active of the fish offerings. Few available parcels of spot choice falls are to be had and these are not freely offered in the open market. Chinooks are wanted for transient outlets and are also firm. Pinks are improving in tone although there is no Coast buying of consequence. Main sardines are not so much in demand for factory shipment as they are out of jobbing holdings. This has been the tendency for some time, which is causing a reduction of the stocks of distributors. New pack so far has been light and no gain is expected until mid-summer. Canners are holding firm at the factory. California ovals are not being pressed for sale and in fact are sparingly quoted on the Coast. Tuna fish is more active at retail as is crab meat and lobster.

Canned Vegetables—The most radical change in the situation, is occurring to packing points where growing and canning conditions are not favorable and may, if they develop to be as serious as is now threatened, cause a shortage in the pack. Apparently this will be an off year in canning, which will have more than the usual significance for two reasons; carryover has been minimized, while the shortage this year will comprehend many different products. Pea canners are already talking of short deliveries, particularly on Alaskas, or to state it another way, on their total sales because the output of Alaskas may not reach 60 per cent. of last year. Damage has already been done to that variety while sweets are still threatened by adverse weather conditions, lack of rain being the chief factor. Tomatoes and corn have been affected by setbacks at planting time, which makes both crops late and to produce a full pack late frosts will be necessary in order to prolong packing operations. From a record acreage in tomatoes expected because of intended planting reports, canners now believe that considerably less than the average acreage will be set out. String beans and other minor vegetables are much the same as the major offerings. Canners have lightened up in their offerings; have advanced their quotations or have withdrawn temporarily from the market, all of which causes firmness in the country. Local buying interest in future vegetables has broadened somewhat but the change has not been as great as at primary points. In spot vegetables there is a certain

amount of transient business of a routine character but there is no speculative trading nor buying in a big way for late outlets. Tomatoes are quiet and about steady. Peas are irregularly priced, more from second than from other hands. Corn is in moderate demand.

Beans and Peas—Red Kidney beans are the firmest thing in the line. They show an advancing tendency, but the demand is comparatively light. Pea beans are also steady, but marrows are weak. White kidneys are also dull and weak. California limas, which have remained fairly steady for quite a time, are a little firmer. No change in dried peas.

Cheese—The market has ruled steady during the entire week, without any change in price. The demand is fair.

Salt Fish—The mackerel situation is but little changed for the week; the demand is light, prices unchanged.

Syrup and Molasses—The hot weather has cut down the demand for molasses, which is essentially a cool or cold weather article. Prices are about steady, without change since the last report. Sugar syrups are selling for export to some extent, but the domestic demand is very poor, with prices unchanged. Compound syrup is unchanged and in fair demand. The market is steady to firm.

Review of the Produce Market.

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

Asparagus—Home grown, \$1.50 per doz. bunches.

Bananas—6½¢@7c per lb.

Beans—Michigan jobbers are quoting as follows:

C. H. Peas Beans	-----	\$ 5.85
Light Red Kidney	-----	10.00
Dark Red Kidney	-----	10.50
Brown Swede	-----	5.00

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

Butter—The demand for fine creamery butter during the week has been about fair. During the greater part of the week the price has been no more than steady. Later it firmed up a little, but at the present writing is inclined to be weak. The demand has fallen off somewhat from what it was early in the week and there is general pressure to sell. Undergrades of butter are neglected and have been continuously weak since the last report. Local jobbers hold fresh creamery at 43c and prints at 45c. They pay 18c for packing stock.

Cabbage—\$4.25 per crate for new from Mississippi; pony crates, \$3.

Cantaloupes—The quality of first arrivals from Imperial Valley is the finest for several years. Local jobbers quote as follows:

Standards	-----	\$4.50
Jumbos	-----	4.25
Ponys	-----	4.00

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, \$1.10 for Jumbo and \$1.50 for Extra Jumbo; crate stock, \$5.50 for Florida and \$12 for California.

Cucumbers—Illinois hot house com-

mand \$3 for extra fancy and \$2.50 for fancy per box of 2 doz.; Alabama hampers, \$2.75.

Egg Plant—\$3 per doz.

Eggs—Receipts of first-class eggs have been light during the week. A good many eggs are coming in, but the heat has affected them and the quality is very irregular. The percentage of strictly fine eggs is comparatively small and the price has declined. Undergrades are selling practically for what they will bring. Local dealers pay 27½¢ for candled stock.

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—The hot weather has nearly doubled the price. Quotations are now as follows:

300 Sunkist	-----	\$14.00
300 Red Ball	-----	13.50
360 Red Ball	-----	13.50

Lettuce—In good demand on the following basis:

California Iceberg, 3s	-----	\$6.00
California Iceberg, 3½s	-----	6.00
Hot House leaf, per lb.	-----	10c

Onions—Texas Bermudas, \$4.50 per crate for White or Yellow.

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

126	-----	\$8.50
150	-----	8.50
176	-----	8.50
200	-----	8.50
216	-----	8.50
252	-----	8.50
288	-----	8.00
344	-----	7.00

Red Ball, 50c lower.
New Potatoes—Carolina stock commands \$6.50 per bbl. for No. 1 and \$4.50 for No. 2.

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

Parsnips—\$1.25 per bu.
Peppers—Green, 60c per doz.
Pineapples—All sizes Red Spanish command \$5.50@6 per crate.

Potatoes—Country buyers pay 50c in Northwestern Michigan; 60@75c in Greenville district.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls	-----	23c
Light fowls	-----	16c
Broilers, 2 lb.	-----	35c
Broilers, 1½ lb. to 2 lb.	-----	30c

Radishes—25c per doz. bunches for home grown.

Spinach—\$1 per bu. for home grown.

Strawberries—Home grown are in small supply at \$3.50@4 per 16 qt. crate.

Sweet Potatoes—Delaware Sweets \$3.50 per hamper.

Tomatoes—Home grown, \$1.75@2 per 7 lb. basket.

Water Melons—70@80 for Alabama stock.

Veal Calves—Local dealers pay as follows:

Fancy	-----	13½c
Good	-----	12½c
Medium	-----	10c
Poor	-----	8c

MEN OF MARK.

W. C. Taggart, New Manager of the Morton Hotel.

First impressions are helpful. Of course, they are not comprehensive. They do not give us all the variations of detail. But such impressions have the advantage of being free from preconceived notions. Seldom are they distorted by twists of opinion. Hence they are photographic in effect rather than analytic. For that reason, first impressions are generally trustworthy. Many persons there are who believe the contrary—under the influence of proverbs. But men of experience, whose business requires them to make quick estimates of character, learn to rely upon first impressions. Rarely are they compelled by later impressions to recast their conclusions.

One's first impression of William Taggart is that he is shrewd and warm-hearted. He knows how to smile with his eyes as well as with his lips. Indeed, he might truly ap-



William C. Taggart.

propriate the lines of Tom Hood's Ode to Rae Wilson and say:

"No solemn, sanctimonious face I pull,
Nor think I'm pious when I'm only bilious."

The impression which he makes at the outset is that it is easy to get on a friendly footing with him. After the second or third meeting one would be addressing him by his first name as naturally as if one had played marbles with him back in his boyhood days.

William C. Taggart was born at Cheboygan May 17, 1884. His antecedents were Scotch-English on his father's side and Scotch on his mother's side. He attended the public schools of Cheboygan, graduating on the literary course at the age of 18. Long before he graduated from school he conceived a liking for the hotel business and decided to select hotel keeping as a career. As a youngster he worked during vacations at the Waldemere Club, on Mullet Lake. Later he put in all his spare time at the New Cheboygan Hotel. By getting on the job at 6:30 every morning and working until the second school bell rang, spending his noon hour getting and distributing the mail and re-

lieving the room clerk while the latter went to lunch, acting as key clerk, trunk clerk and cigar stand attendant during the hours after school, he managed to acquire the fundamentals of the hotel business without permitting it to interfere with his early education.

In this way he saved enough for a course at Ferris institute, at Big Rapids. When he left that institution, he headed for Grand Rapids, having decided that the late J. Boyd Pantlind was the most likely prospective employer. Mr. Pantlind made a place for him as mail clerk at the old Morton House. After three months he was transferred to the old Pantlind Hotel, where he spent two and one-half years as night clerk. The next year he acted as food checker. Then followed one year as inside steward and another year as assistant steward. The next four years he acted as room clerk. For one year he acted as chief clerk. On taking possession of the New Pantlind Hotel, in 1914, he was promoted to the position of assistant manager, which he continued to fill until June 1 of this year. On Monday of this week he assumed the management of the Morton Hotel, where he confidently expects to achieve success in large measure.

Mr. Taggart was married April 2, 1908, to Miss Leona Marian Randall, of Grand Rapids. They have one boy, now 11 years of age. He recently purchased the residence at 211 Jefferson avenue, intending to make it his permanent home, but will reside in the Morton Hotel for the present.

Mr. Taggart is an Elk, a K. of P. and a member of the Lions Club and the Isaac Walton League. He was a charter member of the Greeters of America and has served as Secretary of the State organization. He is now third Vice-President.

Mr. Taggart's hobby is reading. He is the possessor of a fine library of well-selected books, which is the admiration of his friends.

Mr. Taggart attributes his success to the creative power of thought which he has developed to that extent that he now takes rank as one of the clearest thinkers of the age.

Mr. Taggart puts every atom of his personality into his everyday work. He has a keen sense of responsibility. Therefore, he never shirks the performance of what he considers his duty to the business. By virtue of his Scotch inheritance he is diligent and shrewd in commercial matters. These traits were intensified by the reading of a passage at school from the works of Daniel Webster. He was profoundly impressed by Webster's declaration that "if we take to ourselves the wings of the morning, and dwell in the uttermost parts of the sea, duty performed or duty violated is still with us, for our happiness or our misery. If we say the darkness shall cover us, in the darkness as in the light our obligations are yet with us."

His sense of duty is not confined to personal interests. He recognizes the debt which every landlord owes to the hotel with which he is connected. He is firmly of the conviction that the individual can thrive only as the collectivity prospers. Consequently, he

devotes much thought and effort to the study of theory and science of hotel keeping in all its branches. This explains why he has succeeded so well in the past and why he is destined to achieve still greater success in the future.

Isn't It Odd?

Isn't it odd that Nature should have put her brand on the poisonous snakes of North America in such a way that he who knows her secrets can always be warned of danger.

The poisonous snakes are called pit vipers. This is not because they live in pits, but because they have pits in the sides of their heads.

Half way between the nostril and the eye of a rattlesnake or a moccasin or a copperhead or any of their cousins is a deep indentation. It is the pit which gives these poisonous snakes their name. It is the brand that warns him who knows snakes.

With one minor exception these pit vipers are the only poisonous snakes in the United States. This exception is the little coral snake of Florida, which few ever encounter.

Wherever one encounters a snake, is bitten by one, and wants to know if he is in danger of being poisoned by the contact, he has but to look for the pit. If the snake that has done the biting has the pit there is danger. If it has not there is no danger at all.

The coral snake of Florida, also called the harlequin snake, is not a pit viper. It is of the cobra family of India. These are the two great families of poisonous snakes of the world, the cobras of the East and the pit vipers of the West. The little harlequin snake is the only representative of the cobras in the Western hemisphere.

The cobras inject a different sort of poison from that of the pit vipers. It affects the heart and the nervous system, but creates little local infection. The poison of the pit vipers, on the contrary, affects the blood and causes local inflammation.

An odd thing about the poison of both these snakes is the fact that it could be swallowed without disturbing the swallower. Injected into the blood, it is deadly. If the mouth is put to the wound, however, and the poison sucked out, there is no danger of being poisoned by swallowing it. It is quite harmless when taken internally.

William Atherton Du Puy.

Mercerized Hosiery Is Wanted.

Men's mercerized half hose, in combed qualities, are much in demand this season. A good deal of the call for this merchandise is attributed to the interesting color combinations that have been worked out in them. Colored mercerized hose for women, both in regular and outsizes, are also active, according to reports that have come to the National Association of Hosiery and Underwear Manufacturers. Children's mercerized and fiber hose are good, too, in a business sense. Some of the chain stores are doing very well with them at prices as low as 20 cents a pair. Seven-eights goods are reported scarce, although there seems to be some irregularity in the buying of them.

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Well Enough To Puncture Nature Fakir's Lies.

Grandville, June 16—A farmer has killed a bear in one of the middle counties of Michigan. What does this imply? A raid of bears on the pig stys and sheep folds of the State!

Not long ago a great outcry came from another part telling of the great surplus of wolves, and the danger that menaced the farming community. The wolf bounty should be raised in order to wipe out the wolves.

Bears, wolves, crows and what not swarming over Michigan seeking to destroy the inhabitants thereof!

In one of the Upper Peninsular streams a fisherman met up with a fierce sturgeon with which he did battle for more than three hours before he mastered the critter, and then not until the tremendous jaws of the sturgeon had gripped his arm, nearly crushing it!

Conditions are becoming perilous for life and limb in this goodly State which passed through the early settlements when wild animals were really plentiful and never known to harm a human. Nature fakirs must have a lot of fun spilling these weird tales to a curious public.

As for that sturgeon story. A sturgeon is of the sucker family. He has no tremendous jaws with which to crunch fishermen's arms, but a round, toothless sucker mouth. How the above mentioned Isaac Walton got that way it is hard to tell.

The farmers in the vicinity of the one who nabbed a real bear are very much alarmed for fear there is to be an influx of such animals which will invade and destroy domestic animals. The only possible safety lies in the immediate reconvening of the Legislature, the enactment of a measure which will give every farmer the right to massacre every bear in the State.

Little children should look out for bears when they go out at night.

Wolves, bears and perhaps tigers, wandering loose about our fields and woods is enough to make the blood curdle to think about, and all this must be true else those resourceful yet trustworthy newspaper writers would never have the nerve to give it to the public.

Sixty and more years ago Michigan was pretty well covered with the primeval forest. Little settlements dotted the vast expanse of forest, here and there, and at night the settlers were often greeted with the howls of wolves. The rivers teemed with sturgeon as well as other fish. Many of these were captured with pike poles in the hands of hardy sons of the woods, yet never was there a struggle lasting hours in which Mr. Sturgeon nearly devoured his hunter.

The wolves howled, the bears growled, and now and then a crow cawed, but as for pigs, calves and colts being devoured, that was seldom heard of. No humans were attacked by wolves that made of the red deer their prey, leaving human beings to traverse the woods unharmed.

There is another wild animal loose in Michigan which so far the news venders have failed to characterize as it deserves.

Only yesterday, while walking along one of Grandville's most frequented avenues, a movement in the grass attracted my notice. Halting I gazed spellbound into the open countenance of a snake!

A snake it was that tempted Eve in the Garden, and here and now was one of the species making itself free with the walks of Grandville.

A number of cows are owned in this city, and be it known there are members of the snake family that suck cows. Here is a danger not yet thought of, yet it is a very present one and should be at once investigated.

Why not a committee to drive the snakes out of Grandville? Nobody can estimate the damage even one of these reptiles may do to our citizens.

It is flying in the face of nature to remain quiescent while a single snake crawls his slimy way through our boulevards.

Is there a State reward for snake heads?

Even be it so, I failed to exterminate that reptile, therefore no reward cometh to me. I simply gave the friendly fellow my compliments and bade him look out for autos. Not in many years have I seen one of these striped beauties which are known to be as harmless as doves. It was good to interview his snakeship, reminding me, as it did, of the days when as a small boy I ran barefooted and wild among the fields and forests of long ago.

There were snakes and gophers then, as well as bears, wolves, wild-cats and even panthers, yet no human, not even the smallest child, was attacked.

Trouble with those days we had no nature fakirs to write up the terrible tragedies which never took place.

A traveler on foot, on his way from Sand Creek to Muskegon sixty years ago, returned to the Creek, reporting that he saw a huge black bear. The animal frightened him and he refused to go on unless someone accompanied him. That poor man, an outsider, was the butt of numerous jokes because of his flight from imagined danger.

Bears, Michigan fears at least, never attack members of the human family. They have been known on a few occasions to raid pig pens and cow pastures, but even this was a rare occurrence.

The settlers of early Michigan certainly had an opportunity to study wild life in every conceivable phase. It is idle to tell them of ferocious bears and strong-jawed sturgeon reappearing to-day to molest the inhabitants of an old settled, forestless country.

I do not set myself up as an iconoclast, yet it is well enough to puncture the nature fakir's lies now and then or he'll think he is believed.

Old Timer.

Smoked Meats in Better Demand.

The great heat of the past few days has precipitated a strong buying movement for all smoked meats, according to the New York Meat Council. Boiled hams and picnics, summer sausages and bacon are all in great demand, as the public desires meats which can be prepared without the application of heat or prepared in advance to be used for cold cuts. Corned beef is also selling freely. According to the Meat Council, dealers in and around New York City are well supplied with these hot weather meats and prices have remained practically unchanged. In fact, in relation to prices of other products, meats are very reasonable. Among the fresh meats which are now selling, lamb is in favor with the housewife, although prices are not of the lowest.

Coffee and the Newspaper.

News stands in France are now sellers of package coffee, too. The company which distributes magazines to something like eighty thousand dealers in France has an interest in a company which puts up coffee. It apparently sees no reason why it should not market its coffee along with its magazines.

Get It Done.

It isn't the job we intended to do,
Or the labor we've just begun
That puts us right on the balance sheet,
It's the work we have really done.

Our credit is built upon things we do,
Our debit on things we shirk;
The man who totals the biggest plus
Is the man who completes his work.

Good intentions do not pay bills;
It is easy enough to plan,
To wish is the play of an office boy;
To do is the job of a man.

Bootlegging Coffee---

One of our exclusive agents in a small town wrote us that his competitor was "bootlegging" SEAL BRAND COFFEE, making a several-hour trip in his truck simply to get a small supply of SEAL BRAND from a grocer in a large city 45 miles away.

Here is a man willing to go to a lot of trouble and expense in order to carry SEAL BRAND in stock.

Maybe you could get our Sole Agency for nothing—if your competitor hasn't already obtained our line.

SEAL BRAND is the cream of a fine line of nationally-known Coffees and Teas.

If you are interested, why not drop us a line?



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Sanborn
Chicago**



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"Operating Steamships Every Day in the Year"

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

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CITZ. 62-343 **W. S. NIXON, Gen'l Agt. MAIN 554**

DRAMATIZED TO DEATH.

Young Mr. Scopes plucked the fruit from the Tree of Knowledge in defiance of the laws of Tennessee made and provided. He will go to jail if any one goes. Nevertheless, he has become no more than an incident. He is being trampled down in the rush of the biggest menagerie of persistent and congenital self-advertisers ever housed under a single tent.

The Scopes case, teachers, research workers, biologists and other men of science are being smothered in the rush of long-haired men, short-haired women, feminists, neurotics, free-thinkers and free-lovers who are determined to shine in reflected glory. The vital issues on trial in Tennessee are being lost in a stampede of professional martyrs and a swarm of practicing egotists.

Somewhere in this speckled and brindled "lunatic fringe" is the lanky schoolmaster who is to be tried. He is being kept around to lend a kind of authenticity to the occasion, but that is about all. His case has been taken away from him. Its original outlines are disappearing and into it are being drawn a great number of elements, ideas and policies that may damn it in the eyes of the average American who cares little one way or another about evolution.

The Dayton trial should be a judicial and unemotional hearing of the issues, principles, evidence and law in the case. It promises to be a performing menagerie of personalities. A case that needs no dramatization is to be dramatized to death.

Dayton is about to entertain a super-sideshow. The floods of emotion will rise, the forked lightnings of language will flash, the thunders of oratory roll and the smell of sawdust and searing words will come hot from the Big Tent. Until that performance is over, the country may as well say good-bye to the real issues raised by the case of Tennessee vs. Scopes.

RESULT IN RESTRICTION.

There are some adages in business which keep being forgotten. One of these is that advances in price above certain levels tend to restrict the use of materials. In the textiles this has been repeatedly demonstrated in the last four or five years, but it appears to have made no lasting impression. The Japanese silk speculators had a lesson of the kind a few years ago when they began to boost prices unconscionably. The curtailment in the use of silk brought them to their senses and resulted in lower prices, which in turn increased silk consumption. The cotton people next got their lesson after they had succeeded in pushing up quotations for the raw material to 37 cents per pound. Less cotton was used the world over for a long period and prices came down to more workable levels. Then wool came in for a boost. By restriction of offerings and by various pooling arrangements prices were lifted higher than ever before, while a skillful propaganda encouraged the belief that world stocks were much below world demands. This state of things, however, could not last. Consumption of wool in all countries was automatically

reduced while shoddy and other substitutes were resorted to in greater quantity. This condition still prevails and acts as a brake on attempts at keeping up levels. Yet, after all these examples, it is somewhat singular that the Japanese, encouraged by the recent great use of silk, should have started again to push up the prices of the raw material. The first effect was to curtail sales, as usual, and this was followed by a temporary recession of price.

WOOLS AND WOOLENS.

Some buying of domestic wool clips from growers' associations has taken place lately, but the prices paid have not been made public. There is, however, no general purchasing in quantity here or abroad. Everything is apparently waiting for the resumption of the auction sales next month in Australia and at London, when a line on prices may be had. With anything like a free market, most persons are inclined to believe that there will be further recessions. There may be a test of the ability of holders, many of them speculators, to stand out against lower prices. The Australian sales may be temporarily held up until after it is seen what happens at the London auctions. A proposition for legislative control of the wool industry by the Commonwealth Government has encountered the opposition of the Adelaide Stockowners' Association. It recently passed a resolution declaring that the wool growers insist on the right to control their own business and would not tolerate official interference. The woolen goods market continues to drag along with much of the Fall requirements of cutters still to be ordered. Openings of tropical cloths are expected to take place within the next two or three weeks, and those of lightweights will probably not occur until a month later. Women's wear fabrics are also sparingly ordered to date. In connection with them a factor is the suggestion made to the Cloak, Suit and Skirt Manufacturers' Protective Association to withhold formulating plans for Fall until labor conditions are more clearly defined. The possibility of a lock-out is looming up.

CHOOSE GOOD ANCESTORS.

Cold comfort for the rejuvenation theorists comes from the biological laboratories of Baltimore. Dr. Raymond Pearl of John Hopkins says that a long-lived ancestry, not the transplantation of glands, is the best assurance of longevity. Whatever hygiene may do to increase the average term of human life, it is not likely to extend the span. Of late years preventive medicine has done much to diminish infant mortality. Our forbears accepted a ghastly death toll of babies in summer with pious resignation as the inscrutable will of Providence. To-day we look for sources of contamination and take the warpath against insects.

When we consider the ignorance or indifference of the "good old days" we wonder that so many grew to a sturdy maturity.

COTTON PROSPECTS.

There were the usual ups and downs in the cotton markets during the past week, the weather map being the inciting cause. Recently enough moisture has been in evidence over the cotton belt, but talk persists in the supposed lack of subsoil wetness because of the earlier drought in parts of Texas. Conditions generally as regards weevil infestation appear to indicate little peril from the pest excepting in one or two of the Atlantic seaboard states. The prospects for a large crop of cotton still appear good, and it is a source of surprise to mill men that prices remain as high as they do. Abroad, especially in Great Britain, it is said that spinners, who have on hand surplus stocks of both cotton and yarns, are rather hoping for a maintenance of price for the raw material so that they may not suffer a loss. In this country mill men are complaining that they can see no profit in the prices at which they can sell staple goods. Curtailing production is the rule at many of the mills and it is said there will be more of it before long. Business in the primary markets continues at a low ebb for most kinds of goods and little improvement is looked for before the middle of next month. The bright spot in the market has been the sudden call for wash goods resulting from the heated spell. Gray goods prices have held fairly firm, but the sales have been limited. In knit goods hurried orders have come in for lightweight underwear. Nainsooks have had a good run. Hosiery orders for Fall are coming in, and bathing suits have been in very lively demand.

HOT WEATHER BUSINESS.

The hot spell left in its train a continuing lot of business which the high temperatures started up somewhat ahead of the usual schedule. The cool Spring had kept retailers guessing and, acting in accord with prevailing methods, when in doubt they ordered little or nothing of the season's requirements. This was the case especially with regard to apparel, and the result was that many were unprepared to meet a great mass of demands suddenly thrust upon them. Hurry calls for merchandise poured in on jobbers and clothing and garment manufacturers in consequence, and the number of buyers in town on a similar errand from outside towns increased very materially. In certain lines the effect of the demands was an influence even in the primary markets, which are usually in the doldrums about this time.

A sidelight on general conditions which attracted much attention during the past week was afforded in the Agricultural Department's estimate of the grain crops, especially that of wheat. The possibility was suggested that there would be no wheat for export if conditions did not improve. But the relative importance of that crop has been much exaggerated in the past, especially as it affects the general buying power of the country, and there are always compensations when the yield happens to be low. The thing most to be apprehended is not how the wheat growers will be

affected but the added cost of living to the great army of wage earners and salaried folk.

COST OF DISTRIBUTION.

A number of committees of the Chamber of Commerce of the United States are busy just now in investigating the cost of distribution of commodities. The ultimate purpose is to find practicable ways of reducing the same, which is not an easy task because the methods in vogue are, in many instances, the results of long experience. An especial difficulty in this country is that, because of its vast extent and varied conditions, the distribution cost is not a uniform or fixed factor. This is particularly the case with regard to foodstuffs, which account for over 40 per cent. of the usual family expense. But there are certain elements which make for the higher cost of everything to the consumer that may be done away with to the advantage of all concerned. Among them are the unethical trade practices, like unjust cancellations and returns which no one attempts to justify. In the same line are fraudulent bankruptcies and the obtaining of credit by falsehoods. These things place a heavy toll on business and make it imperative to tax honest folk for the misdeeds of the dishonest. This is one of the points stressed by Secretary Hoover in his address to the credit men at Washington during the past week. That they are alive to its importance is shown by their campaign to raise \$1,000,000 to combat and punish credit frauds all over the country. Of hopeful augury, too, are the number of recent instances in which jail terms have been imposed on malefactors of this stripe and which are calculated to make their practices rather unpopular.

SPLITTING HAIRS.

An ordinary lawsuit in New Jersey has developed into an intricate question of law and fact. A barber and beauty specialist in Summit, N. J., sold the barbering end of his business, with an agreement to do no further barbering in that town. When the bobbed hair fashion set in the beauty specialist, it is charged, accommodated his women patrons by bobbing hair. The purchaser of the barbering end of the business contends this is a violation of the agreement. The beauty specialist maintains that bobbing hair is not barbering, but comes under the term of beautifying. It is a delicate question and has many angles. Is cutting men's hair barbering and cutting women's hair beautifying? Is shingling a woman's hair legally hair cutting or hair dressing? Is bobbing hair barbering when done in a barber shop and beautifying when done in a beauty parlor?

This what is wrong with the world at present: It scraps its obsolete steam engines and dynamos; but it won't scrap its old prejudices and its old moralities and its old religions and its old political constitutions. What's the result? In machinery, it does very well; but in morals and religion and politics, it is working at a loss that brings it nearer bankruptcy every year.

Some Men I Have Known in the Past.

Well directed and properly concentrated effort is the magic talisman which opens the door to commercial or other distinction. It is a force which may build up or destroy magnificent undertakings. Within recent years it has reduced a powerful nation to a condition of pitiful helplessness. However, at all times, when applied in either a national or individual quantity, the results are correspondingly marvelous. It is an old saying that things which are obtained without effort are not greatly prized and fortunes which come quickly are likely to vanish into thin air as rapidly as they materialize. Nothing that is obtained cheaply seems to be worth while in this day and age and only steady, persistent, intelligently directed work makes life's rewards of real and permanent value.

It is often found that the young man who does not get along well in life is lacking in definite aim. He is like the inhabile marksman who uses a big barreled gun and a small sized shot and trusts to luck for his quarry. He overlooks the facts that the shot scatter and that if one or two were to take effect they probably would not kill or even disable. The true marksman never uses birdshot when out after big game. He carries a heavy rifle and depends upon his steady arm, practiced eye and long years of training to speed the bullet to its intended destination.

In everyday business life are observed young men who fritter away their best years in essaying a trade, occupation or profession for which they have no taste or inclination. They try a certain line of work for a few months or years and then another and because they do not soar to the top right away they become dissatisfied and again go into a new kind of business, with the result that they find nothing that suits them and that they never rise above mediocrity. They lack the absolute essential to success in any undertaking, which is constant and persistent application. Failure is seldom recorded in the case of one who possesses a singleness of intent from which he never varies. The employe who simply does his duty and keeps one eye on the clock never amounts to much, while he who does his whole duty or a little more perhaps and takes as much interest in his employer's business as if it were his own is always heard from. Tenacity of purpose and the concentration of all the powers of body and brain are the goal winners of the twentieth century and any success that is not predicated upon these two inspiring agencies is purely adventitious and evanescent and of false or unsatisfying nature.

Given constancy of purpose with an intelligent direction thereof and a lifetime of endeavor might amount to but little were it not reinforced by a necessary complement of brain. Something of this happy combination of a fixity of purpose and the mental capacity for its support is suggested in reviewing the career of an eminent factor in the development of the wholesale grocery trade of this market, S. M. Lemon. Mr. Lemon was not one of those who was seeking notoriety. He

was not at all vainglorious as to what he had accomplished in a third of a century of exceptional activity; but his very modesty attracted attention to his deeds in such measure that he was known and honored in business, social and political circles throughout a much wider environment than was the case of most men of his age.

Samuel McBirney Lemon was born November 27, 1846, at Corneycrew, Parish of Mullabrack, in the county of Armagh, Ireland. His parents, Samuel and Rachael Lemon, were of the famous Scotch-Irish ancestry, which sturdy stock has left a lasting mark on American institutions in the great names it has contributed to every department of American life. As has been well said, "The Scotch-Irish were the first to declare independence from Great Britain and foremost in the

adverse conditions. It was the intention of his parents that he should prepare for the ministry, but he early expressed his desire to follow a mercantile career and, after receiving the best education his native country afforded, his father apprenticed him at the age of 18 years to one of the largest grocers in Ireland, at Potadown, Armagh county. Here he remained for five years, without pay, working hard to perfect his knowledge of the business, and soon after the completion of his apprenticeship, in November, 1870, set sail for America. On landing in New York, he secured a place with the grocery firm of Acker, Merrill & Condit, at the modest salary of \$10 per week, paying \$8 of this amount per week for his board. But within seven months, so valuable were the services of Mr. Lemon to his em-

Rapids and purchased the interest of John A. Covode in the wholesale grocery house of Shields, Bulkley & Co., which was then located on South Division street. On the removal of the firm to the new building in 1883, the firm name was changed to Shields, Bulkley & Lemon, which afterward became known as Bulkley, Lemon & Hoops. On the retirement of Mr. Bulkley, the firm name was changed to Lemon, Hoops & Peters, and on the retirement of Mr. Hoops, the firm name was changed to Lemon & Peters. The copartnership continued until the failure of Mr. Peters—which did not involve the grocery house except as he was related to it as a partner—when Mr. Lemon immediately organized a corporation to continue the business under the style of the Lemon & Wheeler Company, which soon took rank as one of the most prosperous mercantile establishments at this market.

Mr. Lemon made his influence felt in other enterprises than the wholesale grocery business. He was long a director of the Fourth National Bank and took no small part in the work of developing and expanding that institution. He was also a director in the Fifth National Bank and the Peoples Savings Bank. In 1904 he purchased a quarter interest in the Grand Rapids Show Case Co., which is one of the most progressive and prosperous manufacturing institutions in the city. He was largely interested in real estate and was a dominating factor in any institution with which he cast his fortune.

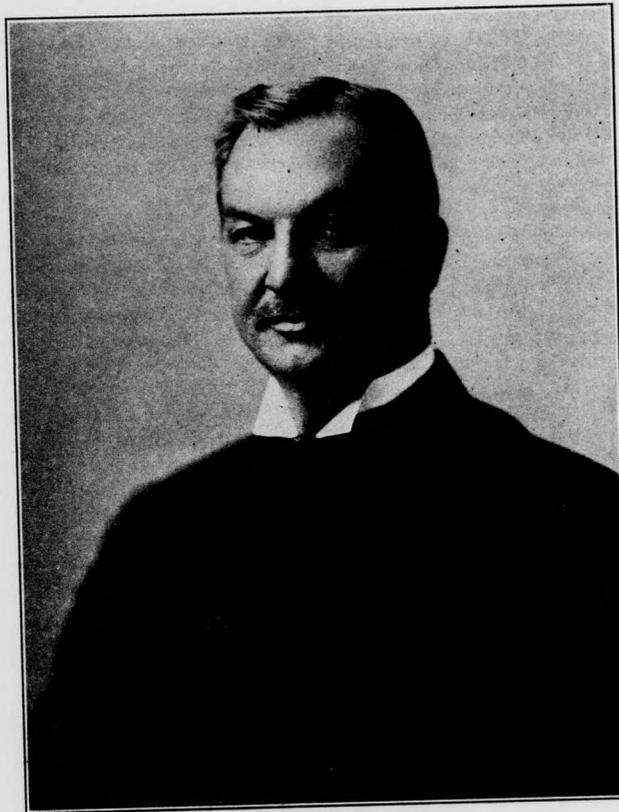
Mr. Lemon was always prominent in the Grand Rapids Board of Trade, having served as a director many years and acted on many of the most important committees of that organization. He was a strong advocate of river improvement and did yeoman service in the work along educational lines.

Mr. Lemon became an adherent of the Republican party when he was admitted to citizenship. He was frequently mentioned for the office of mayor, and it is not unlikely that he would have been the candidate of his party for governor if he had lived a few years longer. He was Collector of Internal Revenue for nearly eight years, owing his appointment to Senator Burrows, whose esteem and confidence he enjoyed to a marked degree.

Mr. Lemon was married in Rochester, N. Y., January 17, 1883, to Miss Mary Peoples. They resided in their own home on Jefferson avenue, which is one of the most unique and homelike residences in the city. There he quietly passed away May 27, 1912.

With a fine presence and the qualities of mind and heart which made him a host of friends, Mr. Lemon was one of the business men of Grand Rapids who believed thoroughly in its future, and who showed in their own lives the advantages America gives, and what may be done in a few years by a poor foreign boy in this favored land. Patriotic and public spirited, intensely American because he knew personally the difference between a republic and a monarchy, it is from the ranks of such men the high types of American citizens are ever coming.

E. A. Stowe.



Samuel M. Lemon

Revolutionary struggle; leaders in the formation and adoption of the Constitution and its most powerful defenders; most active in the extension of our National domain and the hardest pioneers in its development." The Puritan, the Huguenot and the Dutch must gratefully salute with admiration this race which has given to the American Pantheon the names of Patrick Henry, Thomas Jefferson, John Paul Jones, James Madison, John Marshall, Andrew Jackson, James K. Polk, James Buchanan, Horace Greeley, Abraham Lincoln and Ulysses S. Grant. Mr. Lemon was blessed only with the characteristics which he inherited from such a race, but although the record of his life was comparatively short, it exhibited a singleness of purpose and a tenacity in the pursuit of business which commanded success even under

players, that his salary was raised three times. His next move was to accept a position with A. M. Semple, of Rochester, and after five years of service there, Mr. Lemon became manager of that extensive wholesale and retail grocery business at a fine salary. Tempted by a better offer, he then transferred his services to Lautz Brothers & Co., of Buffalo, and for five years engaged in selling their goods, with conspicuous success. Although drawing a salary which was equaled by few in his line, the ambition which would not let the Irish lad remain in his native land, still impelled him on, and he decided to begin business for himself. His travels familiarized him with the growth and prospects of Grand Rapids and, admiring its push and enterprise, he decided to link his fortunes with its future. Consequently in 1880 Mr. Lemon removed to Grand



Big White Season Predicted—Early Start Under Way.

Every year it is increasingly difficult to tell whether or not white shoes are going to sell in volume. This is largely because of sad experiences with white shoes in other years. Often white shoes in some communities either go over big or they don't go at all. If they don't go at all the merchant is forced to apply the pressure. Too often he becomes frightened too soon and cleans out at a sacrifice and loss. There is always caution about ordering white shoes by the store, large or small, and regardless of the size of the city or town.

Enough of the present season has elapsed to warrant the prediction that throughout the Middle West, at least, and with few exceptions, the present year should produce one of the best seasons for white footwear merchants have enjoyed in a long time. This is not a careless prediction, but one which is made from a study of various conditions and circumstances.

Shoes that sell at and around Palm Beach time, are generally a forerunner of the styles in footwear that arrive several months later. This year Palm Beach produced more white shoes than ever. There was also a liberal sprinkling of black and white numbers.

Many merchants speculatively inclined, have ordered considerable stocks of white shoes, figuring this is a white shoe year. Thus far they have sold record breaking amounts of white shoes. At least three large State street, Chicago, department stores, report sales of white shoes in May are nearly double the number of white shoes sold during any May in the past five years.

Looking for specific reasons for this new interest in white footwear, one finds an unusual style picture in fabrics and apparel for women's wear of all kinds. This is a season of printed fabrics, printed voiles, silks and other light materials with a myriad of colors, chiefly in border designs. And it appears women are buying white shoes as a compromise for these colors.

Earlier in the season some stylists predicted colored satin shoes would hurt white shoes and that the merchant had best go slow with the amount of white shoes which are placed on the shelves. There is only one shade of satin shoe that has lived throughout the months and seems destined to live for a number of months more, and that is blonde satin. We find that blonde satin does not decrease the vogue of whites or does it seem to subtract from the popularity of white shoes. It appears to be just one more shoe, and because there are

so many different types of shoes, one more shoe matters very little.

The operators in millinery have lined up as able allies to the champion of the vogue of white shoes and have produced this season a greater supply of all white hats or white hats trimmed in sparkling colors. The basis of the summer hats is white and little of anything else.

It is necessary to consider, when thinking of white shoes generally, the possibility of colors invading the programme as shoe trimmings and high-lights, etc. One shade seems to stand out as a likely trimming for white shoes, yellow. Several leading merchants show a number of white and yellow combinations. Most merchants have already had their fingers burnt by white shoes trimmed in green, red, magenta, orchids, etc., and it is a pretty safe bet this year that most shoes will be all white or nearly all white, the latter exception making room for few shoes trimmed in yellow or shoes trimmed in black.

The tendency towards black and white shoes is decidedly pronounced. One prominent merchant at least, has faith in black shoes trimmed in white to such an extent that he has ordered only one-third as many all white shoes as formerly and is filling in the balance with these black shoes trimmed in white. In his case it is generally black kid trimmed in white, although sometimes black patent leather trimmed in white.

The choice of patterns for white shoes is pretty much the same as it is in other shoes. There are three patterns which stand out. One is the sandal pattern, which deserves much consideration, the second is the strap model either one, two or three straps and the third is the pump. In some localities, notably Chicago, the pump model and its various ramifications is likely to achieve leadership over the other two patterns. In \$5 and \$6 shoes and footwear priced lower, the sandal pattern is sure to rule a popular favorite. The strap slipper is such a practical shoe that it deserves worthy consideration in the style programme of the present day.

Recently there have been two and three strap patterns which are dainty and interesting, to say the least. These double and triple strap models carry straps no wider than a quarter of an inch and the straps themselves are not further apart than a quarter of an inch. The chief reason why these two and three strap models have appeared has been because the normal single strap cuts the flesh of many feet. These same feet require some kind of a support in which case the ordinary pump model is not sufficient. Clever stylists

have added a second and again a third strap to provide these much sought for style and comfort features.

Crepe soles are in the picture in the styling of white shoes. They form the chief vehicle for the use of very low heels of the spring heel type. They also provide an interesting styling for clubhouse numbers and for strictly golf wear and recreation wear.

Heels are always a puzzle in the fashioning of any footwear model. This year skirts are shorter than they have been and these have a bearing on heels of all women's shoes. These short skirts are probably the reason for renewed interest in 16/8 and 17/8 spike heels, although as a general rule, most white shoes should not carry heels higher than 14/8 whether these be boxwood or spike type heels.

White kid is a prime favorite at most stores. Stores featuring moderate priced footwear will of necessity rely on cabretta which is not altogether satisfactory excepting for strictly dry weather wear. But the average person doesn't know the difference between kid and cabretta and shoes are not expected to perform as nicely as they did a number of years ago. Complaints registered because of using white cabretta are relatively few these days.

A canvass was made of downtown stations in Chicago, to arrive at a definite register as to what percentage of white kid shoes as compared with all other white shoes on order or received, and it was found that at most stores white kid represented fully 80 per cent. of the shoes on the boards. Fabrics took in about 12 per cent. and all other kinds registered 8 per cent. In the lower grades, the percentage of fabric shoes was quite a little higher. At some such stores, white kid shoes ran 60 per cent., fabrics 35 per cent. and all other kinds 5 per cent.

The weather man is going to be a final and deciding factor as to whether or not we have a big season in white shoes. The season has started off very well and there are a number of novel merchandising aids for white shoes present this year which could not be relied on in the past.

A long torrid, dry summer, such as many predict for this year, will, of course, greatly increase the possibility for selling white shoes.

Trouble is always overtaking the man who sneaks away from it.

Concentration Pays.

"The success of the shoe merchant depends altogether on whether he will continue to buy from a variety of sources or confine himself to just a few manufacturers. This question must be decided by every dealer for himself," says a prominent sales manager.

"There are many advantages in buying from only one or two houses. By buying in this way you can often purchase shoes in large enough quantities to win extra discounts. If you place most of your orders with one shoe manufacturer, he will be more likely to extend credit at a time when you may need it. He will do this because he knows you well and has a personal interest in your success. In choosing a firm, don't overlook even the smallest particulars.

"Prompt deliveries are absolutely necessary. Careful attention to time of delivery, to accurate filling of orders, and cheerful adjustment of claims are all very important. A concern which is ready to help you sell your merchandise and to advise you on what is in demand, is a good one with which to trade. Do not rely too much on the judgment of others in buying. Get all the information you can about what your customers want and what they can be induced to buy. Think of Mrs. Smith, Mr. Jones and Mrs. Brown and all the rest of them, when you are buying. Ask yourself what kind of merchandise they require. Then govern your buying accordingly," he suggests.

Young Men Study Shoes and Leathers.

A continuation class for young men employed in the shoe and leather business is maintained by the New England Shoe and Leather Association of Boston as a part of its educational work. The course of twenty-four lessons is intended to help prepare the young men for executive positions in tanneries and shoe factories.

Included in the course are a general outline of tanning operations, a visit to a tannery with explanation of the processes used in the manufacture of leathers, and to a shoe factory with explanation of the processes used in the manufacture of shoes; and lectures on shoes and shoe machinery, the leather remnant business, shoe designing, shoe distribution, the findings industry and on the export trade in shoes and leathers.

This Mark



Means Real Value

HEROLD-BERTSCH SHOE CO.

Grand Rapids, Michigan, U. S. A.

Will Prevent Abuse of Building and Loan System.

Representatives of the local building and loan associations were guests of the Jackson associations at a dinner at the City Club a few evenings ago. The purpose of the meeting was to hear Secretary of State Charles J. DeLand (under whose control the building and loan associations operate) explain the Brower bill, enacted at the last session of the Legislature.

One of the features discussed was the provision giving the Secretary of State authority to refuse to record articles of new associations "if he has reason to believe that the proposed corporation is to be formed for any other than legitimate building and loan business or if the character and general fitness of the persons proposed as incorporators are not such as to command the confidence of the community in which such corporation is to be located or that the public convenience and advantage will not be promoted by its establishment." He cited the cases of two associations whose articles were recently presented by the promoters. In both cases he insisted that the directors visit him personally and when they did so and he explained to them the proposition they were going into and the characters of the promoters, they withdrew their application.

Mr. DeLand also dwelt upon that provision of the new law which gives him the power to fix any membership fee to be charged and said that one association which recently applied for an increase in its capital stock and whose by-laws specified a \$3 per share membership fee was told that it could not charge more than 50 cents per share.

He cited the case of a certain association where the promoters of the Association had collected \$15,000 in membership fees, but when his department examined the books of the Association found that it had assets of only about \$300.

He further said that there were some eighteen or twenty of these promoted membership fee associations which his department was going either to clean up or clean out.

Senator Brower, who introduced the bill, and others, who were instrumental in having it passed were present and explained the good points of the bill and all expressed the opinion that it would put an end to the further exploiting of the building and loan idea by promoters interested only in collecting a large membership fee.

Fundamentally Related.

Close observation and careful study reveal the fact that arson and over-insurance are fundamentally related. One is the cause of other. One is the result of the other. One would die without the other. They are like the Siamese twins. Where you find one you find the other.

Things that are far apart are not fundamentally related. They are only distantly related, or not related at all.

But cause and effect are fundamentally related. Insurance policies cause incendiary fires. Where there is no insurance there are few or no fires.

And when it fails to pay to burn down a house, then houses do not take fire.

This has been proved in Germany. A man there paid about \$100 before the war for long-time insurance of \$20,000 on his factory. It burned down later and the insurance company handed him 100,000 marks. This would have been \$20,000 before the war, but when he received it the marks were paper, and the money he received was worth a fraction of a penny. Since then, fires on pre-war insured property have ceased in Germany. That shows what "fundamentally related" means.

Way Paved For Good Response.

With the cleaning up of stocks of tropicals and beach cloths as the result of the recent spurt in the demand for Summer clothing, the way is believed to have been paved for a good reception for the 1926 lines of these goods. The first opening of these goods will probably come about the second week in July. While there may be some slight revision of prices on these goods at the coming openings, the market view seems to be that last year's levels will hold for the most part. In the beach cloths, it is said, there will be a continuation of last year's marked trend toward novelty patterns. Lines of tropical worsteds are likewise expected to be comprehensive, some mills having decided to show larger ranges since the improved sentiment lately brought about by the hot spell.

Fall Season Well Under Way.

The coat, suit and dress trades are now getting into their full strides as far as early Fall lines are concerned. Numerous firms have already opened their lines and sent their men on the road, while others are doing so this week, with more to be ready next week. The preparation of lines for the coming season is said to have been replete with more than the usual difficulties, owing somewhat to the lack of definite style indications and also because of the many changes in the industry which saw quite a few firms installed in new quarters. By the end of the month, however, the entire trade will be all set for any onslaught the buyers may be contemplating in July, barring the possibility of a labor disturbance around the middle of that month.

Spring Season Ends Well.

Despite the disposal by some men's neckwear manufacturers of fair quantities of seasonable merchandise at close-out prices, the situation in this merchandise continues a sound one. It is generally agreed that the Spring demand was good, with some fill-in business counted on still to come from retailers, particularly in lightweight crepes and foulards. The bow tie is now beginning to take better with consumers and, with any renewal of the recent hot weather, a considerable run on stocks held by the stores is anticipated. Some buying for Fall has already been done, but real activity for this season is believed a matter of some weeks away. Stripes are expected to retain leadership for the Fall, with bright colors again stressed.

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Preparing a New Protection Bill.

The campaign for price protection legislation which received a decided impetus at the recent annual meeting of the Chamber of Commerce of the United States when the President of the Chamber appointed a special committee to co-operate with other trade committees appointed to bring the subject before Congress, is progressing rapidly. The leaders in the movement are confident that they will have a comfortable majority of both houses pledged in favor of the enactment of a sound price protection law before the new Congress assembles in December.

In appointing the Chamber's committee, President Grant made it clear that under the constitution and by-laws of the Chamber individual solicitation of Representatives and Senators cannot be resorted to in the name of the Chamber. This, however, does not in any way restrict the movement of local trade bodies affiliated with the Chamber or of the members thereof, many of whom have been among the recognized leaders of this movement ever since the momentous decision of the United States Supreme Court which, for the first time in the United States, laid down the proposition that in the present state of the law contracts for the maintenance of resale prices are unlawful.

President Grant also made it clear that in his opinion the first step to be taken by the trade committee co-operating with the committee of the National Chamber was the preparation of a satisfactory composite bill designed to take the place of the four measures pending before the House Committee on Interstate and Foreign Commerce in the last Congress. While these measures are technically dead, nevertheless it has been the practice to reintroduce them regularly with the assembling of each new Congress.

In line with this suggestion the trade committee wing of the joint committee has already begun the task of preparing a measure which it is hoped will be substituted for the Kelly, Merritt, Williams and Wyant bills heretofore presented. Judging by the progress already made this composite bill will be ready for presentation to a joint conference with the National Chamber's representatives at a very early date.

No serious technical difficulties are likely to be encountered in the preparation of this substitute bill. This is due to the fact that, with the exception of a single provision of the Kelly measure, all four bills are much alike while the same basic principle regarding the legalization of contracts for the maintenance of resale prices of

identified merchandise underlies the entire quartet.

The only feature of the four bills to which serious exception has been taken has been the provision of the Kelly bill under the terms of which the Federal Trade Commission is given certain jurisdiction over the operations of manufacturers and merchants who may elect to take advantage of the proposed law legalizing resale contracts. This feature of the Kelly bill was written into the measure at the suggestion of the Federal Trade Commission at a time when the commission declared itself ready to assist in securing the enactment of price protection legislation.

Careful consideration of all phases of this important problem has convinced the leaders of the movement, however, that the commission provision is unwise. Secretary of Commerce Hoover has opposed it very convincingly and it is an interesting fact that because of his opposition the Merritt bill was drafted and presented as a substitute for the Kelly measure.

The National Chamber is strongly opposed to any governmental interference with price protection. The trade committee, which is operating under the general auspices of the American Fair Trade League, is even more emphatically against the proposed supervision by the trade commission or any other governmental body.

The chief problem of the committee now working on the composite bill is the determination of what constitutes "proper restrictions" for the safeguarding of the right of manufacturers and merchants to fix the resale price of their identified products. It is believed however, that these restrictions are already substantially set forth in the various pending bills and that by bringing these provisions together the ground will be comprehensively and satisfactorily covered.

Abe Was Right.

Finkelstein was a good customer of Abe & Mawruss, manufacturers of ladies' dresses. He was, however, getting lax about his payment of invoices, and Abe suggested that Mawruss write him a strong but diplomatic letter calling his attention to this laxity.

Mawruss worked for several hours over the letter, then showed it to Abe for his approval. After reading it over carefully, Abe said: "By golly, dot's a wonderful letter. Strong and to der point, aber not personal or insulting. But you got a couple mistakes in it, Mawruss. 'Dirty' you should spell mit only vun 'r' and 'cockroach' begins mit a 'c'."

IN THE MAKING

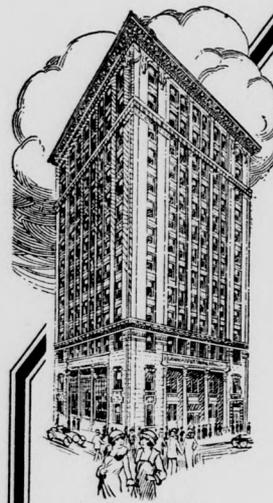
Every man starting out in life passes through a period that might well be called ("in the making." If he makes good he soon acquires enough estate to care for his family should he be taken from them, but while "in the making" he is so engrossed in other matters that he overlooks the plight of his family should he pass away.

It, therefore, behooves every man "in the making" who has no estate, to safe-guard his family by carrying ample life insurance. Taking out insurance is only half, for if you do not wisely guard the distribution of that insurance by appointing a capable executor, or establishing a living trust with a Trust Company, you will have failed to accomplish your purpose.

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When a Man Is Prepared To Die.

There is a time for every purpose under the heaven, including a time to be born and a time to die. It is their time to die that men most persistently refuse to contemplate. In youth this is wholly natural. In middle life thought of it is flitting. But when old age sets in it presses more and more upon contemplative minds, provided there is courage to face what approaches.

Particularly unpleasant is the thought of death to men who have none of the consolations of a firm religious faith, and there are many such who maintain nominal relations with some church. But while this is true, men frankly irreligious, who are deeply concerned in the future of those they love, give attention to the welfare of families they must ultimately leave. If not successful in accumulating enough for the future necessities of children and dependents they provide life insurance to guarantee them comfort.

Another duty of men of prosperity is often neglected—that of making a will. A well-made and justly balanced disposition of property to go into effect after a man's death is a matter of first importance to any man really devoted to his family. It should always be attended to when he is in full possession of his faculties, that is to say, of sound mind. A man overtaken by a deadly disease, suffering physically and mentally as his vitality declines under the attack, is in no condition to make a will just to all who have claims on his consideration.

Modern banking and trust companies now relieve many men of fears as to the disposition of their properties, whether large or small. No longer are they compelled to leave them in charge of widows or children who cannot protect them; who are incapable of wisely conserving them. Many there be who, after the death of the head of their families, find themselves subjected to financial responsibilities they are not able to cope with. A sound trust company, given control of an estate, protects them from a multitude of people who prey on widows and children to whom property is given to dispose of as they will. A moderate estate given to a widow and children, is likely to seem inexhaustible. They do not hesitate to spend it freely, failing to recognize the fact that even a small income for life contributes vastly more to their security, comfort and happiness than possession of such a sum as \$20,000 or \$30,000 which may slip from them in a few years.

The man who faces his time to die conscious that his family is to have the service of a trust company until his widow dies, and his children have learned how much better an assured income is for them than even a large lump sum, is more likely to go into the shadows with a soul untroubled, than one who hastily signs a will on his deathbed, harassed by doubts. More than that, he has at least a little time in which to summon courage for his end, and if he finds it necessary, plead for forgiveness for the weaknesses and faults of his life. And the man who passes out after thus providing for his household will find the future life, in

which he may or may not believe, better than it would be after neglecting so fine an act of love and care.—W. G. Sibley in Journal of Commerce.

Periods in a Man's Life.

The twenties are the moulding years of the life, when the young man forms those habits that shall direct his career. Then he finishes his school work, stands before the altar, establishes a home and looks the world in the eye.

The thirties are years of discouragement.

It is a hard and trying time for all. It is a time of battle without the poetry and dream of youth.

The forties are the years of vision, when a man finds himself, finishes his castles in the air and knows the value of his dreams.

Life comes to its ripening in the fifties. These should be the years of jubilee and he should do his best work then.

At sixty, a man has committed enough mistakes to make him wise far above his juniors. He should live

better and do better work than in any decade of his life. No man has a right to retire in the sixties; the world has need of his wisdom.

Some of the best work in the world is done in the seventies. No man has a right to retire at any age unless he wishes to die. A word of congratulation to those who have reached seventy and beyond: You have almost finished your course; we trust that you have fought a good fight and that there is laid up for you a crown of righteousness.

Robert George.

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offers an investment opportunity in the corporation enjoying an exclusive contract to finance all The Studebaker Corporation sales, both to dealers and to customers. *Each ten shares of this Preferred Stock carries a bonus of three shares of Common.* The acceptances and notes receivable which constitute the bulk of its assets always carry two names and are always secured by automobiles (which The Studebaker Corporation, in the event of default, agrees to repurchase for balance due) with over 20 per cent margin. The Corporation is earning its dividend over $4\frac{1}{2}$ times.

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Burning the Evidence.

Protecting credit is one of the most important services that insurance companies render to industry and commerce. A business man who requires large amounts of money must, of necessity, seek credit. If he goes to a bank for it, or seeks to have large orders of goods shipped to him on credit, he must show good collateral, and no collateral can be classed as good unless it is insured against destruction. A single fire can wipe out a million dollars worth of collateral in a few hours. But with property insured the terror of fire is eliminated.

This institution, built up by honest men for the benefit of honest men, has become a dangerous weapon in the hands of unscrupulous crooks. Following the principles of honest merchants swindlers have learned to use insurance as an aid to establishing credit. Then, when their credit is established and they are ready to make their big clean-up, they use a fire to burn up all evidences of their crime. In recent years, numberless cases of this kind have been brought to light through the investigation department of the National Association of Credit Men, which for the past eight years has waged an untiring war against the credit criminal.

C. D. West, who is at the head of the investigation department of this organization, tells many startling stories of criminals who work by these methods and defraud the public of hundreds of millions of dollars annually. A typical case of this is that of the Peerless Textile Co., a concern operated by two men who, on this occasion, called themselves Mark Josephs and Dennis O'Grady—investigation showed that these names were only two of many aliases under which they had operated. The Peerless concern opened its offices and showrooms, made a substantial deposit with a well-known bank, and proceeded to purchase large orders of silk goods, for which they paid promptly, and immediately insured. With this insured stock as collateral, they went to the bank and borrowed money to the extent of 90 per cent. of its value, the amount that banks will usually lend on security. After that they repeated the operation, buying large shipments, paying promptly, insuring the stock and buying again. For a year and a half they conducted their business in a thoroughly legitimate manner, and from their initial investment of about twenty thousand dollars they were carrying on a two hundred thousand dollar operation. Both men were shrewd and hard working, and had they chosen to continue along honest lines might have placed themselves among the merchant princes of the world. But dishonesty was bred in them, and all through these long months of hard work they were planning a grand robbery.

By this time their reputation was established and they were rated as a creditable firm with whom it was desirable to do business. They were able to give the best of references, and enquiries concerning them always brought forth high praise. They engaged several smart buyers and sent

them out in different directions to place large orders. Some three score wholesale houses readily accepted these orders, and felt happy that they were able to number this well-thought-of firm among their customers. In all, Josephs & O'Grady had over a million dollars' worth of goods shipped to them. This was just before the Fourth of July, and being "very patriotic Americans" they closed their offices on the afternoon of the second, telling their employes that it would be unnecessary for them to return to work until the seventh, for they wanted everyone to have ample time in which to celebrate our Glorious Independence. They themselves went to Atlantic City and ostentatiously engaged two elaborate suites for their families at beach-front hotels.

At 10 o'clock on the night of the Fourth, when the city was in the midst of celebration, and the fire departments were busy taking care of the usual minor fires that occur on such occasions, the buildings in which they had their offices and warerooms suddenly burst into flames. By the time the fire engines were called from less important fires, the flames had made such headway that all the firemen could do was to keep the blaze from spreading to other buildings. The whole structure was gutted, and the Peerless Textile Co., with other tenants of the building, suffered a total loss. This fire cost the insurance companies over a million dollars; a hundred and fifty thousand of this was divided among the creditors of the Peerless Textile Co., the rest went to the owners of the building and other tenants.

Great sympathy was expressed in the business world for Josephs & O'Grady, and many kindly offers to help them re-establish themselves were made. But these gentlemen seemed to be thoroughly crushed, and through their attorney filed a petition in bankruptcy. Over forty creditors filed claims which totaled a million and a quarter dollars. At first it seemed as though there was nothing to be done except to divide the insurance money between them, giving them about ten cents on the dollar. The majority of the creditors were willing to accept these terms, but a few of them were not, and these placed the matter in the hands of the National Association of Credit Men.

Mr. West and his investigators went to work and commenced delving into the past and recent operations of Josephs & O'Grady. Then surprising facts came to light. The back trail of these men showed a long line of fraudulent bankruptcy cases. They were master criminals, who played such an elaborate game, and did their work so thoroughly, that suspicion hardly ever rested on them. Unraveling the mysteries of the Peerless Textile Co. was a difficult task, and took months to accomplish. All the records of the company had presumably been destroyed in the fire, and, according to Josephs & O'Grady, the immense stocks they had just bought. Every shipment made to the Peerless Co. was traced and it was found that all the recent orders had been reshipped

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without ever having been brought to the company's warerooms. These goods were traced to various Western cities, where they were stored pending disposal when things had quieted down.

Armed with the concrete evidence against Josephs & O'Grady, West had warrants sworn out for their arrest; then he proceeded to locate them. This took over a year to do, and led two investigators over a trail that rambled through thirty-seven states, Canada, Mexico and Central America; then back to the United States, finally ending in Seattle. These gentlemen are now serving time, and the creditors of the Peerless Textile Co. have recovered 65 per cent. of their loss.

The case of the Peerless Textile Co., while perhaps more elaborate than most cases, in many respects is typical and is a good example of the treacherous use that is being made of an institution that has been established for the benefit of legitimate business. These fraudulent practices have become very prevalent, and have outgrown Mr. West's organization both in numbers and the scope of territory covered. The situation has become critical, and some drastic measures must be taken immediately. The National Association of Credit Men has planned an extensive campaign of prosecution of these criminals, such as the railroad companies instituted against the railroad thieves in 1920, when they reduced their losses by theft from a million a month in the Port of New York to less than a thousand a month.

In this campaign the National Association of Credit Men plans to spend \$500,000 a year, increase its force of investigators to ten times the present number, establish headquarters in New York, Chicago and San Francisco and keep a force of investigators permanently stationed in twenty-five key cities, who will have descriptions and records of every known credit criminal in the United States in their files. This will provide an organization that will be able to take quick and effective action on any persons or company attempting to perpetrate credit frauds. Geo. Witten.

Permissible Negligence.

If you carelessly run over a man with your automobile, it is probable that you would have to pay him damages for your carelessness.

In every walk of life a man is held responsible for his careless act if it causes injury to others, except in case of fire. An individual can carelessly burn \$100 of his own property and \$100,000 worth of his neighbor's, and nothing is said. The city may spend \$1,000 or \$10,000 of taxpayer's money to put out the fire.

Owners of tenement houses, hotels and rooming houses can maintain absolute fire traps with open stairways which act as flues for a fire in the building, thus cutting off means of escape for occupants. Such buildings burn daily, and we read of the persons killed in the fire, "which originated from some unknown cause" and think no more about it. We pay no attention to the fact that the building and the construction of its stairways

offered visible proof that if a fire started in the structure it meant almost certain death to some of the occupants.

Thousands of cities permit this class of construction, and when persons are burned to death through criminal negligence of an owner and a city permitting the use of such a fire trap, nothing is said and no damages are collected.

The whole process of the law will be set in motion to collect \$100 for a man who has had his finger broken in an automobile accident. But 15,000 can be burned to death annually in the United States, many through criminal negligence of property owners in maintaining fire traps, and not a complaint is uttered.

Make Fire Unpopular.

Portland, Oregon, is preparing to deal severely with the fire trap situation, under an emergency ordinance that provides for closing unsafe buildings, evicting tenants and razing the structures, with heavy penalties for refusing to obey the fire department orders.

Anaconda, Montana, had fires amounting to only a dollar per capita during 1924, and Seattle's fires were only \$1.65 per capita; the average fire loss for the whole United States is nearly \$5. Much of this fire loss is due to inexcusable carelessness in the handling of fire; and the losses are enormously increased by flimsy construction and lack of proper protection.

Every fire loss is a tax on accumulated wealth of the country. The careless fire-builder is as much a public enemy as the traitor who sells the nation's safety in time of war, and is as deserving of punishment. The Portland law prescribing swift and heavy punishment for violation of safety fire ordinances is a rational step.

Punitive laws alone will not cover the situation. Education as to responsibility for fires and necessity for preventing them is essential to the real solution. When it is made as unpopular to have a fire as it is to be a law-breaker along other lines to the detriment of the community, then the fire menace will cease.

When the Orchard Is in Bloom.

Written for the Tradesman.

A feller's joy needs lots of room
When apple trees begin to bloom
And blossom till you think yer eyes
Are practicin' fer paradise;
All Sheba's gold could never pay
Fer ha'f the beauty long in May
When the orchard is in bloom.

The surest cure for lonesomeness
Is blooming trees I guess
Where branch and bough with garlands
stand

A imitatin' fairyland;
Why! I could spend the livelong day
Jes watchin' honeysuckers play
When the orchard is in bloom.

Fer Nature works a wondrous loom
When apple trees put on their bloom
And weaves upon the waiting trees
Yer patterns for embroideries;
There's nothin' thet I'd rather see
Than just a common apple tree
When the orchard is in bloom.

Then when with wonderment I see
A blossomed covered apple-tree
My fancy fashions apples fair
For every blooming bud that's there,
Till quickened hope cannot disguise
Its piles of Pippins, Rhambos, Spies
When the orchard is in bloom.
Charles A. Heath.

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FOR FURTHER PARTICULARS WRITE

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Finnish Mutual Fire Insurance Co. General Agents
Calumet, Michigan. Fremont, Michigan.



Getting Away From "Feed the Brute."

Written for the Tradesman.

By experienced matrons who have your welfare at heart, your own mother and your aunts among them very likely—you will be sagely advised, Little Bride, to "feed the brute" if you want a contented husband.

From other sources the same idea will be urged upon you. All that relates to the culinary art is featured in magazines for women and in the newspapers. And how frequently do men of ability, when some woman is spoken of as fine-looking or intellectual or agreeable, ask pointedly—"But can she cook?" The inference is that in the estimation of most men of affairs, skill in cookery takes rank above womanly beauty or brains or even charm.

Good cooking is exalted. And what is meant by good cooking? Do we signify such preparation of food as will render it fit to meet the real needs of the body? Hardly. Do we not mean rather, adeptness in making concoctions that tickle the palate and jazz up appetites already sated with too many and too delectable goodies?

There can be no doubt that hunger and its pleasurable satisfaction are essential factors in human living, furnishing as they do one of the chief incentives in the struggle for existence. The question What shall we eat? is ages old.

In the early days of the race, hunger as a rule was so plenty and the means of satisfying it were so scarce that the question often meant, What foods can we obtain, by our utmost efforts, that in kind and amount will maintain our physical existence and enable us to pass on the gift of life to our posterity?

The condition brought to mind by this enquiry still obtains with a large portion of humanity. In contrast to this, in our own favored land a striking word picture might be drawn, taking as a setting the interior of some hotel or restaurant that caters to a clientele of wealthy gourmets. Here the question What shall we eat? has come to mean, From long menus of luxurious viands, what shall we select that will yield us the greatest degree of gastronomic delight? The same deplorable tendency to gluttony is exemplified in many elegantly appointed homes.

How we mortals do love to eat! Observe the gusto with which a group of obviously overfed and underexercised men and women will make way with a hearty meal! Observe further the pacifying and tranquilizing effect which the taking of any favorite food has upon animals of all kinds including the human—how wrath quickly gives place to serenity, and obstinacy

is transformed into cheerful compliance.

Now, Dear Little Bride, you know the whole psychology and philosophy of "Feed the brute," and "The way to a man's heart is through his stomach." You see just why it is that skill in cookery has from way back been an effective means employed by feminine finesse to gain feminine ends, in fact has been the long suit of the crafty woman in the great game of life. And if you were to consider only immediate results, the smartest thing for you to do would be to use it in the manner of your artful foremothers, to secure your heart's desires.

But since you have assumed the responsibility of directing the cuisine of a household, it is only just that you consider some cold, hard, and mighty unpleasant facts bearing upon other phases of this great subject of "eats."

The average term of really good health in a lifetime is counted as only 13 years—from the age of 18 to 31, while the working life is but 22 years, from 20 to 42. Three-fourths of our adult population are overweight. Put into plain English this means that most of these are eating in excess of their needs. What is more and worse, all such are rendering themselves liable to a number of dangerous diseases. Contrary to popular opinion, it is rare that corpulent persons have excellent health, they are seldom long-lived, and when the maladies brought on by overeating have begun to tell on them, they often are far from good-natured. It is hardly too much to say that with the present high cost of food, many in moderate circumstances are "eating their heads off," to their physical as well as their financial detriment, and it is no exaggeration at all to state that great numbers in various circumstances are actually "digging their graves with their teeth."

The best authorities attribute a large share of sickness, disease, and unnatural shortness of life, to wrong eating, the term being used to include eating too little as well as too much, eating wrong foods and failing to eat foods that the system requires, eating too frequently, too rapidly, without proper mastication, or without the essential accompaniment of a happy and relaxed state of mind.

As to eating too little, those who err in this way should of course try to make correction. With most of us, this is one sin from which we claim entire absolution. The woodchopper and harvest hand appetites of our ancestors persist long after our occupations have become sedentary and our work is done mostly indoors.

Likely, Little Bride, you had domestic science in school and learned

the caloric values of the common foods, the content of each as to protein, carbohydrates and fat, and all about balancing the ration. You know which foods supply vitamins and mineral salts. You can tell the number of calories needed daily by the average person and how this amount should be varied according to the size and activity of the individual. You have been taught the necessity for some raw food and for items that supply proper bulk; also the dangers that lie in foods that are highly refined and concentrated. In short, you are familiar with the elements of dietetics. If this is not so, then you should inform yourself on this important subject.

Gaining the needed knowledge will not be a long nor a difficult task. Doing your plain duty in the light of that knowledge—that may not look so easy.

You see all about you the dulling and coarsening of mental faculties and the weakening of morals that follow overindulgence in eating. You will come to realize that if you "feed the brute" it won't be long before you will have very much of a brute to feed. Still, Dear Girl, you feel that should you try to use a scientifically correct dietary instead of the old plan of pampering the palate, that you would be up against it.

Your husband, all his life thus far, may have been used to stretching his legs three times each day under a table literally loaded with good things. You suspect that he may prefer to take a chance on going on with such victualing.

Or you yourself may have the gourmand tendency. In this case you might like to carry the idea that you must prepare elaborate dishes "to please Hubby," when it is you and not he that has the hankering for knickknacks.

Getting down to facts, it may require some effort on the part of both to bring under subjection appetites that have been too freely indulged, but it is likely the struggle will not be half so hard as you imagine. Of course, Little Bride, you will not attempt to dictate to your man as to what he may or may not eat, but it should be easy to bring him to a right way of thinking.

The schoolmaster has been abroad in the land, and by lectures and from the printed page has taught much regarding health and diet. Many among your friends are trying to live according to knowledge obtained from the best authorities. Your husband's intelligence and common sense will come to your aid.

The economic side of the question will appeal to both of you. There is in plain living an enormous saving of work and a considerable financial saving. Just a word of caution, that you may make no mistakes in your economies. The most calories for your money are found, as a rule, in the cereal foods and in the tuber and root vegetables. But plenty of milk, fruit, and greenleaf vegetables in their season are essential, even though all these are expensive, counted as to caloric content. Fruits are best served uncooked and unsweetened. A suf-

ficient amount of protein is indispensable. Eating at all heavily of protein is now taboo. Good luck this, because the foods rich in nitrogen are mostly high priced. However, allowing for a full supply of all needed elements in your menus, and using only foods of high quality, the scientific dietary will show a substantial money balance in its favor.

Your womanly tact and gumption will guide you, Dear Little Bride. It isn't necessary to establish the reputation of being an extreme diet crank. In this as in other things, there is a safe middle ground. Many are adopting the sensible plan of having a light breakfast, a light lunch, and a substantial meal at the close of the day, this last offering a pleasing variety of wholesome well-prepared foods, sufficient in amount to be satisfying, yet not tempting to overeating. Some prefer to have the heartiest meal at noon or soon after. Once in a while it may be wise to indulge your household in a "sin" dinner. To healthy stomachs this will do no harm provided it is only occasional. It is having such dinners too often that works injury.

For every day and right along, both you and your mate will find great satisfaction in the health, the fine feeling of self-restraint, and the high thinking that go with plain living. And you, Little Bride, will come to see that it is the woman who is not an artist but only a sorry bungler, who is ever obliged to resort to any such crude strategy as that denoted by "Feed the brute."

Ella M. Rogers.

Why Men Leave Home.

Twenty-five years ago there was one divorce for thirty marriages. Now there is one divorce for every five marriages. Mrs. Sherman, president of the General Federation of Women's Clubs, blames the delicatessen store. She says that store supplies reasonable grounds for divorce. A wife who gads about, then hurries to the delicatessen store for fodder, just before her husband gets home, doesn't deserve a husband.

On the other hand, unfortunately, some husbands will say that what they get from a delicatessen store is a little better than the homemade product.

An intelligent restaurant owner in Florida displays this sign: "Two Good Places to Eat—Home and Here. Here Is a Little Better."

We are busy Americanizing foreigners. It would be a blessing if some of the foreign women, before they become thoroughly Americanized, could be persuaded to teach a few million American women to cook in the European—French, Italian or German—style.

Money Isn't Everything.

Some years back, at a meeting of directors of a New York City bank, including J. Edward Simmons and the late Russell Sage, in the course of a general conversation, Mr. Simmons remarked:

"Money isn't everything, you know, Mr. Sage."

"No-o" drawled Mr. Sage, thoughtfully, "the work of collecting it is very important."

A. D. BAKER, Secretary-Treasurer, LANSING, MICHIGAN

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Look For Improved Fall Demand.

Although the general tone of the knitted outerwear market is quiet, it is expected that the demand will improve with the onset of the Fall buying season. Manufacturers in the Eastern district, according to the bulletin of the National Knitted Outerwear Association, have had a noticeable pick-up in business during the last two or three weeks. This has been particularly the case with the makers of higher grade specialty garments. Bathing suits in this section have been selling well, as have also balbriggan suits. In the Western district the reports to the association indicate that most of the mills are still slightly ahead of 1924 in the volume of business booked. Reports from the Pennsylvania district say that conditions there are about the same as a month ago—some of the mills are fairly busy, but they are uncertain as to the future trend. The Pacific Coast manufacturers tell of a good demand for strollers and balbriggans, and that bathing suits are selling fairly well. Business in New England is fair, with the mills looking forward to improvement after the Fall opening.

Call For "Athletic" Underwear.

Whether, when the reports are all in, the aggregate volume of "athletic" underwear sold this Spring will show an increase over that of a year ago is open to question, but one of the best-posted mill agents in the country asserts that at no time, even in the boom days following the armistice, has the demand for this merchandise been larger here in any given period than it has been during the last ten days to two weeks. While he said that the great bulk of the business has been done on the popular "dollar retailer" in nainsook union suits, he added that merchandise retailing as high as three times that figure, and more in some instances, also did very well. The question now uppermost in the minds of executives of mills that were unable to supply goods from stock is how to fill the orders they have taken in time to ship them by the dates specified.

Rush For Summer Garb.

Manufacturers and jobbers in men's Summer suits found in the heat wave one of the greatest boons to their business. The hot weather brought so many orders that they were in most

cases unprepared to cope with the sudden demand. Never before have they done such a rushing business at this time of the year. Flannels and tropical worsteds and mohairs are the best sellers, although there has been a fairly good proportion of palm beach suits among the sales. Retailers, who have been conservative in their buying recently, are cleaning out their shelves. The trade declares that, at last, the New York man has demonstrated conclusively that he is quick to turn to seasonable clothing. Trousers on the Summer suits are affected by the vogue for wide bottoms, though not to as great an extent as the heavier types of suits.

Trade Terms on China Silks.

Seven trade terms under which China white steam flatures will be sold, as proposed by the Foreign Silk Association of Shanghai, have been approved by the raw silk importers' and dealers' division of the Silk Association of America. The terms are: Grand double extra, double extra, extra A, extra B, extra C, good A and good B. The various qualities of China steam flatures will be grouped under these respective terms and are suggested for general use by the trade as a means of eliminating in some degree the confusion that has existed in the market for some time. Members of the trade have signified their intention of supporting the action of the Foreign Silk Association. A similar simplification of terms for Japanese raw silks is announced.

Underwear Colors Selected.

Seventeen shades, ten for underwear and seven for negligees and kimonos, have been selected to be featured during the coming season by members of the United Underwear League of America. A thorough investigation of style and color trends was made by the committee in charge of the work before the final selections were made. The colors for underwear include flesh, rose pink, sweet pea, peach, Nile, maize, turquoise, white, coral and Juliet red. For negligees and kimonos the selected shades embrace jade, wisteria, copenhagen, French blue, rose, apricot and lavender. It is expected that the cards containing these colors will be ready for distribution in about a week. They were chosen by a committee which worked under the chairmanship of J. N. Levene.

Recommends Standard Container.

A standard size for containers in which to ship silk underwear has been recommended to its members by the United Underwear League of America as the first step in a campaign for co-

operative buying of supplies by them. One of the important things accomplished in working up to this point was the suggestion that garments be pressed in dimensions of 17 by 12½ inches. General acceptance of this suggestion, it is held, will not only make it possible for underwear manufacturers to buy containers co-operatively, but will also be of direct benefit to the retailer. Boxes conforming to the standard measurements will be used in three sizes, one for small lots, one to hold a dozen envelope chemises and one to hold a dozen nightgowns.

Flat Bag Favored To Continue.

Handbag manufacturers believe that the flat bag will come back for Fall, although they also feel that the demand will include the pouch style, which has had a good run during the Spring. They are building their new lines on this basis, the goods to be ready for buyers early next month. The coat, which compels the wearer to wrap it around her and thus practically requires the handbag to be carried under the arm, is the strong factor favoring popularity for the flat bag. Novelty leather bags on the order of lizard, etc., are counted on to predominate, although staple leathers such as morocco and silks will also have their place. In the latter, bags of satin stripe moires and jacquard figured fabrics are stressed. Retail stocks are considered light, as the buying for Spring was of a conservative nature.

Fall Season Opening Up.

A growing number of coat and suit salesmen are now on the road with early Fall lines. Some buying has already been done, but it will be a little while yet before the manufacturing trade here is able to get a definite line on the probable policy of retailers. The bulk of the business of the stores, in any event, will be booked in the local showrooms, and the main influx of buyers is not expected until after the July 4 holiday. Some of the important style lines have yet to open, but it is figured that most of these will be ready within the next two weeks. Ensembles are now confined to the higher grade lines, with separate coats, either of the dressy or mannish variety, and tailored suits are featured in the medium priced category.

Glove Silk Underwear.

Glove silk underwear for women is becoming more popular each year, according to trade specialists in this line. Women are realizing to a greater degree the convenience and real economy of wearing this type of underclothing, it is claimed, and are inclining toward better quality goods than what many have used in the past. They find that they can launder this material at home or while traveling without any difficulty and that, in the end, the slightly higher cost is justified. Buying for the next season has already begun here and is expected to accelerate until the peak is reached in August. Envelope chemises and step-ins are taking particularly well. Fall lines will be opened soon and there are excellent indications that the business will be very good. There will not be any pronounced deviations from the

designated colors that have been worn for some time, but the dealers announce that there will be some variations in shades and trim.

Shirt Lines For Fall.

Fall shirt lines are in course of preparation and will shortly be offered by road salesmen. The long-drawn-out reordering of Spring merchandise has retarded showings somewhat, since it was believed advisable to let retailers get more results with present season goods. Most factors among manufacturers report that conditions at present are slow; that stocks in retailers' hands are sizable, and that collections are none too good. Novelties are described as features of the new offerings, with stress placed on colorings. The white broadcloth shirt, however, remains an important factor. Collar-attached and collar-to-match models continue leading items in the better grade merchandise.

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Wholesale Dry Goods

Grand Rapids, Michigan

Some Things Not Seen Because Too Close To Us.

Written for the Tradesman.

When we get to thinking that our line has a monopoly of cares and perplexities, it is good to get outside our stores and glance in on the other fellow. For example:

I have in mind a hardware business of large volume. Normal, customary expense in that store ranges 22 per cent., but in 1924 it was 30 per cent. Why? Because, despite every effort, in face of all kinds of hopes for improvement, sales fell off \$80,000. That means reduced sales of \$666.66 per month—\$256.40 per day.

Never mind why this happened. That is another story. And there was reason sufficient. But just reflect on the fact of such conditions. Then you will realize that others have their troubles.

A California merchant asks for some margin statistics.

Hardware, taking the country over, earns an average margin of 28 per cent. But a successful California general merchant made only 23½ per cent. last year. Another, located far from this one, but also in California, made 29½ per cent. gross last year.

Groceries the country over yield close to 19 per cent. gross, probably; but groceries are sold close in California, outside of some of the large centers: as low as 12½ to 14 per cent. But the second merchant above mentioned made a fine record in his grocery department last year. His average margin was 12.8 per cent.; expenses, 9.3 per cent.; profit, 3.5 per cent. It should be said, however, that this man runs a cash, non-delivery store in a thriving agricultural region.

Dry goods everywhere is a preferred profit line. Department stores earn 32 per cent. margin in all departments, considered together. But dry goods in such stores pay much more than that. Small general stores do not make, nor do they need, such a wide margin on dry goods, because their expenses are so much lower than department stores carry.

Small town general stores should aim at fully 25 per cent. average on dry goods. The first California merchant to whom I refer above got 25.53 per cent. average last year on his dry goods.

I have some other interesting figures from a general merchant in a small town. Analysis showed

	Margin	Wages
Groceries	11.44%	5 %+
Furnishings	22.87%	10.53%+
Dry Goods	26.13%	10 %—
Hardware	22.71%	12 %+

It is uncontrovertible that grocery margins are too narrow here. The aim should be for 16 per cent., considering location, environment and general character of business. But considering that grocery sales are over \$220,000, I shall show below how half that sum can be made to carry extra margins. Now 1 per cent. extra on \$110,000 of sales would yield \$1100, 2 per cent., \$2200, and 3 per cent., more than \$3300. Here we see the force of trifling additional earnings. The ad-

vance of the general margin to 14.44 per cent. would blanket \$3300 extra earnings on this grocery department. To go up to 16 per cent. would result in enhanced earnings of around \$5000.

The stock turn in this grocery department last year was only 6.13 times. Of course, that is too slow; but before you criticize this man too severely, consider that this is close to the average for the entire country, hence is vastly better than many merchants accomplish. Again, be honest yourself. Look about your own store to see whether you are doing any better, and if you are, how much better. The mote in our neighbor's eye still bothers a lot of us unduly.

Next, look at that low ratio of wages expense. Not for thirty years has it been improper for a grocer to use 6½ to 8 per cent. for wages expense. Of late years the allowed figures have been much higher. Today 8 per cent. to 11 per cent. is not out of line, considering all kinds of stores. So you will see that this man's trouble is distinctly not due to the common cause of being careless with his expense account. No, here is a man who has not been careful enough of his income. Of his outgo, he has been especially careful.

What remedies to suggest? Two: Buy lower and sell higher. Simple? Sure. Anybody can write that. In fact, academic writing of such stuff is the commonest thing there is. To do it is something else again.

As to the buying end, I feel, first, that buying is stressed too continuously. Of course, from one viewpoint, we cannot give too much attention to buying. In fact, any merchant anywhere must keep on his toes, wakefully alert all the time, to buy strictly to his own really best advantage. And it is no child's play to do that.

But the stress laid on buying has centered around the saying, "Well bought is half sold," and that is just the trouble with it. Merchants have tried to buy well and there they commonly stop. The stuff may be half sold, but it is not whole sold; and being half sold is as useless as not being sold at all—for that is precisely what it amounts to. The second half of the work—the real job of selling—must be laid on selling. I have said this often. I expect to say it oftener.

And on what ground shall we suggest that he sell higher?

Well, let us consider: Wholesale grocers to-day operate, in many cases, on an expense that runs close to this retail grocer's average margin. Surely, no retail business can be satisfied with anything like 11.44 per cent. gross. Chain grocers operate on 14, 15 or 16 per cent. It would seem, therefore, that any retail grocer could work his margin up to an average of 16 per cent. or as much more as his circumstances and environment legitimately requires, not all at once, but gradually. How? Well, let us see:

As shown, this business sold upward of \$220,000 last year. Assume that half the sales consisted of the tonnage staples: sugar, flour, potatoes, lard, butter, eggs, etc. On these we admit, for the moment, that no increased margin can be obtained. But I have

shown how 1 per cent., 2 per cent. and 3 per cent. can affect the results on a business of \$110,000. The process of enhancing margins is thus:

Continual pressure is put on prices, advances being taken at every opportunity. But even before that we go over the stock and mark up items at about the rate of one cent in fifteen. Under this system, a 15 cent seller is made 16 cents and a 30 cent seller is marked 32 cents. That ratio is carried practically through the entire stock. It takes time, persistence, work but it has to be done only once, provided that the new level established is kept up.

What is the effect? It is great, for thus we gain an average of 6¼ per cent. margin on the goods marked up. If we accomplish this on 50 per cent. of our sales, we raise our average 3½ per cent. Having seen that 3 per cent. on half this man's sales will mean more than \$3300, we can appreciate what this process will accomplish.

Can it be done? Yes. How do I know? It has been done—it is being done. That is how I know.

Nor is this a new story. I have told it several times in the last five years. But quite evidently it will bear retelling, as evidenced by this present instance; for the very merchant whose condition I have reviewed now has been a constant reader of mine for years. So if he did not get it previously others must be like him. I give details again for their benefit.

Nothing is commoner than to have grocers object that they "can't do this, because competition won't let them. But that objection will not hold for a minute because:

Nobody ever yet succeeded in meeting everybody's low prices without going broke. Yet not every man goes broke. Therefore, price is not everything.

No merchant in business to-day is there because of price alone. He holds trade because of a variety of things. Price is one, but only one factor.

The men who have followed out the plan I describe have done it alone, regardless of competition. So must you. Paul Findlay.

Heat Helps Retail Trade.

Intense heat of the week stimulated distribution of hot weather merchandise, with considerable activity developing in white wear and silks. The large business in the latter department remains a feature in the trade, but throughout the textile industry the heaviest demand is for fancies and novelties, rather than for the staples. There has been an increase in the restriction of output of cottons and wools, while irregularity exists in garment manufacturing. The general situation, however, has several favorable features, and reports from many Middle West points indicate a substantial trade. This is in contrast to the liquidation of goods that was in progress a year ago.

June Not So Favored.

Business in sterling silver has begun to pick up after several months of dullness. Buyers will be arriving in increasing numbers for some time, and it is believed that they will be doing

the heaviest purchasing in July. The Spring season has not been as satisfactory as usual, although the year began with a brisk activity. June has failed to live up to its reputation as a boom month because of the many weddings that have taken place in that month in the past. The sterling silver trade reports that its business is a barometer of couples getting married at all times of the year without June showing up as an outstanding favorite, and it appears from the trade that nowadays there are about as many marriages in January as in June.

Orders For Dress Cashmeres.

Some of the dress manufacturers are going to especial pains to secure unique and, as far as possible, exclusive patterns in their dress fabrics for Fall. This is indicated by the statement of a mill agent that he is getting a growing number of orders that fall more or less into the "special order" class. The fabrics are fancy jacquard cashmeres, the jacquard effect being so well worked out that it resembles costly embroidery. The mill in question has a large range of patterns in these fabrics, and the dress manufacturers have divided their orders over as many as possible of the designs in order to take full advantage of the possibilities for exclusiveness.

Demand For Princess Slips.

The demand for princess slips in white and light shades has been such that manufacturers have been hard put to fill immediate delivery orders. Consumers who had waited to the last minute to replenish their warm weather wardrobes flocked to buy light-colored slips for wear under thin frocks. As a result retail stocks, which were comparatively light, were soon depleted. Wholesalers expect this brisk activity to keep up for the next few weeks, according to the United Petticoat League of America. Even should a cool spell continue for a while the expectation is that the demand will receive no setback, as women will take advantage of more comfortable shopping conditions.

Camel's Hair Fabrics Sell Well.

A notably active demand has developed for camel's hair coatings, according to a leading producer. The situation is quite in contrast to that prevailing only a short while ago. This mill now has its mills working at full capacity on these fabrics including llama cloths. Pin check, winding chain, small block effects. Glen Urquhart and plain, solid colored weaves are in most demand. The cutters-up are using the cloths for travel, motor and sports coats generally. Natural tan and browns are the predominating shades wanted. A raised twill coating is also being given considerable attention by the coat manufacturers.

Jessie, a little colored girl in Louisiana, had been asked by her teacher to write a short essay on her favorite bird. She turned in the following: "What a wonderful bird the frog are! When he stand he sit almost; when he hop he fly almost; he ain't got no brains hardly; he ain't got no tail hardly; when he sit he sit on what he ain't got almost!"



The Great Co-operative Adventure— Our Government Bureaus.

The editor of the London Morning Post, commenting on the election of Field Marshal von Hindenburg, is quoted as saying that "it brings a step nearer the bureaucratic efficiency and intellectual bondage which made the great war possible."

It was popular before the war to admire the efficiency of the German machine, and after the war to say that it rendered the German people powerless to act with the initiative to which a free people are accustomed.

One of the counts brought against our Government bureaus, state and Federal, is that they interfere with free action and introduce an intellectual element not responsive to experience.

The word bureaucrat is a term of opprobrium in a free country, but this may be due to a prejudice in favor of our own way of making a government function. A bureaucrat is no more nor less than a person with authority in a bureau, or machine for correlating human effort. He is not unlike the executive manager in a great corporation, save that as a rule the corporation executive enjoys greater freedom than the chief of a government bureau and is held more exactly responsible for results.

It tends, no doubt, to concentrate power and to weaken popular initiative to conduct business through great bureaus and corporations.

Freedom to think and to act on one's own conclusions belongs primarily with the people. A government bureau should be viewed as a service organized for definite ends, among them to prove and to spread abroad the proofs of success or failure of individual enterprise. While it is somewhat irritating to feel that, so soon as a man succeeds in doing something a little better than it has been done before, his method is to be broadcast by the ubiquitous government investigator, yet that is the way America is organized.

The chief of the civil service bureau is not so free in his official capacity to express his own beliefs as he would be in a private position. He cannot properly assume the role of intellectual leader in the sense of regarding his constituency unenlightened and himself a missionary to enlighten them. When he does so, he approaches dangerously near to the great mistake which threw the world into war with Germany.

The bureaucrat is, in fact, a bondsman—bound to the service of a people. By being responsive to the needs and experience of the people, he may enjoy a degree of freedom to interpret their action, but, excepting in the

stress of war or of sudden changes, the bureaucrat cannot assume to advance a cause according to his own ideas alone without violating his office.

Generally speaking, we think the tendency in all industry is to assert once more the principles of representative government and the widest possible exercise of individual initiative and this tendency has at length reached the U. S. Department of Agriculture in the appointment of Secretary Jardine to succeed Mr. Wallace.

Midwest farm leaders have accepted the appointment as a challenge to renew defense of their particular theories which stress farmer control of distribution and prices which monopolistic laws to secure their ends. Not less than 20 farm organizations of the Middle West met last week in Des Moines to consider and act on the situation created by the new agricultural alignment at Washington, which they describe as "Hooverization of co-operation." To quote Donald R. Murphy, managing editor of Wallaces' Farmer:

"There were farm bureau men from Iowa, Nebraska, Kansas and Minnesota. There were farmers' union men from the same states, and from Illinois, South Dakota and Arkansas as well. There were representatives from the Missouri farm clubs. There were men from the Iowa grange. There were spellbinders from Northwestern groups that claim to have a straight descent from the Non-Partisan League. There were representatives of the co-operative terminal commission firms, of the farmers' elevators, of the old Equity Exchange. All kinds of farm leaders were there, men who said but little and talked business, and men who made the walls shake with their oratory and rehearsed the crime of 1920 in detail."

It may be enlightening to readers of the Tradesman to know the names of the members of the permanent committee and of the organizations which they represent. They are:

William Hirth, Columbia, Mo., Missouri Farmers' Association, chairman; A. C. Davis, Little Rock, Ark., Farmers' Educational and Co-operative Union of America; C. H. Richardson, Webster City, Iowa, National Corn Growers' Association; Charles E. Hearst, Des Moines, Iowa Farm Bureau Federation; Geo. N. Peck, Chicago, American Council of Agriculture; C. C. Talbott, Forbes, N. D., Farmers' Equity Union; A. W. Ricker, Minneapolis, National Producers' Alliance; James F. Mullaney, Kankakee, Ill., Farmers' National Union of America; James Manahan, St. Paul, Equity Co-operative Exchange; John Tromble, Salina, Kan., Kansas Farmers' Union;

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VINKEMULDER COMPANY
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Milo Reno, Des Moines, Iowa Farmers' Union; J. W. Batchellor, Mission Hill, S. D., South Dakota Farmers' Union; Albert Fickler, Stanton, Neb., and H. G. Keeney, of Omaha, Nebraska Farmers' Union; D. M. Guthrie, Marissa, Ill., Illinois Farmers' Union; C. B. Stewart, Lincoln, Neb., Nebraska Farm Bureau Federation; Ralph Snyder, Topeka, Kan., Kansas Farm Bureau Federation; J. F. Reed, St. Paul, Minnesota Farm Bureau Federation; Ralph W. Smith, Newton, Iowa State Grange; John F. Sullivan, Chicago Milk Producers; Fred Bloss, Ottumwa, Iowa, Ottumwa Dairy Marketing Association; Ed Overvold, Watertown, South Dakota Producers' Alliance; Clyde Bechtelheimer, Waterloo, Iowa Co-operative Creameries; Elmer Crouthamel, Boone Farmers' Elevator Association of Iowa; Oscar Barkheim, Lakeside, Minn., Minnesota Farmers' Union.

The resolutions adopted at Des Moines follow:

"In order to unify and co-ordinate the activities of the various farm organizations represented at this convention, both with respect to economic and legislative programs, your committee has agreed on the following statement of program principles and program:

"First, we recognize the fundamental principle governing all successful enterprises; that cost of production plus a reasonable profit is necessary to the success of the industry in order to establish and maintain prices on farm commodities; in conformity with this principle it is necessary that farmers be organized to regulate and control the marketing of their products.

"Second, we endorse and support the principle of co-operative marketing, the farmers to be placed in control of their own marketing machinery, including such terminal facilities as may be necessary for the orderly marketing of products.

"Third, to insure to the farmer the cost of production plus an average profit of not less than 5 per cent., we urge the creation by congress of an export corporation with adequate capitalization for the purpose of buying so much of the available surplus of agricultural production as may be necessary to that end, the financing and functioning of this corporation to be properly directed and safeguarded by proper provision in the organization law and in such way as will provide for the administration of said corporation by a board of farmers, nominated by the various producing farm organizations.

In order to carry out the program of this conference, a permanent joint committee shall be selected consisting of one member from each participating organization, and from such organizations as may hereafter affiliate.

"This committee is hereby authorized to develop ways and means of bringing about joint action on the part of all farm organizations, both with respect to economic and legislative measures, both state and national.

To come back to our story, the U. S. bureaus of agricultural economics and of marketing, as conceived by the new secretary of agriculture and by Secretary of Commerce Hoover, are

the great co-operative adventure interesting the farmer to-day. Under a representative government the farmer is, in the opinion of the administration, capable of evolving sound principles of production and marketing, gradually from experience, utilizing existing agencies to a large degree and predicating prosperity on order and efficiency in business.

The trade have nothing to fear from such a program, at least those in the trade who are contributing a real service to the farmer in the marketing of his eggs. They have a great deal to deplore in the more radical program which has swept the Middle West and South during the past few years and which still seeks government aid and monopolistic privileges.

The reader should not be deceived by the resolutions adopted at Des Moines into thinking that midwest farm leaders have adopted substantially the principle of "government hands off." What they do not wish to see is Federal interference while reaping the full benefit of state laws designed to give them a monopoly of markets by pyramiding their superior organizations on the local co-operative associations. They seek a structure independent of government regulation but enjoying monopolistic privilege under law.

Milwest radical leaders fear being ham-strung and are trying to show that the co-operative adventure is in danger of being ham-strung. But the co-operative adventure in the Middle West and South is too far in motion to be seriously retarded by the hamstringing of a radical element. Nor is the reader to infer that the midwest group represented at Des Moines are all of a radical stripe. The Des Moines conference is significant because then and there were united both conservative and radical farm leaders who until very recently were warring with one another from opposing economic camps.

As a result of the Des Moines conference, the radicals are pledged to a moderate program and are seeking to secure their future leadership by compounding with conservatives, most of whom at least believe in the doctrine of privilege for the farmer.

Paul Mandeville.

France to Raise Its Own Wheat.

The official bread and wheat committee in France, recently appointed to enquire into the rising cost of cereals, flour and bread, has decided to recommend complete freedom of production and commerce in flour and tariff protection strong enough to encourage the French farmers to grow wheat, thereby making the national production stable and sufficiently large to meet the needs of consumption. With a view to avoiding the excessive fluctuations in the price of wheat this committee, according to advices received by the Bankers Trust Company of New York, is also studying the possibility of organizing a system of regional store-houses where farmers throughout France could store their wheat after the harvest, thereby obviating the necessity of making early sales.



You Make Satisfied Customers when you sell "SUNSHINE" FLOUR

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

Genuine Buckwheat Flour Graham and Corn Meal

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

Moseley Brothers
GRAND RAPIDS, MICH.
Jobbers of Farm Produce

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

Receivers and Shippers of All

Seasonable Fruits and Vegetables

THE DEMAND IS THERE!

A huge advertising campaign is carrying the health message of Fleischmann's Yeast right into every home in America.

Every one knows how it corrects constipation, clears the skin, aids digestion, and builds health and strength. Identify yourself with this campaign and supply the demand.

More customers and better ones will be the result because bigger appetites need more food.

FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE

I. Van Westenbrugge
GRAND RAPIDS—MUSKEGON

Distributor
NUCOA
"The Wholesome Spread for Bread"

CHEESE OF ALL KINDS BUTTER SAR-A-LEE GOLD-MEDAL Mayonaise OTHER SPECIALTIES

Quality — Service — Co-operation

Watson-Higgins Milling Co.
GRAND RAPIDS, MICH.

NEW PERFECTION
The best all purpose flour.

RED ARROW
The best bread flour.

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

Western Michigan's Largest Feed Distributors.



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

Some Timely Suggestions For Hardware Displays.

Written for the Tradesman.

The time is now close at hand when the school boy will be home for the long vacation. This will mean whole days devoted to nothing but sport, baseball and lacrosse, and games on the corner lot.

There will be a big demand for boys deckers, cheap grades of baseballs, bats, etc. It will be found a paying proposition to put in a window display made up entirely of sporting goods for boys. Price each article in large figures and put in as big a selection as you can. That is all that will be necessary to engage the attention of the boys of the community.

An effective window trim of the demonstrative order could be arranged with the washing machine as the center attraction. Rig up a dummy figure of a washerwoman standing over a tub and wash board with a tub full of dirty clothes and suds. Beside it, put another figure in an easy chair operating one of the washing machines of the latest type. Over the first put a sign:

THE OLD WAY

Hard on the woman and hard on the clothes.

Over the other put a sign:

THE NEW WAY

Rapid, Easy, Satisfactory

It is not essential that the figures be made particularly life-like, or that any expense be gone to for obtaining the use of wax figures. The big thing is to have a sufficient semblance to humanity to put across the idea.

Right now a fishing scene will be found quite effective. Cover the floor of the window with metallic sheets or zinc with a waste pipe leading down through the floor. Cover this in turn with moss and rocks, building up a background of some height, to represent a wall of rock. Run a pipe to the top of the background and allow a slow stream of water to trickle over the face of the rock. This water can be caught in a groove in the sheets on the floor and carried to the wastepipe. To give selling force to this display, supplement the pictorial features with a display of guns, fishing rods and field supplies, carefully selected.

The present is a suitable time for a refrigerator trim. The more simple it is made, the more effective it is likely to be.

As a suggestion, put in one of the best refrigerators in stock, and load it to the brim with an assortment of food

supplies—a cold roast, tomatoes, cucumbers, butter, cream, etc. Keep the doors open to give the public a good view of the interior. All that will be needed in addition to this will be a large card bearing some such suggestive words as: "The one way to keep food fresh and healthful." On another card range of prices might be given.

June brides are numerous nowadays; but the fact should not be forgotten that the June bride is the July housekeeper.

"To the young housekeeper. There will be something you need in this display." A card bearing this suggestion, or something of a similar nature, will attract attention to a comprehensive display of small kitchen and household articles. Make this display stocky; in fact, put as many articles in the window as space will permit. Price each article, to get the best results from the display.

A paint window is always in order; but something of a novelty would be a window display suggestive of fence painting. The old-fashioned picket fences have, in most communities, pretty well vanished from the landscape, but there are arbors, trellises, and ornamental fences still to be found, and many of them need paint.

A window in a hardware store the other day had a portion of a lattice fence serving as a background. Half was painted a fresh green, while the rest was left in weather-beaten and thoroughly rusty condition. Branches had been introduced at both ends, overhanging the fence and giving a realistic finish to the display. A card stated the cost of painting afresh a fence of the type shown for a length of twenty feet.

Twine is also timely. Take a ball of twine and with it spell out the word "Cordage" on a large board. Elevate this board to a prominent place in the window and you have the piece de resistance for a good display of rope and cordage. Arrange the stock in pyramids of varying sizes, filling all parts of the window.

The gardening season, so far as the commoner tools are concerned, is pretty well over. It is the usually neglected possibilities that now will pay for some attention on the part of the window trimmer.

With June well under way, and June roses blooming, the various rose pests are also doing their devastating work. Now is an excellent time to put on a display of insecticides. The hardware dealer who has given the subject of combating insect pests a reasonably close study can put on a very interesting display. For the rose alone there are staple insecticides, as well as good patent preparations, some of

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

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep-lined and

Blanket-Lined Coats

GRAND RAPIDS, MICHIGAN

Michigan Hardware Co.

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICHIGAN



Wholesalers of Shelf Hardware, Sporting
 Goods and

Fishing Tackle

SODA FOUNTAINS

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

G. R. STORE FIXTURE CO.

7 Ionia Avenue N. W.

them put up in cans or cartons that readily lend themselves to effective display.

As slogans to accompany an insecticide display I would suggest some of the following:

"A very little does the deadly work."

"Dead insect pests don't eat foliage."

"Killing the bugs costs little—but oh, what satisfaction!"

The idea of any accompanying show card is to emphasize the fact that it costs little to get rid of the various insect pests which are the bane of the amateur gardener's existence. A good many rose fanciers, backyard gardeners, and others when the bugs begin to make their annual inroads simply throw up their hands in despair. The hardware dealer will find it profitable to help such folk solve their problems.

The display should not, of course, be confined to roses. Paris green for potato bugs should be shown; also practical suggestions for dealing with the cut-worm, and other garden pests. A few minutes with an authoritative book on the subject will show the hardware dealer just what to display.

Besides the insecticides, spraying equipment should be shown. A display, if the window is sufficiently large, can be made to include barrel sprays and larger equipment for use on trees.

Aim in such a display to drive home the idea that, once the equipment is purchased, it costs very little to operate from year to year; and the further idea that even the initial cost is small compared with the satisfaction resulting from dealing the parasites a knock-out blow.

Camping supplies, and equipment for the summer cottage, are in order this month. A simple but quite effective display can be contrived by swinging a hammock diagonally across the window, from corner to corner. Fill this with a heavy load of camping and summer cottage equipment. A card with the slogan: This hammock is strong enough for two, will effectively complete a catchy display.

For those stay-at-home folks who don't go away for the holidays, lawn furniture and lawn equipment can still be effectively featured. Lawn and garden hose, with the necessary equipment of nozzles and sprinkling devices, can be shown. Lawn seats, hammocks and lawn swings are eminently in order. Push these lines hard at the beginning of the season; as a little later it will be necessary to cut prices in order to move them. A hose reel is a handy device; and the benefits of an outside tap—to be installed by your plumbing department—can be emphasized by showing a model lawn with handy outside tap, reel, sprinkler and complete convenient equipment. So, too, a floor of turf, kept watered and fresh, will help out a display of hammocks, swings and lawn seats.

Because of the hot weather coming on, buying is bound to slacken; and the wideawake hardware dealer must put on window displays that will fairly reach out and pull the customers into the store. Ingenuity will, without any great expenditure, produce some very effective displays.

Victor Lauriston.

New Ornamental Glass Candles.

A new type of "candle" to be used merely for home decoration purposes is now being marketed. It is intended to replace the decorative wax candle and has the advantage over the latter in that it will not wilt, chip or discolor. The candle is made of a glass tube filled with silk floss. The silk is worked out in a large variety of color schemes, thus enabling the article to fit in harmoniously with the color theme of any room. The silk thread projects through a hole in the glass tube at the top, giving the effect of a fringed wick. The candle is made in seven, nine and eleven inch sizes to retail at \$1.75, \$2 and \$2.40 respectively. The manufacturer said yesterday that the candle has met with a very favorable reception from an economical as well as an artistic standpoint, as it will last indefinitely.

June Proves a Disappointment.

Manufacturers and wholesalers of silverware agree that business this June has been considerably below expectation. Reorders have been small with practically every manufacturer, the usual matrimonial period during this month failing to provide the normal increase in activity. Both plated and sterling ware of all kinds are said to have been equally affected. One explanation is that the April and May business of the retailers was slow. This resulted in their having considerable stocks on hand with the arrival of June, which have not moved fast enough to justify any substantial amount of reordering. The belief is held, however, that the demand for the Christmas period is likely to be the heaviest because of the present slackness.

Has New Type of Fountain Pen.

A new type of fountain pen, which is said by the manufacturer to have the largest ink capacity, size for size, of any now on the market, is being offered in three sizes to retail at \$5, \$3.50 and \$1.50. In addition to the pen's capacity, the manufacturer asserts that its simplicity in filling is a feature. This is done by turning a tip at the end of the barrel. In addition to these contentions the pen is offered for sale to the consumer with an exceedingly broad guarantee. It is said to be taking very well with buyers who have seen it demonstrated.

Glass and Silver Combinations.

Quite a demand is reported in the more popular-priced lines of tableware for combinations of glass and silver. One such line which is apparently doing very well is made up of center bowls, bonbon dishes, baskets, sugar and cream sets, etc., in imported colored glass with oxidized silver-plated borders in various ornamental designs. All of the articles mentioned are available in blue, yellow and pink glass, and retail at \$3 to \$5 each.

Fan Sales Take Big Spurt.

Sale of electric fans by department stores, hardware and radio shops during this month is said to show a big jump over the same month last year. While this is primarily due to the

heat wave, it also reflects the greater merchandising attention being given these items. Sales of small fans for the home have particularly figured in the increased sales, the manufacturers having gone in for models which may be had to retail from \$5 up. The coming of the radio shops into the retailing of fans is more noteworthy than last year, these stores thus getting an added turnover during the more or less slack period in the sale of radio sets or parts. Incidentally, it is said that the potential market for the sale of fans for home use has been only scratched, considering the great addition to the number of homes and apartments now using electricity.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: The Liggett School, Detroit. Ball & Ball Corburetor Co., Detroit. Lucille Millinery Co., Detroit. Chief Aluminum Co., Battle Creek. Grand Trunk Elevator Co., Port Huron. Home Tire & Rubber Corporation, Grand Rapids. Standard Screw Products Co., Detroit. G. William Davis, Inc., Lansing. Star Bakery Co., Hastings. Grainger & Co., Detroit. Pennsylvania Land Co., Detroit. Charlevoix Realty Corporation, Detroit. Chalkis Manufacturing Co., Detroit.

Self-satisfaction often is fatal to success.

Favorable Outlook For Belts.

The outlook for an active Fall season in women's belts is regarded as good by manufacturers. They point out the continued vogue of the one-piece straightline dress as highly favorable to the use of belts, particularly for sports garments. The dress trade is said to have already done a liberal amount of sampling for the new lines. Novelties in suede, kid and patent leather belts are stressed. New details have been worked out in profusion, both as regards the belt itself and the buckle portion. Green, purple and royal blue are described as the three outstanding colors for Fall.

Mother.

Mother, I've been thinking how,
Since the barefoot days till now,
Since the days of killed skirts,
How you've kissed away the hurts,
How you've smiled away the tears
Through the corridor of years,
And this debt I could not pay
Though I try till I am gray.

Time has kissed your raven hair,
Leaving silver tresses there,
Stealing from your cheeks the rose
That was yours when baby clothes
Wrapped up all there was of me,
When you sang Youth's melody,
And to-day I'm wondering
If I've brought you anything.

If I've added aught but care,
And the silver in your hair;
If that babe was worth the price
Of your daily sacrifice?
Would you live your life again
Taking me as you did then?
Mother, humbly I confess
That I hope you'll answer. "Yes."
Walt Filkin.

Tints in Stocks.

"But these securities are bordered in green."

"Well, madam?"

"All the financial writers urge people to stick to gilt-edge stuff."

Handle Reynolds Shingles

For Profit and Satisfaction

WE INVITE

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

GRAND RAPIDS BELTING COMPANY
Leather Belting Manufacturers

1-3 IONIA AVE. GRAND RAPIDS, MICHIGAN

THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes
801-511 IONIA AVE., S. W. GRAND RAPIDS, MICHIGAN



Rain through swinging windows KEEP THE COLD, SOOT AND DUST OUT

Install "AMERICAN WINDUSTITE" all-metal Weather Strips and save on your coal bills, make your house-cleaning easier, get more comfort from your heating plant and protect your furnishings and draperies from the outside dirt, soot and dust. Storm-proof, Dirt-proof, Leak-proof, Rattle-proof

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



Plans Made For Hotel Men at South Haven.

Glen Lake, June 16—Next week Friday and Saturday the Michigan Hotel Association holds its annual play spell at South Haven, as the guests of the Chicago & South Haven steamship line and the various hotels of that city, numbering an even dozen.

On Friday at 11 a. m., as guests of the steamboat line, the visitors will sail away to Michigan City. On the outward trip they will be served a delightful luncheon on the steel steamer Iroquois, and dancing will be continuous. A two hour stop will be made at Michigan City, during which period the visitors will be in the hands of the Chamber of Commerce for an auto ride. Returning, the management of the transportation company will give a dinner, which, as President Runyan says will, among other things, contemplate "all the fried perch and strawberries you can eat." All of which ought to constitute a full day.

For Saturday many things have been planned. President Walter Hodges will give a luncheon at his summer home, there will be a supper at the Hotel Shamrock and a dance at the big Casino. The Golf Club has extended the courtesies of the Club to all members of the Association and, in addition, there will be sight seeing, boating and bathing.

The local committee has sent out a cordial invitation to the members. It says:

"Arrangements include a card party for the ladies and a big bathing party. We won't put all our cards on the table—just come! We will show you a good time.

"There are several things for you to remember: Registration Friday morning at the Shamrock, the boat leaves at 11—daylight saving time; bring your golf sticks, your bathing suit, the Missus and the kids.

"There will be a fine for anyone appearing in evening clothes."

The Chairman of the entertainment committee writes me personally: "When you were here you did not specify whether I was to reserve room for you in Rattler's Alley or in Piety Row. So will be glad to have detailed instructions."

Possibly there have been some changes in the habits of the Michigan hotel men, but from my personal observation sleep is the last thing they think of at Association meetings.

At Flint, for instance, two years ago, Mrs. George Crocker, hostess at the Durant, assured the writer that fully fifty per cent. of those in attendance, especially those without female incumbences, made up their own beds of a morning, and did it so well you could not detect that they had even been used.

Even last year when the convention was held at Glen Lake Carl Montgomery, who is a semi-pro at Somnambulism, could not sleep in the hotel bed and was found in the hay mow the middle of the following day. He claimed it was the bed, but any one who has ever slept on one of the straw ticks at the Post Tavern knows why.

And to think of providing a bed for Ed. Swett. If they rope and throw him at South Haven, they will require a battery of trundle beds for his repose.

Of course, it may be different at South Haven. Years ago, they used to have a couple of old patriarchs there—George Myhan and Dave Reid. Unless they were of the Methuselah type, they must have passed on years ago. Their motto—of the Pinkerton type—was: "We never sleep." Dave has told me on various occasions that "time put in night sleep was actually wasted."

However, if the intention is to "put" the writer to sleep, a cot in Reid's spare room, at his beautiful residence, will fill the bill. All of which is pertinent to my telling you all to be on hand and to not forget the day and date.

The announcement in the daily papers to the effect that W. C. Taggart, assistant manager of the Pantlind, will become manager of the Morton Hotel, will be a surprise to many, but there will be none but who will concede that he is well cast for the part, as his hotel training has been of the very highest order.

His first experience was as a bell boy at the Waldemere Club, at Cheboygan, and later as clerk at the New Cheboygan. He then took a course at Ferris institute, whence he went to the old Morton House, Grand Rapids, as clerk, 22 years ago. Shortly afterward J. Boyd Pantlind, who had been watching the efforts of the young man, transplanted him to the Pantlind organization, where he was successively night clerk, food checker, assistant steward, chief clerk and finally, in 1914, assistant manager.

That he was, as one might say, Pantlind raised, is a guarantee that he was "well brought up," and with his acquaintance throughout Michigan, as well as abroad, will bring to the Morton organization prestige which will be valuable.

It seems a remarkable coincidence that the managers of two of Grand Rapids' latest and leading hotels are Pantlind products.

A communication from the Sault Ste. Marie Civic and Commercial Association asks me to look up someone to come there and provide additional summer hotel facilities. Dear friends, you almost ask the impossible. The wilds and pine "skims" of Michigan are scattered with the ruins of summer hotel hopes. Were it not for the fact that all, or nearly all, of the resort hotels in the Northern states were built before the war at low construction costs, there are but few of them which could be operated profitably and those who are in the game are always taking the gambler's chance.

Sault Ste. Marie is a live town, especially during the resort season, but it has several good hotels, the Park, Murray Hill, New Ste. Marie and one or two others, the managers of which will tell you, in truth, that there are very few occasions when they are unable to take care of all who apply for accommodations. The most of the year, if their experience is the same as the other interior hotels, they operate at a positive loss.

The advent of the motor car has changed every phase of summer resort operation. Patrons who used to hie away to some favorite lodge and spend the entire summer no longer continue the practice. With them it

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

150 Fireproof
Rooms

GRAND RAPIDS

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.

The Center of Social and Business Activities
THE PANTLIND HOTEL
Everything that a Modern Hotel should be.
Rooms \$2.00 and up. With Bath \$2.50 and up.

MORTON HOTEL

GRAND RAPIDS' NEWEST HOTEL

400 Rooms—400 Baths

Rates \$2.00 and Up



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Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine
Turkish Baths
Luxurious Rooms
ERNEST McLEAN, Mgr

CODY HOTEL

GRAND RAPIDS

RATES \$1.50 up without bath
\$2.50 up with bath
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Henry Smith Floral Co., Inc.

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GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 178

Columbia Hotel

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Good Place To Tie To

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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.

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.

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



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

TAKING INVENTORY

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

is "here to-day and away to-morrow," with many cessations in the flow.

The resort operator, as a rule, imports his help, and must have an organization to meet any rush, but there are many "lean" days and nights in his experience, though his expenses go on just the same. A bad year, like 1924, makes the best of them wonder where they are "at" or will be.

It is a great game, if you don't weaken, but the individual who can stand the present building costs and pay dividends on resort business is a wizard proper and I don't know where to find him.

Another correspondent says: "I am prompted to send you a line in fairness for the other fellow who only laughs at your 'puffs' and 'paid stuff' in the Tradesman concerning some hotels, and actually ignoring others.

Any one who labors under the impression that words of commendation of the efforts of any particular hotel man are paid for by the individual is just as much mistaken as the one who thinks just because I do not "puff" his favorite hotel is on account of prejudice.

Nothing of the kind, my dear fellow.

At a recent meeting of the Michigan Hotel Association, the editor of the Tradesman, in addressing the members, alluded to the fact that they had on their roll "one of the greatest 'con' men in captivity." He visits your hotels, gives you free write-ups and collects from me for his services."

The hotel which my friend thinks I discriminate against is, undisputedly, all he may claim for it, and is one against which I have heard little or no comment. That it has not been given more publicity is possibly due to the fact that its owner and operator on the various occasions of my visiting him has appeared to be so self-contained and short visioned that one could not warm up to him. He has been very emphatic in his denunciation of all associations, hence has held aloof from membership in an association of his own profession, though freely participating in the benefits to be derived through the defeat of adverse legislation and the like.

This correspondent seems to take a fling at the Hotel Association, by inference at least, in the matter of hotel rates. If he will send me his address I will be glad to send him a complete stenographic report of all proceedings and discussions at all meetings for the past two years, from which he can ascertain that at no time has the question of hotel rates been discussed. Its meetings are always open to the public. Its discussions are of the utmost benefit to all who attend and the biggest operators learn something from the smaller ones, and vice versa.

But so far as rate regulation is concerned there is no more to it than the "paid puff" suggestion of my friend. All moonshine.

This is the "open season" for the poor fish who has to submit to the annual shake down for the benefit of the Y. M. C. A. and Y. W. C. A., and Brother Bohn, of the Hotel World, has something pretty pat on a subject which I have discussed frequently in these columns:

"Said a leading business man to the editor recently: 'I contribute to the Y. M. C. A., but I am not at all in sympathy with their hotels, restaurants and cafeterias, because it is unfair competition.'

"Now we will not question the sincere motives of those who contribute to help build these Y. M. C. A. hotels and feeding places, but we ask any business man how he would like to compete with men engaged in his line whose establishments are tax free and the investment capital contributed on a charity basis? The hotel and restaurant men have no objection whatever to charity food and lodging for the poor, needy and suffering, but to advertise to the world that the Y. M. C. A. hotel will house everybody and

anybody of the male persuasion in competition with hotels which have been built on ground paid for on the investment basis, construction and material and equipment all on the same basis, with a pay roll not grounded on altruism but the labor market, is not fair to hotel interests. It may be impossible to point out specific cases where the competition hits direct, but this discussion aims at a principle wrongly followed, namely, the injection of charity into what should be straight business on business principles."

Organized charity has become a real business, a money making business, supporting a large army of beneficiaries, providing them with a soft job—a life position. But why should we encourage it to the extremity of stifling the legitimate affairs of the business world?

Frank S. Verbeck.

Not All Big Business Profitable.

Grand Rapids, June 16—In these days when agriculturists think they have had, during the past five years, all the financial ills that flesh is heir to, it might cheer them up to know that they are not the only ones who have had hard sledding, the only difference being that they emphasize their troubles while the other fellows try to hide theirs.

As an illustration, we talk about the producer getting no price for his hides; that the manufacturer gets all the profit. Well, here are some figures that will at least make one more charitable toward the other fellow.

The American Hide & Leather Co., with twenty-one plants, with a capital of \$23,000,000 and paying no dividends lost \$7,000,000 in 1920, half a million in 1921 and \$38,000 in 1923.

The Central Leather Co., with a capital of \$73,000,000 and paying no dividends had a surplus over its capital in 1919 of \$30,000,000. During the last five years they have not only lost this surplus, but have a deficit in their surplus account of \$13,000,000, or in other words they have lost \$43,000,000 in five years. That does not look as if the manufacturers made a profit on hides.

Users of fertilizers think the prices they pay are outrageous and the manufacturer must be making a lot of money. The American Agricultural Chemical Co., one of the largest fertilizer companies, with a capital of \$61,000,000 in 1920 had a surplus of \$18,000,000. On December 31, 1924, they had a deficit of \$19,000,000 or had lost in four years \$37,000,000. That does not look as if the manufacturers had an easy time of it.

The Virginia-Carolina Chemical Co., another big fertilizer company with a capital of \$49,000,000 lost \$15,000,000 in 1921; \$2,000,000 in 1922; \$3,000,000 in 1923; \$5,000,000 in 1924. In place of buying fertilizers how would you like to manufacture them.

The International Harvester Co., which is the largest manufacturer of farming implements, with a capital of \$161,000,000, failed to earn its dividend in 1921 by \$3,000,000; in 1922 by \$3,000,000; in 1923 by \$1,000,000. So while farm machinery seems to be high in price, the manufacturer certainly is having his troubles.

You say: "Well, manufacturers in other lines are making money." Let's see! The American Smelting & Refining Co., one of the largest copper manufacturing companies, with a capital of \$110,000,000 with a surplus of \$25,000,000 December 31, 1920, paying no dividends in 1921 and 1922 reduced this surplus to \$15,000,000 or a loss of \$10,000 in two years.

So when we feel blue over our own business, let us cheer up and, like the old lady who broke her back, thank the Lord it was not her neck.

Statistics.

Next to being right, it's best to admit you are wrong.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 16—Fred R. Dodge, the Comstock Park grocer, left Monday for Houghton Lake, accompanied by his wife and son, Chester. They will spend two weeks in their summer cottage. Mr. Dodge recently rented the store building adjoining his grocery store on the North and put in a line of dry goods.

It is time for every salesman to ask himself whether the people he calls on are better off mentally, financially or otherwise for letting him in through the gate. If he can't bring himself to say yes out loud instantly with all the fervor of noble conscience, then he should get some other kind of work. The world needs him somewhere else.

Arthur A. Rogers was stricken with paralysis at his home in Dexter last Tuesday and died at 6:30 the same evening. The funeral was held at the family residence Friday forenoon, the interment being made in Fulton street cemetery (Grand Rapids) Friday evening. Mr. Rogers was born in Sullivan, Ohio, Nov. 27, 1854. He was for many years employed as traveling salesman for Ball-Barnhart-Putnam Co. and the Judson Grocer Co. While so employed he received an injury to his back which rendered it necessary for him to relinquish the active life of a traveling salesman. He assumed the management of the Field House, at Grand Ledge, for seven years. He then sold out and managed an apartment house in Detroit for eleven years. He was a man of high character and was respected by every one who knew him. He leaves a widow and a married daughter who resides in North Dakota to mourn his loss.

The Salesmen's Club of Grand Rapids have planned and arranged for a blind run picnic, to be held on June 20 on the shores of a lake with good bathing privileges, near a hotel and pavilion, with all the conveniences going with a place of this kind. The starting point will be at Knapp avenue and Plainfield, at the end of the carline, thus avoiding any traffic congestion from the large number of cars, which will gather for this event. The committee in charge, headed by Raymond W. Bentley, states that a charge of \$1.25 per head will be made, which covers all the expense of the trip guaranteeing to each one a first-class chicken dinner, good orchestra music and a fine opportunity to spend the afternoon and evening in dancing. The dinner will be served at 6 o'clock p. m., start being made from Grand Rapids at 12:45. Good prizes have been secured and will be given away to the winners of the different sport contests there. It is hoped that every member of the Salesmen's Club will take advantage of this wonderful opportunity and bring his family and his friends and join in a real picnic with no extra work for the ladies in preparing the extra meals. Lemonade and everything, including the meals will be served on one ticket. For those who are in the habit of taking a bath on Saturday night, splendid bathing facilities are convenient. So bring along your bathing suit and save lighting the heater when you get home. Badges will be furnished and admission will be by ticket, which can be secured from any of the committee.

Grand Rapids Council No. 131 bids fair to again become the largest Council in the State. It has always held a reputation of being the liveliest and most progressive organization of its kind in the State, and at the rate the candidates are being initiated into the Council it is only a question of time until it regains its former prestige of being numerically the largest. At the last recess meeting, held May 23, nine candidates trod the hot sands and became full fledged members, besides an extra one who joined by transfer from another Council. The names are as follows:

Wm. Hazel Riley
Erwin I. Ridlow

Frank McDonald
G. J. Wagner
Samuel N. McCalich
Charles J. Feuchter
LaVerne Bensingler
Leo A. Joyce
E. F. Whiteman
Albert A. Robinson

The greater portion of the new applications were secured by the newly elected Sentinel, Henry Koessel, who has announced that he expects to bring in more new applications than all of the other members combined. He certainly has taken on some job, but at the rate he is now going it looks as though he would make good.

The Council unanimously voted at this meeting to contribute \$25 to the Soldiers' Pillar fund. No further meetings will be held until the first Saturday in September, it being the custom to call off during the months of July and August.

A. C. Hansen has sold his grocery stock and store building at 638 Griggs street to John Groendyk, who will continue the business. The purchaser was formerly engaged in the grocery business with his father on Grandville avenue. Mr. Hansen left Monday via automobile for the Land of the Setting Sun, going via Denver, Yellowstone Park and the Columbian highway. He is accompanied by his wife and children. They expect to return to Michigan in the fall.

Traveling salesmen, above all others, should avoid making loose statements about a competing house which reflects on its credit standing or business methods. No man ever built himself up permanently on the ashes of another. It should be the policy of every salesman to aim to be constructive and not destructive in his conversation to his customers or the customers of competing houses. To pursue a contrary course is unfair, unethical and dishonest.

G. W. Rouse, President of the Worden Grocer Co., was re-appointed a member of the Executive Committee of the National Wholesale Grocers Association, which held its annual convention at French Lick last week. For several years previous to 1924 he served on the Board of Directors.

Going To Dubuque.

Wyoming Park, June 16—The following have been appointed delegates to the National convention which meets in Dubuque next week:

D. L. Davis, Ypsilanti.
M. C. Goossen, Lansing.
Victor Sorg, Ann Arbor.
Paul Gezon, Grand Rapids.
John Lamb, Ypsilanti.

I must confess that I have not been very enthusiastic about the National Association in the past. Knowing this, the Board at their last meeting decided to pay the expenses of Mr. Christensen and the Secretary if they would attend the convention and get first hand information. Mrs. Gezon and I plan to leave Grand Rapids Sunday evening, arriving in Dubuque at 1:29 Monday. We hope to see a number of Michigan delegates on the train.

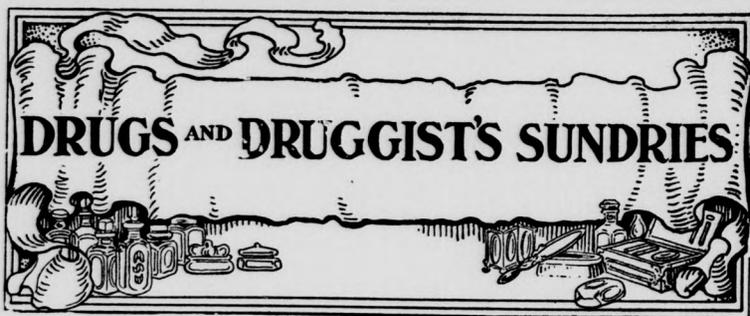
Paul Gezon.

Sec'y Retail Grocers and Gen. Merchants Ass'n.

Good Company To Avoid.

The Tradesman warns its readers to have no dealings whatever with the Michigan Mutual Savings Association, which has been conducting its business contrary to law. At the close of its fiscal year, June 30, the Secretary of State will have an analysis made of the company's condition, with a view to determining whether or not the concern be allowed to continue in business.

In the meantime the Tradesman advises those who have already taken out shares in the company to make no further payments thereon.



Base Ball Supplies in the Drug Store.

Base ball goods are in demand as early as March and will sell into late September, a fairly long season. Every town has a number of teams, semi-professional and purely amateur. Outside of these there is a continuous demand for supplies, especially balls, just from the boys who get up a game every fair day. Let a crowd out of school for a fifteen-minute recess, and you will see somebody knocking out flies. A bunch of factory hands during the noon hour lunch period will have two or three games going, perhaps, or at any rate several of the best batters will be lining them out for the rest to chase, and here and there you will see an ambitious pitcher tossing the horsehide to an equally ambitious catcher. After hours there is a regular game. These are the sandlotter. Tradition tells us (and it is a fact) that many stars have graduated from these ranks. In the time of Napoleon it was said that every grenadier carried a marshal's baton in his knapsack. There were enough promotions from the ranks to justify this saying. And so we may say to-day that every sandlotter carries a big league contract in his hip pocket.

Then consider the city leagues. A big factory will have six or eight teams enough to run its own league. We see church leagues, all sorts of school leagues, office leagues, leagues too numerous to tabulate. When the lawyers give a clambake there is always a base ball contest. Any kind of a picnic calls for a ball game. Even kids who can barely toddle have their games. A craze like the ouija board furor comes along from time to time, rages furiously for awhile, and then subsides. Ping pong held the boards once for awhile, but ping pong sets are seldom seen on sale now, if at all. Of course, it is a good thing to get in line when there is a popular craze raging, provided you don't stock up too heavily. Often there is a great deal of business to be picked up. But just as often the wave ebbs.

This does not apply to baseball. Baseball has been with us for many years and seems to be growing in popular favor every year. As for those who actually play, of course it is a fine thing. It is a good outdoor game, stimulates quickness of thought and action, has comparatively few accidents, and ranks high as a sport. Perhaps you have never considered all these points. When thinking of something to stock, it is just as well to take up a line that isn't going to be forgotten next year. Advertising in baseball supplies will not be wasted, even when not a great deal of business

is done at the start. It is a solid business, a growing business, and the dealer can grow with it.

An uptown druggist in one of the big league cities features baseball supplies much as he would any important side line. Early in the spring he starts with a window trim including bats, balls, masks and gloves, and for background he will have a big panel on which is an array of photographs, depicting all the club members, old and new. This brings out all the youngsters of the neighborhood, also all the fans, and the fans include all sorts of citizens from bricklayers to bishops. Some of our Presidents have been baseball fans. Of course in the spring there are rumors about trades and deals. The druggist clips the more reliable of these from newspapers and pastes them on his front window. Now and then he runs across a really fine lithograph illustrating some phase of the national game, and this gets a place in the window. In short, he combs the magazines, newspapers and sporting publications for interesting matter, either in pictures or in text.

He subscribes to a quick service bulletin which gives the results of the games every day. This is posted in a place near the cigar case where it is out of the way of other customers, and everybody in the neighborhood is welcome to come in and inspect it every night. This includes the small boys. The druggist hasn't forgotten that he was once a boy himself. He formerly posted his bulletin sheet in the front window, but found that, while it invariably got a crowd, it brought in very little extra business. He now finds that posting it inside the store has materially increased his cigar and soda water business.

You will find here and there in every city druggists who have arranged small blackboards either in the window or outside the store. When the home team is in town the score is given by innings, the information being easily secured from some local paper. It is needless to say that this scheme gets a good "gallery." In October, when the world's championship series is being played, the excitement is intense. Any news from the scene of contest is eagerly sought for. At that season, however, business for the year has about ended. Still, it shows goodfellowship to wind up the baseball year by furnishing all the bulletins possible about the world's series.

The city druggist has to compete with the sporting goods establishments. The local youngsters, however, do not go downtown every time they want to buy a twenty-five cent ball. There

is continuous business for balls and bats not too high in price, some gloves may be sold, and perhaps some masks. One oldtimer who pays close attention to this business claims that he has found it profitable to carry a few of the highest-priced articles more for their advertising value than because he expects to work up sales. The greater part of the profit comes from the balls. The goods are fascinating to boys and young men, and getting them interested in the store means an indirect profit. This is an important consideration in handling any side line.

In the smaller towns there are no sporting goods houses. The man who goes after the business can be "headquarters" for baseball stuff, and the druggist has as good a chance as anybody, better than most. Such a dealer may be able to sell padded protectors, bat bags, base bags, in short anything and everything connected with the game. If there are good semi-professional clubs in town, he may be able to make arrangements to furnish them with quantity lots. The store handling baseball goods acquires a great deal of prestige. Sporting goods supplies have been used by some druggists in the smaller towns to the utmost advantage. In a city it would be very difficult to draw business from all over town, impossible in fact, but in the smaller towns everybody is seen on "Main street" at least once a day, perhaps several times. So a druggist can attract customers from all over town, and frequently does. He can also draw business from the surrounding country. It pays to be headquarters. And here we see baseball goods showing up brilliantly. The indirect profit involved makes a line of this kind well worth while.

DON'T MIX FOOD AND CIGARS.

To relish a meal one should have a natural appetite and the effect of a good meal stimulates a desire to smoke, but to smoke when hungry kills the appetite. No man can enjoy a smoke and his eats at the same time, not if he has all of his faculties. No one can test the quality of tobacco with a foreign taste in his mouth. Some duke or jackass in Europe started smoking between courses and most of us little independents, in spite of our scolding of foreign snobbery, are merely little mimicking snobs. If some of the higher-ups "over there" ate a bunch of garlic between courses, we would follow suit. Anyone who will blow smoke in your face while you eat is on the same level as the one who sneezes in your plate and the man or woman who smokes while others eat, ought to have his head examined. There is a time and a place for everything. The sight of a roast of pork upon the table stimulates the appetite, but a pig running around your legs under the table, is a different proposition. In days gone by, some of us could enjoy a glass of beer and even a little nip occasionally, but then there were some who thought they had to bathe in the stuff, and now we all go dry. It is the hog that takes the joy out of life. A good mild cigar however at the proper time is a benefit.

G. J. Johnson—Adv.

Sugar, the Cheapest Energizer.

Sugar provides about 13 per cent. of all the energy obtained from food consumed by the people of the United States. The average amount eaten is two pounds per person per week. This includes the sugar used in candies, sweet drinks, and other foods not prepared in the home. The amount which would be used in cooking and on the table averages about 1½ pounds per person per week. For a family consisting of a father and mother, both doing active muscular work, and three children, nine, six and four years old, the average consumption amounts to between six and seven pounds of sugar a week.

The amount of sugar consumed is now higher in the United States than in most other parts of the world, the per capita consumption having increased during the last one hundred years from 10 pounds to over 100. There are no statistics to show how the increased per capita consumption is used, but it seems safe to assume that a considerable proportion goes into candies and sweet drinks.

It is well known that pure sugar provides none of the nitrogenous or mineral substances needed to make muscle or other body tissues. These important substances, and also the vitamins, must be supplied by meat, milk, eggs, cereals, vegetables, fruits, and other food materials. When used in proper proportion to other foods, sugar is a valuable article of diet. As a source of fuel sugar is extremely economical. A pound of sugar yields 1,820 calories of energy. At 6 cents a pound it provides 100 calories of energy for one-third cent, a figure which is lower than for almost any other of the familiar food materials.

In addition to the energy value of sugar it imparts at the same time an agreeable flavor to food. If it were not for the presence of sugar the diet would be less palatable to most persons and the use of flavoring extracts, spices, and other flavoring materials would probably be much increased, which would add to the cost of the diet without adding directly to its food value.

"I'm Sorry I Was Wrong."

There may be virtue in the man
Who's always sure he's right,
Who'll never hear another's plan
And seek no further light;
But I like more the chap who sings
A somewhat different song;
Who says, when he has messed up things,
"I'm sorry; I was wrong."

It's hard for anyone to say
That failure's due to him—
That he has lost the fight or way
Because his lights burned dim.
It takes a man aside to throw
The vanity that's strong,
Confessing—"Twas my fault, I know
I'm sorry; I was wrong."

And so, I figure, those who use
This manly, honest phrase,
Hate it too much their way to lose
On many future days.
They'll keep the path and make the fight,
Because they do not long
To have to say—when they're not right—
"I'm sorry; I was wrong."

Cow in the Choir.

This advertisement is from an English newspaper:

Wanted — A steady, respectable young man to look after a garden and milk a cow who has a good voice and is accustomed to singing in the choir.

We don't believe such a cow lives.

In 1921 the Federal Government was gathering and spending 60 per cent. of all taxes raised in the United States. It is now collecting only 33 per cent. of the general tax burden. States, counties, townships and municipalities are gathering and spending the remainder. One more Federal tax cut is in sight, and there is evidence that those to follow will be few, slight and far between. The taxpayer must be-

gin to look nearer hom than Washington for further real relief. The extravagance in Washington, now pretty well at an end, has been matched and outmatched by some states and many municipalities. They have been fully as paternalistic in many respects as the Federal Government. The next great tax cuts must come from the local and State tax schedules if they are to come at all.

JUST GOOD CANDY

Pure and Wholesome

THAT'S

PUTNAM FACTORY

Grand Rapids, Mich.

SOMETHING GOOD FOR YOU



Retails \$1.00 Each with Batteries and Edison Mazda Bulb; Full Nickel Plated Yale Flashlight 7½ in. long, 1¾ in. diameter, no contact switch to go wrong. Sold 15 on a Display Card, no other way. Price \$9.75 for the 15, making them cost you 65c each.

Order No. 2502, The Real Live Seller for Your Store. Order Right Away—Dont' Delay—Better Send Today.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS MICHIGAN MANISTEE

5 lbs. of Good Writing Paper for \$1.00

For the Home, School and Office—pure white bond, very little trimmings—all writing paper—properly styled the Economy Package. Also good for mimeograph and type-writer use. Easily matched in envelopes. Try your local dealer. If he cannot supply you pin a dollar bill to this advertisement with name and address and we will send either size postpaid.

Merchants write for prices.

KALAMAZOO VEGETABLE PARCHMENT CO., Kalamazoo, Mich.



Two \$1 Sizes
5 lbs., 500 sheets
letter size
8½x11.
5 lbs., 450 sheets
legal size
8½x13

WHOLESALE DRUG PRICE CURRENT

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

Acids	Boric (Powd.) 15 @ 25	Boric (Xtal) 15 @ 26	Carbolic 39 @ 46	Citric 58 @ 70	Muriatic 3½ @ 8	Nitric 9 @ 15	Oxalic 15 @ 25	Sulphuric 3½ @ 8	Tartaric 40 @ 50	Lavendar Flow 8 00 @ 8 25	Lavendar Gar'n 85 @ 1 20	Lemon 2 00 @ 2 25	Linseed, bld. bbl. @ 1 19	Linseed, bld less 1 26 @ 1 39	Linseed, raw, bbl. @ 1 16	Linseed, ra. less 1 23 @ 1 36	Mustard, artifi. oz. @ 50	Neatsfoot 1 35 @ 1 50	Olive, pure 3 75 @ 4 50	Olive, Malaga, yellow 2 75 @ 3 00	Olive, Malaga, green 2 75 @ 3 00	Orange, Sweet 4 50 @ 4 75	Origanum, pure @ 2 50	Origanum, com'l 1 00 @ 1 20	Pennyroyal 3 00 @ 3 25	Peppermint 18 00 @ 18 25	Rose, pure 18 50 @ 14 00	Rosemary Flows 1 25 @ 1 50	Sandalwood, E. 10 00 @ 10 25	Sassafras, true 2 50 @ 2 75	Sassafras, arti'l 30 @ 1 20	Spearmint 7 00 @ 7 25	Sperm 1 50 @ 1 75	Tansy 5 00 @ 5 25	Tar, USP 50 @ 65	Turpentine, bbl. @ 1 02¼	Turpentine, less 1 09 @ 1 22	Wintergreen, leaf 6 00 @ 6 25	Wintergreen, sweet birch 3 00 @ 3 25	Wintergreen, art. 80 @ 1 20	Wormseed 6 00 @ 6 25	Wormwood 8 50 @ 8 75	Cinchona @ 3 10	Colchicum @ 1 80	Cubebs @ 3 00	Digitalis @ 1 80	Gentian @ 1 25	Ginger, D. S. @ 1 80	Gualac @ 2 20	Gualac, Ammon. @ 2 00	Iodine @ 95	Iodine, Colorless @ 1 50	Iron, Clo. @ 1 25	Kino @ 1 40	Myrrh @ 2 50	Nux Vomica @ 1 55	Opium @ 3 50	Opium, Camp. @ 2 25	Opium, Deodor'd @ 2 50	Rhubarb @ 1 70																																																																																																																																																																																											
Ammonia	Water, 26 deg. 10 @ 18	Water, 18 deg. 09 @ 14	Water, 14 deg. 6½ @ 12	Carbonate 20 @ 25	Chloride (Gran.) 10½ @ 20	Balsams	Copaiba 90 @ 1 20	Fir (Canada) 2 55 @ 2 80	Fir (Oregon) 65 @ 1 00	Peru 3 00 @ 3 25	Tolu 3 00 @ 3 25	Barks	Cassia (ordinary) 25 @ 30	Cassia (Saigon) 50 @ 60	Sassafras (pw. 50c) @ 55	Soap Cut (powd.) 18 @ 25	Berries	Cubeb @ 1 25	Flsh @ 25	Juniper 09 @ 20	Prickly Ash @ 30	Extracts	Licorice 60 @ 65	Licorice powd. @ 1 00	Flowers	Arnica 25 @ 30	Chamomile Ger.) 20 @ 25	Chamomile Rom. 20 @ 50	Gums	Acacia, 1st 50 @ 55	Acacia, 2nd 45 @ 50	Acacia, Sorts 20 @ 25	Acacia, Powdered 35 @ 40	Aloes (Barb Pow) 25 @ 35	Aloes (Cape Pow) 25 @ 35	Aloes (Soc. Pow.) 65 @ 79	Asafoetida 65 @ 75	Pow. 75 @ 100	Camphor 1 05 @ 1 10	Gualac @ 70	Gualac, pow'd @ 75	Kino @ 1 10	Kino, powdered @ 1 20	Myrrh @ 60	Myrrh, powdered @ 65	Opium, pow'd 19 65 @ 19 92	Opium, gran. 19 65 @ 19 92	Sheac 90 @ 1 90	Sheac Bleached 1 00 @ 1 10	Tragacanth, pow. @ 1 75	Tragacanth 1 75 @ 2 25	Turpentine @ 25	Insecticides	Arsenic 15 @ 25	Blue Vitriol, bbl. @ 07	Blue Vitriol, less 08 @ 15	Bordea. Mix Dry 12½ @ 25	Hellebore, White powdered 20 @ 30	Insect Powder 50 @ 70	Lead Arsenate Po. 17 @ 30	Lime and Sulphur Dry 9 @ 22	Paris Green 22 @ 39	Leaves	Buchu 1 25 @ 1 30	Buchu, powdered @ 1 30	Sage, Bulk 25 @ 30	Sage, ¼ loose @ 40	Sage, powdered @ 35	Senna, Alex. 50 @ 75	Senna, Tinn. 30 @ 35	Senna, Tinn. pow. 25 @ 35	Uva Ursi 20 @ 25	Oils	Almonds, Bitter, true 7 50 @ 7 75	Almonds, Bitter, artificial 4 00 @ 4 25	Almonds, Sweet, true 1 40 @ 1 60	Almonds, Sweet, imitation 75 @ 1 00	Amber, erude 1 50 @ 1 75	Amber, rectified 1 75 @ 2 00	Anise 1 00 @ 1 25	Bergamont 5 75 @ 6 00	Cajeput 1 50 @ 1 75	Cassia 4 25 @ 4 50	Castor 1 90 @ 2 15	Cedar Leaf 1 75 @ 2 00	Citronella 1 50 @ 1 75	Cloves 3 00 @ 3 25	Cocanut 25 @ 35	Cod Liver 1 80 @ 2 00	Croton 2 00 @ 2 25	Cotton Seed 1 40 @ 1 60	Cubebs 7 00 @ 7 25	Eigeron 6 00 @ 6 25	Eucalyptus 1 25 @ 1 50	Hemlock, pure 1 75 @ 2 00	Juniper Berries 3 25 @ 3 50	Juniper Wood 1 50 @ 1 75	Lard, extra 1 50 @ 1 70	Lard, No. 1 1 35 @ 1 50	Potassium	Bicarbonate 35 @ 40	Bichromate 15 @ 25	Bromide 69 @ 85	Bromide 54 @ 71	Chlorate, gran'd 23 @ 30	Chlorate, powd. or Xtal 16 @ 25	Cyanide 30 @ 40	Iodide 30 @ 49	Pernanganate 20 @ 30	Prussiate, yellow 65 @ 75	Prussiate, red @ 1 00	Sulphate 35 @ 40	Roots	Alka.net 25 @ 30	Blood, powdered 35 @ 40	Calamus 35 @ 60	Elecampane, powd 25 @ 30	Gentian, powd. 20 @ 30	Ginger, African, powdered 30 @ 35	Ginger, Jamaica 60 @ 65	Ginger, Jamaica, powdered 55 @ 60	Goldenseal, pow. @ 7 50	Ipecac, powd. 3 75 @ 4 00	Licorice, powd. 35 @ 40	Licorice, powder 20 @ 30	Orris, powdered 30 @ 40	Poke, powdered 35 @ 40	Rhubarb, powd. 1 00 @ 1 10	Rosinwood, powd. @ 40	Sarsaparilla, Hond. ground @ 1 00	Sarsaparilla Mexican, ground @ 1 25	Squills 35 @ 40	Squills, powdered 60 @ 70	Tumeric, powd. 17 @ 25	Valerian, powd. @ 75	Seeds	Anise @ 35	Anise, powdered 35 @ 40	Bird, is 13 @ 17	Canary 13 @ 20	Caraway, Po. 30 25 @ 30	Cardamon @ 4 00	Coriander pow. 30 20 @ 25	Dill 12½ @ 20	Fennell 25 @ 40	Flax 09 @ 15	Flax, ground 09 @ 15	Foenugreek pow. 15 @ 25	Hemp @ 1 25	Lobelia, powd. 15 @ 25	Mustard, yellow 20 @ 25	Mustard, black 22 @ 25	Poppy 1 50 @ 1 75	Quince 15 @ 20	Rape 25 @ 35	Sabadilla 25 @ 35	Sunflower 11½ @ 15	Worm, American 30 @ 40	Worm, Levant 4 25 @ 4 50	Paints.	Lead, red dry 15% @ 16¼	Lead, white dry 15% @ 16¼	Lead, white oll. 15% @ 16¼	Ochre, yellow bbl. @	Ochre, yellow less 2½ @	Red Venet'n Am. 3½ @	Red Venet'n Eng. 4 @	Putty 5 @	Whiting, bbl. @ 4¼	L. H. P. Prep. 2 80 @ 3 00	Rogers Prep. 2 80 @ 3 00	Miscellaneous	Acetanalid 47 @ 55	Alum 30 @ 30	Alum, powd. and ground 09 @ 15	Bismuth, Subnitrate 3 02 @ 3 22	Borax xtal or powdered 07 @ 13	Cantharades, po. 1 75 @ 2 25	Calomel 1 93 @ 2 09	Capsicum, pow'd 48 @ 55	Carmine 6 00 @ 6 80	Casia Buds 30 @ 35	Cloves 50 @ 65	Chalk Prepared 14 @ 16	Chloroform 51 @ 60	Chloral Hydrate 1 35 @ 1 85	Cocaine 12 10 @ 12 80	Cocoa Butter 50 @ 75	Corks, list, less 40 @ 50	Copperas 2¼ @ 10	Copperas, Powd. 4 @ 10	Corrosive Sublim 1 53 @ 1 74	Cream Tartar 31 @ 38	Cuttle bone 40 @ 59	Dextrine 6 @ 15	Dover's Powder 3 50 @ 4 00	Emery, All Nos. 10 @ 15	Emery, Powdered 8 @ 10	Epsom Salts, bbl. @	Epsom Salts, less 3½ @ 10	Ergot, powdered @ 1 00	Flake, White 15 @ 30	Formaldehyde, lb. 13 @ 30	Gelatine 90 @ 1 05	Glassware, less 55%.	Glassware, full case 60%.	Glauber Salts, bbl. @ 2¼	Glauber Salts less 04 @ 10	Glue, Brown 11 @ 30	Glue, Brown Grd 15 @ 30	Glue, white 27½ @ 35	Glue, white grd. 25 @ 45	Glycerine 65 @ 75	Hops 6 45 @ 6 90	Iodine 7 35 @ 7 65	Iodoform 20 @ 30	Lead Acetate @ 1 40	Mace, powdered @ 1 45	Menthol 16 00 @ 16 40	Morphine 11 18 @ 11 93	Nux Vomica @ 30	Nux Vomica, pow. 17 @ 25	Pepper black pow. 32 @ 35	Pepper, White 40 @ 45	Pitch, Burgundry 10 @ 15	Quassia 12 @ 15	Quinine 72 @ 1 33	Rochelle Salts 30 @ 35	Saccharine @ 30	Salt Peter 11 @ 22	Selditiz Mixture 30 @ 40	Soap, green 15 @ 30	Soap mott cast. 22¼ @ 25	Soap, white castile case @ 12 50	Soap, white castile less, per bar @ 1 45	Soda Ash 3 @ 10	Soda Bicarbonate 3¼ @ 10	Soda, Sal 02¼ @ 63	Spirits Camphor @ 1 25	Sulphur, roll 3¼ @ 10	Sulphur, Subl. 04 @ 10	Tamarinds 20 @ 25	Tartar Emetic 70 @ 75	Turpentine, Ven. 50 @ 75	Vanilla Ex. pure 1 75 @ 2 25	Vanilla Ex. pure 2 50 @ 3 00	Zinc Sulphate 06 @ 15

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

Some Milk Cheese

DECLINED

Lard Lamb Pork

AMMONIA

Arctic, 16 oz.	2 00
Arctic, 32 oz.	3 25
Quaker, 36, 12 oz. case	8 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 95
Royal, 10c. doz.	95
Royal, 6 oz., doz.	2 70
Royal, 12 oz., doz.	5 20
Royal, 5 lb.	31 20
Rocket, 16 oz., doz.	1 25

BEECH-NUT BRANDS.



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

BLUING



Original	1 40
condensed Pearl	1 40
Crown Capped	1 40
4 doz., 10c ds.	8 85
3 ds. 15c. ds.	1 25

BREAKFAST FOODS

Cracked Wheat, 24-2	3 85
Cream of Wheat, 18s	3 60
Fillsbury's Best Cerl	2 20
Quaker Puffed Rice	5 60
Quaker Puffed Wheat	4 30
Quaker Brfst Biscuit	1 90
Ralston Branios	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
Blueberry's, 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. 1, Sliced	1 40
Peaches, No. 2	2 75
Peaches, No. 2 1/2	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 50
Finnan Haddie, 10 oz.	3 30
Clam Bouillon, 7 oz.	2 50
Chicken Haddie, No. 1	2 75
Fish Flakes, small	1 35
Cod Fish Cake, 10 oz.	1 85
Cove Oysters, 5 oz.	1 90
Lobster, No. 1/4, 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 50
Salmon, Warrens, 1/2s	2 75
Salmon, Red Alaska	3 10
Salmon, Med. Alaska	2 75
Salmon, Pink Alaska	1 75
Sardines, Im., 1/4, ea.	10@28
Sardines, Im., 1/2, ea.	25
Sardines, Cal.	1 65@1 80
Tuna, 1/2, Albocore	95
Tuna, 1/4s, Curtis, doz.	2 20
Tuna, 1/4s, Curtis, doz.	3 50
Tuna, 1s, Curtis, doz.	7 00

CANNED MEAT.

Bacon, Med. Beechnut	2 40
Bacon, Lge Beechnut	4 05
Beef, No. 1, Corned	2 70
Beef, No. 1, Roast	2 70
Beef, No. 2 1/2, Qua. all	1 85

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

Baked Beans

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

CANNED VEGETABLES.

Asparagus.	
No. 1, Green tips	4 60@4 75
No. 2 1/2, Lge. Green	4 50
W. Bean, cut	2 25
W. Beans, 10	8 50@12 00
Gr. Beans, 2s	2 00@3 75
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
Beets, No. 3, cut	1 80
Corn, No. 2, Ex stan	1 65
Corn, No. 2, Fan.	1 80@2 35
Corn, No. 2, Fy. glass	3 25
Corn, No. 10	7 50@16 75
Hominy, No. 3	1 00@1 15
Okra, No. 2, whole	2 00
Okra, No. 2, cut	1 60
Dehydrated Veg. Soup	90
Dehydrated Potatoes, lb.	45
Mushrooms, Hotels	42
Mushrooms, Choice	53
Mushrooms, Sur Extra	70
Peas, No. 2, E. J.	1 50@1 60
Peas, No. 2, Sift.	1 85
June	1 85
Peas, No. 2, Ex. Sift.	3 25
Peas, Ex. Fine, French	25
Pumpkin, No. 3	1 35@1 50
Pumpkin, No. 10	4 50@5 60
Pimentos, 1/4, each	12@14
Pimentos, 1/2, each	27
Sw't Potatoes, No. 2 1/2	1 40
Sauerkraut, No. 3	1 40@1 50
Sauerkraut, No. 2	1 65@2 50
Sauerkraut, No. 2, glass	2 30
Spinach, No. 1	1 25
Spinach, No. 2	1 60@1 90
Spinach, No. 3	2 10@2 50
Spinach, No. 10	6 00@7 00
Tomatoes, No. 2	1 40@1 60
Tomatoes, No. 3	2 00@2 25
Tomatoes, No. 2, glass	2 60
Tomatoes, No. 10	7 50

CATSUP.

B-nut, Small	3 70
Lily Valley, 14 oz.	3 60
Lily of Valley, 1/2 pint	1 75
Paramount, 24, 8s	1 45
Paramount, 24, 16s	2 40
Paramount, 6, 10s	10 00
Sniders, 8 oz.	1 95
Sniders, 16 oz.	2 35
Quaker, 10 1/2 oz.	1 40
Quaker, 14 oz.	2 25
Quaker, Gallon Glass	12 50

CHILI SAUCE

Snider, 16 oz.	3 50
Snider, 8 oz.	2 50
Lily Valley, 8 oz.	2 10
Lily 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
Camembert, small tins	2 25
Wisconsin New	25 1/2
Longhorn	28
Michigan Full Cream	28
New York Full Cream	30
Sap Sago	42

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

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

COCOA.	
Bunte, 1/4s	43
Bunte, 1/2 lb.	35
Bunte, lb.	32
Droste's Dutch, 1 lb.	8 50
Droste's Dutch, 1/2 lb.	4 50
Droste's Dutch, 1/4 lb.	2 35
Hersheys, 1/4s	33
Hersheys, 1/2s	28
Huyler	36
Lowney, 1/4s	40
Lowney, 1/2s	40
Lowney, 5 lb. cans	31
Runkles, 1/4s	32
Runkles, 1/2s	36
Van Houten, 1/4s	75
Van Houten, 1/2s	75

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

CLOTHES LINE.	
Hemp, 50 ft.	2 25
Twisted Cotton, 50 ft.	1 75
Bradded, 50 ft.	2 75
Sash Cord	4 25

HUME GROCER CO.
ROASTERS
MUSKEGON, MICH.

COFFEE ROASTED	
Bulk	
Rio	28
Santos	34@36
Maracaibo	37
Guatemala	38 1/2
Java and Mocha	47
Bogota	39 1/2
Peaberry	36
McLaughlin's Kept-Fresh Vacuum packed. Always fresh. Complete line of high-grade bulk coffees. W. F. McLaughlin & Co., Chicago	

CONDENSED MILK	
Leader, 4 doz.	6 75
Eagle, 4 doz.	9 00

MILK COMPOUND	
Hebe, Tall, 4 doz.	4 50
Hebe, Baby, 8 doz.	4 40
Carolene, Tall, 4 doz.	3 80
Carolene, Baby	3 60

JELLY AND PRESERVES
Jelly-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, 1 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
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. boxes 5 50
Red Diamond, 144 bx 6 00

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

MOLASSES.



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

New Orleans
Fancy Open Kettle 74
Choice 62
Fair 41
Half barrels 5c extra
Molasses in Cans.
Dove, 36, 2 lb. Wh. L. 5 60
Dove, 24, 2 1/2 lb. Wh. L. 5 20
Dove, 36, 2 lb. Black 4 70
Dove, 24, 2 1/2 lb. Black 3 90
Dove, 6, 10 lb. Blue L 4 45
Palmetto, 24, 2 1/2 lb. 5 15

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

Shelled.
Almonds 72
Peanuts, Spanish, 125 lb. bags 13
Filberts 32
Pecans 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

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 19
60 lb. tubs advance 1/4
50 lb. tubs advance 1/4
20 lb. pails advance 3/4
10 lb. pails advance 7/8
5 lb. pails advance 1
3 lb. pails advance 1
Compound tierces 13 1/2
Compound, tubs 14

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 sets @34
California Hams @18
Picnic Boiled
Hams 30 @32
Boiled Hams 45 @47
Minced Hams 14 @17
Bacon 30 @39

Beef
Boneless, rump 18 00@22 00
Rump, new 18 00@22 00
Mince Meat.
Condensed No. 1 car. 2 00
Condensed Bakers brick 31
Moist in glass 8 00
Pig's Feet
Cooked in Vinegar
1/4 bbls. 1 55
1/2 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
3/8 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@8
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 40
Sacks, 90 lb. Cotton 3 50

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
Middle 16
Tablets, 1 lb. Pure 19 1/2
Tablets, 1/2 lb. Pure. 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
3 lb. pails 1 40
Cut Lunch 45
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 50
Dri-Foot, doz. 2 00
Bixbys, Doz. 1 35
Shinola, doz. 90

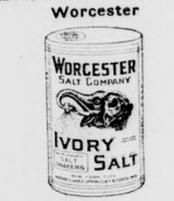
STOVE POLISH.
Blackine, per doz. 1 35
Black Silk Liquid, dz. 1 40
Black Silk Paste, doz. 1 25
Enamaline Paste, doz. 1 35
Enamaline Liquid, dz. 1 35
E Z Liquid, per doz. 1 40
Radium, per doz. 1 85
Rising Sun, per doz. 1 35
654 Stove Enamel, dz. 2 50
Vulcanol, No. 5, doz. 95
Vulcanol, No. 10, doz. 1 35
Stovoll, per doz. 3 00

SALT.
Colonial, 24, 2 lb. 90
Colonial, Iodized, 24-2 4c
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
Block, 50 lb. bbl 4 50
Baker Salt, 250 lb. bbl. 4 10
100, 3 lb. Table 6 97
60, 5 lb. Table 5 57
30, 10 lb. Table 5 30
28 lb. bags, Table 40
Colonial Iodine Salt 2 40



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



Bbls. 30-10 sks. 5 40
Bbls. 60-5 sks. 5 55
Bbls. 120-2 1/2 sks. 6 05
100-3 lb. sks. 6 05
Bbls. 280 lb. bulk:
A-Butter 4 20
AA-Butter 4 20
Plain 50 lb. blks. 4 45
No. 1 Medium, Bbl. 4 47
Tecumseh, 70 lb. farm sks. 8 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 76
Bags 50 lb. Cloth dairy 76
Rock "C" 100 lb. sack 80

SOAP
Am. Family, 100 box 6 30
Export 120 box 4 90
Big Four White, 100 box 3 75
Flake White, 100 box 4 25
Fels Naphth., 100 box 5 60
Grdma White Na, 100s 4 10
Rub No More White Naphth., 100 box 4 00
Rub-No-More, yellow 5 00
Swift Classic, 100 box 4 40
20 Mule Borax, 100 bx 7 55
Wool, 100 box 6 50
Fairy, 100 box 5 75
Jap Rose, 100 box 7 85
Palm Olive, 144 box 11 00
Lava, 100 box 4 90
Octagon 6 20
Cummo, 100 box 4 85
Sweetheart, 100 box 5 70
Grandpa Tar, 50 sm. 2 00
Grandpa Tar, 50 lge. 3 45
Quaker Hardwater
Cocoa, 72s, box 2 70
Fairbank Tar, 100 bx 4 00
Trilby Soap, 100, 19c, 10 cakes free 8 00
Williams Barber Bar. 9s 50
Williams Mug, per doz. 48

CLEANSERS
Kitchen Klenzer
Washing Powders.
Bon Ami Pd. 3 dz. bx 3 75
Bon Ami Cake, 3 dz. 3 75
Climaine, 4 doz. 4 20
Grandma, 100, 5c 4 00
Grandma, 24 Large 4 00
Gold Dust, 100s 4 00
Gold Dust, 12 Large 3 20
Golden Rod, 24 4 25
Jinx, 3 doz. 4 50
La France Laun., 4 dz. 3 60
Luster Box, 54 3 75
Miracle C., 12 oz., 1 dz 2 25
Old Dutch Clean. 4 dz 3 40

Queen Ann, 60 oz. 2 40
Kinsol, 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 80
Snowboy, 24 Large 7 20
Speedee, 3 doz. 4 00
Sunbrite, 72 doz. 4 00
Wyandotte, 48 4 75

SPICES.
Whole Spices.
Allspice, Jamaica @15
Cloves, Zanzibar @36
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 @1 15
Nutmegs @75
Pepper, Black @22
Pepper, White @34
Pepper, Cayenne @32
Paprika, Spanish @42

Seasoning
Chili Powder, 15c 1 35
Celery Salt, 3 oz. 95
Sage, 2 oz. 90
Onion Salt 1 35
Garlic 1 35
Ponety, 3 1/2 oz. 3 25
Kitchen Bouquet 4 50
Laurel Leaves 20
Marjoram, 1 oz. 90
Savory, 1 oz. 90
Thyme, 1 oz. 90
Tumeric, 2 1/2 oz. 90

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 ls 11 1/4
Elastic, 64 pkgs. 5 00
Tiger, 48-1 3 50
Tiger, 50 lbs. 05 1/2

CORN SYRUP.
Penick Golden 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

Penick Golden 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

Crystalline 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

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
Fancy 54@62
No. 1 Nibbs 56
1 lb. pkg. Sifting 11

Gunpowder
Choice 32
Fancy 42
Ceylon
Pekoe, medium 65

English Breakfast
Congou, Medium 28
Congou, Choice 35@38
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, 80 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

WOODENWARE
Baskets
Bushels, narrow band, wire handles 1 75
Bushels, narrow band, wood handles 1 80
Market, drop handle 85
Market, single handle 90
Market, extra 1 50
Splint, large 8 50
Splint, medium 7 50
Splint, small 6 50

Churns.
Barrel, 5 gal., each 2 40
Barrel, 10 gal., each 2 55
3 to 6 gal., per gal. 16

Egg Cases
No. 1, Star Carrier 5 00
No. 2, Star Carrier 10 00
No. 1, Star Egg Trays 6 25
No. 2, Star Egg Trays 12 50

Mop Sticks
Trojan spring 2 00
Eclipse patent spring 2 00
No. 2, pat. brush hold 2 00
Ideal No. 7 1 50
12 oz. Cot. Mop Heads 2 55
16 oz. Ct. Mop Heads 3 00

Pails
10 qt. Galvanized 2 50
12 qt. Galvanized 2 75
14 qt. Galvanized 3 00
12 qt. Flaring Gal. Ir. 5 00
10 qt. Tin Dairy 4 50
16 oz. Ct. Mop Heads 3 20

Traps
Mouse, Wood, 4 holes 60
Mouse, wood, 6 holes 65
Mouse, tin, 5 holes 65
Rat, wood 1 00
Rat, spring 1 00
Mouse, spring 30

Tubs
Large Galvanized 9 00
Medium Galvanized 8 00
Small Galvanized 7 00

Washboards
Banner, Globe 5 75
Brass, single 6 00
Glass, single 6 00
Single Peerless 8 50
Double Peerless 7 50
Northern Queen 5 50
Universal 7 25

Window Cleaners
12 in. 1 65
14 in. 1 85
16 in. 2 30
Wood Bowls
13 in. Butter 5 00
15 in. Butter 9 00
17 in. Butter 13 00
19 in. Butter 25 00

WRAPPING PAPER
Fibre, Manila, white. 05 1/2
No. 1 Fibre 08
Butchers Manila 06
Kraft 08
Kraft Stripe 09 1/2
YEAST CAKE
Magic, 3 doz. 2 70
Sunlight, 3 doz. 2 70
Sunlight, 1 1/2 doz. 1 35
Yeast Foam, 3 doz. 2 70
Yeast Foam, 1 1/2 doz. 1 35
YEAST-COMPRESSED
Fleischmann, per dos. 36

Proceedings of Grand Rapids Bankruptcy Court.

Grand Rapids, June 9.—In the matter of John A. Meulenbergh, doing business as Meulenbergh Sheet Metal & Roofing Works, Bankrupt No. 2711, the first meeting has been called for June 23.

June 9. On this day also was held the first meeting of creditors in the matter of Mid-Lakes Paper Co., Bankrupt No. 2676. The bankrupt was present by its president and by Gore & Harvey, attorneys for the bankrupt. Hilding & Hilding were present for the petitioning creditors. Jackson, Fitzgerald & Daim were present for the bondholders. Several creditors were present in person. Claims were proved and allowed. Mr. Fairchild, the president of the corporation was sworn and examined with a reporter. Glenn H. Downs was elected trustee and the amount of his bond placed at \$2,000. The sale of the encumbered property by the receiver for \$63,000 was ratified and confirmed by those present. The first meeting was then adjourned without date.

June 9. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Steve E. Bellgraph, Bankrupt No. 2712. The bankrupt is a resident of the village of Coopersville and is a telegrapher by occupation. The matter has been referred to Charles B. Blair as referee in bankruptcy. The schedules filed list assets of \$200, all of which is claimed as exempt to the bankrupt, with liabilities of \$531.95. The court has written for funds for the first meeting, and upon receipt of the same the first meeting of creditors will be called and note of the same will be given here. A list of the creditors of the bankrupt is as follows: Stevensville State Bank, Stevensville — \$300.00 National Clothing Co., Grand Rapids — 14.95 T. C. Houghtaling, Birmingham — 17.00

In the matter of Bridge Street Furniture & Stove Co., Bankrupt No. 2687, the trustee has filed in court his report of the receipt of an offer for the assets of \$600, from D. H. Hunter, of Rockford. The property is inventoried at \$1,568.70 and consists of stoves, furniture, rugs, etc., of a retail furniture store at Grand Rapids. The sale has been called for June 22. An inventory is at the office of the referee in bankruptcy at Grand Rapids and also in the hands of William Van Sluyters, trustee, Michigan Trust building. The sale will be held at the referee's office. All interested should be present at the time and place named.

In the matter of John D. Martin Furniture Co., Bankrupt No. 2608, the trustee has filed in court his report of the receipt of offers from D. H. Hunter of \$300 for the stock of merchandise and an offer of \$100 for the office fixtures. The former is appraised at \$1,055.93 and the latter at \$390.25. The date fixed for sale is June 22. The sale will be held at the office of the referee in Grand Rapids. The property consists of the stock in trade and office furniture of a furniture sales organization. An inventory is in the hands of C. C. Nevers, trustee, Keeler building, and at the office of the referee.

June 9. On this day was held the adjourned first meeting of creditors in the matter of International Vinegar Co., Bankrupt No. 2662. The bankrupt was present by M. Thos. Ward, Charles Weny, Frank Hill's, all officers of the company. Wicks, Fuller & Starr were present. Corwin & Norcross were present for petitioning creditors. The trustee was present in person and by attorneys, Norris, McPherson, Harrington & Waer. Mr. Ward, Hills, Larter and Boyland were each sworn and examined before a reporter. The meeting was then adjourned to June 23.

June 12. On this day were received the order of reference, adjudication and appointment of receiver in the matter of Walter F. Forbes, Charles D. Hille and Acme Electric Store, Bankrupt No. 2699. The matter is involuntary and schedules have been ordered. A custodian is in charge of the property. The bankrupts are residents of the city of Niles and have operated an electrical store at such city. When the schedules are filed a first meeting will be called, the date given and a list of the creditors of the bankrupts listed here.

In the matter of Steve E. Bellgraph, Bankrupt No. 2712, the funds for the first meeting have been received and such meeting has been called for June 26.

In the matter of Heman Van Wormer, Bankrupt No. 2705, the funds for the first meeting have been received and such meeting has been called for June 26.

June 15. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Nicholas Hertel, Bankrupt No. 2713. 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 plumber by occupation. The schedules show assets of \$653.35, of which \$500 is claimed as exempt to the bankrupt, with liabilities of \$2,254.38. The court has written for funds for 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:

Table listing creditors and amounts: A. J. Pierce, Grand Rapids \$250.00; Richards Mfg. Co., Grand Rapids 478.94; Crane Co., Grand Rapids 382.75; Standard Builders Supply Co., Grand Rapids 250.00

Table listing creditors and amounts: Ferguson Supply Co., Grand Rapids 43.25; Ever Hot Heater Co., Detroit 48.90; Boer Miskit Fuel Co., Grand Rapids 63.50; A. Miskit Fuel Co., Grand Rapids 63.00; Blatz Brewing Co., Grand Rapids 45.00; Hayden Supply Co., Grand Rapids 13.50; Baher Specialty Co., Logansport, Ind. 195.00; Humphrey Heater Co., Kalamazoo 209.00; Piatt Water Heater Co., Lansing unknown; Sexaner Mfg. Co., New York City 27.64; Ross Mfg. Co., Kansas City, Mo. 13.50; Best Mfg. Co., Detroit 117.61; Burton Heights Fuel Co., Grand Rapids 60.00; Ever Ready Gas Heater Valve Co., Detroit 39.71; Rex Brass Co., Cleveland 27.08; Murray W. Sales, Detroit 85.00; Guarantee Bond & Mtg. Co., Grand Rapids 50.00; Fairbanks Morse Co., Chicago 50.00

On this day also were received the schedules, order of reference and adjudication in the matter of Chris Supriks, Bankrupt No. 2714. The matter has been referred to Charles B. Blair, as referee in bankruptcy. The bankrupt is a resident of the city of Muskegon and has conducted a fruit and vegetable store at such city. The schedules show assets of \$821.35, of which the bankrupt claims \$250 as exempt, with liabilities of \$3,136.07. The court has appointed a custodian of the property and written for funds 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:

Table listing creditors and amounts: Harry Supriks, Muskegon \$180.00; Alpha Creamery Co., Muskegon 135.22; Val Blatz Brewing Co., Muskegon 57.57; C. K. & C. Importing Co., Chicago 34.91; Ellis Bros. Co., Grand Rapids 156.82; Francis Jiroch, Muskegon 105.00; G. H. P. Cigar Co., Detroit 11.86; D. M. Ferry Seed Co., Detroit 57.50; C. W. Mills Paper Co., Grand Rapids 25.00; Hasper Biscuit Co., Muskegon 8.00; H. J. Heinz Co., Detroit 36.83; Sperous Manusopulos, Chicago 31.00; Levy & Sons, Muskegon 50.00; Kent Storage Co., Grand Rapids 84.00; Muskegon Candy Corp., Muskegon 85.29; Muskegon Bottling Co., Muskegon 20.75; National Biscuit Co., Grand Rapids 30.91; Peoples Milling Co., Muskegon 12.30; L. H. Fink Cigar Co., Muskegon 19.00; T. Schillaci & Co., Muskegon 170.00; Warner Fruit Co., Muskegon 135.00; White Front Grocery, Muskegon 24.00; Thomas J. Wells Co., Chicago 26.30; Witt & Van Andel, Muskegon 130.82; Radio Cigar Co., Muskegon 7.75; Teller Coffee Co., Grand Rapids 45.00; Consumers Power Co., Muskegon 6.8; Muskegon Traction & Ltg. Co., Muskegon 1.26; Proctor & Gamble Dist. Co., Detroit 67.95; Cujinfus & Panopolis, Detroit 135.25; Holsum Bread Co., Muskegon 60.00; Michigan Bread Co., Muskegon 34.00; Hackley National Bank, Muskegon 50.00; Nick Buris, Muskegon 300.00; Moulton Grocer Co., Muskegon 164.00; John R. Hilt Co., Muskegon 375.00; Woolson Spice Co., Toledo 14.40; United Home Telephone Co., Muskegon 16.00

June 15. On this day were received the schedules, order of reference and adjudication in bankruptcy in the matter of Louis J. Drieberg, Bankrupt No. 2711. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids and is a salesman by occupation. The schedules list assets of \$27.00, and claim all exempt, with liabilities of \$2,587. 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. The bankrupt has only one creditor who holds a judgment in the sum of \$2,587.

On this day also were received the schedules, order of reference and adjudication in bankruptcy in the matter of John Czuk, Bankrupt No. 2716. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of the city of Kalamazoo and is a laborer. The schedules set forth assets of \$650, of which \$200 is claimed as exempt to the bankrupt, with liabilities of \$3,902.68. The court has written for funds for the first meeting, and upon receipt of the same the first meeting will be called, and note of the same made here. A list of the creditors of the bankrupt is as follows:

Table listing creditors and amounts: May Harrington, Kalamazoo \$2,500.00; Carl Bovee, Kalamazoo 210.00; Mike Wijdyla, Kalamazoo 130.99; Nusbaum Motor Co., Kalamazoo 47.60; Borgiss Hospital, Kalamazoo 21.60; Dr. R. U. Adams, Kalamazoo 55.00; Bauman Motor Sales Co., Kalamazoo 163.00; Sausman Electric Co., Kalamazoo 15.00; First National Bank, Kalamazoo 50.00; Smith & Eaton Battery Shop, Kalamazoo 11.00; Kal Glass Co., Kalamazoo 12.65; Kelley Radiator Co., Kalamazoo 15.00; Geo. Gould, Paw Paw 150.00; Dr. Snyder, Kalamazoo 10.00; Lynite Spark Plug Co., Chicago 6.00; Jacob Dalm, Kalamazoo 3.00; Parr Paint Shop, Kalamazoo 6.00; Sprague Hardware Co., Kalamazoo 14.00

On this day also was held the first meeting of creditors in the matter of Carroll Walker, Bankrupt No. 2706. The bankrupt was present in person. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined with-

out a reporter. No trustee was appointed for the present. The first meeting of creditors was then adjourned without date. The case will be closed and returned to the district court if certain stock being investigated is of no value. If value is found in the stock a trustee will later be appointed to administer the same.

On this day also was held the adjourned first meeting of creditors in the matter of Benjamin Nykerk, Bankrupt No. 2697. The bankrupt was not present or represented. No others were present. One claim was proved and allowed. No trustee was appointed. The first meeting was then adjourned without date and the case closed and returned to the district court as a no-asset case.

Bragging often precedes begging.

Too Modest.

A youth, just graduated from engineering school entered the office of the manager of a large map-making company. After finding his responses not wholly satisfactory, the manager asked: "What salary do you expect?"

The young man answered: "I fear I could not accept less than five thousand dollars a year, to begin."

Back flashed the manager: "I'm looking for a ten-thousand dollar a year man—Good-day, Sir."

Advertisement for Post Toasties Double Thick Corn Flakes. Includes text: 'Post Toasties advertising gives definite reasons for buying. Daily, people who were never convinced before, buy Post Toasties. A greater Corn Flakes business!' and 'POSTUM CEREAL COMPANY, Inc. Battle Creek, Michigan'. Also features an image of the product box and a list of Post Health Products.

Advertisement for RAMONA The Home of Good Shows. Features Keith's New York Vaudeville, Daily Matinee 3 p. m.; Night 8:30 — Popular Prices. LEW HEARN & COMPANY in 'THE GENTLEMEN OF THE EVENING' with Ethel Gray and William H. Elliott. HARRY BREEN The Rapid-fire Song Writer. COMEDY ANIMAL CIRCUS with Miss Happy Harrison's 'Dynamite'. SANSTEL and LEONHART featuring JOE REGAN, ALBERTA CURTISS, and RAMONAGRAPH. SEYMOUR and JEANETTE featuring MISS JEANETTE, Vaudeville's Only Colored Male Impersonator. LES GLADDONS Graceful Motions and Endurance. FOR RESERVED SEATS call Dial 22496 or tickets may be procured at Peck's Drug Store or the Pantlin Style Shop.

The World Court Again to the Fore.

Grandville, June 16—The widow of the late Senator Medill McCormick has taken up the gantlet in opposition to the ratification by this Nation of the world court protocol.

The late Senator McCormick was one of the "irreconcilables" who saw only ill to come if this country entered European affairs through this court, and it behooves the people to make a note of these things and determine what is best for the country.

The court is expected to come up for final action in December when Congress reassembles to do business for the Nation.

This is an inheritance from the Harding administration and was a compromise by which the United States might be brought into closer contact with old world affairs without entering the League of Nations.

This world court, so loudly heralded as the acme of legislation where this country is concerned, is in reality a long step in the wrong direction for our country to take.

Those who have the best interests of America at heart do not see eye to eye with those who are secretly working to bring about the ideas that are embodied in this protocol, and, like Mrs. McCormick, are anxious to see the whole matter sifted before the public eye and not hidden in secret committee.

Strange as it may appear, a two-thirds majority necessary for the ratification of the court seems at present assured. Because of this, the lady in question—following out the wishes of her illustrious husband as well as her own—has determined to let the public in on the schemes of those who stood fast for America's entry into the League of Nations, which an aroused public sentiment sat down upon in a presidential election.

A majority of the American people, one of millions, voted to squelch any attempt to embroil this country in Europe's quarrels through joining the League of Nations. To-day that is as much an issue as it was in the days of Harding and Wilson.

It is to be hoped that those senators who are in agreement on the inadvisability of joining the court will come out with an early defi to the league manipulators and stand with Mrs. McCormick for America as against foreign entanglements of whatever nature.

The world court has been endorsed by some very able Americans. Nevertheless, that court is not for America and when the people come to understand the full meaning of becoming a partner in European affairs which in no iota concerns us, they will as surely discard the idea of joining anything of the kind.

Now that women have the franchise—have, in fact, entered politics—it is time for them to make a showing as to where they stand on this most important question which is before the American people for settlement.

Women are natural advocates of peace. War has a hideous visage to the mothers of the land, and if ever there was an opportunity offered for them to strike hands for lasting peace and against more wars, it is now when this world court comes up for settlement.

Equal with man, woman can sign her stand on this question, and by her influence aid in urging on U. S. senators a policy of non interference with the affairs of Europe.

Here is an opportunity offered our peace advocates to show how honest they are in promoting peace and quietude for the United States. Becoming a member of the world court will place this country on the same footing as European nationalities, and hold them to bargains which may comprise the very honor of this country. Nothing we could do would be so likely to lead to war as becoming a member of the world court.

It is a timely work that Mrs. McCormick has entered upon. She has started the agitation none too soon. It should be the aim of every good citizen to do what he or she can to induce our Congress to vote right when this question of joining the world court comes up next December. Let no American be found asleep at the switch.

The time for action is now. It may seem incredible that anybody who opposed our joining the League of Nations should now be advocating a partnership with that other foreign league, not one whit less dangerous to American peace and prosperity.

It is unfortunate that the present administration has, in a way, appeared to acquiesce in this move to make the United States one of the members of the world court. Doubtless there will be no authoritative statement from the President on this question, since there has of late been nothing to call it out.

Whatever the administration may decide upon, and in most particulars it has the hearty co-operation of a large majority of our people, this one question is up for the people to speak their minds upon, and they are going to do it in no unmistakable manner if given a chance.

If Senator McCormick were alive to-day he would be campaigning the country from one end to the other in the hope of arousing opinion in opposition to the world court. His widow is a pleasing speaker and, understanding her late husband's antipathy to all foreign entanglements, which coincide with her own, she is destined to make an impression which will carry far in establishing a strong opposition to the court.

Convincing Retail Grocery Advertisement.

The Leonard Grocery at Sidney, Neb., recently ran a unique advertisement to impress on its customers the value of a service store. Here it is:

Telephone—You could throw out the telephone and walk over to the neighbors and chat with them, but you're not going to do it.

Lights—You could take out the electric lights and get along with the oil lamp as you did but I don't think you will.

Auto—Yes we could get along without them and walk. Probably wouldn't get so far but it would be cheaper.

Radio—We could wait for the dailies for the market and as for the entertainment we could live without it.

The Delivery—Yes, it is one of the modern conveniences and as the telephone, lights, radios, etc., it has come to stay and why shouldn't you use it. You are entitled to all the conveniences of this age.

Our wagon travels all day. We stop at your neighbor's and it is very little expense to stop at your door next.

Our groceries are the best on the market. Compare our prices with the so-called money savers. It is a part of our business to watch the market, hold down the overhead and meet any legitimate competition. We have no baits to get you in. Ours is a cordial invitation to come in and investigate.

Piano Is Too Good.

A piano with quarter tones was demonstrated in Brunswick, Germany, recently, but the verdict of critics was that the human ear is not trained to appreciate such fine divisions of the scale.

NATIONAL DETECTIVE SERVICE CORPORATION

S. G. Eardley, Pres.

Private Investigations carried on by skillful operators. This is the only local concern with membership in the International Secret Service Association.

Day, Citz. 68224 or Bell M800
Nights, Citz. 63081

Headquarters
333-4-5 Houseman Bldg.

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

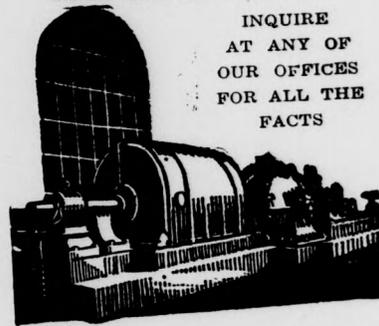
Brick is Everlasting

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

Fieglers

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Package Goods of Paramount Quality and Artistic Design

We buy and sell property of all kinds. Merchandise and Realty. Special sale experts and auctioneers.
Big 4 Merchandise Wreckers
Room 11 Twamley Bldg.
GRAND RAPIDS MICHIGAN

Business Wants Department

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$3 per inch. Payment with order is required, as amounts are too small to open accounts.

For Sale—General stock of merchandise located thirty miles from Grand Rapids. Will inventory about \$5,000. Address No. 951, c/o Michigan Tradesman. 951

For Sale—Grocery stock and fixtures in good live city 3500 population. Good established business. Not run down stock, but clean, up-to-date. Fine location; brick building, cheap rent. Good opening to add general stock with groceries. If you wish to buy or move other business in good live city, here's your chance. Get busy. Reason, other business to look after. Address Box 685, Grand Ledge, Mich. 952

For Sale—Brick block, two story, with or without stock of new and second-hand home furnishings. Address owner, Grant Keiser, 440 Mitchell St., Petoskey, Mich. 953

FOR SALE OR RENT—A one store building, living rooms above. Great opportunity for groceries, meats and confectionery. Has been a money maker for years. Year around business. One of the fastest growing resort towns in Western Michigan. For particulars write Lock Box 14, Baldwin, Michigan. 942

FOR RENT—A modern business room in best business district of town of 10,000 population. Suitable for fancy grocery, shoes, or men's and women's furnishings. Bradley Bros., Wabash, Indiana. 943

FOR SALE—We have in our hands for sale twenty acres of land, and house and store under one roof, which we think one of the best locations on our territory for a country store. The Hillsdale Grocery Co., Hillsdale, Mich. 945

SIGNS—Order your tack up signs by mail. Quick service. Cards 28x22 inches, \$1; 22x14, 75c; smaller cards, 50c; over six words per card, 5c per word extra; 10% discount on orders of \$3 or more. White Letter Sign Co., 1307 South Washington Ave., Royal Oak, Mich. 946

BUTCHER SHOP, slaughter house and ice house; complete; fully equipped; Arctic ice machine in shop. Price reasonable. Write, or see, Oscar Buss, Manchester, Mich. 950

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—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

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. Dickry 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 LEVINSOHN, 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.

Annual Meeting of the Michigan Dry Goods Dealers.

Lansing, June 16—We have nearly completed the program for the convention which will be held at Gratiot Inn, near Port Huron, on June 25 and 26. We believe we have a very symmetrical and well-rounded program. The convention will be addressed by many of our own members, the outsiders being David Humphrey Foster, of Beloit, Wisconsin, who will be a special guest and speaker on the evening of June 25. Mr. Foster will be with us to participate in the round table discussion.

The inspirational address will be given by the Miracle Merchant of Cozad, Nebraska, F. W. Anderson. He is on the program at 11 o'clock June 26. Please be advised that nothing will be left undone by Mr. Sperry at his end of the line to make the convention a "hummer." You have all received his personal letter mailed last week. Bring your wife and the children. There is room for all at the Inn. No one will be obliged to sleep in the garage or on the beach. If the weather is hot, this is the place for you. If the weather is cool, everybody can be made comfortable and happy just the same. Visits to Sarnia should be deferred until after the close of the convention.

The Portland, Oregon, ordinance pertaining to hawkers, peddlers, etc., about which we have heard so much, got a body blow by the United States Supreme Court. This will be a live topic at the convention. John H. Combs, of Toledo, will speak from the standpoint of local ordinances and Hon. C. L. Glasgow, President of the Michigan Retailers' Council, is on the program for a general discussion of the present status of Michigan laws on these subjects. Hon. F. L. Warner, Assistant Attorney General, will also be a guest at the convention and since he is the man who did a lot of this work during the last Legislature and a member of the legal department of the State, his presence will be a decided asset.

I called a few days ago on our friend and former Secretary, Fred Cutler, of Ionia. Had a pleasant chat at his beautiful home on the hill. He is getting anxious to get back in business again. A line from any of the boys will be an inspiration and a help to him.

A letter from George Martin, of Gilmore Bros., Kalamazoo, states that the hot weather has been pulling hard on our director, Charles W. Carpenter. Drop a line and encourage his loyal soul. We wish they both might attend the convention, but it will not be possible this time. Jason E. Hammond, Mgr. Mich. Retail Dry Goods Ass'n.

Mr. Walsh's Ideas on the Coffee Situation.

Grand Rapids, June 17—The writer has read with interest your several articles regarding the coffee situation, published recently in the Michigan Tradesman, and although of the opinion that they have benefited the retailer, insofar as speculation is concerned, still he cannot quite agree with you regarding immediate declines in this market.

The average retail grocer is laboring under the impression that "much discussed coffee market" to-day is like the child's soap bubble—soaring, but liable to burst at any moment. Buyers, wholesalers and retailers were all of the opinion that the last radical advance of from four to six cents per pound was caused by the Santos dock strike. True, this strike did help to advance a market that was about to advance regardless of whether the strike came about or not, but only caused radical advances, instead of a steady gradual advance that, like slow gradual declines, are never feared by sane legitimate operators or roasters. It is a known fact that the decline

which occurred just previous to the present radical advance, was not caused by any change in the statistical position of coffees, but merely a master operation on the part of a certain clique of New York "paper" speculators, who, realizing the nervous state of mind of most everyone connected with the coffee industry, awaited the psychological moment, and then "beared" a market that should have been no more "beared" than "bulled." The result, naturally, when the "smoke" had cleared away, was that the coffee market radically reacted from this artificial decline to approximately the old basis. Now, who benefited by this radical decline and advance? Did the legitimate jobber of green coffees? No. Did the coffee roaster? No. It was the same old story. On the decline the roaster swallowed his market losses and on the advance felt morally obligated to protect his old trade and develop new trade—and the clique sat back and reaped the benefits by false manipulation of an industry sorely abused, and in which it had no interest, but from which it exacted a great amount of interest.

Now, about coffee. True, coffees are too high for the good of anyone connected with coffees; in fact, present coffee levels, economic conditions considered and maintained, will eventually decrease the consumption of the commodity itself through the use of a certain percentage of substitutes, thus hurting the producer—the South and Central American farmer—with the result that the Brazilian banks (which are nothing more than coffee clearing houses, entirely dependent upon the coffee industry for their existence, and furthermore, representative of the Brazilian government itself) will, and in a scientific way if possible, gradually readjust the coffee market to a level that will, in their opinion, keep it in a healthy state. We must always keep in mind, they will never if possible, allow to be killed "the goose that is laying the golden egg." This regardless of whether there is a shortage or surplus of green coffees.

In other words, it is the writer's humble opinion that the coffee market will continue in its present high unsettled condition until the Brazilian operators, by actual figures, are made to realize that present coffee levels are ruining the coffee industry.

P. F. Walsh, Jr.,
Mgr. Coffee Dept. Worden Grocer Co.

The Steady March of Improvement.

Boyer City, June 16—The Pine Lake Golf Club has made some very important improvements on their new course at Heyden's Point. A new water works has been installed and was in operation during the serious drought which dried up everything in this section. The greens are in fine shape and our local golfers are putting in some very pleasant days. The site is most attractive and the weather is inviting. It needs some cultivating. Our own Knights of the Club are so expert that the turf is never disturbed. Possibly some of our Grand Rapids friends would be willing to come up here and help out.

The Boyne City Electric Co. has installed a line from Boyne City to Wildwood and Beverly Heights resort, which was put in commission this week. Our resorter friends like the idea of getting next to nature, but prefer some of the conveniences of the sordid city. We aim to please, even to moving into the wood shed while they sojourn here.

Charles T. McCutcheon.

Retail Bakers Will Organize.

Detroit, June 16—In an effort to solve their individual and collective problems, 250 retail bakers met at the Statler Hotel and formulated plans for an association. The meeting was preceded by a banquet tendered by city bakery supply firms.

Speakers included Mayor John W.

Smith and John M. Hartley, secretary of the National Retail Bakers' association. The mayor emphasized the necessity of organization in all fields of industry and business.

"I am a firm believer in organization," he said. "It is a step in the development of progress and prosperity."

The speaking was followed by the appointment of Edward Britshart as temporary chairman and A. F. Pauly as temporary secretary. The chairman was authorized to appoint a committee to draft a constitution and by-laws for adoption at another meeting in three weeks.

Most Important Move.

Everyone interested in grocers' bags will at once recognize that the matter of standards and the reduction of sizes and styles, referred to last week, constitutes a most important constructive step. For many years grocers' bags, instead of tending to arrive at any standard basis, have been developing in the opposite direction and have reached a very chaotic condition. It was found by the committee which studied this matter that there were variations of as much as 25 per cent. in bags of different manufacture, which, however, purported to be the same size. There has been no generally established standard for the manufacturer to follow and misrepresentation and deception on the part of some manufacturers has attended this situation, with the result that the buyer of bags in many cases has not been able to know whether he was getting what he paid for when he ordered a certain size bag.

After the new standards come into use all this will be changed, for then the buyer will only have to order standard bags and obtain from the seller a guarantee of their standard character. Any manufacturer who uses the emblem designated by the Bureau of Standards on a bag, if the bag is not in accordance with the standards filed with the Bureau, will render himself liable to be proceeded against under the laws relating to unfair trade practice, as well as responsible in damages to the buyer or user for his misrepresentation.

Another very important constructive step taken at this conference was the acceptance of recommendations for the dropping by October 15, 1925, from bags carried in stock of certain sizes and brands which were found to be in very light demand or covered by other sizes. The sizes so eliminated were as follows:

Self-opening style of grocers' bags—1½, 7, 11, 30 and 35-pound sizes.

Square and flat styles of grocers' bags—1½, 11, 30 and 35-pound sizes.

In addition to the foregoing eliminated sizes it was found that there was a large variety of brands made by the various manufacturers duplicating the performance of brands to be retained. This covered 1,580 items of stock sizes to be eliminated in seventy-nine brands, or an elimination of 25.16 per cent.

When It Is Too Late.

You have time enough to call a doctor,

After you are sick;

Time enough to see a dentist,

When your tooth hurts to the quick;

Time enough to find a lawyer,

When you are in doubt;

But it's too late to call an insurance agent,

After you're burned out!

Suggests Revision of the Star-Spangled Banner.

For a long time there has been a general feeling that, while the music of "The Star-Spangled Banner" is most inspiring and highly appropriate for a National anthem, the words are not at all appropriate for such a purpose, particularly in times of peace.

They seem to have been written in the midsts of or prompted by the circumstances of a particular battle, with the author's heart stirred by the confusion, terror and hatred of such an awful experience. Some of the verses are difficult to follow and to memorize under any circumstances, and they do not convey a sentiment which is appropriate for a National song of this kind. Possibly it is the words which have prevented its official recognition as the National anthem.

Some time ago a popular leader of community singing in New York City caused some official discord and newspaper comment by refusing to lead in the singing of "The Star-Spangled Banner" because of the war sentiment which it contains and the general inappropriateness of the words for such a community gathering.

A desire has been expressed that new words might be written or the old ones modified in such a way as to bring them more into keeping with the music, which has always been so popular. These words are therefore submitted for consideration, with the hope that possibly they or some better ones may eventually be used in place of the old ones, so that our National anthem may convey a patriotic sentiment more in harmony with its truly inspiring music.

The words are intended to recall the great fidelity with which our forefathers served amid the hardships of our country's early history, with a reminder of our present obligation to preserve the great blessings which we have been so fortunate as to inherit from those who have gone before. They follow:

Oh, say do you see gently waving in flight,

What so proudly we hail with a joyful devotion?

Just the stars and the stripes on the blue and the white.

But the emblem that stirs every loyal emotion!

Let our cheers fill the air, let our hearts breathe a prayer

For the country we love so exemplified there.

Oh, long may that Star-Spangled Banner still wave

O'er the land of the free and the home of the brave!

Oh, say do you know of the long bitter fight,

Of the struggle, the hardship, the cruel privation?

That our fathers went through—but who stood for the right,

And who finally gave us this wonderful nation?

Oh, the praise that is due to the good men and true,

Who have left us this emblem of Red, White and Blue!

Ah, yes, may that beautiful banner now wave

As the token of freedom, a gift from the brave!

Oh, say, shall we stand as our fathers have stood?

Shall we carry our share of the great obligation

To continue their work, and preserving the good,

Pass along sti'l more good to the next generation?

Yes, we stand for what's just, and we'll fight—if we must,

With this our assurance, "In God is our trust."

Yes, ever, with honor, that banner must wave—

This a prayer to our God—this our plea to the brave!

H. W. Ellis.