

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

EST. 1883

Forty-^{THIRD}~~SECOND~~ Year

GRAND RAPIDS, WEDNESDAY, AUGUST 5, 1925

Number 2185

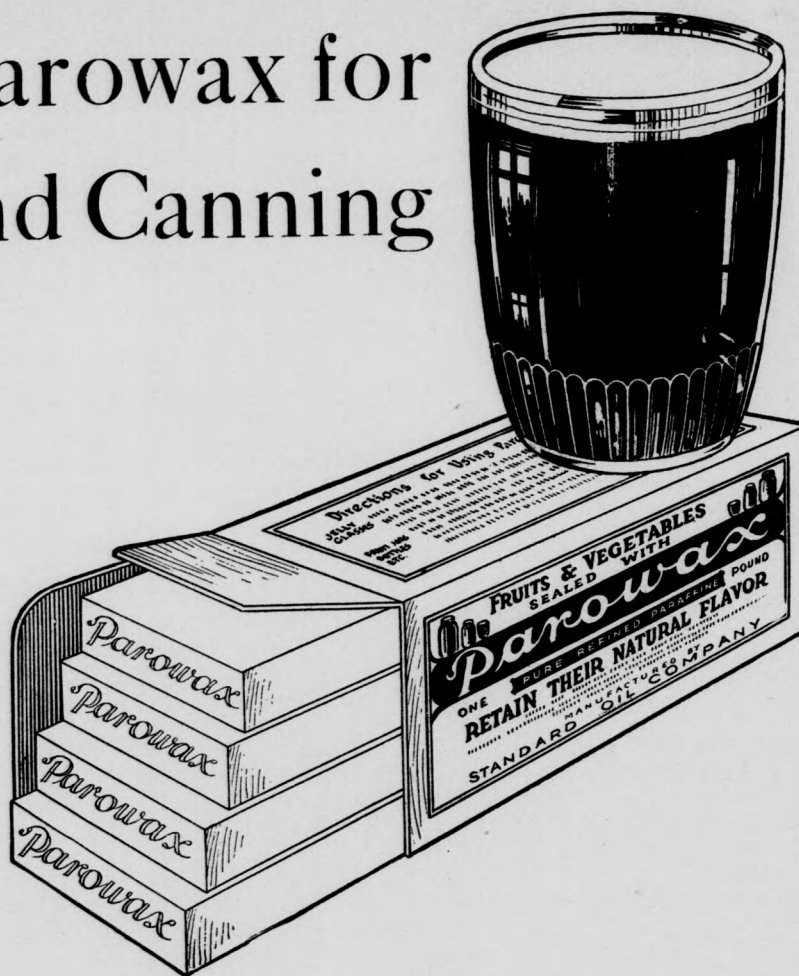
S U C C E S S

It's doing your job the best you can,
And being just to your fellow-man;
It's making money, but holding friends,
And staying true to your aims and ends;
It's figuring how and learning why,
And looking forward and thinking high,
And dreaming a little and doing much;
It's keeping always in closest touch
With what is finest in word and deed;
It's being thorough, yet making speed;
It's daring blithely the field of chance,
While making labor a brave romance;
It's going onward despite defeat
And fighting staunchly, but keeping sweet;
It's being clean, and it's playing fair;
It's laughing lightly at Dame Despair;
It's looking up at the stars above,
And drinking deeply of life and love;
It's struggling on with the will to win,
But taking loss with a cheerful grin;
It's sharing sorrow, and work, and mirth,
And making better this good old earth;
It's serving, striving through strain and stress,
It's doing your noblest—that's Success.

Sell Them Parowax for Preserving and Canning



There's a ready market now for Parowax--a necessity for every housewife during the canning season.



NOW is the time of the year when housewives busy themselves with preserving the abundance of fruits and vegetables for use during the winter months.

Your customers will be asking for a sealing wax to make air-tight the preserve containers. Sell them Parowax.

Parowax seals glasses and jars tight. It forms an air-tight, mold-proof seal which holds in the fresh, tasty flavor of jams, jellies and preserves, and prevents any deterioration.

The cleanliness and purity of Parowax—together with the ease with which it is used—makes it the first choice of the housewife.

Standard Oil Company

(INDIANA)

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Every dealer should carry a supply of Parowax on hand during the canning season. Parowax may be secured promptly from our nearest branch.



An attractive two-colored display carton is packed in every case of Parowax. It is an effective sales stimulant.



GRAND RAPIDS
PUBLIC LIBRARY

MICHIGAN TRADESMAN

Forty-^{THIRD} Year

GRAND RAPIDS, WEDNESDAY, AUGUST 5, 1925

Number 2185

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
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Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly
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Canadian subscription, \$4.04 per year,
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Sample copies 10 cents each.

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

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

WHO PAYS WAGES?

Wages are the price which is paid for our product. You and I and the other fellow deliver a certain amount of effort for which we receive a certain amount of pay.

We are not paid for putting in our time. We are paid for what we do during the time we put in. We are paid for what we produce.

If we are paid for more than we produce, then somebody must be getting less than he pays us for. For a certain amount of production, we are paid a certain amount of wages.

Wages are not paid for our services. They are paid for the product we produce by our services, and we all know that wages are paid us by—the employer.

Where does our employer get the money to pay our wages? He pays our wages out of the money he gets for what he delivers. What does the employer deliver? He delivers the product of the business, which is largely the product of our services. If the employer cannot sell the product of our service for enough to pay our wages and all other expenses he loses. Every employer who keeps losing is forced out of business.

Who buys the product of our services from our employer and pays him the money which he must have to continue to pay our wages. Of course we all know it is—the customer.

Who is the customer who pays his money to our employer for the product of our services, so that the employer can pay our wages?

Who buys all the boots and pays for them with money which pays the shoe merchants, the workers in shoe stores, leather warehouses, tanneries, tanbark owners and cattle ranches?

Who buys all the clothes with money which pays wages to those who work for clothing stores, garment factories, textile mills, cotton plantations, sheep

ranches and every industry that produces wool or cotton?

Who buys the tables, hats, socks, newspapers, carpets, kettles, churns, bread, scissors, toothpicks, tobacco, mops, watches, fish hooks and fire-crackers with money which pays the wages for making all these things?

Who buys all things that railroads carry and pays all the money that pays all the wages of all the railroad workers?

Who is the customer from whom the money comes. The man who really pays wages is you and I and the other fellow.

Every man's wages is some other man's cost of living.

While the 6,000,000 armed men of Europe conclusively show that men are not yet willing to beat their swords into plowshares, there are indications now and then that some of the horrors of war are being turned into the blessings of peace. An incident in illustration occurred yesterday when Lieutenant Colonel Gilchrist of the United States Army put forty-nine patients suffering from influenza into a cage, turned on a modified chlorine gas and effected cures within an hour. Nothing was more horrible during the great war than the introduction of chlorine gas, and nothing redounds to the credit of the army officers more than their seizing this deadly gas and forcing it to serve mankind. Up to the present everything written about the war has treated of its devastation and its horrors. An interesting book might be written on the unexpected benefits that also resulted. Foremost among these things will be this cure for influenza, making impossible the epidemics that a quarter of a century ago appeared suddenly and swept over the country. These epidemics were accepted then as things to be endured stoically. It remained for men bent on destroying life to produce means for saving life, recalling the first line of Cowper's poem of "Light Shining Out of Darkness."

The home base of the American navy dirigibles is not at Lakehurst, N. J., where an expensive group of shops, barracks and great ship sheds has been erected. The base is to be abandoned. A new one will be built on the Pacific Coast. This is to be done by order of the Secretary of the Navy, who hails from that coast and who bestowed the name of his home city—Los Angeles—on our German-built dirigible. The Los Angeles, with the Shenandoah, will now go to another Southern California city. At San Diego, not so far from Los Angeles, further great sums will be expended for a new base. The justly celebrated "climate" seems to be the answer, or is it the excuse? The navy seems to be following the advice of Horace Greeley. It is asking more and

better ships for the Pacific, a bigger and better base at Pearl Harbor, and the battle fleet is now cruising in the South Seas. It has been intimated recently that its future home station would be in the Pacific, and now the dirigibles will wing their way to those shores. There ought to be another base of some kind around somewhere that Secretary Wilbur could move to the Pacific and, the "climate" being what it is, to Southern California.

Every once in a while a cry of injured surprise goes up over the fact that "only two" countries in the world have insisted upon holding out against the metric system. Only two—the United States and Great Britain. Why should they be so recalcitrant? It was asked only the other day at a meeting in Lake Placid of prominent scientists and others. Then the injured parties went off into such irrelevancies as the ease of calculation and computation. One underlying and deeply fundamental fact is usually ignored. The British and American system of weights and measures has buried its roots deep in their industrial systems. It is tied so closely with machinery—which industrialism started—and has been tied up for so long that digging it out appears well nigh impossible. Great Britain and America were first in industrialism, first in machinery and have maintained their lead. Germany is the only metric-system country that has been a competing runner-up, and she came in late. The "only two" countries have fused their inches, pounds and tons in iron and steel. When the industrial system falls we may have to be a metrical world.

President Coolidge, naturally and properly, has turned down all suggestions that he attend the meeting of the Institute of Politics at Williamstown. The President of the United States would be highly out of place at these gatherings, where subjects of the utmost political importance are discussed in a frank and informal manner. The President could not say a word there that would not be magnified to the last ounce that the speculative traffic would bear and immediately interpreted as bearing directly upon the world political situation. He could not even listen to discussions without giving them an artificial importance out of all proportion to their actual significance. Every public utterance of the President is vested with a strict formality. His approval or disapproval of a point at issue—even his indifference to it—has greater bearing upon international affairs than that of any other individual in the world. He must perforce abide by every formality. He would be entirely out of place amid the informality prevailing at the Williamstown discussions.

CANNED FOODS CONDITIONS.

Each week adds to the trouble of canned food distributors in obtaining sufficient supplies of spot stocks of all sorts to take care of their daily requirements. Their own stock sheets show many commodities crossed off, and where they have a surplus it is too small to enable them to offer it on the open market. The general scarcity causes a demand for items which are not usually wanted at this season, as the distributor is out and to fill orders from retailers must canvass the market to get enough to fill his needs. Brands, sizes and grades have to be substituted. Such a situation has developed a strong undertone and causes well maintained quotations, even though buying is mostly in small parcels taken as pickups. Bare floors throughout the wholesale grocery trade are an indication of an active market during the fall when deliveries of new packs begin to come in volume. Futures are generally firm, with California fruits and red Alaska salmon noteworthy examples.

A clerk in the Japanese Naval Stores Bureau recently wrote to an American business man living in Japan offering to sell him some "secret documents," reported to be a complete outline of Japan's plans for naval mobilization in case of war. The American might have bought the papers, perused them and then either turned them over to the American Secret Service or back to the Japanese government. He might have been impelled by a wrong-headed idea of patriotism or by a desire for gain. Instead, he notified the Japanese police and helped them trap the thief and get the documents back. The Japanese appreciated his act. The chief of the Foreign Bureau of the Japanese police observed. "A single deed of this nature will go far toward destroying the diabolical schemes of the propagandists."

Both the Naval oil cases have now been appealed. The Elk Hills case, lost by the Doheny interests in the Federal court at Los Angeles, has been appealed by the defendant. The Government lost in its case against the Sinclair interests in the Teapot Dome trial at Cheyenne; but Federal Judge Kennedy has granted the expected appeal, and both cases have started on their way to the United States Supreme Court, where, in all probability, the final decisions will be given. They were headed in that direction from the beginning. The interests involved on both sides were too great for those suits to stop in the lower courts if any way could be found of carrying them higher. It will be a long time before the country hears the last of Teapot Dome and Elk Hills.

OLD SCHOOL DAYS

Graphically Recorded By an Active Participant.

In a natural and exquisitely beautiful alcove among the pines on Garfield-Fletcher playgrounds the afternoon of July 17, 1925, there was a unique gathering of teachers and former pupils of what for many years has been known as the Seymour Union School, Paris No. 1.

It was a basket picnic affair, with no formal program. There was an attendance of 107, covering the range of years from 1856 to 1925. With the background of pines grown from seed on this historic ground and an outlook upon the swimming pool, the wading pool, the Lodge and the broad expanse of meadow upon which were scattered numerous groups of young people engaged in various forms of diversion with a wonderful skyline made by the row of sugar maples on the North border of the park, a more charming place could not have been chosen for this occasion.

In personality and by written messages most of the families identified with this school were represented.

Paris No. 1 was the first school district organized outside the village which afterward became the city of Grand Rapids and inasmuch as the Guild and Burton farms situated in this district were the first ones taken up from the Government in this vicinity, the organizers of the school were the pioneers of this region. The Guilds, Burtons, Laraways, Greens and Galushas were followed by the Richards, Parsons, Jennings, Barr, Miller, Ballard and Powers families and these in turn were joined by the Scranton, Seymour, Chesebro, Alger, McBain, Hoyt, Winchell, Simonds, Garfield, Vandenberg, Vrieland, Van Hoven, Molesta, Cox, Denison, Maurer, Turner, Morgridge and Pierce households. These and later comers, like the Van Hoesens, Chadwicks and Spears were represented at this reunion and the contributions in historical incidents and anecdotes made by those in attendance and in letters read were of such entrancing interest that darkness came on with many tales untold and many greetings unsaid.

A few of the revelations made may give entertainment to the readers of the Tradesman because of the prominent names involved.

School district controversies are not uncommon and often involve ill feeling that many years will not obliterate or assuage. This was no exception. The old schoolhouse was situated sixty rods East of the center of the district, the corner now described by the intersection of Burton street and Eastern avenue.

There were more children in the Eastern half of the district than in the Western half. The location of the new school house was the bone of contention. The parents of the majority of the children declared the old site should be the location of the new house. The patrons living in the Western area contended for a new site in the geographical center, asserting that in good time they would have enough children to balance the child

population in the Eastern area. Excitement ran high. What is now known as low downward politics was resorted to by both sides, accusations of buying votes and ugly insinuations of bribery permeated the air. Good Christians indulged in language unbecoming to religious professions. This was not unlike that which has been waged for half a century between city and country supervisors on the equalization of assessments and about as senseless. At the adjourned special meeting of the voters at which the question should be decided the sifting of voters by challenge was provocative of ugly recriminations. The West side won by the narrowest margin and the new 40x60 school building was erected on the only available corner at the center. The house was finished and had been occupied one winter when the Garfields arrived to occupy the old Burton homestead. Of course, I was inoculated with the virus of West side dwellers and for many years as a child I looked upon the East side people as a contemptible and lawless bunch—unworthy of social recognition by the high minded Westerners. It took the civil war and the prohibition movement to cure the mental and moral obliquity.

At this reunion the civil war record was recalled when Stephen H. Ballard, Edwin and Birney Hoyt, Oakland Merryfield, George Chesebro, Phil Jewitt, Even Hendershot, the two Morgridge brothers and L. S. Scranton enlisted and developed honorable careers in the service. Two, Chesebro and Merryfield, made the supreme sacrifice.

Among the pioneers there was the greatest diversity in religious belief. Previous to the civil war a census of the school district showed the following denominations represented: Congregational, Presbyterian, Universalist, Roman Catholic, Spiritualist, Adventist, Dutch Reformed, Episcopalian, Methodist, Lutheran, United Brethren and Agnostic.

Still with this wide range of Sectarianism a Sunday school was maintained under the leadership of Mr. and Mrs. Henry Seymour, which was largely attended by children from all these families, attracted largely by the musical leadership of the Seymours. There were three ordained Adventist ministers in the district and one of these who had several children said, "I cannot keep my children from going to the Sunday school, even if it takes me all the balance of the week clearing their minds of the heresies taught them on Sunday." A men's Bible Class was maintained for many years and the controversial element, good naturedly awakened, was the leading feature of the school, but it was the singing that held the elements together.

Several of the earlier teachers in the day school were collegians, and Prof. Strong, for many years the leading educator in Grand Rapids, once remarked that he did not hesitate to take boys and girls from Paris No. 1 directly into high school and they made his best pupils.

Jack Dillenback in 1866, just arriving home after participating in the capture of Jeff. Davis, taught our school for a year. In 1867 I taught the

school with eighty-one pupils enrolled, covering a range from the a, b, c's to algebra and the American constitution. The congestion was so great that the younger pupils were out of doors a great part of the time gathering material for a museum which was constantly drawn upon for lessons in natural history, which relieved the tension.

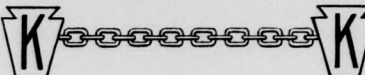
That year it was decided to build an addition to the school house and the district was racked to the snapping point by a controversy over the question of whether the addition should be a second story or an extension on the ground. It was finally decided wisely in favor of the ground floor. The first teachers, after adding the new department, were Charles O. Simonds and Miss Della Foote, the former a brother of Mrs. Fletcher, who was one of the donors of the playgrounds. The latter afterward married Judge Cyrus E. Perkins and was present at this reunion.

Later the limits of the city were shoved South from Hall to Burton streets, taking one-half the district territory into the city which led to the third school district fight as to whether we should unite with the city in the maintenance of the school or move the building to a new geographical center and sever all connection with the section absorbed by the city. After a strenuous campaign the old site was sold, the school house moved five-eighths of a mile South, another room added, a basement and heating plant put in and the first manual training department in a Michigan rural school added to the curriculum.

Among those who sent in messages of greeting to the gathering was Mary Barr Wilson, in North Dakota, who was a niece of Robert Barr, whose violin carried joy to many a gathering in the early days of Grand Rapids. In the letter from Elizabeth Chesebro Evarts, of Detroit, she mentions her Uncle Edward Chesebro, the first principal of the Grand Rapids High School, and her aunt, Mrs. Edward Chesebro, who taught in our district school; also her Uncle George Chesebro, who taught in both the high school and the Seymour school and whose children Jennie and Grant, both became teachers in our district. Elizabeth is remembered by many people in our city as a successful teacher in high school.

Missives were read from Charles K. Seymour and Kittie Seymour Stevens, of Los Angeles. Mrs. Millard Palmer was the only representative of the Seymour family at the gathering. Dr. Sheldon Leavitt will be remembered by the older residents of our city as the son of David Leavitt, a pioneer who at great expense built the stone house still standing at the Northwest corner of Ransom and Lyon. Messages were received from Anna Cox, Morris, Kittie and Henry Cox, children of James Cox, who was a successful teacher of country schools in our county and who was secretary of the Kent County Agricultural Society for many years and known to everybody as a most companionable Irish gentleman. Lucy Wilcox Brown and Thomas L. Brown admitted in rollicking missives that they found each other when Lucy





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SELL BY THE CARTON

taught our school and Tom had vivid recollections of the old "swimmin' hole" in Plaster creek frequented by all the boys of those early days.

Josephine Butler Bouchard, of Texas, wrote of the early days and paid a fine tribute to the beneficent influence of the Seymour family upon the neighborhood.

Among the teachers before the civil war were Esther and Marilla Stiles mother and aunt of Glen and Lee Chamberlain, prominent Grand Rapids business men of to-day; and Ellen McBain Hendershot, sister of William McBain who was long connected with Butterworth & Lowe and the Grand Rapids Plaster Co.

Now that the entire area of our historical school district has been absorbed by the city and its record is completed, this district organization will, aside from good fellowship, address itself to the task of gathering items of historical value and weaving them into a story that shall be placed in the permanent custody of the Ryerson Library.

From these annual gatherings it will be a matter of real interest to note the kind of things that made the deepest impress upon the minds of the children whose first schooling was obtained in this country district, as related by elderly people who enjoy recalling the memories and friendships of childhood.

In a little red book in my possession are recorded the story of the attendance department activities of eighty children who attended my school in 1867. Two or more pages were devoted to each pupil and the story of each was written in fortnightly periods. The volume was kept on the teacher's desk and was known to the entire neighborhood as the red book. It was handed to each visitor who honored the school with a call and was the potent element in the government of the school. To-day elderly people whose names are recorded there take keen enjoyment in reading this record of themselves and their school mates.

It was a perilous undertaking for a boy of eighteen to attempt the guidance of a country school in which he was brought up and where every pupil from those of his own age to the five year olds in the primer class called him by his given name. This I did at \$30 a month to earn money to help me through college. I have nothing but sweet memories of this experience. Not a discourteous word or act was given me during that period and I joyfully make this simple record and crave the indulgence of my good friends who read the columns of the Tradesman.

Charles W. Garfield.

Children's Knit Goods Selling.

Manufacturers of children's and infants' fancy knit goods report that Fall buying is proceeding very satisfactorily. This merchandise, it was pointed out yesterday, has not shared in the depression from which the demand for women's fancy knit goods is suffering. The most popular items for children at present are slip covers, golf coats and four-piece suits of brushed wool. These are composed of cap, sweater, mittens and leggings. The leading color is buff, with Harding blue and cocoa brown next in demand.

Trying to Camouflage a Law.

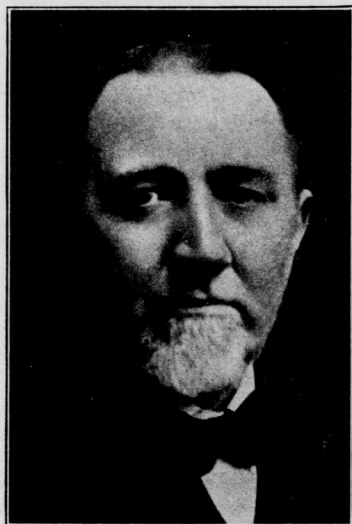
When will retail grocers' organizations learn that it makes quite as much difference what is back of certain local ordinances and other laws as it does what such measures seek to bring about. It never was practical to lift one's self by the bootstraps, nor will plainly restrictive legislation go very far to suppress competition in the interests of any one class of the competitors.

All of which is inspired by the effort of the Denver retail grocers to knock out "rolling grocery stores"—that is, grocery stores on wheels—by an ordinance imposing a tax of \$600 per year on each motor truck or "rolling" store in that city. A similar law is scheduled to come before the Los Angeles City Council at an early date. The Denver City Council passed its license ordinance by unanimous vote, due very largely to the strong sentiments expressed against the house-to-house method of food distribution.

Of course, it is annoying to a grocer, paying taxes and other charges in the form of rent, etc., to see a truck drive up to his door or that of his customer and bring competing goods directly to her, free from the overhead of rent and taxes. But as a matter of fact the peddler is not free from such taxes; truck owners have not only plenty of taxes to pay, but the "overhead" of running a truck is in itself heavy; not to mention uneconomical, for a vehicle standing still so large a part of its time.

However, the trouble with such legislation is that it emanates from such a source, for a motive manifestly insincere. It is a plain effort to suppress one form of public service for the benefit of another and in the long run the courts will not sustain class legislation of that sort. If the tax was smaller—a comparatively few dollars, comparable with the cost of regulating and licensing vehicles, paying a road tax, etc.—it might wash, but in any such sum as to make it prohibitive, the purpose is too palpably evident.

The most priceless thing under the sun is a human soul. We can all own one—our own.



Edsko Hekman, Sr., whose biography appears on page 17.

Quaker Food Products

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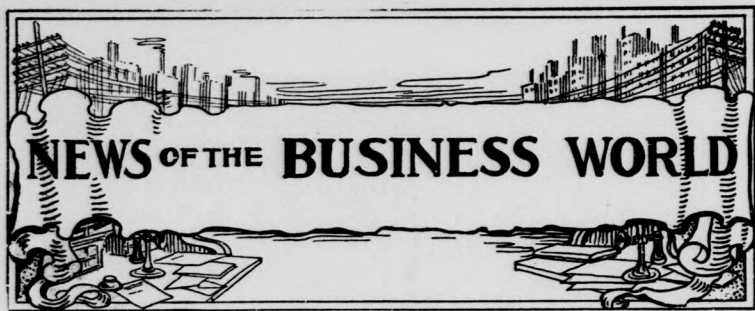
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Movements of Merchants.

St. Louis—C. H. Rice succeeds Ora Cummings in the grocery business.

Provenomont—Neal Provenomont succeeds Plamondon & Belanger in general trade.

Owosso—The Owosso Merchandise Co. has increased its capital stock from \$20,000 to \$40,000.

Halfway—The Stephens Lumber Co. has increased its capital stock from \$75,000 to \$150,000.

Ishpeming—Mrs. Rose Villeneuve will engage in the millinery business on Canda street, August 10.

Monroe—Fred W. Kull, of Sturn & Kull, clothiers, died July 28, following a sudden attack of acute meningitis.

Clawson—The Clawson State Savings Bank has been incorporated with an authorized capital stock of \$25,000.

Detroit—The Detroit Discount Corporation, 724 Book building, has increased its capital stock from \$250,000 to \$500,000.

Detroit—Kaltz Bros. & Kelly, 22853 Woodward avenue, cement blocks, etc., has changed its name to Kaltz Bros., Inc.

Escanaba—The Consumers Oil Co. of Michigan, has been organized to deal in gasoline, lubricating and fuel oils, greases, etc.

Ferndale—The McCaul Lumber & Coal Co., 22620 Woodward avenue, has increased its capital stock from \$135,000 to \$200,000.

Ishpeming—The Smart Hat Shop has removed from the Anderson block on Canda street to the Robbins block on Cleveland avenue.

Middleville—Fred Mead, prominent merchant here for several decades, died at his home, July 29, following a long illness from cancer.

Lansing—Mrs. L. J. Blethen has engaged in the millinery business at 11 Strand Arcade building under the style of the LaMode Hat Shoppe.

Howell—The Watson & O'Leary Creamery Co. has purchased the Weimeister brick block, now occupied by the Barron & Wines drug stock.

Detroit—The Musgrave-Smith-Sperry Co., 2520 Third avenue, garage, auto supplies, etc., has changed its name to the Musgrave-Smith Co.

Ovid—Arthur Doty has sold his interest in the Doty & Price meat market to his partner, Vern Price, who will continue the business under his own name.

Ishpeming—Carmello Bartello, who conducts a grocery store at Negaunee, has purchased the T. P. LaVigne business block and will open a branch grocery store here.

Alto—W. W. Proctor has traded the Alto Hotel property to Delbert Warren, of Mishawaka, Ind., who will

remodel and refurnish it before opening it to the public.

Lansing—The Toasted Sandwich Arbor has been opened at 104 North Washington avenue where the Coffee Cup was formerly located and with the same management.

Detroit—The E. J. John Co., 1267 Park Place, hydraulic barber's chairs, hairdressers equipment, toilet articles, etc., has increased its capital stock from \$80,000 to \$100,000.

Otisville—The Otisville State Bank, which was closed ten days ago following discovery of a shortage of \$52,000 in the accounts of Arthur Prosser, has again opened its doors for business.

Kent City—The Mary Jane Creameries has been incorporated with an authorized capital stock of \$50,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in cash.

Muskegon—The Piper Ice Cream Co. will erect a modern new plant at Peck street and Holbrook avenue and expect to have it completed and the machinery installed early next spring.

Owosso—The John R. Kelly Plumbing Co., 213 North Ball street, has been incorporated with an authorized capital stock of \$25,000, \$15,000 of which has been subscribed and paid in in cash.

Detroit—The Universal Refrigerating Sales Co., 605 Book building, has been incorporated with an authorized capital stock of \$20,000, \$2,000 of which has been subscribed and paid in in cash.

Lawton—Mrs. L. B. McNeil sold hotel Mack to George Schroeder, recently of Chicago, who has remodeled and redecored it throughout and opened it for business under the style of Hotel Lawton.

Detroit—The Harris Plan, 1335 Lafayette building, has been incorporated to deal in merchandise with an authorized capital stock of \$25,000, \$1,000 of which has been subscribed and paid in in cash.

Carson City—More than 300 farmers have signed up as members of the newly organized co-operative creamery association which will be conducted under the style of the Dairylands Co-Operative Creamery Co.

Detroit—The Perb-Casper Oil Co., 3140 East Jefferson avenue, has been incorporated to deal in lubricants and oils, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Detroit—The Keystone Service Co., 1122 Book building, has been incorporated to deal in petroleum products, with an authorized capital stock of \$100,000, \$50,000 of which has been subscribed and paid in in cash.

Saginaw—Louis J. Richter, who has

been in the drug business here for more than thirty years, has sold his drug stock and store building, 622 Gratiot avenue, to Mark Raleigh, formerly connected with the Williams drug store.

L'Anse—Dworsky Bros. & Weinstein, who conduct two clothing and men's furnishings stores in Iron Mountain, have opened a similar store in the Campbell building, which has been remodeled and made modern in every detail with new plate glass front.

Minden City—The Minden City Oil & Gas Co. has been incorporated to deal in gasoline, oils, greases, auto accessories, etc., with an authorized capital stock of \$20,000, of which amount \$15,500 has been subscribed and paid in, \$6,450 in cash and \$9,050 in property.

Owosso—Twenty-one employees of Osburn & Sons store here will receive \$357 each from the estate of James Osburn, their late employer. In a will made on a scrap of paper just before he died in a hospital here, Osburn left \$7,500 to be divided among his employees.

Jackson—The Dawn Donut Co. of Jackson, 112 East Michigan avenue, has been incorporated to manufacture and distribute Dawn Donut mixture, deal in other food products, with an authorized capital stock of \$50,000, \$30,000 of which has been subscribed and paid in in property.

Detroit—The Co-Operative Sales Co. of America, 1217 Griswold street, has been incorporated for the merchandising of men's and women's wearing apparel, with an authorized capital stock of \$25,000, of which amount \$2,000 has been subscribed and \$1,000 paid in in cash.

Monroe—Certificate of increase of capital stock of the G. A. Stone Lumber Co. from \$10,000 to \$20,000, also changing its corporate name to the Lyons Lumber Co. of Petersburg, has been filed with the Monroe county clerk. There are 200 shares of common stock of par value of \$100.

Bad Axe—The Thumb Petroleum Products Co. has been incorporated to deal at wholesale and retail in petroleum products, auto accessories, etc., with an authorized capital stock of \$500,000 preferred and 50,000 shares no par value, of which amount \$20,000 and 25,000 shares has been subscribed and \$4,500 paid in in cash.

Okemos—Paul Cross, formerly engaged in the hardware business at Mason, bought two acres of finely wooded land two miles east of here on M-16 and has erected a home for his family, a dining and dance hall which he has opened for business, under the style of the Sylvandale Inn. The Inn is large enough to accommodate 300 guests at one time.

Lawton—Grape prices will be higher this year than at any time since 1920, it is announced at the local plant of the Welch Grape Juice Co. With the crop estimated at only about 25 per cent. of normal, growers expect the quotation will rise to \$100 a ton, almost double the price paid last fall, although \$40 less than the peak price grapes commanded in the post-war

period when the demand was at its height.

Manufacturing Matters.

Lansing—The Federal Drop Forge Co. is installing a new press that weighs 80,000 pounds, also two electric ovens.

Bay City—The DeFoe Boat and Engine Works will rebuild the plant destroyed by fire July 22. The new building will be 100 by 200 feet and work of clearing the site is under way.

Saginaw—The Wayne Interior Finish Co., 1100 South Niagara street, has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Bay City—Grant Morrison, secretary, treasurer and manager of the Bay City Iron Co., has purchased from Benjamin and Jessie Ray Stout their interest in the company which was organized in 1868 and is the oldest continuously existing corporation in the city.

Kalamazoo—The King Canvas Boat Co. is now operating a large plant in Oakland, Cal., and, after about August 10, its factory in Kalamazoo will be discontinued. Hereafter the boats will be sold largely through jobbers and retailers and the mail order business which has been conducted in the past, greatly minimized.

Holland—The shops and factories of this city employ 5,809 persons and the output of these factories during the past year was \$26,000,000. It was found that the capital invested in manufacturing institutions of Holland is \$19,537,685. These figures and many more were necessary to help convince the Government men that a good harbor was an absolute necessity there.

Hubbell—The new railroad, which is being constructed between Ahmeek and Lake Linden, is rapidly nearing completion and it is expected that within the next few weeks trains will be operating over the new road. The road is about nine miles in length and all of the Ahmeek rock will be shipped over this route to the mill, which is located at this place. It is the plan of the Calumet & Hecla to place one of its largest engines on this road to haul the rock and freight to and from the mine.

Syrup and Molasses—Molasses is selling every day but only in a hand to mouth fashion. Holders are expecting, however, a better demand in the near future as the hot weather is believed to be largely over. Sugar syrup is in fair demand for the season but there is no particular snap to the movement. Prices are unchanged. Most holders of compound syrup have dropped prices about ten points. This has not had very much effect upon the demand as yet as compound syrup is in the midst of the usual summer dullness.

Edward Frick (Judson Grocer Co.) is spending a month at the Leland Inn, Saugatuck. Mrs. Frick is with him.

The man who rises without pulling others down usually pulls others up with him.

Sugar—The market has advanced 10c. Local jobbers hold granulated at 6c.

Essential Features of the Grocery Staples.

Tea—The market has been quite dull during the past week. Prices are in the main unchanged with a firm tone still pervading teas like Ceylons. Buyers do not seem to have as much confidence as they did in the firm future of the tea market and are slowing down buying on that account.

Coffee—The market is up again owing to considerable heavy buying in future Rio and Santos green and in a large way, and owing to strong news from Brazil. The market on spot Rio and Santos is probably a cent higher than it was a week ago. The demand has been good. Green mild coffees have also moved up in sympathy with Brazils. The jobbing market for roasted coffee is firm and moderately active.

Canned Fruits—Strength has increased in California on new pack fruits, notably in apricots, packing of which is through for the season. The fruit ran to the lower grades and few desirable lines are available. Reduced deliveries are threatened. Peaches of all varieties and sizes are wanted with comparatively few offerings. Pie and water grades are noticeably firm. Few assortments of fruits of all varieties are being made. Old packs on the spot are quiet as the available supplies are inadequate, forcing the trade to a hand-to-mouth basis. Pineapple was uneventful all of the past week.

Canned Vegetables—The pea situation is peculiar. The Alaska pack in Wisconsin was short of last season's record and perhaps less than average for the past five seasons. Moreover, quality averages poor, making it difficult if not impossible for canners to deliver in full on their contracts. Some are short and others who have a surplus find it hard to sell at the moment, as samples will not pass inspection. The yield of sweets is better and averages a heavier volume, but canners think the scarcity of Alaskas will easily clean up the first named variety. The irregular quality has caused considerable variation in prices. State peas are firm, as they are of better quality and are being sought. California tomatoes are much stronger at the source. Many canners have withdrawn spots and futures as the crop in some districts is a failure. Southern old crop is dull, as it is bought sparingly as needed, with 2s most in evidence. Future buying was light all of last week, as buyers are waiting until nearer time of packing. Crosby corn in all grades is firm for immediate deliveries. What remaining resale blocks exist will be needed until new pack is available in volume in the fall. No. 10s are especially scarce. Golden Bantam is not so spectacular.

Dried Fruits—New pack dried fruits are not on a trading basis acceptable to buyers and there are not adequate offerings to make an active market. There is some business passing, but the volume would be considerably heavier if the packers confirmed the firm bids which their brokers put up

to them, or if they gave their brokers more latitude as to the extent of business which they would accept. In peaches, for instance, the average broker is frequently requesting his packer to authorize him to solicit business, but without success. The packer does not want to be caught short on peaches, as some were on apricots and he regards the market as too unsettled to try to sell a heavy tonnage. The average California grower is hard to deal with, as he has exalted ideas as to the value of his crops, whether prunes, raisins, peaches or apricots. The first season without a substantial carryover followed by other factors of a bullish tendency, have made the grower unreasonable. Apricots remain as high as ever and there are no free offerings for immediate delivery. Later positions are not considered until the effects of the present extreme range are felt. Buyers insist that apricots are too high to be taken by the export and domestic trade at to-day's basis. They are forced to buy some fruit for their present needs and enough of that business has sustained the market. California new crop prune prices will be announced this week by the association and by independent packers. A minimum of 1/2c over carryover is expected and in view of the strong market in other fruits, a wider differential would not be surprising. Keen competition between the association and competing packers is likely as to assortments, terms and dates of shipment. Increased interest in old crop is likely to follow the announcement of prices in 1925 crop, especially if the differential between the two is marked. Oregon new crop has been available for several weeks and contracts have been made for a considerable tonnage at 11c, coast, for 30s and 8 1/2c for 40s. Most of the 1924 prunes are in second bonds and are in moderate sized blocks. New pack raisins are firmer and during the past week showed an advancing tendency on bulk and package. At a 7c basis raisins are cheap, but there is conservatism in advance buying because a large crop is anticipated and there is a sufficient tonnage of old raisins to warrant no speculative activity. The higher new packs have made old crop more attractive and it is more active. July bookings on the Coast will likely set a new record for that month.

Brooms—Government estimates covering broom corn place the yield this year as about 58 per cent. of the 1924 crop. Hence manufacturers are commencing to talk of the necessity of higher prices on brooms, some asserting that they should and will move from 50c to \$1 higher on the price scale.

Canned Fish—The combine that controls the situation in Maine sardines has announced that on August 10th the market on everything except sardines in tomato sauce will be advanced 15 cents. The reason given is a light pack and small stocks. California and imported sardines show no change; a fair demand. Red Alaska salmon continues very firm; stocks are low and goods are wanted. Opening prices on the new pack are expected

to be high. The new catch is not proving as large as was expected. Altogether the market on new Red Alaska salmon is expected to be about 25 cents a dozen higher than usual. Pink Alaska salmon is also wanted on account of the scarcity of reds. There is a scarcity in pound size of canned lobster, which rules at firm prices. Smaller sizes are relatively more plentiful.

Salt Fish—New domestic shore mackerel are more in evidence in the market now and they are causing an easing up in the market for Norway and Irish mackerel. New shore No. 2's are already offered but small domestic mackerel are not expected for some time. No change has occurred in Irish and Norway fish during the week. Cod dull and unchanged.

Beans and Peas—No change has occurred in any variety of dried beans during the past week. The situation is dull and easy, with the exception of California limas, which are steady to firm at fully maintained prices.

Cheese—The demand for cheese during the week has been very fair and the market has been firm on account of light offerings.

Provisions—The demand for provisions during the week has been very slow, with no material change in price. This applies to all grades of beef and hog products.

Cocoa—An advance of 2c per pound on Walter Baker's cocoa in all sizes of containers merits attention by the retailer.

Review of the Produce Market.

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

Bananas—6@6 1/2c per lb.

Beans—\$2 per bu. for string; \$2.25 for butter.

C. H. Pea Beans\$4.80

Light Red Kidney 10.50

Dark Red Kidney 12.00

Brown Swede 5.75

Beets—Home grown, 40c per doz.

Black Berries—\$4 per 16 qt. crate.

Butter—There is quite a demand for fine creamery butter and a fair demand for the under grades. Local jobbers hold fresh creamery at 42c and prints at 44c. They pay 22c for packing stock.

Cabbage—\$1.40 per bu. for home grown.

California Fruits—Peaches, \$1.75 per box; Honey Dew Melons, \$3 per crate of 9s or 11s; Climax Plums, \$2.75 per 6 basket crate; Santa Rosa Plums, \$2.75 per 6 basket crate; Pears, \$4@4.50 per crate, depending on size and quality.

Cantaloupes—Local jobbers quote Arkansas as follows:

Standards\$2.25

Jumbos 2.25

Ponys 1.75

Flats 1.35

Indiana stock is quoted as follows:

Standards\$2.00

Jumbos 2.00

Flats 1.00

Carrots—Home grown, 30c per doz.

Cauliflower—\$3 per doz. heads from Illinois.

Celery—Michigan grown is now in command of the market, fetching 50c for Jumbo and 65c for Extra Jumbo.

Cherries—Sour command \$1.75 per crate of 16 qts.; Sweet, \$2.25.

Cucumbers—Home grown hot house command \$1.50 for extra fancy and \$1.25 for fancy per box of 2 doz.

Eggs—Offerings of fine fresh eggs appear to be ample, in fact, more than the demand will readily take, and in consequence the market has not advanced, as was predicted by some handlers. Considerable stock showing heat effects is still coming forward. The market for undergrades of eggs is very much unsettled. Local jobbers pay 30c for strictly fresh, handling candled at 34c.

Egg Plant—\$2.25 per doz.

Garlic—35c per string for Italian.

Grapes—Calif. Seedless, \$2 per crate.

Grape Fruit—\$6@6.50, according to quality.

Green Onions—Home grown, 40c per doz. bunches.

Honey—25c for comb; 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist\$7.00

360 Red Ball 6.00

300 Red Ball 6.50

Lettuce—In good demand on the following basis:

California Iceberg, 4s and 4 1/2s...\$6.50

Outdoor Grown leaf\$1.25

New Potatoes—Virginia stock commands 6.50 per bbl. for No. 1.

Onions—Spanish, 2.50 per crate of 50s or 72s; Iowa and Michigan, \$6 per 100 lb. sack.

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

126\$9.00

150 9.00

176 9.00

200 9.00

216 9.00

252 9.00

288 8.75

344 7.75

Red Ball, 50c lower.

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

Peaches—Elbertas from Tennessee and Arkansas, \$3.50 per bu. The stock arriving is very fancy, being large in size, fine in quality and appearance.

Peas—Green, \$3 per bu.

Peppers—Green, 60c per doz.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls 25c

Light fowls 18c

Broilers, 2 lb. 25c

Broilers, 1 1/2 lb to 2 lb. 16c

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

Raspberries—\$5 for Red and \$4.50 for Black.

Spinach—\$1 per bu. for home grown.

Sweet Potatoes—Virginia Sweets \$4 per hamper.

Tomatoes—Home grown, \$1.50 per 7 lb. basket.

Veal Calves—Local dealers pay as follows:

Fancy 16 1/2c

Good 16c

Medium 14c

Poor 12c

Water Melons—50@75c for Alabama stock.

Whortleberries—\$5 for 16 qt. crate.

IN THE REALM OF RASCALITY.

Cheats and Swindles Which Merchants Should Avoid.

Monroe, Aug. 3—Can you tell me anything in regard to the Realization System of Practical Psychology, conducted by Daniel A. Simmons and Edwin C. Coffee of Jacksonville, Fla.? They have succeeded in convincing a friend that it is to her advantage to take up a \$30 course, and from their correspondence it would look as though they were obtaining money and giving nothing in return. A. L. E.

We are frank to say we do not know what Realization System of Practical Psychology may mean. The words sound good anyhow, and when anyone is able to use language that no one else understands the author is supposed to be a person of very superior learning. Swoboda's Conscious Evolution is another combination of words of the same sort. If your friend perseveres in her present conviction she will have her experience and Mr. Coffee will have her money.

Cheboygan, Aug. 1—I have been watching the Tradesman every week to see if you would publish anything about the United States Automotive Corporation of Connersville, Ind. They have been in trouble for some time. Every little while they write and want us to send on so much money according to what shares we have, and if we do not send on any money we will lose all we have in the company. Those that do send in their shares will still have an interest in the company for with that money they will try to take over the mortgage and continue business. I would be glad to hear something from you about this. L. W.

Every stock-selling catastrophe has its protective committee which solicits more money from the victims on the hope or pretext that the original investment may be saved. We are not questioning the good intentions of the protective committee in this or in other cases; but we have invariably found throwing good money after bad a losing game. This department advised the public against the United States Automotive Corporation investment when it was being exploited by a band of investment pirates a few years ago. There would seem to be still less prospect of reviving the industry in its present condition than the prospect for success at the start.

It used to be the impression that farmers furnished the best prospects for promoters and swindlers. It is true that they have contributed to faked funds in one form or another, but constant experience shows that city merchants are the best "prospects" for get-rich-quick schemes. An instance is afforded by the records of James W. Elliott, who promoted the Piggly Wiggly Stores Corporation, and the Business Builders. He also promoted Carlisle Tires, Urban Motion Pictures Industries, Man Messages and other equally worthless enterprises. At one time he occupied three floors in a large city building, and had 1,000 trained salesmen out selling the worthless stocks. In one year the American people purchased \$7,000,000 of his paper certificates and suffered a complete loss. Elliott was indicted after the crash, but escaped on a technicality. Now right in the city of his old operations, he is promoting the DeForest Phonofilm

Corporation, and is training salesmen for the sale of the new certificates. They have already reported substantial sales. One of the allurements is a picture of President Coolidge exhibited in a way to give the impression that the President lends encouragement to the scheme. The Attorney General is now enquiring into the methods pursued by the Phonofilm Sales Co. and the DeForest Phonofilm Corporation and the books of both concerns are being examined by the bureau for the prevention of fraudulent stock promotions.

Washington, Aug. 1—In a cease and desist order issued by the Federal Trade Commission, the New York Twine Mills Co., Inc., of New York City, is directed to cease from doing business under its corporate name or any other trade name which includes the words "Twine Mills" or "Mills" unless it actually owns or operates a mill in which it manufactures the products which it offers for sale to the public.

The Commission found that the company was engaged in the business of buying twine, string and other cordage which it sold to retail dealers and other consumers throughout the United States. In the sale of such products, it was found, the company used its corporate name prominently displayed on business stationary, billheads, circulars, and other trade literature, although it neither owned, operated or controlled any mill in which twine, string or cordage is manufactured.

The Commission also found that respondent's use of the word "Mills" in the manner described above misled and deceived the trade and consuming public into the mistaken belief that the products sold by respondent were manufactured in its own mills, and that persons buying from the respondent were thereby saving the profits of middlemen. This, the Commission declared, unfairly diverted business from competitors who did not create the impression that they owned or operated a factory or mills.

The above ruling of the Federal Trade Commission is of interest to Tradesman readers only as the principle laid down applies to advertisers generally. It is quite a common practice for dealers or jobbers to advertise in such a way as to lead the public to believe the advertiser actually manufactured the goods. The business of a dealer or broker is perfectly legitimate in itself; but it is when deception is practiced by the dealer in pretending to be what he is not that criticism is justified as in the case cited by the Federal Trade Commission.

"What officers believe was a cleverly laid plan to defraud John R. Mantle, a Hartford collector, and the First State Bank of this village went awry Saturday when Collector Mantle and Cashier H. E. Lyon at the bank declined to accept two checks, one for \$400 and one for \$1,400, except subject to collection," says the Day Spring of Hartford. "Monday morning telegrams were received from two Indiana banks stating that the checks were worthless. The man who is believed to have been a clever swindler took nearly two weeks to establish his acquaintance preliminary to walking out of the bank with a part or all of the \$1,800 last Saturday.

"It was nearly two weeks ago that a man, about 40 years old, giving his name as Henry Moore, stating that he

was a salesman for the Westinghouse Electric Company and was living at Watervliet, called on John R. Mantle, who has established a collection business with offices at the bank. He had a note for \$400 payable to Henry Moore and signed by L. E. Hardy, of Elkhart, Ind. He wanted to collect the note, which he said was given him for the purchase of a lot at Elkhart. Hardy, he said, was a wealthy man, but had ignored his own requests for payment. Mantle accepted the note for collection and wrote Hardy at Elkhart at the ad-

dress given him by Moore. In Saturday morning's mail Collector Mantle received a letter from Hardy, enclosing a check on the First National Bank of Elkhart for \$419 to cover the note and interest. The letter contained a cleverly worded apology for not paying the note before, and asked that the note be mailed to him. Three hours after the letter arrived Moore appeared to enquire if Collector Mantle had heard from Hardy. He had, with a check for the full amount. Moore was visibly pleased, and complimented Mantle on

REYNOLDS

for

Service - Style - Satisfaction

The name REYNOLDS on a package of shingles or roofing is a guarantee to dealer and user of the utmost in service, style and satisfaction.

The reputation REYNOLDS PRODUCTS have made for themselves during the quarter of a century in which they have been manufactured is too valuable to risk on an inferior article.

You can always depend on REYNOLDS.

H. M. REYNOLDS
SHINGLE COMPANY*"Originator of the Asphalt Shingle"*

GRAND RAPIDS - MICHIGAN



his ability as a collector. But his lower lip dropped when Mantle refused to endorse the check except for collection through the bank. Moore assured Mantle that Hardy was a very wealthy man and that the check was 'gilt-edge,' but Mantle was wary.

"Moore was too clever to argue long with the obdurate Mantle over his refusal to endorse the check or pay him the \$400 he had 'collected' on the note. Instead Moore sauntered up to Cashier H. E. Lyon at the tellers' window. 'I would just as soon have my bank account here as in South Bend,' he told the cashier. Then turning to Mantle he said, 'I'll open an account here and when you get returns from Hardy's check you can place it on my account.' He gave Cashier Lyon a check for \$1,400 to transfer his funds to the First State Bank here. The check was drawn on the Merchants National Bank at South Bend. The cashier gave Moore a pass book in which the \$1,400 was entered and a check book but cautioned him not to draw any checks until the bank had effected a collection on the \$1,400 check.

"Early Saturday afternoon, about two hours after Moore had left the bank, Cashier Lyon received a telephone enquiry from the jewelry firm of Huber & Huber of St. Joseph, enquiring if Henry Moore's check was good for \$300. The jeweler explained that Moore wanted to purchase a diamond for \$300, that he had shown them his passbook with the \$1,400 entry and wanted to give a check for the amount. The cashier explained that Moore had no funds here and that the account had been opened subject to collection of Moore's \$1,400 check on a South Bend bank. A few minutes later another telephone enquiry came from St. Joseph police, asking further information about Moore's bank account. The police stated that when the St. Joseph jeweler put in a telephone call for the Hartford bank, Moore fled from the store without taking the diamond.

"The handwriting on the promissory note from Hardy to Moore, Hardy's letter and Moore's identification signature at the bank all show a resemblance with a labored effort to disguise one from the other. The officers advance the theory that Moore wrote all three, that after placing the note with Mantle for collection he returned to Elkhart to receive the collector's letter to Hardy, then answered it and sent the check and came on to Hartford to get the money. Had Mantle endorsed the check Moore would doubtless have cashed it at the local bank and Mantle would have been the loser, or had Cashier Lyon accepted Moore's check for the transfer of his 'funds' from South Bend other than for collection, the bank would have been holding the bag. As it is Mantle and the bank lost only the postage they expended in trying to collect Moore's worthless paper. No trace of Moore has been found since he disappeared from the St. Joseph jewelry store.

"The police at St. Joseph express the belief that Moore is one of a gang that has been passing worthless paper in this section of Michigan during the past few weeks, and who have succeeded in getting considerable sums of

money in several instances. Information from the Elkhart bank is that men using the same names, Moore and Hardy, recently attempted an identical swindle at Dowagiac, but failed. Saturday Raymond Looker, 30, of Three Oaks, was arrested at Niles and turned over to the Dowagiac police. He admitted having cashed a forged check there. In Looker's grip the police found blank checks, a small printing press and a glass for tracing signatures. His wife, carrying their nine-months

old baby in her arms, came to Niles and retained a lawyer to defend him. So far as the officers can learn, there was no affiliation between Looker and the man who gave his name as Moore and whose cleverly laid plans failed in Hartford Saturday."

Little incidents in relations with customers sometimes are of greater effect in creating satisfaction or dissatisfaction than more important incidents.

Born or Made?

Born with mind, but not with wisdom; born with intellect, but not with knowledge; born with power to discern but not born to discretion and sound judgment; born with adaptabilities, but not with abilities; born, it may be, with wealth, but not born to success. Wisdom, knowledge, discretion, judgment, ability, character—these are attainments, not bestowments or inheritances.

Investment
in
goods



Your margin



Any sale is important —
**but it's moving the last
cans that counts most!**

Say you stock a dozen cans of peaches.

You've got to sell nine of the dozen cans before you get your investment back. Up to this point, you haven't made a cent.

In fact, you don't even begin to cover the cost of handling or get any profits at all—till you sell the last three.

Right there is where you see the advantage of putting your money into easy-moving, quick-turning goods.

DEL MONTE is a fine example of what we mean.

Continuous, persistent advertising has made this line the best-known, and most-called for brand of canned fruits, vegetables and food specialties in the world.

Every item in the line moves easily, steadily and without effort. Most important of all, each one helps to keep your capital at work.

It's this assurance of sale—this advance knowledge of a waiting market—this ability to sell *all* of your stock without delay—that make DEL MONTE Products so really worth-while.

Just be sure you SELL
DEL MONTE



AUGUST SUGGESTIONS

Pineapple is one of the most popular fruits you handle. Easy to sell, particularly these warm days.

In addition, DEL MONTE Pineapple is getting a big share of our advertising support this month. Why not feature it now—and make your summer canned fruit business better?

And remember—if you want free display material on *any* canned fruit, we can supply DEL MONTE window and store display cards and cut-outs, window papers, newspaper and multi-graph cuts, leaflets, etc. Address California Packing Corporation, San Francisco.

THE BRYAN IMPRESS.

The death of William Jennings Bryan may, through the slow process of time, permit the reorganization of the party which he dominated for the greater part of thirty years. That time, however, is not yet. For the Bryan doctrines, the Bryan feuds and the Bryan sectionalism have left too deep an impress upon Democracy.

The Democrats emerged from the war between the States as a sectional party. Until the time of Samuel J. Tilden and Grover Cleveland their citadels were in the South. About the period Democracy began to think in terms of the Nation under the leadership of the Cleverlands, Olneys and other Nationally minded Democrats, the Bryan star rose out in Nebraska.

This was the symbol of a return to sectionalism. The young Nebraskan was the political heir of the Greenbackers of the Corn Belt, the Grangerism of the Middle West and the Populism of Kansas and the South. All these were in the air he breathed. To him, in 1896, the East was "the enemy's country." For him it always remained the stronghold of his enemies.

In the course of years he remade the Democracy into a party of sectionalism. It was this same ancient fight of section against section that he carried into the Democratic convention of 1924. He saw in William Gibbs McAdoo a champion of the West and South. To the Commoner, Governor Smith typified everything Bryanism had fought from the beginning.

Bryan's enemies were allied with the New Yorker or ready to turn to him. Bryanism in the person of McAdoo was opposed by Tammany, by Hague of New Jersey, Walsh of Massachusetts, Moore of Ohio, Taggart of Indiana and Brennan of Illinois. The Klan issue stalked out on the convention floor; but had there been no klan quarrel the fight of Bryanism against its traditional enemies would have come just as it had in every other convention since 1896.

The Commoner could neither conquer nor be conquered in 1924. The outcome was a surface compromise that intensified the sectional bitterness underneath. With the West raging against the East, the ticket went to its foreseen doom. The burden of a Bryan was too great in the East and that of an Eastern Democrat was too great in the West.

Charges of treachery made by both wings of the party against each other during, and since the campaign have widened the gap between Bryanism and the rest of Democracy. The Bryan-McAdoo wing has gone so far as to propose that the East be surrendered to its enemies and party efforts concentrated in the West and South.

The death of the Commoner is not likely to soften these hatreds and resentments nor mean any weakening on the part of his forces. The Democrat who can unite the party, who can somehow fuse Bryanism with Tammanyism, radicalism and conservatism and replace sectionalism with nationalism has not lifted his head above the political horizon. A policy that will overcome sectionalism has not been drafted nor any such program shaped. It took Bryan thirty minutes at Chi-

cago in 1896 to wreck the party. He kept it more or less demoralized for thirty years. Who will be the architect of its reconstruction and how many years must go into its rebuilding?

AVERAGES MEAN NOTHING.

These are pre-eminently the days when statistical matter is used to a greater extent than ever before, and it is more widely disseminated. There are practically no lines of industry, productive or speculative, in which recourse is not had to figures of cost, production, etc. The Government itself is turning out vast quantities of statistics on almost every conceivable subject with a view to having it as an aid in the conduct of business. Everything from the estimates of cotton and wheat production to the number of feet of steel shelving turned out in a period is duly summarized and broadcast for general or special consideration. Federal Reserve districts and individual banks are doing much of the same kind of work, and so are various trade associations in their respective spheres. In a recent bulletin of the Department of Manufacture of the Chamber of Commerce of the United States this kind of work is commended and suggestions are made for making it more effective. Simplification of methods and forms is urged "in order that the information which is found be obtained and presented as quickly and accurately as possible at the minimum of expense." The nub of the whole thing is contained in the words "quickly" and "accurately." Most of the trouble now is and has been that there is too much delay in the issuance of trade statistics so much so, in fact, that they are not of much use as a guide to business when they are given out, because conditions have been changed in the interim.

The mere promulgation of statistics is of little or no value except to those who can interpret them properly. So the habit has grown up, on the part of Government bureaus and other agencies, of doing this and of drawing inferences as to their meaning. Some of these efforts by private agencies have been colored by self-interest or by a prevailing feeling of pessimism or the reverse. In other cases where conclusions have been published, often by official personages, the mistake has been made of considering a temporary shift as indicating a permanent change. This has occurred, every once in a while, with regard to statistics of foreign trade when comparisons are made of shipments in some limited period like a month with a similar period in the preceding year. Perhaps the commonest way of creating a wrong impression about such trade is to state it in terms of value instead of quantities of commodities and thus draw inferences based on attempted comparisons of dissimilar things. This is one of the things that have done as much to discredit statistical matter as has the lack of timeliness in its promulgation. Then, too, in other fields there has been the mistaken notion of trying to make up averages which mean nothing whether expressed in terms of percentage or in the so-called index numbers which are a fad with some. This is especially shown in the

tabular matter relating to the cost of living, which varies according to locality as much as to any other factor. Statistics, like other things, have their limitations.

LESS LUNCH—MORE WORK.

Changes in living conditions creep upon us imperceptibly. We seldom realize them until strangers dwell upon them at length.

Sir Alexander Roger, a prominent English business man, has been pointing out in the London newspapers what he describes as "the amazing changes that have taken place in America" since 1900, when he made the first of his many visits to New York.

Naturally, as with every other Britisher visiting here, prohibition is the first thing Sir Alexander discusses, but, unlike the great majority of his countrymen who write on this subject, he does not moralize over the rights or wrongs of prohibition. He simply states that he has found that it has eliminated public drunkenness, and that as a result "every workingman's house has for its equipment a phonograph and a motor car."

Among the big business men he noted the change most in the midday lunch. When he first came to America he found the New York business man's lunch was "an elaborate and indigestible affair, with the result that the big business men went back to their offices to sleep."

Every middle-aged business man will remember when all large business houses supported "a cocktail member of the firm," whose chief duty was to entertain the representatives of important customers and charge it to his expense account. About 1905 a change set in. Large corporations found these expense accounts were growing burdensome, reminded their customers that such expenses had either to be added to the cost of the articles or taken out of the quality of the goods, and that by eliminating entertainment and dealing directly they could shade prices. "The cocktail member" faded out of the business scheme. The elaborate midday lunch went with him. Now this friendly British critic finds the midday lunch in America is "a glass of milk and a plate of biscuits," and he adds, with evident admiration, "efficiency has been a wonderful thing in America, and the afternoon nap did not make for efficiency; consequently the big lunch is a thing of the past."

Sir Alexander's article must interest London, a four-meal-a-day town, of which the afternoon tea is the most revered. Trade unions insist on it, shopkeepers accept it as a matter of course, and every Britisher, high or low, looks upon it as a religious rite. But recently London business men have been adopting many American business practices, and it will be interesting to see if these progressives attempt to abolish the sacred afternoon tea for the sake of efficiency. Certainly two luncheon periods in one afternoon are a strain on any business. But it will be hard to cut out the afternoon tea. The progressives will find it much more difficult than curtailing the power of the House of Lords.

THE GROWING CITIES.

Little change in the trend of American populations is shown by the 1925 estimates of the United States Census Bureau. In 1920 New York City had 5,620,048 persons. The 1925 estimate gives it 6,103,384. Five years ago Chicago had 2,701,705. It now shelters 2,995,239. Philadelphia has risen from 1,823,779 in 1920 to 1,979,364. Boston has been passed by Baltimore; Cincinnati yields to Buffalo. In 1920 Detroit, Cleveland, St. Louis and Los Angeles were running neck and neck. They take the population race so much to heart that it may be discretion on the part of the Census Bureau which keeps any estimate for three of this group out of the recent report. The St. Louis estimate shows a gain from 772,897 to 821,543.

The big cities are getting bigger and the little towns are gaining. Farm population is continuing its decline and shift to the cities. The Department of Agriculture's estimates indicate a net loss to the farms in 1924 of 182,000. While these are based on a survey of 25,000 "representative farms," they may not be conclusive. They do indicate, however, that the drift from farm to town is not so marked as it was a few years ago. More than 2,000,000 went from the farms to the cities and towns last year, but this was partly offset by the counter-moving of 1,396,000 from town to farm. The excess of farm births over farm deaths left the net loss to the farms relatively low.

TIN CAN TOURISTS.

The Tradesman commends a perusal of Mr. Verbeck's analysis of the tourist camp situation on pages 24 and 25 of this week's issue. Of course, Mr. Verbeck treats the subject from the standpoint of the hotel landlord, but his characterization of the abuses which have crept into the system are so accurate that his conclusions may be accepted as fairly representative of the matter in controversy.

Of one thing the average village merchant is convinced—that the people who avail themselves of the tourist camps are of very little value to the regular merchant, because the tourists make it an almost uniform practice to confine their patronage to the chain stores, in preference to dealing with the men who have made it possible for them to be the guests of the community, so far as the facilities of the tourist camp go.

As a rule, too, the traveling tourists of the tin can variety are a lawless set, having no regard for the rights of others and no thankfulness in their hearts for the courtesies shown them. They leave fires burning in the face of high winds and seldom clean up their own debris when they break camp. No chicken roost or corn field is exempt from depredation during the season traveling tourists are abroad.

It is very questionable whether the State would not be better off if less provision was made for this class of summer visitors.

Two great inventions balance. Automobiles take people out of the home. Radios keep them there.

MACHINED TO DEATH.

Some Defects of Our Present Education System.

In a recent interview with Frank M. Sparks, of the Grand Rapids Herald, Senator W. N. Ferris paid his respects to our present educational system in no uncertain terms, as follows:

Education in this country has been machined to death. That is why no Department of Education and Relief will be created by Congress and why I will never give my consent to it, either by my vote in the Senate or in the Committee on Education, of which I am a member.

Do you know what is the matter with our schools to-day? Too much athletics, too many society functions, too many fads and fancies, too many ideas and ideals and isms and theories and experiments. Too many side issues and too few fundamentals, too much play and too little work.

What is happening all over the country? Organization of teachers, organization of educational systems, organizing all the while, organizing education to death, making it so expensive that some communities are being swamped financially while the students are getting little in return.

We find in the schools a supervisor for reading and a supervisor for writing and a supervisor for arithmetic and a supervisor for manual training and a supervisor for athletics and a supervisor for this and for that; a supervisor over the supervisor until we are organized to the point that we merely multiply machinery and expense and get little in return.

The girl who can't cook and who can't make beds is not fit to be married, but the place for her to learn to do these things is in the home, not in the school. The boy who can't or won't use his hands is no good but place for him to learn these things is in the shop. The school room is the place in which he should learn to use his head and use it. The school room is the place where he should learn the fundamentals and learn them thoroughly.

When I came home from Washington I found they had been going pretty strong for athletics, and I raised thunder about it. This is a school room, not a gymnasium nor an athletic field. In one university they pay four professors teaching the things worth while in life to 600 students less money than they pay to a single man teaching football to forty students.

When I asked why they had gone so strong for athletics at Ferris institute, I was told it was to advertise the institution. I say to you that when forty years ago I was grubbing around for lumberjacks and roughnecks with which to make up a student body, I had a more earnest class of students than we have now. To-day we have from the city of Detroit a very large number of students. More students come from Wayne county than from any county in Michigan except Mecosta, and they come because they have failed somewhere along the line and are sent here in an effort to have us with our old-fashioned ways try to straighten them out.

We had here the son of the president of a great college, and we managed to get him through. We had the son of a professor in a great university, and we couldn't get him through. Why? Because the youth of to-day is too busy with everything but the lessons he should learn; too busy with athletics and social functions to give thought to making himself useful in life.

Have you read of the experiment with the ducks? A scientist took a number of observations of domestic ducks and wild ducks. He found that the wild duck had a vastly greater mental capacity than the domestic. The reason was that the wild duck must seek its own food, must protect itself and be keenly alive to danger, must protect its young and all that sort of thing, while the domestic duck had only to wait until somebody brought

ing them useful citizens.

But our educational system is machined to death. It is rapidly becoming a very tight little union which is proving terribly expensive. Every once in a while I receive a letter from the teachers' association, calling attention to the fact that some one of my teachers is teaching more periods than they approve. I promptly write back and tell them to go to the devil and if they desire to cut off my membership in the association at any time, they are good and welcome to do it.

Again, if I have a teacher in the normal department who hasn't a life certificate, it doesn't matter how capable she may be, no student in her classes is entitled to a certificate. It is all wrong and is but a sample of the thing that is going on in the educational machine of the country all the

the constitutions and statutes of a great many states restrictions such as those in Tennessee which resulted in the Scopes case.

I do not look upon the Scopes trial as a farce. I look upon it as a most serious matter, the first open explosion in the battle which is on between the Fundamentalists and the Modernists. That battle must be fought out and we must learn whether this country is founded upon the principle of religious tolerance or not.

I was brought up with the fire and brimstone of hell before my eyes all the while. I was taught that we were put here on earth merely to prove whether we should go to a fiery pit or not. I don't believe that to-day. Neither does anybody else who has any sense. Science has proved many things which we must recognize and when we sit back and deny the findings of science, when we prohibit the study and the teaching of science, we promptly reach a stage of bigotry which is a menace to the people of the earth.

From the Cradle To the Grave.

The grave diggers of Chicago have formed a trades union and promulgated the following rules:

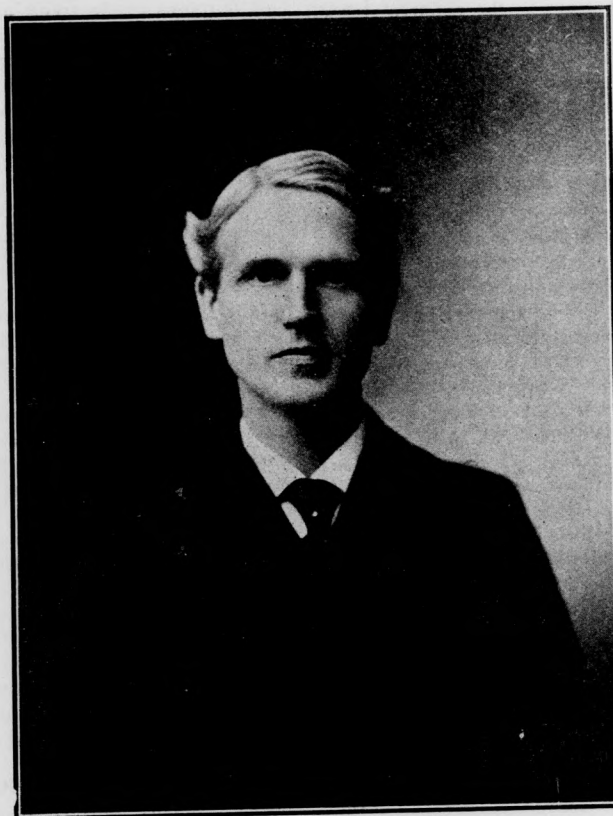
1. Immediate increase in wages of 50 per cent.
2. Eight hours to constitute a day's work.
3. No burials Saturday afternoons, Sundays or holidays.
4. No one permitted to plant a flower or shrub except a union grave digger.
5. No one permitted to water a lot except a union grave digger.
6. No one permitted to cut grass or trim trees or shrubs except a union grave digger.
7. Any cemetery which violates any union rule to be immediately picketed and burials therein to be forcibly prevented by the sluggers of the union.

With union hearses now demanding \$7 per day for eight hours' work and union grave diggers exacting the last pound of flesh, the way of the city denizen is hemmed in by the union from the cradle to the grave.

Sins That Are Out of Style.

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

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



Hon. W. N. Ferris.

its food. It was freed from danger and its young were carefully protected. The result was that the wild duck was mentally alert and its brain was developed while the domestic duck was lazy mentally and with an under-developed brain. Now we are raising the domestic ducks all the while. We are forcing all sorts of things upon our young. We don't require them to work and they are not mentally alert.

If I could have my way about it, I would have every college student work half the time at good, hard, manual, producing labor and study half the time. Instead of four years to complete a college course, I would have that course six years and half of it would be work. In that way we would be making alert the brains of our boys and girls, giving them an idea of the value of production and thereby mak-

ing them useful citizens. It is getting worse and worse and I don't just know where the end will be until somebody awakens and puts a stop to it. No, sir, we do not need more machinery in our educational system. We need less of it. Therefore, I very frankly tell those who ask that there isn't a chance of the senate passing any bill which will create a department of education.

I have long been a great admirer in many ways of Mr. Bryan and in his death the Nation has lost a really great man, but I think his dogma was a great menace to the Nation. It was ridiculous that he should answer as he did the question of where Cain got his wife. It was ridiculous that he should say he believed a whale swallowed Jonah. Had Mr. Bryan lived, with all his eloquence and his numberless friends, he would have written into



Juvenile Styles in Shoes and Fitting Problems.

A survey of new expense items in the budgets of a group of middle class American families by a keen observer of economic conditions, recently revealed an amazing and startling condition in the amount of money which the average family of this type lavishes on children.

Twelve youngsters out of a group of sixteen children on a school playground seen by this well known business man wore golf stockings in novelty colors and patterns at present in vogue, costing at least three dollars a pair. One of the children wearing such high grade hosiery was none other than the son of his own gardener. A further study of this little group revealed that the clothing worn by the sons and daughters of parents of modest means, were far superior to that which he was accustomed to wear as a boy.

Pride in appearance has increased rapidly during the past three years with an ever increasing tendency to spend more money on children's wearing apparel that most people have accepted it is a matter of course. Many merchants connected with the merchandising of footwear and clothing have failed to realize the extent and significance of the change that has come about in such a period.

Ever changing style tendencies, particularly in boys' clothing, should be constantly watched by shoe as well as clothing merchants. The introduction the past year of long trousers for boys of all ages is one of many radical changes in boys' wearing apparel. This with other corrections leaning toward a more proper dress tends to make the one time staple line in boys' clothing a part of history.

The style element has also had its effect on the wearing apparel of girls and misses the past year.

From now on it is evident that the same trend toward novelty styles which has become such an important influence in the merchandising of all sorts of apparel for grown-ups, shoes included, is also to dominate the children's wear industries. And it is vitally important for the shoe retailer who expects to operate a successful business in children's shoes in the future to bear this fact in mind. It should mean increased volume and the sale of more pairs of shoes at better prices in the children's department. It also calls for more careful buying and careful attention to stock to avoid accumulations of out of date numbers.

For several years the style element has been playing an increasingly important part in the retailing of children's shoes. Five years ago the chil-

dren's branch of the industry was largely a staple proposition. The importance of novelty styles to-day in shoes for children of every age, from the infant wearing soft soles to the age of boys' and growing girls' shoes, where the styles trend follows closely that of men's and women's lines, is known to every retailer who operates a children's department.

There is every reason to believe that the style element will become increasingly important in the children's shoe industry. And from every indication the tendency for shoe styles to follow the trend in other items of apparel, in other words, the ensemble note, will from this time forward be as marked in the children's branch as it has become in the men's and women's.

The up-to-date retailer of children's shoes should from now on study carefully the new style tendencies in apparel for boys and girls and buy shoe styles that will be appropriate for wear with the new styles as they come out. When the older boys are wearing knickers, for example, to the extent that they are at the present time, the best selling shoes for them will be sport and semi-sport patterns. When younger boys are wearing trousers and suits styled along the lines of men's style clothes it is logical to assume that mannish styles in shoes will be wanted.

The suggestion that shoe merchants interested in the children's branch of the business should study style developments in boys' and girls' apparel can hardly be over emphasized. In practice, however, it should be applied with a certain amount of caution. Every retailer experienced in children's shoes is aware that there is a fitting problem of special importance. No parent and no shoe dealer can afford to take chances in fitting children's feet. The introduction of the style element has, no doubt, complicated the fitting problem. It is one thing to create smart, attractive styles; it is another thing to make the styles fit.

So in selecting the styles to offer his public the retailer who is conscientious with his trade and who is building a business for the future will consider every new style offered to him with two questions in mind: First, will it sell? and second, will it fit? And it should be the object equally of manufacturers of children's shoes to build styles that will satisfy both requirements.—Shoe Retailer.

Silk Handkerchiefs Selling.

Silk handkerchief importers report large increases in sales in both men's and women's varieties. In the men's goods the growth in popularity of the silk novelty handkerchief is attributed to the use of bright-colored neckwear

with patterns, which has stimulated a demand for handkerchiefs to match. This new angle of the business in men's goods leads to the belief that a record-breaking holiday business in this merchandise will be done. In the women's handkerchiefs crepe de chine are out-selling the georgette variety, although the latter are preferred by the more exclusive trade. Circular boutonniere handkerchiefs, in fancy designs to replace ribbon rosettes, are also selling well. These may be folded to give the effect of a flower upon a garment.

Silk Scarfs Continue Active.

An active call for women's silk scarfs is anticipated for the Fall season. It is pointed out that while these items experienced great popularity during the Spring season, weather conditions make them more useful in the colder months. Crepe de chine scarfs are expected to lead, since the georgette variety is considered too light for Fall purposes. The trend in the design of these scarfs is as yet unsettled, although printed effects of some sort, possibly of the hand-blocked type, are generally favored. Cashmere scarfs for sports wear are also thought well of. Manufacturers are looking for some novel idea that will "take," and are examining imported scarfs with unusual interest with this end in view.

Works Novel Advertising Stunt.

Many novel advertising stunts have been worked from time to time, but one of an unusual and relatively inexpensive nature has just been got out by a local ready-to-wear concern. It consists of a key with a mailing tag attached to it, on the order of the return tag that experience has taught hotel proprietors to fasten to their room keys, which is mailed to prospective buyers of the merchandise made by the concern. On one side of the tag is the address of the recipient, while on the other is the advertisement of the manufacturer with the slogan, "This is the key to our showroom." The key is a "blank," but that does not detract from the effectiveness of the stunt.

Joseph Caillaux, Finance Minister of France, has been elected to the Senate. While this event will not directly change his status in the Government—French Cabinet officers need not be members of Parliament—it has considerable political significance. Before his election those who oppose and fear Caillaux knew that by merely voting out the Government they could retire Caillaux once more from political life. As a Senator, however, he becomes something of a permanent fixture, either as a member of Government or as an energetic critic and opponent. There are few in France who would feel happy in elaborating a financial scheme under the sharp eye of Senator Caillaux. No criticism he could utter as a private citizen could compare in weight with that which, as Senator, he could let loose both openly on the floor and behind the closed doors of committee rooms. Coping with Caillaux is likely for some time to prove one of the principal activities in French politics.

A PROVEN WINNER!



The Broadway No. 930, in a golden tan has had an enthusiastic reception.

You can buy this stylish oxford with the assurance it will sell on sight.

We have it in stock for immediate shipment.

Herold-Bertsch Shoe Company

Our Collection Service

Must make good to you or we will.

"There's a Reason"

DEBTORS PAY DIRECT TO YOU AND IT'S ALL YOURS Only the one small Service Charge—absolutely no extras.

References: Any Bank or Chamber of Commerce of Battle Creek, Mich.

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Ask about our way.



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

Old Indian Days on the Muskegon River.

Grandville, Aug. 4—August is the month of harvesting, both in the woods and on the farm.

In an early day in the lumber woods when farms were few and scattering, the main harvest crops were of a wild nature. Blackberries grew in abundance throughout the pine choppings. In fact, hundreds of acres on the Muskegon were given over to this fruit, which furnished the housewife abundant stock for pies and sauces in harvest time, and during the winter months when dried and preserved, there being no canning processes at that time.

Besides blackberries, and there were no better fruits raised even on the farms in the older countries, orchards of wild plums were now and then met with on the river flats. These, when fully ripe, were delicious for drying and preserving.

Usually each settlement of any size had a store where the necessities of life were kept. Fruits and flowers were mostly of a wild nature.

These stores had no modern conveniences, no paper sacks, no canned stuff, no bottled nectars which now tickle the palate. Coarse brown paper stacked on the counter served for sugar, crackers, coffees, teas and the like.

Everything came in bulk. Baking powder was unknown, the common saleratus, with some other substance added, served the housewife in her cooking. No flour in sacks, always in barrels to be dealt out as the customer needed, said customer bringing his own receptacle, usually in the shape of a canvas bag. Pork packed in barrels, cut in from ten to twenty pound pieces. It was no uncommon sight to see a settler leaving the store with a bag of flour over his shoulder and a chunk of pork, wrapped in coarse paper under one arm.

Those were happy, hilarious days, however. Usually, too, this same man carried his stock of codfish in the shape of the whole fish, minus only the head. Tobacco came in caddys, and half barrels, never in ready packed small cases.

The Indian was a considerable factor in the trade of that day. He came often to the settlement store and sometimes under the influence of the white man's firewater. The "scootawaaboo" usually set the red man wild, yet there was very little crime among the Indians. Most of the lawbreakers were of the white race, and even these were not as plentiful as they are to-day, in an age of enlightenment and supposed religious toleration.

Few storekeepers would give credit to the redman, although there were exceptions, some Indians being both honest and the soul of honor. It was doubtless the white man's firewater and deceitful ways which wrought much of this dishonesty among the natives.

Roads through the wilderness were narrow and crude, seldom following a section or quarter line, but twisting about among the trees along the way of least resistance.

The month of August was a sort of gala time for the red Indian. He came then to the settlements of the white men, setting up his tents or wigwams, while the worker of the red household, the squaw, did the work, both in the home and outside.

The wild blackberry harvest usually lasted several weeks and it was made the most of by the Indians. They set up their camp on the river bank, cooking and carrying on their household work as usual.

A hundred of these natives set up their tents at Bridgeton, on the Muskegon, each year and entered upon harvesting and selling blackberries. These were sold in the lumbering town at the mouth of the river, some twenty miles away. The men did the market-

ing, while to the squaws devolved the work of gathering the berries and bringing them into camp from the big woods.

Mackinac boats were used as conveyances for the crop. No male Indian was expected to stain his fingers with contact with the berries. That was menial work for squaws only.

In ancient times we read of chivalrous knights battling in defense of fair maidens, but not so the Indian. His better half was the packhorse of the household, while "big Injun me" followed the trail of the red deer, furnishing meat and fish for the family larder.

It was no uncommon sight to see several ponies in single file treading along trails, husky bucks mounted, lolling in lazy contentment, while in the rear followed the squaws on foot carrying the small child strapped to her back, or else bearing a load of baskets, moccasins and other articles for white consumption.

The male Indian was not a worker. He was a hunter and trapper, being lord of the household in truth as well as in name.

The blackberries gathered laboriously and carried miles to the camp in baskets were borne down the river twenty miles and sold for usually about three cents per quart, pay being mostly in "cocush"—pork and flour—on which of course, a small profit was realized.

It was the habit of the villagers to call at the Indian camp evenings and watch the various processes of Indian housekeeping.

On one occasion the stork visited the camp, immediately after which the schoolma'am and several of the girl called to pay their respects to the mother, who was tremendously pleased at the notice taken of the event.

Old Indian days are worthy of remembrance and more than a passing notice, but even to this day there has been no historian with facile pen to tell the tale of Michigan's first inhabitants. We have had a few Michigan romance writers, but no recorder of the facts of Indian life within her borders. Old Timer.

Frenchmen naturally suspect anything that comes out of Germany. They have learned through hard experience to do so. More especially will they carefully scrutinize any move on the part of their former enemy that bears the approval of the German Nationalists. The answer to the Anglo-French note on the security pact is said to have such approval and the French are on their guard. Germany will have to lean very far over backward before she is admitted into the "white man's club" of Europe. There is nothing that Germans desire more ardently than the removal of the opprobrium they brought upon themselves by centuries of deceit and treachery. Still they do not appear to realize that they must go much further than others to vindicate what claims they may have to honesty and decency. The failure to understand this fact has done more than any other one thing to keep bad blood between Germany and her neighbors. A different attitude would probably have cost Germany no more than she has paid and would have proved an enormous benefit in the long run.

It will mean a great deal in your business success and in your satisfaction in life if you buy carefully and within your ability to pay promptly.

The easiest thing to make is trouble—but it has no market.



Lazy Clerks-- Lazy Dollars

Lazy clerks cost a merchant money.

So do lazy dollars.

Are you keeping your surplus funds at work?

Many Michigan merchants realize it is a sound policy

not to put all the eggs in one basket.

So they deposit a part of their surplus money here in 4% savings accounts or Certificates of Deposit.

Their funds are extra safe, because we make no unsecured loans, hence take no risk with depositors' money. Funds can be withdrawn any time.

Bank with us by mail. Send deposit by check, money order or draft.

Write for free book, "4% Banking by Mail."

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A State Bank—A member of the Federal Reserve System

Capital and Surplus \$312,500.00

Assets over \$4,000,000.00

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Distributor

NUCOA

"The Wholesome Spread for Bread"

**CHEESE
OF ALL KINDS
BUTTER
SAR-A-LEE
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OTHER SPECIALTIES**

Quality — Service — Co-operation

You Make
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Genuine Buckwheat Flour
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PLAINWELL, MICHIGAN

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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.

A COMPLETE LINE OF

Good Brooms

AT ATTRACTIVE PRICES

Michigan Employment
Institution for the Blind
SAGINAW W. S., MICHIGAN



Bonded Indebtedness of Union's Forty-eight States.

How many people have a true realization of the extent of the indebtedness of the Union's forty-eight states, and the manner in which it was incurred. The Bank of America, which recently completed a nation-wide survey, presents some interesting data on this widely important subject.

Discussion of "billions" these days arouses no more curiosity than the term "millions" did before the war, so accustomed have we become to talking in huge figures. And, consequently, while we are considering ways and means of recovering the billions advanced to the Allied nations during the war, we are very likely to pass lightly over the immense internal obligations that have accumulated in the last several years.

As a matter of fact, however, the States of the Union have contracted a bonded debt in excess of \$1,500,000,000, not to mention floating debt, and the obligations of individual cities. The survey shows that the total of bonds outstanding against the forty-eight states aggregates \$1,558,742,433, which represents an increase of nearly 50 per cent. within the last three years.

"Every man, woman and child in the country," says the bank, "through the state governments owes on an average of \$13.89. Some idea of what these figures mean may be had when it is known that the total of state debts is half a billion dollars greater than the entire Federal debt before the United States entered the war. In 1916 the net public debt of the United States amounted to \$1,006,281,572, or about \$9.82 per capita. Now, of course, it is much higher, about \$21,178,045,271, or about \$188 per capita.

When it is realized that more than half the outstanding state debt has been contracted since the beginning of 1920 the rapidity with which this debt has been growing is plainly evident. Since 1920 a total of \$903,000,000 of the securities now outstanding have been issued.

Quite readily the question arises, "For what purpose has this immense debt been incurred and what the benefit to the taxpayer?" The answer is "Highways" principally, inasmuch as the bank finds that almost one-half of the total, \$626,852,350, or 40.2 per cent. to be exact, has been laid out for the construction of highways and bridges.

Most noteworthy among the highway systems financed through the issuance of bonds now outstanding are those of New York State involving \$98,000,000, California \$66,825,000, North Carolina \$66,552,600 and Illinois \$60,000,000. In nine other states bonds

have been issued for similar purposes to the extent of \$10,000,000 or more.

Among the other important purposes for which states have taken on bonded debt, the payment of soldier bonuses was the biggest factor, the outlay for that purpose reaching \$287,097,600, or 18.4 per cent. of the total. Illinois, New York, Michigan and Kansas were the largest borrowers on that account, while the entire outstanding debts of Iowa, Kansas, Ohio and Washington represent bonds sold for that purpose.

Waterway and harbor improvements accounted for \$220,141,800, or 14.1 per cent. of the total, New York State incurring \$152,392,000 of that figure. Other physical improvements accounted for 6.9 per cent. of the total, and agricultural aid was extended to the extent of 4.8 per cent. of the total.

Expenditure for educational purposes was second lowest in proportion, involving only 1.1 per cent. of the aggregate. New York State naturally has the largest funded indebtedness, while Massachusetts is a distant second and Illinois third.

[Copyright, 1925]

Where the Backbone of Good Business Lies.

So intently have we watched the advances in power and light stocks in recent months, and improvement in certain industrial specialties, that sight may have been lost of another and equally interesting group. The reference is to stocks of companies that do business directly with the farmer.

Some of the most spectacular gains of the year in the stock market are those achieved by agricultural issues. The matter is not important in itself, but is significant for what it reveals of the sound position of business to those who can read the signs.

Many leaders in Wall street see more significance in the advance of stocks in the agricultural category at the present time than they do in gains elsewhere. To them the real basis for good business lies in the improved purchasing power of the farmer. Anything that sheds light on the degree of that improvement is seized upon as an index of our future prosperity.

As farmers have squared themselves with the world financially in the last year they have begun to buy a good many things that they have wanted for several years. Improvement in grain prices last season enabled them to pay for the harvest, clear off substantial debts previously outstanding and still have money in the pocket.

With cash in his hand for the first time in a long while the farmer has greatly swelled his purchases of such different things as farm machinery and

\$30,000,000

KINGDOM of DENMARK

Thirty-year 5½% External Loan Gold Bonds

Dated August 1, 1925

Due August 1, 1955

Not redeemable prior to August 1, 1930

This issue is a direct obligation of the Kingdom of Denmark which agrees that if during the life of these bonds it contracts any loans or obligations secured by charge on any revenues or assets, these bonds shall be equally and ratably secured. None of the assets or revenues are now pledged as security for any loan.

Debt on December 31, 1924, at parity of exchange was \$303,600,000, equivalent to about \$90.00 per capita. A large part of this debt is contracted for construction revenue producing properties, including railroads, telegraphs, telephones, harbors, etc.

It is expected that application will be made to list these bonds on the New York Stock Exchange.

Price 99½ and accrued interest.

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To Get and To Keep

USE OUR TRUST SERVICES to help build your estate. A living trust can assure the steady accumulation of wealth.

Use our trust services to keep your estate safe against the forces that have dissipated countless other estates.

Here are subjects we would like to talk over with you

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN

implements, automobiles and household appliances. This increased business directly benefits, of course, companies that manufacture agricultural machinery and companies that do a mail order business.

Not for a moment should we fail to appreciate that cheap money in the present market has accelerated the rise in securities of all descriptions. Only a few times in history has so sweeping an improvement in a depressed agricultural situation occurred, however, as we have witnessed since a year ago. The real basis for what is happening in the agricultural stocks does not lie in the cheapness of money, therefore, but in a fundamental change of affairs.

These benefits are spread over a wider field than may at first appear. More and more we have come to see that no prolonged and sound improvement in business can be expected unless the farmer is able to show a profit at the end of his season. This year an increasing number are switching from red to black figures.

Paul Willard Garrett.
[Copyrighted, 1925]

Nick Longworth For General Taxation Reform.

Speaker-elect Nicholas Longworth is out for a big cut in taxes early in the new Congress. He also favors a general reform of the whole tax system with an eye especially to speeding up prosperity and removing the incentives which now induce men of large means to invest in tax exempt securities.

In a speech delivered in Cincinnati during the past week Mr. Longworth said:

"We have been able in two measures to reduce taxes by more than \$1,250,000,000, and in the next Congress we propose to reduce them even further. We propose not only to reduce taxes but to reform our whole taxation system.

"In our solicitude to relieve the taxpayers themselves, and particularly the smaller taxpayers, we have, I think, perhaps neglected the interests of those millions of people who, by paying no taxes themselves directly, are profoundly affected indirectly in the shape of the cost of the things they have to buy.

"If capital is kept in unproductive channels, if taxes are so high that men of large incomes are tempted to avoid paying taxes in so far as possible, the inevitable result is high prices. This should not be."

Mr. Longworth discussed the possibility of a constitutional amendment to end the issuing of tax-exempt securities and expressed a view that it could never be passed. He went on:

"The only alternative, then, if we are to unlock capital from a dead zone and secure the highest possible revenue from the income tax, is to reduce taxes to a point where temptation to avoid paying will not prove irresistible and where capital will seek investment in fields of industrial production."

The Man Who Is Too Busy.

The salesman is a student of human nature, and most of us have learned to be wary of the man who never has time to tend to things.

In all probability—the only trouble

with such a man is that he has never learned to discriminate between the important and the unimportant things of business life.

He has just as much time as any one else.

There has long been a saying among executives "that if you want a job tended to, give it to the busiest man in the place." That is, the man who really accomplishes many things.

The other sort of man strangles institutions with red tape and ruins the dispositions of employees faster than they can be hired. He lunches in gulps and lives on his nerves as long as his nerves will stand it.

But half an hour after he has refused to see a salesman who wanted ten minutes of his time to show him something of real value to his business, he is apt to spend thirty minutes watching a steam-shovel carve out a basement or help to keep fresh air from a fainting woman who is already receiving competent assistance. This same type is usually too busy to make prompt decisions when he has all the facts before him—but not too busy to worry about all the losses caused by delays.

If this type is at the head of the business you are trying to sell your goods to, be wary of him.

Taxing of Enterprise.

Detroit, July 28—It is easy to laugh at Mohammed Al's tragic mistake in taxing the date trees of Egypt a century ago, which caused the date trees to be cut down, plunged his people into blacker depths of poverty and privation and yielded little to the treasury.

Yet are not our taxes on earned incomes, on orchards, barns, cattle, factories and houses all akin to his tax on date trees. All retard or prevent the production of wealth and impoverish the people far more than they yield the Government. All increase costs to the consumer, while they injure the producer.

Champ Clark, in a speech in Congress years ago, told of whole villages in Missouri moving to Western Canada, and he was greatly puzzled over it.

Yet the answer was plain before his eyes. The causes are cheap lands and more sensible taxation. And lands are cheap because taxes in Western Canada are so levied as to discourage land speculation. They do not want idle acres there, so they tax the land values which the growth of the community creates, and have stopped punishing farmers by taxing their houses, their barns and their orchards.

We profess to believe that industry and thrift are virtues. Why should we tax them as if they were crimes? A little study of what Western Canada has done and is doing will show that ample taxes can be raised without burdening business and obstructing industry, by merely taking for the community the land values the community creates and abolishing all taxes which take from any individual any part of his individual earnings.

Will Atkinson.

He Deserved It.

A young lawyer tried hard to give himself the appearance of being exceedingly busy. During his absence from the office he always left a card on the door, marked: "Will be back in an hour."

On his return one day he found that a rival had inscribed underneath "What for?"

Kent State Bank

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THE Old National Bank has a record of 72 years of sound and fair dealing with its depositors and with the community of which it is a part. Its facilities are available to you in all fields of progressive banking—Commercial Accounts, Securities, Safe Deposit Boxes, Savings Accounts, Foreign Exchange, Letters of Credit, Steamship Tickets.

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

Combined Capital, Surplus and Undivided Profits over

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GRAND RAPIDS NATIONAL BANK

GRAND RAPIDS, MICH.

Some Instances of the Doings of Arson Crooks.

The following illustrations serve to show how carefully arson frauds are planned.

1. A young man, 18 years old, was the subject in connection with a fire, which occurred in the home of his parents at Decatur, Ga., where his two sisters were burned to death. The investigators were convinced that the young man had set the fire, but they were unable to convince the prosecutor and authorities as to the guilt. On the anniversary of the fire one year thereafter the same young man shot and killed his father and mother at St. Petersburg, Fla. The newspapers carried a story that the suspect was one of the youngest students ever graduated from Harvard. Investigation showed that he had never even passed his entrance examination into that institution.

2. A returned soldier was arrested in Orange, Conn., charged with having conspired with the owner of a farm and others in burning of the buildings, live stock and personal effects thereon. This fire occurred March 29, 1924. There was plenty of evidence corroborating his confession of the crime. The authorities, however, maintained that he was mentally irresponsible; and he was released in the custody of his family who lived in Chicago. He returned to that city with his sister and some time later in an argument killed his father by the use of an army saber. Had the authorities acted with a degree of intelligence he would have been convicted of the Connecticut fire with others and probably confined and the life of the father would have been saved.

3. On the day following his release from the House of Correction, the fire marshal of Philadelphia arrested a young man for having set fire to a rooming house in that city on May 12, 1923. His record showed that he had been convicted of arson several times prior to this instance. He was tried and convicted but a motion was made for an examination as to his sanity, and a commission appointed for this purpose. In the meantime, he was released on a promise that he would leave the state and go to the home of a relative in Washington, D. C. Shortly thereafter, there was a series of barn fires across Southern Pennsylvania. These seemed to progress from the Eastern part of the state toward the Western. In November of 1924, he was arrested in Painesville, Ohio, charged with setting fire to a barn. He was prosecuted by the State Fire Marshal and committed to an asylum.

4. Following a disagreement with the son of a wealthy coal operator of Cleveland, a young employ was dismissed. Following this action, he was seen loitering around the palatial residence of his former employer for several hours. In the evening he went to the large Summer home of the coal operator at Willoughby and burned it to the ground. The owner, on the employe's arrest, tried to avoid a prosecution until he learned that in making a confession of the crime, the suspect had stated that he had watched the city home for hours trying to get a

chance to shoot both the son and the father. He threatened to complete the job as soon as released.

5. A business man in the Middle West became involved in his financial affairs, following closely upon domestic troubles, which caused his wife to leave him. He had a very large and expensive home in the outskirts of the city. Deciding that the insurance on his house would solve his financial troubles, he arranged on "incendiary plant" so that the ringing of the door bell would supply the ignition spark. He then proceeded to New York and upon his arrival sent a telegram to himself addressed to his home. The messenger boy on attempting to deliver the message, unconsciously started the fire, by pressing the button of the door bell. At 11 o'clock on the following morning, the owner happened to remark at the cigar counter in his hotel at New York "I have just had a telegram that my house burned last night." Upon checking up the telegram it was found that the first message he received giving information regarding the fire was delivered at 2 p. m. that day, three hours after his former statement. His casual and unguarded remark caused his conviction.

6. A case was developed by an investigator not long ago in connection with a fire in a shoe store. The father of the merchant was an old man who made his living by training cats. It was found that these cats were sold singly to a limited list of customers. No stranger could buy them at any price. They were trained to do just one thing, with a pilot light on a ball and chain namely, to turn up gas jets equipped valve. The cats were also trained to dislike the dark and invariably on being admitted into a certain room after night fall would use their training to supply light from an arranged fixture above which a "plant" of combustible material had been placed. These cats were sold at prices ranging from \$250 up, to crooked merchants, if the clients came properly introduced.

7. An unusual case concerns a plot to destroy a chemical factory in the suburbs of Newark. This factory was of temporary construction, built to fill certain war orders. After the armistice the firm began to dismantle it. They received the following letter from a man who made what he believed an attractive business proposition:

"I wish to communicate with you in a secret way. If my questions are not agreeable with your views and desires, I wish to ask you to answer me so and forget everything. The works at L— owned by your company are closed and idle. Your expenses are, no doubt, high in engaging two watchmen and paying them their wages for which you have no returns or gains. I wish to ask you if you have the said building insured high enough that would pay you well enough to stop paying the necessary expenses, by having some sold as I call it "in the air." Should you agree to this plan, please let me know and I know we will come to satisfactory terms. As I said before if you should not agree to this plan please answer so and say nothing more about it. Hoping to hear from you soon—"

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"OLDEST BANK IN LANSING"

The firm communicated immediately with the authorities and it was arranged to lead the incendiary on in his plan. An appointment was made to pull off the job and, on a certain night, after careful arrangements had been made—upon the actual lighting of the match—the three men involved in the plot were arrested and the loss avoided. It was found that even the watchman on duty was a member of the gang and was to participate in the profits.

Small Town Particularly Needs Construction Ordinances.

As a rule, the smaller cities and towns do not have modern fire prevention and building construction ordinances. The excuse generally offered is that these ordinances are all right for the larger cities but they are not needed in the small towns and cities. From the fire safety viewpoint, this answer does not accord with the facts.

The small town and city needs modern fire prevention and building construction ordinances and regulations even more than the larger municipality. This is true because the fire fighting apparatus in the small town is usually sufficient to cope only with an ordinary size fire. Yet it is common to go into one of the small cities and find buildings so occupied or so constructed as to present almost the certainty of a fire that would be a three alarm fire in any large city and bring fifteen companies to the scene of the fire at once. The small town, when the fire does occur in this location, can call only one piece of apparatus and many times that will be a small one, manned by volunteers. Moreover, frequently there would not be fifteen pieces of apparatus within the distance which would enable them to arrive before the place had burned down. In other words, the small town which fails to provide modern fire prevention and building construction ordinances is doubly handicapping itself.

Economic Necessity and Reproof For Carelessness.

Are the American people "good fellows" because of inherent natural qualities or have they become "good fellows" because they can afford it? This question comes to mind upon hearing President Rudolph P. Miller, in the president's address to the National Fire Protection Association Convention, declare that we exhibit moral cowardice in our failure to reprove carelessness when we see it.

Good fellowship often proceeds from and is based upon an easy flow of cash. It is a frequent comment among groups of young men, one of whose number has been known as a prince of good fellows that the title is likely to be lost when the "prince" establishes a home. Why is this? Because economic necessity teaches a most vivid lesson on the value of the dollar.

Many people believe that this will be the story of American response to appeals for greater fire safety. Good fellowship will prevail so long as there is not the special need for the savings to be obtained by fire safety. There will be a hesitancy to reprove for fire carelessness in an emphatic way.

Possibly fire prevention efforts bring

richer rewards now than they did twenty-five years ago because the necessity for fire prevention, for conservation of natural and created resources is greater than it was twenty-five years ago.

The dangers of open trash fires have again been demonstrated during the past month; human life and property values have both been sacrificed; but, as unheeded as our advice appears to be, we again reiterate the caution; beware of the open fire. Serious dangers lurk in each one of them; especially at a time when the wind is unusually high as it has been quite frequently of late; coupled with the dry condition of almost everything burnable as a result of the shortage of rain. These two conditions make the chances of conflagration much greater than in normal times, and for that reason alone no open fires should be tolerated, but incinerators or closed containers of some kind of metal or other safe construction used, so that all sparks and burning brands can be confined, otherwise they may be carried onto wooden shingle roofs or other combustible material and result very disastrously.

In the revision of taxation to be undertaken by the next Congress the Administration will urge substantial reductions in surtaxes and "death duties." The opposition to cuts in the surtaxes will hardly be as vigorous as it was in the last Congress. The reductions made in these levies then have borne out Secretary Mellon's claim that a cut in their rates would result in actual increases in revenue by sending money into productive industry instead of tax-exempt securities. However, there will be the usual insistence by the insurgent element in Congress for repealing all taxes on smaller incomes. The temptation is too great for the demagogue and vote hunter to withstand. He is more interested in votes than in the National prosperity, which affects all voters. The suggestion of Senator Couzens that all taxes be abolished on incomes of \$5,000 and less would wipe some six million taxpayers off the books. The "soak-the-rich" breed of Congressman will revel in the Couzens suggestion. In the next Congress it will be the rallying point of "insurgency."

The country would be unusually well fortified in the event of a coal strike. Coal stocks are unusually large, both of bituminous and anthracite. The stock on hand July 1, in industry, was estimated at 39,432,000 tons. This amount is reckoned as sufficient for forty-one days' supply. More coal was mined in June than in May, but the amount used was 2,000,000 tons less than that consumed in June, 1924. Since the greater part of the soft coal now mined is coming from pits that are non-union, and therefore outside the scope of a general strik, industry is not worrying over the threat of a clash in the unionized soft coal fields. The first pinch of a general mine strike would be felt in anthracite rather than bituminous; and with some 10,000,000 to 12,000,000 tons of hard coal in storage that pinch would not come immediately.

Michigan Shoe Dealers Mutual Fire Insurance Company

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Pros and Cons of the Big Problem.

Written for the Tradesman.

Last week we took up the principal reasons why many women really would rather be wage-earners than home women. In this article we shall consider the pros and cons of going out to earn. There are mighty pros and mighty cons—considerations for and against, that have their roots in what is deepest and most vital in human nature.

For brevity's sake we shall here include in the term wage-earners not only those women who are such strictly speaking, but also those others who are engaged in some business or in the practice of some profession. We shall leave out of our present consideration three classes: First, the women with young children; second, those who do not at all need to earn money, who if they were to go out to work would do so from an absorbing devotion to some art or calling; and third, those with whom necessity is so urgent that they have no choice in the matter. For these last there is no problem—they must earn.

We have in mind that great number of married women whose children are in school and whose financial circumstances are such that their households can get along in a way without their adding to the family income, but with whom larger means actually are required for satisfactory living and for making adequate provision for the future.

Taking the pros first, a legitimate desire for more money, or rather for the things that more money will procure, is the greatest.

A compelling tide is setting toward engaging in paid industry. The manufacturing processes carried on at home by our great-grandmothers are now done on a large scale and with the aid of elaborate machinery in factories. We cannot return to the old days and the old ways. It would be impractical for the wife and mother of the present time to take raw materials and provide directly for her family by spinning, weaving, knitting, or by doing such stunts as boiling soap or making apple butter. The only feasible way in which a woman can "help out" nowadays is by earning.

If any one asks "Why is it necessary that she should help out?" the answer is easy. Our standards of living have advanced. Such expressions as "bare necessities" and "common comforts of life" have taken on vastly enlarged meanings. Particularly is the raising of children no such inexpensive undertaking as it used to be. It may as well be admitted frankly that what was good enough for the older generation isn't good enough for the younger. The

child of to-day who is not given better food, better clothing, more and better schooling and more recreation than parents and grandparents enjoyed, is at a disadvantage with other boys and girls.

The married pair who are not strong financially and who pluckily have tackled the job of bringing up and educating two or three children, naturally feel that they must make their efforts count. If after the youngsters are old enough for school, the wife as well as the husband can earn, so that provision can be made for the heavier expenditure that surely will be necessary later on—it seems wise for her to do it. Always if one is to make hay at all, it must be done while the sun shines. If our typically brave and energetic pair are ever to get ahead, they must do it while they have youth and health and strength.

Certain other pros, strong and significant though they are, will have only brief mention here, as they were brought out quite fully last week.

One of these is the fact that earning gives to the woman worker satisfyingly tangible results for her labors. Another is that by taking some outside job the erstwhile home woman can get pay for effort which in the past habitually was diffused into a large number of social and philanthropic channels, when she and her family hardly could afford so great a contribution of her services to community welfare. Still another is the fact that she who "goes out and does things"—particularly if what she does is something out of the ordinary—by so doing achieves a certain pleasurable distinction.

Now as to the cons. As the greatest of the pros is the desire for more money, so the mightiest of the cons is that when a wife and mother goes out to earn, her own household is likely to suffer from her absence and her absorption in her outside duties.

A profession or a business or a common industrial job makes imperative demands upon the worker. Often these conflict with the exigencies of family life. Take an example. A woman physician has a large general practice. There is an epidemic of flu. Her son and her daughter as well as numbers of her regular outside patients are taken down. Even if this sorely pressed doctor employ the best of nurses for the cases in her home, how will she give her sick children the motherly care she will want to give them and do justice to all her other patients as well.

Or to take an instance not so serious and of more ordinary occurrence. The wife and mother is a teacher. For a number of years Dad's birthday has

not been marked otherwise than by the receipt of the usual gifts from members of the family. The children are anxious he shall have a worth-while party, and the wife knows that the Great Man himself would enjoy such an event immensely. But the birthday falls in the very last week of school, when every teacher has her hands more than full. As things generally work out, the professional demands are met, while the wished-for party goes by the board.

In little things that come up every day, domestic duties are shortened in favor of vocational requirements. The housekeeping has to be rushed through mornings and evenings. Beginning early and continuing until late, the wage-earning wife and mother has a long working day and no leisure. When she who should be its center and inspiration is all the while hurried and preoccupied and tired out, home life loses its value and its charm.

The home woman has better opportunity for the higher offices of the wife and mother than does the wage-earner. She has control of her time—is not at the beck and call of an employer. True, some women who have all the opportunity in the world, fail to make use of it. But taking one household with another, the home life fares best where the wife and mother can devote to it the chief part of her thought and endeavor.

There are other cons closely allied to the big con. One is that few women can long stand the strain of filling an exacting outside position and carrying on the labors of a household, without breaking down.

Another con is that almost inevitably the wage-earner and her family take on habits of careless and wasteful expenditure. She has no time to "shop around" or to study her expense account. The money goes. Not all of her pay check can justly be said to be "to the good." A larger portion of it than she herself supposes is in reality offset by the greater cost of a hand-to-mouth manner of living. Moreover, as a rule, the daughters of a wage-earning mother are not taught to be good housekeepers, while both the sons and the daughters grow up in habits of unthrift.

Another con deserves mention because in some cases it is an important one. While this is not true of most men, there are some whose initiative is crippled the minute the wife begins to earn. Where the husband has health and good potential ability as a money-maker, in the long run the family is likely to come out better financially if the wife and mother can be content simply to "walk behind and let Pa whittle."

As to the social and philanthropic activities in which many home women engage, while some of these might be criticized in various ways, taking this work as a whole, every community and every family benefits by it largely. If it were cut short as it would have to be if greater numbers of women were to enter the ranks of wage-earners, the finer things of life would suffer real loss.

Thus does the subject show up, looking at it from both sides. Each wo-

man's problem of whether or not she shall go out and earn, is individual, something that she herself and those nearest to her must settle. No one outside can decide it for her.

Next week a solution will be suggested which it is hoped may prove helpful in many cases.

Ella M. Rogers.

Earthquakes rarely are credited with payment for the damage they do. It is now maintained by California geologists that the recent seismic disturbances at Santa Barbara may have repaid the losses of more than \$10,000,000 by opening up fissures deep down in the earth that will prove powerful sources of replenishment for the regional water supply. For an immediate result of the recent disaster has been an enormous increase in the flow of water throughout the county, and it remains to be seen whether the present output will continue indefinitely and become the normal production. Ranchers in many cases may be spared the cost of carrying from great distances the irrigation channels that have turned thousands of arid acres into garden lands and teeming orchards. If this is the happy eventuation, the country which applauded Santa Barbara's resolution and independence in her crucial hour will share the satisfaction in her compensatory good fortune.

That it should require a voluminous correspondence to set other nations straight regarding the American attitude toward treaties with China may seem curious. But it is to be remembered that with most governments treaties are no cut-and-dried affair. With most of them a treaty, especially with China, is only a treaty, while putting it into effect is quite another matter. The United States, with other Powers, agreed to hold a conference for adjustment of Chinese tariffs. In this country the question admits of no further argument. We regard the holding of the conference as a foregone conclusion. We agreed, along with other Powers, to appoint a commission to study the extra-territoriality question. We do not regard the carrying out of this agreement as a matter for argument. It may seem strange that other governments do not see things this way; but they do not. Hence Washington is compelled to write them a few letters on the subject.

President Coolidge will leave to Congress the shaping of the new tax measures, but he believes the next reductions, like the last, should be made on all incomes. As a matter of fact, there is not much chance of passing any tax law failing to afford such reductions. As unequal in its provisions as was the act of 1924, there is no taxpayer who has not felt some relief. While its greatest benefits are found in its lower brackets, there are reductions in all its schedules. The task of Congress next winter is to establish a scientific tax policy as well as make reductions. Important as tax cuts are, they are no more so than the shaping of a taxation program that will be reasonably permanent and that will take the unrest and uneasiness out of business and industry.

Some Men I Have Known in the Past.

Edsko Hekman, Sr., was born in the Province of Groningen, Netherlands, April 27, 1858. He served an apprenticeship in the bakery business and engaged in business on his own account at Winschoten when he was 23 years old. Thirteen years later he sold out and came to this country, locating in Grand Rapids. He first engaged in the grocery and baking business on Vries avenue. Five years later he moved to the present location of the Hekman Biscuit Co., 1363 Grandville avenue. Two years later he discontinued the grocery business and devoted his entire attention to the baking business. He did not bake bread, but manufactured all kinds of crackers and about fifty different varieties of sweet goods under the style of the Valley City Biscuit Co. His Dutch cookie, which was his principal specialty, was sold in thirty-four different states, and the business grew very rapidly. The bakery burned in May, 1911, when a new brick factory was erected and equipped with the most modern machinery in the bakery line. The building has been expanded from time to time until it is now 90 by 150 feet in dimensions, three stories and basement.

Mr. Hekman died eight years ago, since which time the business has been conducted under the style of the Hekman Biscuit Co. Two sons, John and Jelle, conduct the business. The house now manufactures 99 different articles in the baked goods line and employs twenty salesmen. Two of the salesmen—E. T. Rogers and J. Wierenga—have been with the institution about twenty years.

Mr. Hekman was a member of the Grandville avenue Christian Reformed church and served as clerk of the church society for about fifteen years. He was a man of few words, but he had a pleasant personality which enabled him to make friends rapidly and retain them steadfastly. He was naturally very happy over the growth of his business and the gradual expansion of his usefulness as a manufacturer. He was proud of the wholesome and sanitary manner in which he was able to keep his factory and it goes without saying that if he was still living he would have nothing to criticize in the present condition of the business he established along broad and progressive lines.

Mr. Hekman went to his reward in the full consciousness that the wonderful business he established with so much care and thoroughness would be carried on and gradually augmented by the sons he had trained to succeed him in the undertaking. They have both developed remarkable managerial ability and take high rank among the leading business men of the city.

Hungry For First-Class Corned Beef.

Col. Woods is an old timer, who is known in the cattle business; one of those blunt old fellows who says what he means; an old-timer who thinks the meat business is going to smash, who compares it with former days, and condemns the present-day meat merchants. If he were to run a market he would—but read what he wrote to the Breeders' Gazette:

The editor of the Gazette says that

he would like a No. 1, juicy, ripe, corn-fed steak or roast quite often, but he doesn't know where in Chicago to go to get it. Think of that! Chicago, the greatest meat market in the world. I have no doubt that what he says is true. I can't buy first-class, ripe, corn-fed steak or roast anywhere that I go.

Some markets (there are only two in Lincoln) sell good corn-fed steer meat, but it is generally so green and freshly-killed that it is not tender. About the only perfect steaks that I remember were those that we used to get at the stockyards in Chicago at the auction banquets. They were 8 or 9 inches long, 4 inches wide and 1½ to 2 inches thick, sweet, ripe and tender, just fat enough.

I never saw a pound of first-class beef on sale in California. I never saw a market in California where one could buy first-class corned beef. There is no market that I know of in Lincoln or Omaha where one can buy it. He can buy corned stuff, but not the kind that "Cap" Ragers used to sell me forty years ago down on Wabash avenue. The average butcher corns what is too poor to sell. The result is, he creates no market for corned beef. I like a good article once a week, but if I have it I must corn it myself.

I like pickled pork, brine-pickled for beans. There is only one place among the 100,000 people of Lincoln where it can be had. I have tried to buy it in a dozen of the best cities of California, but I never could find any but dry-salted. Chicago packers put up a first-class article of pickled porks, and one can buy it up in the Lake Superior regions.

If I were young again and out of business, I would start a market where one could go and buy a good, corn-fed, ripe roast or steak by paying a little extra price for it, or a pound of No. 1 selected pigmeat sausage (meat chopped, not ground) or a piece of sweet corned beef that wasn't corned for fear it would spoil. I don't know of any such place. Do you,

California butchers tell me that they couldn't sell first-class corn-fed meats if they had them. The people have eaten that grass product so long that they think it is good. The butchers disguise it by cutting it up into strips about a foot long and 4 to 6 inches wide. If they should show it in the quarter before they cut it up, it would sure spoil their sale.

The average butcher in any place will tell you that not one man in a thousand knows good meat when he sees it, and not one woman in a million. They say that if there is any fat in sight, the average woman turns it down. They don't seem to know that it is impossible to get good meat from any beef animal that has not been properly fattened. So what's the use? Meat reforms will come, but I was born too early to live to see them.

The Man Who Loves His Job.

Are you trying to climb where the chosen are
Where the feet of men are few?
Do you long for a job that is worth one's while

Well, here's a thought for you:
The pots of gold at the rainbow's end,
Are sought by the teeming mob,
But the fairies who guard them choose
as a friend

The man who loves his job.
S. M. Kennedy.

GROCERYMEN!

Here's a Business Getter for You GROCERY STORE ON WHEELS

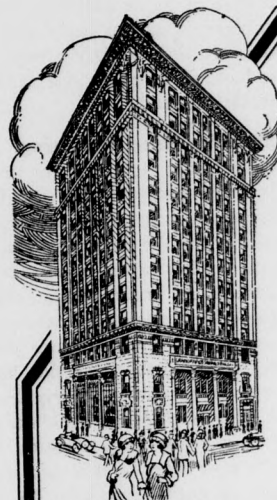
A new idea! A progressive step in grocery retailing! A proposition that will mean BIGGER BUSINESS for you through the service it enables you to give your customers—

A Grocery Store That Takes You To Your Customers' Very Door!

It's a service that appeals to the housewife—saves her time and is satisfactory. She needs but walk a few steps from her own door to select the groceries, vegetables and meats for the day. We had built to our own specifications two large enclosed White More Trucks, fully equipped for grocery retailing with shelves, drawers, refrigerator for meats, butter, etc., which we operated in conjunction with our regular Grocery Department. We were forced by increased business in other departments to use the space occupied by our immense Grocery Department, and so closed it out and we are offering these two trucks for sale. They're practically NEW, having been used less than two months. Equipment is complete and convenient. Motors in A-1 condition. A REAL BARGAIN!

Are you interested? Write at once for complete details.

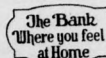
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THE JONES STORE CO.
KANSAS CITY, MO.



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Bridge, Lexington and
Stocking
Bridge and Mt. Vernon
Division and Franklin
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OLDEST SAVINGS BANK IN WESTERN MICHIGAN

YOUR OWN Vine and Fig Tree.

The joy and pride of your manhood.—

The heaven of your old age.

—Well, Why Not?

We would like to see every man in this community the owner of his own home.

We would like to open a Savings Account for you TODAY to that very end.

Grand Rapids Savings Bank

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Michigan Retail Dry Goods Association.
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More Orders For Fall Shirts.

Orders for men's Fall shirts have registered something of an increase over those of the early part of last month. Real covering of their needs by retailers, however, has yet to be done, according to manufacturers here. Supplies in the market are such that many of the stores find they do not have to place much advance business, and because of this some of the wholesalers do not figure on any sustained activity until about Labor Day. Novelty shirts are suffering somewhat in the demand, as indications point to fancy patterned ties again prevailing for Fall. The average man, it was pointed out, does not care to wear both a fancy tie and a novelty shirt, as the combination is too "loud." The white broadcloth shirt, accordingly, remains a big selling "number." Neat collar-attached and collar-to-match shirts continue to be emphasized by the higher grade haberdashers.

Novel Umbrella For Children.

One of the large umbrella manufacturers here believes there is a bigger outlet to be had for children's sun and rain parasols than is generally appreciated. Accordingly, this firm is now putting on the market a novel umbrella either of all-silk or mixtures, that can be retailed from \$1.25 up. A feature of it is the Uncle Wiggly decorations it has on the handle, the tips and the ferrule. The handle is decorated with a water-proof picture in colors of an incident in which the well-known rabbit character is shown in a rainstorm. The ferrule is a small, life-like representation of the rabbit, with the tips matching this design. Attached to the umbrella in the form of a tag is a booklet containing one of the Uncle Wiggly stories. The umbrellas are the correct size for children and come in various colored silks or mixtures. The handle is equipped with a matching silk cord.

Imported Silk Handkerchiefs.

Japanese novelty silk handkerchiefs which are being shown in New York City by a leading silk handkerchief importing house include women's georgette, crepe de chine and habutal silk varieties, to retail from 50 cents to \$1. There are also hand-rolled hem, hand-blocked numbers to sell for 50 cents, as well as dollar items, which come in loud, vivid effects as well as in the pastel shades. A novelty circular boutonniere handkerchief of crepe de chine, to retail for \$1, comes in pastel

and sport shades. Men's silk handkerchiefs to retail from \$1 to \$1.50 are also being shown. Some of these are in the novelty neckwear shades, especially the purple hues, which are contained in goods of various prices. The men's handkerchiefs are also hand-made, a considerable popularity for this class of goods, made of silk, existing at the present time.

Wrap Coat Favored in Buying.

Early trends in the buying of women's coats for Fall indicate that the wrap-around style will again meet with wide favor. Most of the orders being placed in this market now are for this style, some manufacturers saying it is the only one that is being bought. The new coats show some variation from the clinging style of a year ago, but the changes are mainly confined to flare effects and detail treatments. The average consumer, it was held, still wants a coat that hugs the body closely and gives the wrap effect in front. This tendency is influencing the planning of many lines of accessories for Fall, as these must be in harmony with the favored style of outer garment. Manufacturers agree that the early business in coats is shaping up fairly well, and they are looking forward to a satisfactory August demand.

Suspender Sales Increasing.

Suspender manufacturers are profiting by an increased demand for their merchandise, young men especially contributing to the improvement in conditions. The styles that are in most demand are made of non-elastic webbing. Wide trousers are held chiefly responsible for the returning popularity of suspenders, since the latter aid trousers in hanging properly. Some attribute the trend to the high waisted trousers now being worn. Health considerations also enter in, it is said, since suspenders do not bind as belts do. The wide belt, however, is still being worn extensively by young men, according to some manufacturers. These belts are preferred in fancy colors or in imitation alligator leather. Trousers manufacturers are making belt loops wider in expectation of a continuance of this style.

Flat Bag Gaining For Fall.

In popular-priced hand-bags the trend toward the flat under-arm bag as a Fall item is said to be stronger than hitherto. Manufacturers say that the pouch styles are being less called for. The flat bags are made either of leather or silk, with the leather ones stressed. Ostrich feather, lizard, snake and frog are leading types of the leather patterns favored. High shades are likely to dominate, particularly the new pencil blue, apple green and blond hues, with

black, brown and navy holding up the staple end. Buying for Fall is slow, but the next two weeks are expected to provide a greater amount of activity. The local stores are now engaged in their usual period of stock-taking, and with this completed and seasonal clearance sales started, their buyers are expected to show a greater amount of interest in Fall bags.

Smaller Concerns Better Off.

One development of present merchandising conditions that is frequently commented upon is the improved position of many of the smaller concerns handling varied lines of women's apparel and piece goods. With a smaller overhead and an ability more quickly to adjust themselves to sudden market changes than many of the larger organizations, these concerns are obtaining better results than the latter. This is shown by recent reports of profits. To some extent the same advantage was said yesterday to exist for the smaller retail stores which, according to a study recently completed have lately shown a greater profit percentage than the large ones. In this study small stores were classified as those doing a business of less than \$1,000,000 annually.

A Preference For Chesterfields.

Reflecting the growing popularity of double-breasted coats is the inclination on the part of well-dressed men to adopt dinner jackets of this style, according to men's wear authorities. It is also pretty well established that Chesterfields will loom large on the style horizon. It is said that college men have shown a preference toward this style of coat for occasions that demand "dressing up," velvet collars being worn to emphasize the formality of their appearance. Homespuns are also in evidence, according to style authorities, but Chesterfields are more popular, and it is predicted that coats of this type will be worn extensively by well-dressed men during the coming season.

Men Wear Ornate Jewelry Now.

Men are wearing ornate jewelry

abroad this year, according to advices from the other side that have lately been received in the local trade. In a fashionable casino on the French coast, for instance, a man dressed in the latest mode was recently seen wearing a slender, short gold watch chain with tiny pearls threaded at intervals of about an inch. Another was seen with a platinum watch chain, also with little pearls set in it at intervals. Ornate watch chains made of twisted links of green gold, or of green and red gold twisted, are seen. Rings are being worn on the fourth finger, and in them are set large rubies, emeralds or pearls. The mountings are of very thick gold.

Novelties in Silver Jewelry.

Small animals and insects of silver, usually with tiny emerald eyes, are making their appearance in the jewelry field on both pins and bracelets. The latter are also made of silver, and the figures used to ornament them are generally so conventionalized that the eyes are the only indication that an animal or insect is being simulated. Silver rings, so beautifully wrought that the cost of the workmanship makes them almost as expensive as gold rings, also are seen. The designs are similar to those seen in connection with the pins and bracelets.

See a Vogue For Opals.

Manufacturers of men's jewelry who keep a figurative ear to the ground profess to see a marked vogue for opals in their merchandise this Fall. These stones are reported to be coming back to favor very rapidly on the other side of the Atlantic, especially in rings. Gray pearls are being used for tiepins, with cuff links to match. Single opals also are used in the tiepins, and promise to be one of the most popular of the opaque types of stones that are gradually taking the place of brilliant gems in articles worn by men.

For Quality, Price, and Style

WEINER CAP CO.

Grand Rapids, Mich.

IMPORTANT ANNOUNCEMENT

We are now sole distributors for Western Michigan of **TOPKIS ATHLETIC UNDERWEAR**—the remarkable union suit to sell for one dollar. The 1926 line will be complete to the last degree, five different materials, and patterns to suit every taste. 1926 will be a **Topkis Year!**

Our salesmen are again on the road after their vacation, with new lines of merchandise in all departments—including several special items, and all at attractive prices. It will pay you to give these your closest attention!



Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Toy Industry Is Growing at a Remarkable Rate.

A short survey of the toy industry in the United States, reveals as the outstanding feature the rapid growth of this comparatively new industry, which has developed mainly in the last twenty years, according to J. H. Calvin, specialties division of the Department of Commerce. In 1923, the latest figures available, production totaling \$56,066,432 in value was more than ten times that of 1904, an increase of 905 per cent. in that period. Production in 1923 was more than four times that of 1914, an increase of about 307 per cent.

According to the Bureau of the Census, the classes of products manufactured by establishments included in this industry ("toys and games") are numerous and varied. They include among others, all children's games, and all games for adults, except those classifiable under "sporting and athletic goods" and those played with ordinary playing cards.

It is apparent that the percentage of increase is actually higher, as velocipedes and tricycles were included in "toys and games" in 1914 and 1921 production figures and were not included in the 1923 figures, but were listed with "Children's carriages and sleds," a group containing items closely allied to the toy industry. This classification includes baby carriages, walkers, go-carts, sleds, doll carriages and children's velocipedes and tricycles. The value of products in this group in 1923 was \$34,172,976. It is not known what per cent. of this total are sleds, doll carriages, express wagons, auto cars and children's velocipedes and tricycles. It is interesting to note, however, that the production in this group in 1924 is almost three times of 1914, an increase of about 191 per cent. Over this period manufacturing costs have been greater than material costs, and have apparently maintained a steady ratio. The value added to products by manufacture was 50 per cent. of the total value both in 1914 and 1923.

The United States is the world's greatest toy market and is constantly growing. In 1904 Germany's exports to the United States was almost equal to United States production. In 1914 Germany supplied 85 per cent. of our imports (value \$7,718,854) which was an amount equal to 56 per cent. of our total production. In 1923 Germany supplied 88 per cent. of our total imports (value \$7,423,725) which, however, was only 13 per cent. of our total production. In 1924 German exports to the United States valued at \$4,332,065, were less than two-thirds that of 1923.

During the year 1924, changing conditions in Germany made it impossible for her to undersell other nations as she was able to do immediately succeeding the war, to the obvious advantage of the manufacturer in the United States.

According to recent reports the situation in the German toy industry in the first months of 1925 is considered serious. It appears that the industry is suffering from money stringency, excessive taxation, high freight rates, and above all, from the falling off of orders from the United States. In the opinion

of the German manufacturers, the latter is due chiefly to the competition of the American toy industry.

In the last decade, toy exports from Japan gradually increased, due primarily to the war, until 1920, when her exports of toys to the United States, valued at \$5,663,399, exceeded Germany's by almost a million and a half dollars. However, there has since been a phenomenal yearly decrease in the importation of Japanese toys and in 1924 their value totaled only \$202,058.

The exportation of toys made in the United States has been small in comparison with the total production and shows little variation over the last ten years, amounting to a little less than \$3,000,000 in 1924. However, the first four months of 1925 show U. S. toy exports larger than imports, with valuations of \$759,831 for the former and \$610,344 for the latter.

Wide Silks Holding Favor.

Although question has been raised in some quarters as to the permanence of the popularity of wide silks, leading manufacturers continue to assert their faith in these goods. They say they are showing this in the most definite way, as practically all of the new machinery they are adding to their plants is equipped to produce the wide silks. The cost of this machinery runs into millions of dollars. Any lull in the demand lately, these manufacturers add, is of a temporary nature and reflects midsummer conditions. The consumer, it is pointed out, has been thoroughly "sold" on the ease of making a dress from fifty-four-inch goods, and so far there are no indications of any fashion change that would be likely to lessen the popularity of these silks.

New Collapsible Pouch Bag.

A pouch bag possessing a new collapsible feature is being offered by a manufacturer here. It is a four-piece, hand-sewed bag which has an automatic spring frame. When the catch is released the bag opens to a square top, four inches in size. This insures much more room for the contents of the bag than is the case with the ordinary pouch style. When closed, however, there is no perceptible gain in size, owing to the construction. Silks and tapestries are used for the bodies of the bags, which have the usual silk lining. The fancy frame is finished in antique gold. The bag is provided with a change purse and mirror, and wholesales at \$24 per dozen.

Dress Manufacturers Buy Belts.

A strong demand for belts from the women's dress houses is reported locally. It is regarded as a favorable indication of a good belt business this Fall, as the dress designers usually point the way to active sales in this merchandise. At present the demand is largely for novelties of all kinds, including various combinations of colors and fancy trimmings. There is also some interest shown in the gold (colored) belts that have been used to some extent during the last two seasons. In addition to the women's tailored dresses for early Fall on which belts are shown, many models in juniors' wear make use of them for the new season.

To The Trade

✱ ✱

IN ORDER to keep and stimulate Grand Rapids as a jobbing center for Western and Central Michigan we have agreed to quote attractive prices on seasonable and special sale merchandise in the Michigan Tradesman from week to week.

We do this in the belief that we can reach a great many customers who would appreciate knowing this information. Besides, the Tradesman undoubtedly reaches merchants who are not now our regular customers but who would be interested in this feature.

Paul Steketee & Sons began advertising in the Michigan Tradesman with the second issue forty-two years ago, and have never missed a single issue.

We believe the arrangement above described will enable us to keep in closer touch with our regular patrons than ever before and also enable us to add many new customers to our list. We urge every merchant to scan our announcement the moment the paper arrives each week, so that order may reach us before a change in price or before the supply is exhausted. The prices we propose to quote in this department will be so attractive that no merchant can afford to overlook the opportunity thus presented to obtain **QUALITY MERCHANDISE WITH PROMPT SERVICE, at RIGHT PRICES.**

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



What Is a Fair Profit For Meat Retailers?

Most of us are willing to pay a fair price for what we buy, allow a fair profit to those who sell us, and above all allow a price to the producer that will make production pay. Most of the people we have talked to are generously disposed towards the producer and are glad to buy direct from him whenever opportunity permits. They feel apparently that he gets too little on the average for his labor and investment and that he does not drive a hard bargain when selling. But there is a feeling that the part he gets of the consumer's dollar is altogether too small and too much goes to other in-between factors, especially when raw food is produced far from the point of consumption. A great deal of discussion is possible with regard to what constitutes a fair profit for the necessary factors between the producer and consumer and an agreement is hardly possible. In the first place, most of the business of this country is run on the theory that supply regulates price and that if a commission firm, for instance, extorts too much from his shippers other competing commission firms would spring up, who would operate for less and thus regulate conditions. But the producer does not know that the new firm is any more fair than the old one, and, besides, he is not so apt to change as the city trader is because of his natural loyalty and confidence, and so it sometimes happens that an unfair advantage is taken of him. But there is a fair margin of profit for any marketing factor and the retail meat marketing field is no exception. This margin must include, first, enough over cost of merchandise to cover all operating expense, including normal earnings of investment and owner's salary. After these bills are paid the retailer may hope to have a net profit. Here is where the fair profit determination comes in. How much should he add to the selling price to take care of net profit. Some dealers will ask more than others, but the success of a retail meat business lies in capacity business and excessive gross profits tend to reduce capacity business. Some meat retailers are doing fairly well and show fair net profits at the end of the year, but many others show actual losses when the owner's salary is counted in. Many of the so-called successful shops show only about three per cent. net profit on their yearly business.

What Is Meant By Profit in a Meat Market?

In analyzing facts learned recently in a national survey of retail meat marketing made by the U. S. Department

of Agriculture it was found that 101 markets made a gross profit of 24.65 per cent. This determination is further explained by showing that the total expense of these markets was 20.12 per cent., leaving a net profit of 4.35 per cent. on sales. This does not seem excessive, and it, no doubt, will be a revelation to many consumers who pay high prices for special cuts to know that cost of meats wholesale and necessary expenses in the retail shop leave such a relatively low margin of net profit. This also emphasizes the fact that the success of a retail market lies in big business, for big business tends to cut down cost of handling and selling as well as providing more money in net profits without increasing percentage gains. In fact, it tends rather, to decrease necessary percentage gains. But it should be interesting to know just how the expenses of a shop are apportioned, and so we shall give percentage analysis of the average total expense of 130 retail meat markets whose sales volume for 1923 was \$14,000 or over, based on total expense 100 per cent. It was found that delivery expense, depreciation, taxes, telephones, laundry, loss from bad debts, etc., amounted to 14.3 per cent.; light, power, ice and refrigeration was 6.7 per cent.; wrappings, 4.7 per cent.; rent 10.9 per cent.; wages, including proprietor and family help, 63.4 per cent. It is quite often noted when discussing retail prices with consumers that little thought is given to these expenses, and when a retailer makes a sale the thoughtless buyer often thinks of the difference between what the retailer pays for the meat and what he gets as all profit, while it is here shown that only a small percentage of it remains in his till after his expenses are paid. It will also be seen that with margins so narrow, close business application is necessary to prevent losses.

Kastellet a Big Annual Event in Switzerland.

Each year in the Valley of Justistal, in Switzerland, the Kastellet is an event of prime importance, as that is the occasion when the production of cheese is distributed from the community factory to the owners. The plan there is to have each home-owner bring his supply of milk each day to the factory, where it is manufactured into cheese, the product being kept and ripened in the great storage houses. A record is kept of the supply of milk each patron brings. Then at the end of the Summer season the settlement is made, the event being known as the Kastellet, or the division of cheeses.

"Little things count." Yes; but don't neglect to go after big things.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

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RED STAR is used as a standard of flour quality everywhere. It is impossible to mill better flour. The finest Kansas turkey hard wheat, mill operatives widely recognized for their ability and milling knowledge, the world's finest flour mill, plus the desire to produce the highest quality flour, insure the buyers of RED STAR that they are getting the best without exception.

JUDSON GROCER COMPANY

GRAND RAPIDS, MICHIGAN

Who Determines Consumer Demand For Meat.

It has always been a puzzle for the student of the economic features of marketing meats to figure out whether the consumer determines the kind and quantity of meat consumed or whether it is determined by the producer, wholesaler or retailer. Perhaps it always be a puzzle, and it may not be susceptible to easy determination. The retailer is always quick to say that the quality of meat he sells and the variety of meat he sells are determined by his patrons. The wholesaler says that he simply sells according to the retail demand and according to the nearness of the producer's approach to that demand. The producer says he is willing and anxious to produce what is wanted provided he can get a moderate profit for his efforts. He further claims that he is always trying to find out what is wanted, and judging from his returns in cash he is generally successful in producing just what is not wanted. There is no concerted murmur from the consumer as to whether the right kind of food is produced or not, and since it is all consumed most of the time we may assume that the producer is approaching the mark if not hitting it. There is considerable discussion in meat circles and the grain from the chaff seems to indicate that retailers believe that trade preference is demanding better fed and, consequently, better quality meat. Demands have been made in this direction as regards lambs, steers and veal. Hogs seem to possess quality on the average. The difficulty in interesting producers in making their livestock better lies in the cost of feeding on grain in greater measure than at present. If assurance could be given that consumers are willing to pay the necessary advance for better meat or if marketing full-finished meat during periods of plenty showed that prices were not lowered according to abundance of supply, the meat would probably be forthcoming. Until this assurance is given, past experience will probably definitely determine future production. However, the ordinary meat retailer usually understands his trade and its tastes, and on the whole he can be trusted to meet demands.

Advertising Meats.

It is to be regretted that so much untruth is contained in advertising. This applies to all kinds of merchandise and meat is no exception. In fact, it seems to us of this division, probably because we are close to the situation, that more false advertising exists in selling meats retail than in other things. False and misleading advertising not only fails in its purpose in the end, and thereby causes an economic loss, but it serves to direct careful buyers away from the store indulging in it. Many buyers who have made little study of quality, and who continually try to buy below the value of goods, will never learn, but like the moth to the candle will return again and again to be singed. What we say will not be likely to affect that class of buyers, and the fascination of forever trying to win out against stacked cards will discount any attempt to save them. We feel that this class is few in numbers compared

with those who sincerely wish to buy as cheaply as possible, but who are not willing to sacrifice quality for price. It may be well for the benefit of this latter class of buyers to call attention to certain things. When windows are attractively decorated with meats that possess the inviting appearance of high quality, and when price tags indicate bargain prices, see that the goods shown in the store are equally as high in quality and as low in price. If a sign reads prime roast beef at a price lower than you can buy it in your shop near home, see that the beef offered is as good as any you have ever seen, for unless it is it is not prime and the dealer is faking when he so advertises it. In like manner see that all goods you buy conform to grade advertised. Do not be confused by a crowd when you buy and in your eagerness to be waited on take what is thrown at you without looking it over. What we say here is not intended to reflect on the honest advertiser, but rather to protect him as well as the consumer.

Cat Flesh Sold in China.

In some parts of China they have not yet got past the stage of eating the flesh of cats, dogs and rats. They cut the animals up and display the choice bits outside their shops. Here is a sample price list copied from a Chinese advertisement:

Cat's flesh	10c
Black cat's flesh	5c
Black cat's eyes, per pair	4c
Black dog's grease, per ounce	3c

Black cat's flesh is not considered as tender and juicy as that of felines of other hues, and consequently is worth only half as much. In fact, Chinamen regard black cats as unlucky, and have to sell them below their real value as compared with other cat's flesh. When a Chinaman is preparing for a holiday feast he buys his cat alive, feeds it on boiled rice, and does his own killing. It is against the law to kill at any place other than the slaughter house, but John takes a chance. Dog flesh however, is considered the most nutritious, and as Chinamen are now trying to get in good health for the coming battles they expect to take part in, dog meat is up to record prices. Until recently—say, three years ago—the Chinese butcher shops were filthy places.

The hopes of the Government for a retrial of the Teapot Dome oil lease cases were not high. The findings of the court were not of a nature to encourage such hopes. Doubtless the denial of a rehearing was discounted by the Government's attorneys, and they will proceed without lost motion to appeal the case to a higher court. It has never been expected that the judgment of the lower courts would be taken as final by either party. E. L. Doheny, whose leases were annulled by the court trying the Elk Hills cases, will appeal. The final determination of his leases will go to the Supreme Court if grounds exist to get them there. So will the Teapot Dome suits that have gone against the Government. The issues raised are such that the country will never be satisfied until they are passed upon by the highest court in the land.

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As a result of a huge advertising campaign the demand for Fleischmann's Yeast is growing daily. This means profit to you.

For remember—Yeast-for-Health makes healthy customers who buy more of everything you sell.

Identify your store with the national advertising by showing the Fleischmann package display. You'll sell more Fleischmann's Yeast and other groceries.



FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE

Every Day in the Year—

our market is well supplied with fresh green vegetables and delicious ripe fruits.

No other foods are as healthful and economical as these bought fresh daily and prepared in the home.

We have been distributing fresh fruits and vegetables for a quarter of a century and are now handling more and better goods and rendering better service than ever.

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Grand Rapids, Michigan

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Pure and Wholesome

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PUTNAM FACTORY

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HEKMAN'S
Crackers and
Cookie-Cakes

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



Hekman Biscuit Co.
Grand Rapids, Mich.



Michigan Retail Hardware Association.
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Petoskey.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

An Early Start For the Stove Trade. Written for the Tradesman.

The time is not far off when the stove trade will again be the big feature of the hardware store. It is opportune, therefore, to start now your preparations for the fall rush. Many things can be done in advance which will materially aid in getting business when the actual demand sets in.

A good start—and, in business, an early start—is half the battle. This is what is required above all things in planning and carrying out the fall stove campaign.

The fall is, of course, the harvest time for the stove dealer. Unfortunately a great many dealers have allowed themselves to depend upon this condition to such an extent, that at the other seasons of the year they are almost apathetic in regard to stove sales. Worse still, they depend upon the fall demand coming of its own accord, and take no practical steps to bring business.

It is quite true that in the fall the demand for stoves is heavy and to some extent voluntary. People must have stoves when the cold weather arrives. Nevertheless, by systematic and aggressive work, the hardware dealer cannot only increase the demand, but can develop business to a certain extent at all seasons of the year.

Although the active season is still some time in the future, it is not too early to make a start on the preliminary work of the fall campaign. One dealer I know who is reckoned one of the most successful stove retailers in his territory starts in July to arrange his prospect list. As soon as he has secured a comprehensive list of stove prospects, he proceeds to get in touch with them by means of personal letters. In these letters he just refers to the possibility of their requiring a new stove, and then proceeds to enumerate the reasons why he should be called upon to fill the need. In each case he adapts his arguments to the individual to whom he is writing. These letters are typewritten, and personally signed by the dealer.

"Such a letter carries a hundred times more weight than a printed circular or a descriptive folder," explains the dealer. "They serve as a direct message from myself to the individual customer. I am convinced that people appreciate this, that they are even flattered by it. In many cases, people who have no intention of buying stoves reply to my letters explaining that they are not interested. This is proof posi-

tive that the recipient attaches more importance to a personal letter than to any other form of advertising."

The proposition on which this dealer works is to sell stoves for delivery in the fall, accepting a small deposit to bind the bargain. Thus he is able to more closely gauge his requirements and, more important still, he gets in ahead of anyone else, securing many orders which would otherwise have been placed elsewhere.

During the summer months in the hardware store there are certain times when trade will be a little slacker than usual; and advantage can be taken of these opportunities to work up a prospect list and to otherwise secure data for the fall campaign.

It is also highly important that shipments should be secured early. For various reasons, most dealers do not care about getting shipments early, one of the chief of these reasons being that the average store is cramped for room, and stoves take up a great amount of floor space. To save themselves the inconvenience of finding room for the stove during the period when the demand is light, these dealers arrange for shipments at a later date. The result, however, is often that there is a serious congestion of orders during the fall and early winter. Manufacturers are sometimes unable to fill all their orders promptly, and dealers are apt to suffer sometimes through delays in shipments. The individual dealer must weigh all the circumstances and place his orders accordingly.

Even where the dealer does not make any active effort to secure early sales, he should at least take steps to build up the trade which will develop in the fall. This can be done by advertising.

A point to be borne in mind is that people who buy stoves in the fall have in most cases already made up their minds that such a purchase is necessary. As a consequence, they will be very actively interested in anything pertaining to stoves, and will pay attention to advertising bearing on the question. Thus the dealer has a long period ahead of him in which to advertise his line of stoves with the assurance that throughout his district people who intend to buy stoves later will be watching and considering his advertisements.

The retail stove business presents many problems which can be overcome by the adoption of proper system.

There are a large number of stove firms, selling stoves on a cash and credit basis. There are some firms selling stoves on a cash basis only. In stores where a cash and credit business is done, it is necessary to have definite rules for the guidance of the salesman.

One large stove firm which has worked up a very successful stove busi-

Do you need Restaurant Equipment, Gas Stoves, Steam Tables, Coffee Urns, Water Coolers, Tables, Chairs, Stools, Dishes, Silverware, etc. WE HAVE IT.

Easy terms if desired.

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GRAND RAPIDS, MICHIGAN

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GRAND RAPIDS, MICHIGAN



Wholesalers of Shelf Hardware, Sporting
Goods and
Fishing Tackle

ness on the cash and credit basis has had very few losses from dead-beat customers.

This firm always tries to get a cash payment of at least one-third of the price of the stove, and the balance in weekly payments. The length of time over which the payments may be extended is generally limited to one year. When stoves are bought on credit terms, 10 per cent. is added to the cash price. If a purchaser who has made a cash payment can pay up the balance in full at the end of sixty days, he is allowed the stove at the cash price, and the extra amount added as credit terms is deducted. No credit terms are allowed on purchases of less than \$10, and on small purchases of this kind the firm generally try to get at least one-half of the purchase paid in cash before the goods are sent out.

This firm has a regular staff to look after collections, and collectors call regularly on customers who make weekly or semimonthly payments. The collectors cover a certain zone, and all debtors outside that zone agree to bring in or mail their payments. In order to assist those outside the collection zone, the firm have special stamped envelopes printed. When the customer makes the first payment he is supplied with a stamped envelope, and requested to forward his payment when it is due. Upon receipt of the payment the firm returns him a receipt and another stamped and addressed envelope for the next payment. This process is repeated until the account is closed.

"An important thing," says another hardware dealer, "is to have a clear understanding with the stove customer as to when payments are to be made. We go as far as we possibly can to accommodate and convenience the purchaser. Within certain fixed limits, he can arrange the frequency of instalments and the amount of instalments to suit himself. What we endeavor to impress upon his mind is that payments are to be made regularly. Once get that idea stamped on the customer's mind, and he'll make his payments right along without any difficulty. To say, 'Any time will do,' or 'A day or two late doesn't make any difference,' is a fatal mistake. Letting the customer think that his obligation is a matter of no importance is a good way to start piling up bad accounts."

An important feature of preparation for the fall stove trade is the arrangement of the stock. In the fall stoves should be given a prominent place in the store. They need lots of floor space, ample room for good display, and should never be littered with small articles, dusters and the like. See that they are well displayed so that they will appear to the best advantage.

Plans can also be made in advance for the series of stove window displays, which should be started well in advance of the actual stove season; for a display at the fall fair; and for demonstrations, which are very helpful, particularly in the sale of kitchen ranges.

Victor Lauriston.

General John L. Hines has the right slant on Defense Day. The Chief of Staff of the Army, refusing to be cast down by the results of a "muster day"

held on an obviously wrong date, is ready to recommend legislation fixing a time and making it permanent. Defense Day is either worth while or it is not worth while. If it is worth the fuss and clamor it causes, it should be held upon a date when the Nation can participate therein. The Fourth of July is not such a day. It will be better to hold it in the fall rather than in the summer. Armistice Day, November 11, will not do. The War Department should have known better than make that suggestion this year. It was an error as great as applying the term "mobilization" to this defensive observance. September 12, the anniversary of St. Mihiel, proved very satisfactory in 1924. Why not go back to that day if it is desirable to have Congress give a further atmosphere of validity to Defense Day by fixing a date? Whatever time may be chosen, it should certainly be made permanent.

Announcement from Washington a few days ago that the United States is ready for a conference of the Powers on the issue of extra-territoriality in China created something of a stir. The Chinese press jubilantly saw the dawning of a new day for China. From London came a rather emphatic "Nothing doing" and from Tokio a qualified "Not just now, please." The net result was that the diplomatic lips of Minister MacMurray, newly arrived from the United States, were closed. The American announcement is as though it never was. What Washington evidently meant to say was: "A fundamental cause of present Chinese disturbances seems to be resentment against the special privileges enjoyed by us foreigners. Nine of us at the Washington conference resolved that we would consider abolishing them. That was three years ago. Wouldn't it be a good thing to take up the matter now?" Great Britain and Japan are much offended for reasons of their own. But the fact remains that Washington is on the right track.

Moscow has chosen a rather curious time to ask Great Britain for "full recognition." There is as yet no British Ambassador accredited to the Bolshevik Government, and the process of restoring complete amity between the two nations, which would, presumably, constitute "full recognition," has hit many snags. The situation at present has less amity in it than there has been since the day the Labor Government recognized the Bolsheviks. Not only has Moscow carried on ceaselessly its propaganda, as recently in China, but Foreign Minister Chamberlain, on his part, had been sounding out all nations with a view to creating an anti-Bolshevik bloc designed to give the masters of Moscow another taste of world isolation. It may be poor psychology for Russia, in these circumstances, to approach England for "full recognition." But the world, knowing Russia as it does, might not fall far short of the truth if it suspects some wily maneuvering beneath the surface.

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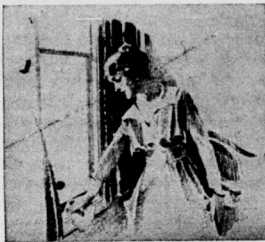
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Plain Words About the Tourist Camp Nuisance.

Glen Lake, Aug. 4—The tourist camp does not seem to have turned out an unqualified success. It was well meant, looked good in theory and on paper, but did not function properly in action.

For the past three or four years many towns and cities have been setting apart a choice location as near to the business district as possible, oftentimes in one of the parks, where motor travelers could pitch their tents and build their fires during their sojourn in the neighborhood.

As motor travel increased and as rival cities were striving to compete for the favor of these tourists, various improvements and special features were added to the camps. Sanitary facilities, oven, baths, laundry appliances, hot and cold water, and even telephones and electric lights were provided for the convenience of the cities' guests. In some cases even rooms and apartments have been made available, until, at this writing, the "Tourist Camp" has become a "Motor Lodge."

Later business interests, by no means confined to the hotel profession, began to make investigation to determine just what was being served by the elaborate camps built and maintained at the expense of the taxpayers. Now startling facts are being brought out as a result of these investigations. It has been discovered that in place of the motor tourist, for whom the camps were intended, they were occupied in a large percentage of cases by "motor tramps"—a direct development of the camps—people who are contributing practically nothing to the commercial life of the towns through which they passed. The seed of infection, distributed in many communities, was traced to the motor camps. Burglaries and hold ups became rife in communities which previously had been immune from such innovations, and the business interests which have stood the burden of expenses have realized small, if any, returns.

There is nothing business like, nothing just, about such a proposition, about such a gift to owners of automobiles, who while they should be encouraged to travel, ought to pay as they go. They are favored with good roads, delightful climate and magnificent scenery, without cost to themselves, but at this time there can be no sound argument, backed up by statistics, why they should not pay for their meals and lodgings.

Established businesses, and this includes the hotels, should receive the hearty support of local citizens in bringing business to them, instead of building agencies that will deprive them of business. Anyone can readily understand that with all these facilities offered free, the garages, hotels, restaurants, etc., are in no position to compete with these gratuities.

There is a lot of food for serious thought in an article appearing in a recent issue of the Saturday Evening Post, in which reference is made to tourist camps. This writer dealt generally with conditions throughout the entire West and the matter of tourist camps come up only incidentally. He pointed out that there is not a city in the Middle West, hardly a town at all, that has not a tourist camp. "Some-

times it is only an open park with running water; sometimes, besides running water it has bathing facilities; sometimes it has besides bathing facilities, private cabins and dancing pavilions; and sometimes a great deal more when there has been competition between two towns for the strangers' preference or where one became particularly obsessed with the tourist idea. One city provides both hot and cold water and free electric current for cooking, washing and ironing."

Then the author goes on to say that this much only creates in the tourist mind the thought of more. "Why not free electric washing machines?" Yes, why not? In fact, why not give every comfort to be found in a hotel? It is also noted that "the theory of the cities and towns in making themselves so hospitable was that the motor tourists would be spenders. To reap them you had first to get them; to get them you had to advertise your desire to entertain them. Enormous sums were spent to advertise this desire. The merits of municipal camps were printed on sign boards planted on the highways. Some communities went so far, even, as to advertise free coffee."

"There is much to be learned about motor tourists. First, many who pass in that guise are not at all what they seem. They are vagabonds in a new way. There are thousands of them and the number is each year greater. Why not? The life is perfect. The delightful North in the summer; Florida or California in the winter. Always a camp waiting with proper conveniences; everywhere work as money is needed—work to be on and off with."

But Michigan is beginning to learn much of the summer tourist, heretofore unknown, except as a source of profit. They are a disappointment. In other words, as a general rule, they are "tight wads." What little they spend with local tradesmen, comes only after the application of forceps or a vacuum cleaner. They seem to have organized an association against profits. In fact, their shopping shrewdness is disgusting. When they purchase a half-pound of bacon, they will regale you with the assertion that at some town 200 miles back, they bought it for two cents less. They will tell you that this and that mail order house are making their advance shipments at a less price than you can quote. They have a black list for the towns which seem to be high priced.

Recently the secretary of a business men's association, who also renders service for a charitable society, told me that last year he had several applications for assistance in buying gasoline—and it was supplied rather than take the chances of their becoming a town charge.

There are many who sell everything they have and buy a second-hand car, load in their family and start out, wandering over the country, depending on the charity of the people in the towns—while occasionally working on the sympathies of some farmer's wife. The men will not work and their families are dragged on an endless journey that extends from the Canadian border in summer to the Gulf in winter—always pushing on and feeling confident of landing on their feet. They forage on the farmer en route, fatten off his

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vegetables — occasionally chickens — ravish the orchards, and it is known that they are capable of much banditry.

It is always a grand and glorious notion to make the stranger welcome in our midst and in showing him we have the right idea of hospitality, but such hospitality does not call upon us to provide things that the tourist naturally expects to buy and it certainly ought not to be done when it means interfering with the trade which would naturally go to the local merchant, hotels, restaurants and garages. The ordinary citizens who is making a tour of the country in his automobile does so because he feels that he can afford it, and he certainly will not expect to receive something of a character he would not get without paying for in his home town, but he soon learns that it is there for him and eventually avails himself of these privileges. Later on he has acquired the habit to an extent that he even becomes exacting.

If it is perfectly all right for a municipality to provide facilities which enable the tourist to avoid the payment for lodgings, why not carry this idea a trifle further and make our ideas of hospitality conform to the ideas of all tourists, whether they are roaming in flivvers or Packards. If we give them free food, electric lights and—in some cases—coffee, why not establish filling stations in these camps and supply them with free gas and oil. They will probably go away and speak of you as "easy marks," but you have carried out what you define as true hospitality.

Let us go still further in proof of our hospitable dispositions. Why not have general stores and garages at all camps and supply auto needs and food stuffs at cost? We can imagine the roar which would arise from the different tradesmen, but the unfortunate hotel operator, who has large investments, who is always in the front rank when it comes to promoting local enterprises, is not only the largest sufferer, for he deals only in the class of accommodations provided by tourists camp, and if he sets up a holler, he is selfish. But they are expected to pay their regular toll all the same.

To get down to brass tacks they are really the only ones legitimately entitled to kick.

The idea of the tourist camp cannot be justified. It sounded alluring when it was just talked about, but it has now been tried out thoroughly, and it has few advocates among those who are familiar with its workings and who believe it is not an essential part of local hospitality. If it was, then there would be every reason in the world for us to throw open our homes to the passing throng, as the guests of citizens with nothing to pay for food and lodgings.

The real tourist who goes about expecting to pay for what he gets—and naturally the one we want to see—is the real sufferer after all. He finds the indigents have worn out their welcome all along the line by taking unfair advantage of the kindnesses shown them, and when he comes along with honorable intentions, he is looked upon askance—with suspicion—and he is beginning to feel the blight.

He only expects courtesy from the strangers he meets; he has a right to this courtesy and he also has the right to expect that he will not be robbed as he passes along. He does not want to be pampered or the object of charitable manifestations. He will most naturally go to the local hotel, but he may try camping out if he fails to find the courteous treatment which he ought to have.

Here is another angle to the tourist camp idea. At Grand Rapids a short time ago a Chicago tourist, who really sleeps in a hotel every night, stopping at a gas tank, got in conversation with a traveling man, traveling with a companion, who announced that he was giving the country hotels the go-by during the summer season.

"Do you make your entire territory in the car?" enquired the tourist.

The salesman replied that he did, traveling in it practically the year round.

"These salesmen traveling in cars put quite a crimp in the railroads," suggested the tourist.

"And that isn't all," replied the salesman, "we are putting a crimp in the hotels. We travel in our cars and sleep in tourists' camps. There were a dozen traveling men in a camp I stayed in last night. These tourist camps are great. No charge for parking your car, a place to do your cooking if you want to cook, and many of them give you more conveniences than you have at home."

Evidence that the tourist camp is reaching its highest degree of efficiency when it can compete successfully with the established hotel for the business of the traveling salesman.

Put into concrete form, the tourist camp is a channel of waste of the taxpayers' money in extending "charity" comforts to people in whom the town or city has no interest whatsoever and to people who have no interest in the city, other than to secure free accommodations.

It provides unfair competition to the community's citizens and taxpayers who have established businesses such as garages, laundries, hotels, restaurants, etc.

It affords accommodations for that percentage of the traveling tourists who are roving workers. They live in the camp while they seek employment for a few weeks to obtain the funds for the jump to the next camp, taking labor from the local worker and taxpayer who assists in maintaining the city. The tourist contributes nothing, comes as he goes and travels on.

It frequently is the source of epidemics and communicable diseases, due to lack of proper sanitation regulations or the failure of the occupants of the camps to observe the simplest of the sanitary laws when the proper facilities are provided.

The camp necessitates additional police regulation to guard against the camp harboring a criminal element.

Camps encourage travel only with the group of tourists who expect something for nothing or accommodations at practically no cost.

It has been proven, time and again, that the business obtained by the grocery and other stores, even when located near the camps, was so petty in character that it was profitless.

Who profits from the tourist camp? Does the merchant? Does the garage man? The hotel or laundry man, if they do not, then let me know what the community gains by furnishing free accommodations or accommodations below cost to this class of transients.

Now as a remedy it has been suggested that a small fee be charged for the service furnished by these institutions. I hardly see where this would have a tendency to minimize the evils unless such fee was high enough to drive away the undesirables, in which case it might be looked upon as a breach of hospitality, the real or supposed reason for primarily starting tourist camps.

Another remedy has been suggested: The leasing of these camps to private parties, to be operated at a profit. This arrangement is also a far cry from that definition of hospitality and might breed abuses of all kinds. There would be a constant complaint about overcharge and the sanitary requirements would quite likely be overlooked. In Florida a few years ago cities like St. Petersburg, Jacksonville, Clearwater and Tampa specialized in tourists camps. They got the tourists all right enough, but in many instances they had to supply gas to get them out of town with in the spring.

They have abandoned their efforts in

this direction. The camps have been taken over by private interests, a schedule of charges which seems to be satisfactory has been put in force, and it has reduced the number of campers. Also they do not supply free concerts, movies, tennis and other amusements.

An association was formed in Michigan last winter having for its purpose the regulation of State camps. I think my friend McManus, of Petoskey, holds an executive position in it. I am sure a word from him on this particular angle would be looked for with interest.

In the meantime don't get into the tourist camp notion seriously without ascertaining whether you really want one or not. Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Aug. 4.—C. R. Day, who has been identified with the Standard Motor Truck Co., of Detroit, for some time past, has been engaged to cover Western Michigan for the Gotfredson Truck Corporation, of Detroit. He will continue his residence in Detroit for the present. He is a son of Frank L. Day, the well-known Jackson traveler who died about two weeks ago.

John Dillon, who traveled through the Upper Peninsula for over forty years, was killed near Escanaba, last Tuesday afternoon, when an automobile in which he was a passenger crashed into another car. James Christie, proprietor of the Ludington Hotel and friend of Mr. Dillon, was driving the car when the accident occurred. He was arrested shortly after the coroner's inquest on the charge of manslaughter. Mr. Dillon was one of the best known of the salesmen who made regular visits through the Upper Peninsula and he had a host of friends. He represented only one firm, Pitkin & Brooks, jobbers of china, crockery and glassware, during all of the years that he was on the road. Previously to becoming a salesman, he was employed by the same firm in its Chicago office. Mr. Dillon was 68 years of age. He is survived by his widow and one son. The body was shipped to Chicago for burial.

The sympathy of the grocery trade will go out to Fred C. Beard, the Wealthy avenue dealer, in the death of his only son. Death was caused by an enlargement of the heart and liver. The passing of the son leaves Mr. Beard with no blood relative on this side of the Atlantic. Although 74 years of age, Mr. Beard attends to his duties behind the counter with the same zest and alacrity he exhibited while engaged in the general store business at Morley, nearly fifty years ago, and because he is in rugged health and has lived an exemplary life he looks forward to a long career as household provider for the East end.

The Grand Rapids Refrigerator Co. is erecting six factory buildings and an addition to the office building on the North end. Included in the new buildings is a ten double compartment dry kiln which will give the company the largest dry kiln capacity of any factory in the city. The company has recently acquired a tract of land running South to Burton street. It now has twenty-five acres, about half of which is covered by buildings.

George W. Haskell (Honest Grocery man), of Owosso, who has covered Central Michigan several years for the Worden Grocer Co., is seriously ill at his home in Owosso. His physician writes the house that it will be at least a couple of weeks before he will be able to be out again.

Battle Creek—The Novadyne Radio Corporation, 62 West State street, has been incorporated to manufacture and deal at wholesale and retail in radio sets, with an authorized capital stock of \$3,000, \$1,500 of which has been subscribed and \$1,000 paid in in cash.

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"

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED

Rates \$1.50 and up

EDWART R. SWETT, Mgr.

Muskegon

Michigan

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.

The Durant Hotel

Flint's New Million and Half Dollar Hotel.

300 Rooms 300 Baths

Under the direction of the
United Hotels Company

HARRY R. PRICE, Manager

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

The HOTEL PHELPS

Greenville, Michigan

Reasonable Rates for Rooms.

Dining Room a la carte.

GEO. H. WEYDIG, Lessee.

Columbia Hotel

KALAMAZOO

Good Place To Tie To

WESTERN HOTEL

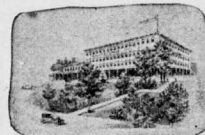
BIG RAPIDS, MICH.

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

A good place to stop.

American plan. Rates reasonable.

WILL F. JENKINS, Manager.



Hotel Whitcomb

AND
Mineral Baths

THE LEADING COMMERCIAL
AND RESORT HOTEL OF
SOUTHWEST MICHIGAN

Open the Year Around

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

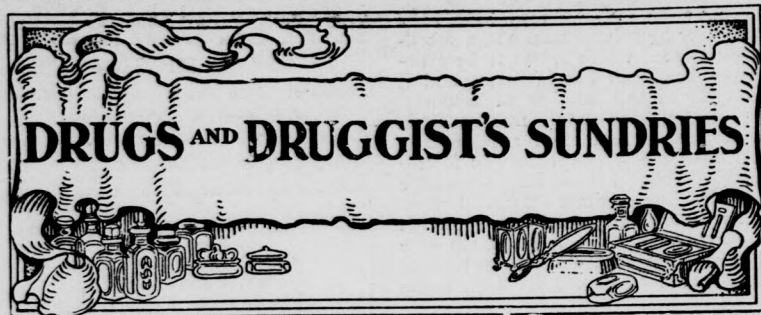
J. T. Townsend, Mgr.
ST. JOSEPH MICHIGAN

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173



The Pharmacists' True Value.

In the pharmacist's immediate relations to the public service is unquestionably the most important, for it comprises his duty to his customers, actual and potential. The value of a pharmacist must be computed by the service he renders to the community, and not by the money he makes. The essential difference between a professional man and a tradesman, as popularly regarded, is that the professional man thinks of his work first and his pay afterwards, while the tradesman regards his work solely as a means of making money for himself. In the main this distinction holds good. Once dignify business by regarding it first and foremost as service to the community, and the prejudice against "trade" will quickly die. That is our answer to the oft-repeated question, "Is pharmacy a profession or a trade?" It is entirely what we make it. The three great sections of workers may roughly be classified according to their motives: Professional, unselfishness; commercial, selfishness tempered with wisdom; labor, selfishness without the faintest glimmering of wisdom.

Our duty, then, is to provide the public with what it needs in so far as our special training enables us to do so. It is an indispensable condition of efficient service that the server shall have the full and complete confidence of those he serves, and the first essential to complete confidence is absolute integrity in all dealings. Immediately after integrity, and following it very closely, come ability, training and knowledge. Then comes the great spirit. The pharmacist, to have the full confidence of his customers, must be entirely above suspicion as to his motives. The old warning caveat emptor should never be associated with the pharmacist. This complete confidence having been won, it must be jealously guarded. A pharmacist should never be tempted, for the sake of extra profit, to recommend anything which he knows is not "just as good,"

and only the best of drugs should be supplied. The public regard the pharmacist as a purveyor of only the best and that reputation must be carefully upheld.

Adjusting Retail Prices.

Every retailer who is buying goods from the wholesalers, as well as from manufacturers, knows that many articles have been steadily advancing in price.

When you buy goods on the market to meet current needs, quite naturally, you base your selling price upon the cost price which you pay from time to time. If you don't you go broke.

But when you have bought goods in advance and have them in stock—do you adjust your prices according to the market advances which may have occurred?

If the wholesale price goes up you should certainly get the benefit of the additional profit to which you are entitled through your foresight and for carrying the goods in stock.

Many druggists neglect to do this and thus do not obtain the advantages which should accrue to them through advancing markets on stock which they may have on hand.

In some cases it is carelessness or the lack of the proper policy in this respect; in other cases it is neglect. No matter what the cause of your failure to act upon this fundamental merchandising principle, you lose when you fail to adjust your prices on an advancing market.

On the other hand it is equally important to adjust downward when the market goes against your stock on hand. It has often been charged that retailers fail to do this as promptly as they should. Whether they do or not, we will not argue. The fact remains, they should.

All of this causes us to conclude, as we have often stated, that retailers generally would be better off if they bought everything they handled only as it was needed.

In this way current market costs and values would always regulate selling prices. The public would be better off and retailers would undoubtedly be more uniformly successful as a result.

The man who does not know how to lose in life's battles now and then, knows not what it is to truly win.

The State Meetings.

Of the forty-six active state pharmaceutical associations in this country, over half of them held their annual meetings during the past month. The large attendances and interest shown by the members proves that druggists everywhere are alive to their interests and realize that only by organization and the support of their leaders can they hope to successfully cope with certain adverse conditions confronting them to-day. Of special interest at the meetings were the discussions of methods to stop the growth of stores carrying the usual drug store sundries, toilet goods and sidelines, but not a regular stock of drugs and chemicals and have no prescription department. The indiscriminate opening of new stores in territory already over supplied and methods to regulate this also proved a fruitful source of discussion. The proposal to hold a Pharmacy Week was enthusiastically endorsed by many of the associations. Resolutions discountenancing the dispensing of whisky were adopted in several instances and a number of states found it necessary to increase their annual dues to \$5 in order to effectively carry on the splendid work they are doing.

If unfavorable legislation threatens, the state association, through its legislation committee, opposes it; if a cut-price war breaks out the association tries to restore peace; if the standard of pharmaceutical education requires elevation, the association promptly takes cognizance and lends powerful aid. The state associations accomplish much for pharmacy but how much more they could accomplish if they were properly supported by those whose interests the organizations strive in every way to serve. Those of our readers who have not joined their state association, we earnestly trust will do so at the first opportunity. Also resolve to attend the next convention for we feel they will find themselves well repaid. It may cost a little money and time but they'll be ever so much richer after the experience.

A business that has no firmer foundation than that of personal friendship rests on sand.

How Quinine Costs Were Cut.

The cinchona tree, which is the source of quinine, was discovered in Peru in the seventeenth century, and got its name from the Countess of Cinchon, the wife of the Spanish governor of the colony who was cured of fever by its use in 1638. For more than two centuries the world was dependent upon the native cinchona forests of the Andes for its quinine supplies. In 1848 seeds of the South American cinchona trees were smuggled out of the country and planted in the Paris Garden. Later additional supplies of seeds were obtained and planted in the botanical gardens at Kew, at Amsterdam, and the plants grown there transplanted in India and Java. The British government and the Dutch governments found that the tree grew very well in certain sections of the East Indies and fostered the industry so that now practically all the cinchona supplies are grown in the East Indies, the larger portion being grown in Java where the government plantations alone have more than 5,000,000 trees, probably ten times as many trees in private plantations. As a result of the development of this industry the manufacturer's cost of the quinine extracted from the cinchona bark has declined from \$2.50 to 25 cents an ounce.

No other drug has been able to replace cinchona and its products particularly in the treatment of malarial disease, and their consumption is enormous.

To the botanic gardens is due to the development of new sources of supply of vanilla beans and of many other drugs and useful plants, as well as improvements in varieties, of which we use the larger production. Botanic gardens have been very profitable investments, to the communities by which they are maintained.

Ways To Help a Fountain Pay.

Keep everything immaculately clean—really and truly clean, whether in sight or out of sight.

Serve hot drinks hot enough to be thoroughly appetizing but not scalding hot.

Serve cold drinks as cold as you can make them.

Do not tolerate sloppy service—that is, glasses filled brimming full, skated across the counter and slopped over, nor desserts or ice cream dishes sticky, or with an overrun on the outside.

Avoid the appearance of anything "messy" or unappetizing.

Chipped and cracked glasses and

WILMARTH SHOW CASE CO. GRAND RAPIDS, MICHIGAN

Manufacturers
and Designers
of the



Finest Drug
Store Fixtures
in the World

Representatives in All Principal Cities

GROCERY PRICE CURRENT

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

ADVANCED

Red Salmon
Rice
Coffee
Peas
Mutton
Sugar

DECLINED

Calif. Prunes
Barley

AMMONIA

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



AXLE GREASE

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

BAKING POWDERS

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

BEECH-NUT BRANDS.



Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Sliced bacon, large ----- 4 95
Sliced bacon, medium 3 00
Sliced beef, large ----- 4 50
Sliced beef, medium 2 80
Grape Jelly, large ----- 4 50
Grape Jelly, medium 2 70
Peanut butter, 16 oz. 4 70
Peanut butter, 10 1/2 oz. 3 25
Peanut butter, 6 1/2 oz. 3 00
Peanut butter, 3 1/2 oz. 1 25
Prepared Spaghetti ----- 1 40
Baked beans, 16 oz. ----- 1 40

BLUING

Original
condensed Pearl
Crown Capped
4 doz., 10c dz. 8f
3 dz. 15c, dz. 1 25



BREAKFAST FOODS

Cracked Wheat, 24-2 3 85
Cream of Wheat, 18s 3 60
Cream of Wheat, 24, 14 oz. ----- 2 80
Pillsbury's Best Corn 2 20
Quaker Puffed Rice ----- 5 60
Quaker Puffed Wheat 4 30
Quaker Brst Biscuit 1 30
Ralston Branzen ----- 3 20
Ralston Food, large ----- 4 00
Saxon Wheat Food ----- 3 90
Vita Wheat, 12s ----- 1 80

Post's Brands.

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

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

BROOMS

Parlor Pride, doz. ----- 5 25
Standard Parlor, 23 lb. 7 75
Fancy Parlor, 23 lb. 8 50
Ex. Fancy Parlor 25 lb. 9 50
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, 3 oz., doz. 2 35
Nedrow, 3 oz., doz. 2 50

CANDLES

Electric Light, 40 lbs. 12.1
Plumber, 40 lbs. ----- 12.3
Paraffine, 6s ----- 14.4
Paraffine, 12s ----- 14.4
Wicking ----- 40
Tudor, 6s, per box ----- 30

CANNED FRUIT.

Apples, 3 lb. Standard 1 50
Apples, No. 10 ----- 4 50@5 75
Apple Sauce, No. 10 7 50
Apricots, No. 1 1 75@2 00
Apricots, No. 2 ----- 3 00
Apricots, No. 2 1/2 3 00@3 75
Apricots, No. 10 ----- 9 25
Blackberries, No. 10 9 50
Blueberries, No. 2 2 00@2 75
Blueberries, No. 10 ----- 15 00
Cherries, No. 2 ----- 3 75
Cherries, No. 2 1/2 ----- 10 00
Cherries, No. 10 ----- 3 00
Loganberries, No. 2 ----- 3 00
Peaches, No. 1 1 25@1 80
Peaches, No. 1 Sliced 1 40
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 Mich 3 25
Peaches, 2 1/2 Cal. 3 25@3 75
Peaches, 10, Mich. ----- 8 50
Pineapple, 1, sl. 1 80@2 00
Pineapple, 2 sl. 2 80@3 00
Pineapple, 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 ----- 4 00
Pears, No. 2 1/2 ----- 4 25@4 75
Plums, No. 2 ----- 2 40@2 50
Plums, No. 2 1/2 ----- 2 90
Raspberries, No. 2, blk 3 60
Raspb's, Red, No. 10 15 00
Raspb's, Black, No. 10 ----- 16 00
Rhubarb, No. 10 ----- 5 25

CANNED FISH.

Clam Ch'der, 10 1/2 oz. 1 35
Clam Ch., No. 3 ----- 3 50
Clams, Steamed, No. 1 2 00
Clams, Minced, No. 1 3 25
Finnan Haddie, 10 oz. 3 80
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 60
Shrimp, 1, wet 2 10@2 25
Sard's, 1/4 Oil, Ky 5 25@6 00
Sardines, 1/4 Oil, Kless 4 75
Sardines, 1/4 Smoked 6 75
Salmon, Warrens, 1/2 2 75
Salmon, Rd Alas. 3 40@3 50
Salmon, Med. Alaska 2 35
Salmon, Pink Alaska 1 75
Sardines, Im. 1/4, ea. 10@23
Sardines, Im. 1/2, ea. ----- 25
Sardines, Cal. ----- 1 65@1 80
Tuna, 1/2, Albocore ----- 95
Tuna, 1/4s, Curtis, doz. 2 20
Tuna, 1/2s, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT.

Bacon, Med. Beechnut 3 00
Bacon, Lge Beechnut 4 95
Beef, No. 1, Corned ----- 2 70
Beef, No. 1, Roast ----- 3 70
Beef, No. 2 1/2, Qua. all 1 35

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

Baked Beans

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

CANNED VEGETABLES.

Asparagus
No. 1, Green tips 4 60@4 75
No. 2 1/2, Lge. Green 4 50
W. Bean, cut ----- 2 25
W. Beans, 10 ----- 8 50@12 00
Green Beans, 2s 2 00@3 75
Gr. Beans, 10s 7 50@13 00
L. Beans, 2 gr. 1 35@2 65
Lima Beans, 2s Soaked 95
Red Kid, No. 2 1 20@1 35
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut ----- 1 60
Beets, No. 3, cut ----- 1 80
Corn, No. 2, Ex stan 1 65
Corn, No. 2, Fan. 1 80@2 35
Corn, No. 2, Fy. glass 3 25
Corn, No. 10 ----- 7 50@16 75
Hominy, No. 2 1 00@1 15
Okra, No. 2, whole ----- 3 00
Okra, No. 2, cut ----- 1 60
Dehydrated Veg. Soup 90
Dehydrated Potatoes, lb. 45
Mushrooms, Hotels ----- 42
Mushrooms, Choice ----- 53
Mushrooms, Sur Extra 70
Peas, No. 2, E. J. 1 75@1 85
Peas, No. 2, Sift. ----- 2 00
Peas, No. 2, Ex. Sift. ----- 2 25
E. J. ----- 2 25
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35@1 50
Pumpkin, No. 10 4 50@6 00
Pimientos, 1/4, each 12@14
Pimientos, 1/2, each ----- 27
Swt Potatoes, No. 2 1 60
Sauerkraut, No. 3 1 40@1 50
Succotash, No. 2 1 45@2 50
Succotash, No. 2, glass 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60@1 90
Spinach, No. 3 ----- 2 10@2 50
Spinach, No. 10 ----- 6 00@7 00
Tomatoes, No. 2 1 40@1 60
Tomatoes, No. 3 2 00@2 25
Tomatoes, No. 2, glass 2 60
Tomatoes, No. 10 ----- 7 50

CATSUP.

B-nut, Small ----- 2 70
Lilly Valley, 14 oz. ----- 2 60
Lilly Valley, 1/2 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. ----- 1 60
Quaker, 10 1/2 oz. ----- 2 25
Quaker, 14 oz. ----- 2 25
Quaker, Gallon Glass 12 50

CHILI SAUCE

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

OYSTER COCKTAIL.

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

CHEESE

Roquefort ----- 52
Kraft, Small tins ----- 1 65
Kraft, American ----- 1 65
Chili, small tins ----- 1 65
Pimento, small tins ----- 1 65
Roquefort, small tins ----- 2 25
Camenbert, small tins ----- 2 25
Wisconsin New ----- 28
Loghorn ----- 28
Michigan Full Cream 28
New York Full Cream 28
Sap Sago ----- 42

CHEWING GUM.

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

CHOCOLATE.

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

COCOA.

Bunte, 1/4s ----- 43
Bunte, 1/2 lb. ----- 35
Bunte, lb. ----- 32
Droste's Dutch, 1 lb. ----- 8 50
Droste's Dutch, 1/2 lb. ----- 4 50
Droste's Dutch, 1/4 lb. ----- 2 35
Hersheys, 1/4s ----- 33
Hersheys, 1/2s ----- 28
Huyler ----- 36
Lowney, 1/4s ----- 40
Lowney, 1/2s ----- 38
Lowney, 5 lb. cans ----- 31
Runkles, 1/4s ----- 32
Runkles, 1/2s ----- 36
Van Houten, 1/4s ----- 75
Van Houten, 1/2s ----- 75

COCOANUT.

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

CLOTHES LINE.

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



COFFEE ROASTED

Bulk
Rio ----- 28
Santos ----- 35@37
Maracaiibo ----- 37
Gautemala ----- 40
Java and Mocha ----- 49
Bogota ----- 41
Peaberry ----- 36

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

Telfer Coffee Co. Brand

Bokay.

Coffee Extracts
M. Y., per 100 ----- 12
Frank's 50 pkgs. ----- 4 35
Hummel's 50 1 lb. ----- 10 1/2

CONDENSED MILK

Leader, 4 doz. ----- 6 75
Eagle, 4 doz. ----- 9 00

MILK COMPOUND

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

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 75
Quaker, Baby, 8 doz. 4 65
Quaker, Gallon, 1/2 doz. 4 60
Blue Grass, Tall 48 ----- 4 65



Blue Grass, Baby, 96 ----- 4 55
Blue Grass, No. 10 ----- 4 65
Carnation, Tall, 4 doz. 5 00
Carnation, Baby, 8 doz. 4 90
Every Day, Tall ----- 5 00
Every Day, Baby ----- 4 90
Pet, Tall ----- 5 00
Pet, Baby, 8 oz. ----- 4 90
Borden's, Tall ----- 5 00
Borden's Baby ----- 4 90
Van Camp, Tall ----- 4 90
Van Camp, Baby ----- 3 75

CIGARS

Worden Grocer Co. Brands
Canadian Club ----- 37 50
Master Piece, 50 Tin ----- 37 50
Tom Moore Monarch ----- 75 00
Tom Moore Panatella ----- 75 00
Tom Moore Cabinet ----- 95 00
Tom M. Invincible ----- 115 00
Webster's ----- 37 50
Webster Savoy ----- 75 00
Webster Plaza ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Starlight Rouse ----- 90 50
Starlight P-Club ----- 135 00
Tiona ----- 30 00
Clint Ford ----- 35 00
Nordac Triangulars, 1-20, per M ----- 75 00
Worden's Havana Specials, 20, per M 75 00

CONFECTIONERY

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

Mixed Candy

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

Fancy Chocolates

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

Gum Drops

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

Lozenges.

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

Hard Goods.

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

Cough Drops

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

Package Goods

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

Specialties.

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

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1000 Economic grade 37 50

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

CREAM OF TARTAR

6 lb. boxes ----- 38

DRIED FRUITS

Apples
Domestic, 20 lb. box 11
N. Y. Fcy, 50 lb. box 16 1/2
N. Y. Fcy, 14 oz. pkg. 17 1/2
Apricots
Evaporated, Choice ----- 26 1/2
Evaporated, Fancy ----- 32
Evaporated, Slabs ----- 24

Citron

10 lb. box ----- 48

Currants

Package, 14 oz. ----- 18
Greek, Bulk, lb. ----- 16

Dates

Dromadary, 36s ----- 6 75

Peaches

Evap., Choice, un. ----- 16
Evap., Ex. Fancy, P. P. 20

Peal

Lemon, American ----- 24
Orange, American ----- 24

Raisins.

Seeded, bulk ----- 09
Thompson's seedless, 09
15 oz. ----- 11
Seeded, 15 oz. ----- 11

California Prunes

90@100, 25 lb. boxes @08 1/2
60@70, 25 lb. boxes @10 1/2
50@60, 25 lb. boxes @12
40@50, 25 lb. boxes @14
30@40, 25 lb. boxes @16
20@30, 25 lb. boxes @18

FARINACEOUS GOODS

Beans
Med. Hand Picked ----- 07
Cal. Limas ----- 15
Brown, Swedish ----- 07 1/2
Red Kidney ----- 10 1/2

Farina

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

Hominy

Pearl, 100 lb. sacks ----- 4 25

Macaroni

Domestic, 20 lb. box 10
Armours, 2 doz., 8 oz. 1 80
Fould's 2 doz., 8 oz. 2 25
Quaker, 2 doz. ----- 2 00

Pearl Barley

Chester ----- 4 50
00 ----- 5 00
Barley Grits ----- 06

Peas

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

Sago

East India ----- 10

Taploca

Pearl, 100 lb. sacks ----- 10
Minute, 8 oz., 3 doz. 4 05
Dromedary Instant ----- 3 50

FLAVORING EXTRACTS



Doz. Lemon ----- 1 80
PURE ----- 2 25
2 00 -----

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

HORSE RADISH	
Per doz., 5 oz.	1 20

JELLY AND PRESERVES	
Pure, 30 lb. pails	3 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.	37

OLEOMARGARINE	
Kent Storage Brands.	
Good Luck, 1 lb.	27
Good Luck, 2 lb.	26 1/2
Gilt Edge, 1 lb.	27
Gilt Edge, 2 lb.	26 1/2
Delicia, 1 lb.	23 1/2
Delicia, 2 lb.	23
Van Westenbrugge Brands	
Carload Distributor	



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

MATCHES	
Swan, 144	5 00
Diamond, 144 box	6 60
Searchlight, 144 box	6 60
Ohio Red Label, 144 bx	6 00
Ohio Blue Tip, 144 box	6 00
Ohio Rosebud, 144 bx	6 60
Ohio Blue Tip, 720-1c	4 75
Safety Matches	
Quaker, 5 gro. case	4 25
MINCE MEAT	
None Such, 3 doz.	4 85
Quaker, 3 doz. case	3 60
Libby, Kegs, wet, lb.	22



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

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

Aunt Dinah Brand.	
No. 10, 6 cans to case	3 00
No. 5, 12 cans to case	3 25
No. 2 1/2, 24 cans to cs.	3 50
No. 1 1/2, 36 cans to cs.	3 00

New Orleans	
Fancy Open Kettle	74
Choice	62
Fair	41

Half barrels 5c extra	
Molasses in Cans.	

Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	5 15

NUTS.	
Whole	

Almonds, Terregona	20
Brazil, New	18
Fancy mixed	22
Filberts, Sicily	25
Peanuts, Virginia Raw	12 1/2
Peanuts, Vir. roasted	15
Peanuts, Jumbo, raw	14
Peanuts, Jumbo, rstd	16 1/2
Pecans, 3 star	23
Pecans, Jumbo	20
Walnuts, California	28
Salted Peanuts.	
Fancy, No. 1	14
Jumbo	23
Shelled.	
Almonds	72
Peanuts, Spanish,	13
125 lb. bags	32
Filberts	32
Pecans	1 20
Walnuts	53

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

Pint, Jars, dozen	3 50
4 oz. Jar, plain, doz.	1 30
5 1/2 oz. Jar, pl., doz.	1 60
9 oz. Jar, plain, doz.	2 30
20 oz. Jar, Pl., doz.	4 25
30 oz. Jar, Stu., doz.	1 35
3 oz. Jar, stuffed, dz.	2 50
6 oz. Jar, stuffed, doz.	3 50
12 oz. Jar, Stuffed,	
doz.	4 50@4 75
20 oz. Jar, stuffed dz.	7 00

PARIS GREEN	
1/2 s	31
1 s	29
2s and 5s	27

PEANUT BUTTER.	
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Bel Car-Mo Brand	
8 oz., 2 doz. in case	
24 1 lb. pails	
12 2 lb. pails	
15 lb. pails 6 in crate	
4 lb. pails	
25 lb. pails	
50 lb. tins	

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection Kerosine	13.1
Red Crown Gasoline,	
Tank Wagon	19.7
Solite Gasoline	22.2
Gas Machine Gasoline	40.2
V. M. & P. Naptha	23.6
Capitol Cylinder	41.2
Atlantic Red Engine	23.2
Winter Black	13.7



Iron Barrels.	
Light	62.2
Medium	64.2
Heavy	66.2
Special heavy	68.2
Extra heavy	70.2
Transmission Oil	62.2
Finol, 4 oz. cans, doz.	1 45
Finol, 8 oz. cans, doz.	2 25
Parowax, 100, lb.	8.0
Parowax, 40, 1 lb.	8.2
Parowax, 20, 1 lb.	8.4



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

PICKLES	
Medium Sour	

Barrel, 1,200 count	24 50
Half bbls., 600 count	13 00
0 gallon kegs	10 00
Sweet Small	
30 gallon, 3000	50 00
5 gallon, 500	10 00
Dill Pickles.	
600 Size, 15 gal.	14 00

PIPES.	
Cob, 3 doz. in bx.	1 00@1 20

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

POTASH	
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Babbitt's 2 doz.	2 75
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FRESH MEATS	
Beef.	

Top Steers & Heif.	@19
Good Steers & H'f	16@17 1/2
Med. Steers & H'f	13 1/2@15
Com. Steers & H'f	10@12 1/2
Cows.	
Top	13
Good	11 1/2
Medium	10
Common	9
Veal.	
Top	18
Good	16 1/2
Medium	15
Lamb.	
Spring Lamb	28
Good	25
Medium	23
Poor	18
Mutton.	
Good	16
Medium	12
Poor	10
Pork.	
Light hogs	17
Medium hogs	19
Heavy hogs	17
Loins	28
Butts	25
Shoulders	19
Spareribs	15
Neck bones	06

PROVISIONS	
Barreled Pork	
Clear Back	34 50@35 00
Short Cut Clear	34 50@35 00
Dry Salt Meats	
S P Bellies	23 00@30 00
Lard	
Pure in tierces	19
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1/4
Compound tierces	15
Compound, tubs	15 1/2

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

Smoked Meats	
Hams, Cert., 14-16 lb.	31
Hams, Cert., 16-18, lb.	32
Ham, dried beef	
sets	@34
California Hams	@20
Picnic Boiled	
Hams	@32
Boiled Hams	45
Mixed Hams	14
Bacon	@39

Beef	
Boneless, rump	18 00@22 00
Rump, new	18 00@22 00
Mince Meat.	
Condensed No. 1 car.	2 00
Condensed Bakers brick	31
Moist in glass	8 00
Pig's Feet	
Cooked in Vinegar	
1/2 bbls.	1 55
3/4 bbls., 35 lbs.	2 75
1/2 bbls.	5 30
1 bbl.	15 00

Tripe.	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
3/4 bbls., 80 lbs.	3 00
Hogs, per lb.	@42
Beef, round set	14@25
Beef, middles, set	25@30
Sheep, a skein	1 75@2 00

RICE	
Fancy Blue Rose	09
Fancy Head	10
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, 11um	3 25
Silver Flake, 13 Reg.	1 50
Sacks, 90 lb. Jute	3 25
Sacks, 90 lb. Cotton	3 35

SALERATUS	
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Arm and Hammer	3 75
SAL SODA	
Granulated, bbs.	1 80
Granulated, 60 lbs. cs	1 35
Granulated, 36 2 1/2 lb.	2 25
packages	

COD FISH	
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Middles	15 1/2
Tablets, 1 lb. Pure	19 1/2
Tablets, 1/2 lb. Pure.	
doz.	1 40
Wood boxes, Pure	29 1/2
Whole Cod	11 1/2

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

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

Lake Herring	
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1/2 bbl., 100 lbs	6 50
Mackerel	
Tubs, 100 lb. fancy fat	24 50
Tubs, 60 count	6 00
White Fish	
Med. Fancy, 100 lb.	13 00

SHOE BLACKENING	
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2 in 1, Paste, doz.	1 85
E. Z. Combination, dz.	1 35
Dri-Foot, doz.	2 00
Bixbys, Doz.	1 35
Shinola, doz.	90

STOVE POLISH.	
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Blackline, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enamaline Paste, doz.	1 35
Enamaline Liquid, dz.	1 35
E Z Liquid, per doz.	1 40
Radium, per doz.	1 85
Rising Sun, per doz.	1 35
554 Stove Enamel, dz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
Stovoil, per doz.	3 00

SALT.	
Colonial, 24, 2 lb.	90
Colonial, Iodized, 24-2 lb.	40
Med. No. 1, Bbls.	2 75
Med. No. 1, 100 lb. bg.	85

Farmer Spec., 70 lb.	85
Packers Meat, 56 lb.	57
Crushed Rock for ice	
cream, 100 lb., each	75
Butter Salt, 280 lb. bbl.	4 24
Block, 50 lb.	36
Baker Salt, 280 lb. bbl.	4 10
100, 3 lb. Table	5 50
100, 4 lb. Table	5 00
28, 10 lb. Table	4 75
28 lb. bags, Table	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.	45
No. 1 Medium, Bbl.	2 47
Tecumseh, 70 lb. farm	
sk.	85
Cases Ivory, 24-2 cart	1 85
Iodized 24-2 cart.	2 30
Bags 25 lb. No. 1 med.	40
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 Wh. Na. 100s	3 75
Flake White, 100 box	4 25
Fels Naptha, 100 box	5 60
Grdma White Na. 100s	4 10
Rub No More White	
Naptha, 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 75
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Octagon	4 20
unmo, 100 box	4 85
Sweetheart, 100 box	5 00
Grandpa Tar, 50 sm. 2	5 00
Grandpa Tar, 50 lge. 3	5 00
Quaker Hardwater	
Cocoa, 72s. box	2 00
Fairbank Tar, 100 bx	4 00
Trilby Soap, 100, 10c.	
10 cakes free	8 00
Williams Barber Bar. 9s	5 00
Williams Mug. per doz.	5 00

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, July 28—On this day were received the schedules, order of reference, adjudication and appointment of receiver in the matter of Nicholas Sprietsma, doing business as S. Sprietsma & Sons, Bankrupt No. 2744. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Holland, and is a retail shoe merchant. The schedules list assets of \$14,658, of which \$2,000 is claimed as exempt, with liabilities of \$10,435.37. The first meeting has been called for August 10. The list of creditors of the bankrupt is as follows:

Taxes due	\$168.62
Ted Luidens, Holland	80.00
George Luidens, Holland	160.00
Northwestern Mutual Life Ins. Co., Milwaukee	450.00
First State Bank, Holland	2,450.00
Fred & Mary Ter Haar, Holland	2,000.00
Phenix Shoe Mfg. Co., Milwaukee	118.60
F. B. Kelly Co., Rochester	20.00
D. Gluck Co., Chicago	39.17
Shoe Specialty Mfg. Co., St. Louis	34.68
Atkinson Shoe Co., Boston	18.90
Beacon Falls Rubber Co., Chicago	27.50
Wolfsun Factories, Madison	132.60
Sidwell-Dewint Shoe Co., Chicago	87.11
Tomahawk Shoe Co., Tomahawk, Wis.	84.03
Robinson, Bynon Shoe Co., Auburn, N. Y.	165.90
Cahill Shoe Co., Cincinnati	76.95
Sinsheimer Bros. Co., Chicago	187.19
Hoosier Shoe Co., Coudwater	352.00
Rice & Hutchins Co., Chicago	160.67
Thompson Crocker Shoe Co., Boston	56.63
Visscher Brooks, Holland	10.00
Stonefield-Evans Shoe Co., Rockford	11.84
Selz, Chicago	58.95
B. F. Goodrich Rubber Co., Chicago	102.27
James Buys, Grand Rapids	500.00
De Grootwet, Holland	61.80
Daisy Sentinel, Holland	27.50
P. S. Boter & Co., Holland	2.75
Notier-Van Ark Co., Holland	3.25
Enterprise Shoe Co., Holland	1.80
Mich. Bel Tel. Co., Holland	5.45
Thos. Marsilje, Holland	33.50
A. C. Rinck Co., Holland	10.00
Brandau Shoe Co., Detroit	131.40
Cushman Co., Chicago	31.20
Simmons Boot & Shoe Co., Toledo	1,592.79
Holland City News, Holland	23.00
C. H. McBride, Holland	33.90
A. Smeenge, Holland	10.00
Standard Grocer & Milling Co., Holland	2.24
M. G. Manting, Holland	10.00
Peter Kleaver, Grand Rapids	900.00

In the matter of Duane A. Smith, Bankrupt No. 2741, the funds for the first meeting have been received and such meeting has been called for August 10.

In the matter of Oscar E. Fredell, Bankrupt No. 2691, the final report and account of the trustee has been filed and the final meeting called for August 10. The final report and account of the trustee will be considered and the administration expenses paid, so far as the funds on hand will permit, there being no funds for any dividends to general creditors.

July 30. On this day was held the first meeting of creditors in the matter of Clyde H. Bunce, Bankrupt No. 2734. The bankrupt was present in person and by attorneys, Hilding & Hilding. Creditors were present in person. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was appointed trustee of the estate and the amount of his bond placed by the referee at \$100. The first meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Chris Suprikis, Bankrupt No. 2714. The bankrupt was present in person and by attorney, Willard G. Turner, Jr. Connine & Connine were present for creditors. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. Geo. D. Stribley, of Muskegon, was elected trustee, and the amount of his bond placed at \$100. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Felix Leush, Bankrupt No. 2730. The bankrupt was present in person and by Weston & Fox, attorneys for the bankrupt. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The first meeting was then adjourned without date and the matter closed and returned to the district court as a no asset case.

In the matter of W. P. Kinnee, Bankrupt No. 2733, the first meeting of creditors was also held this day. The bankrupt was present in person and by attorney, Charles H. Lillie. Several creditors were present in person and by G. R. Credit Men's Association. The claims were proved and allowed. The bankrupt was sworn and examined without a reporter. Howard L. Boggs was elected trustee and the amount of his bond placed by the referee at \$1,000. The first meeting was then adjourned without date.

In the matter of E. Smead & Son, Bankrupt No. 2669, the trustee has reported the receipt of an offer of \$120 from Emer Reynolds, of Delton, for all of the stock in trade, furniture and fixtures of the estate over and above the exemptions. The inventory shows a gross of \$1,126.35, and the bankrupts are claim-

ing exemptions of \$500, leaving a net for sale of \$626.35. The court has reserved the right to sell all of the property, including exemptions if the claims of the bankrupts to exemptions are denied before the date of sale. The property is that of a general dry goods, crockery, hardware, etc., store and located at Nashville. An inventory is in the hands of the referee in bankruptcy and the trustee, W. A. Quick, of Nashville. The sale has been called for August 10. All interested should be present at such time and place.

In the matter of Walter Ayres, Bankrupt No. 2525, the trustee has filed his final report and account and the final meeting of creditors has been called for August 11. The trustee's final report and account will be passed upon and the expenses of administration paid and a first and final dividend paid to creditors, if possible.

July 31. On this day were received the schedules, order of reference and adjudication in the matter of Frank S. Wallenga, Bankrupt No. 2745. The matter has been referred to Charles B. Blair, referee in bankruptcy. The bankrupt is a resident of the city of Grand Rapids and is a truck driver by occupation. The schedules show assets of \$185, all of which are claimed as exempt to the bankrupt, with liabilities of \$4,697.09. 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:

Guarantee Bond & Mortgage Co., Grand Rapids	\$3,194.59
Motor Banker Corp., Grand Rapids	449.00
Standard Oil Co., Grand Rapids	100.00
Grimes & Madigan, Grand Rapids	75.00
Van Allen Service Co., Grand Rapids	170.00
Gingrich Federal Motor Co., Grand Rapids	225.00
United Motor Truck Co., Grand Rapids	97.20
Hermitage Garage, Grand Rapids	75.00
Spade Tire Co., Grand Rapids	110.30
Corduroy Tire Co., Grand Rapids	46.00
Broomhall Tire Supply Co., Grand Rapids	30.00
Charles F. Hext, Grand Rapids	125.00

In the matter of Fred Sheringer, Bankrupt No. 2642, an order for distribution has been made and a first dividend of 5 per cent. ordered paid to creditors.

July 31. On this day was held the adjourned first meeting of creditors in the matter of C. W. Webster, Bankrupt No. 2694. The bankrupt was not present or represented. No creditors were present or represented. The matter was further adjourned to August 17.

August 3. On this day was held the first meeting of creditors in the matter of David E. Coreson, Bankrupt No. 2728.

The bankrupt was present in person and by attorney, G. A. Wolf, for Clare J. Hall, attorney for the bankrupt. No creditors were present or represented. No claims were proved or allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The matter was then adjourned without date and the files closed and returned to the district court as a no-asset case.

On this day also was held the first meeting of creditors in the matter of Joseph Miszenski, Bankrupt No. 2725. The bankrupt was present in person and by attorney, Willard J. Turner. No creditors were present or represented. No claims were proved or allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The meeting was then adjourned without date and the matter closed and returned to the district court as a no-asset case.

In the matter of Foster J. Hill, Bankrupt No. 2743, the funds for the first meeting have been received and such meeting has been called for August 15.

In the matter of Rex A. Dell, Bankrupt No. 2742, the funds for the first meeting have been received and such meeting has been called for August 17.

August 4. We have to-day received the schedules, order of reference and adjudi-



Only as our
candies excel for
the price asked
do we hope to ob-
tain your interest
and merit your con-
tinued patronage



A. R. WALKER CANDY
CORPORATION
Owosso, Michigan

cation in the matter of Roland W. Tisch, Bankrupt No. 2747. The matter has been referred to Charles B. Blair, referee in bankruptcy. His occupation is not stated in the schedules. The total of his assets are \$250, which is all claimed as exempt, the liabilities are \$11,250. We have written for the funds, and upon receipt of the same, the first meeting of creditors will be called. The list of creditors is as follows:

Elizabeth Hanchett, Grand Rapids \$11,250
Aug. 3. On this day was held the first meeting of creditors in the matter of William H. Huggins, Bankrupt No. 2737. The bankrupt was present in person and by attorney, Charles H. Lillie. Creditors were present in person and by Hilding & Hilding; Dilley & Souter and G. R. Credit Men's Association. Claims were proved. Howard L. Boggs was elected trustee and the amount of his bond placed by the referee at \$1,000. The bankrupt was sworn and examined before a reporter. The first meeting then adjourned without date.

On this day also was held the sale of assets in the matter of John A. Meulenberg, Bankrupt No. 2711. The bankrupt was not present or represented. The trustee was present in person. The original offer of \$1,700 was raised over the telephone to \$1,750 by the Surplus Machinery Exchange, of Kalamazoo, and the offer was accepted and the sale confirmed. The meeting then adjourned without date.

In the matter of Frank S. Wallenga, Bankrupt No. 2745, the funds for the first meeting of creditors have been received and such meeting of creditors has been called for August 17.

In the matter of Lyle Banham, Bankrupt No. 2739, the funds for the first meeting of creditors have been received and such meeting has been called for August 17.

Aug. 4. On this day was held the first meeting of creditors in the matter of Toufek Maloley, Bankrupt No. 2721. The bankrupt was present in person and by attorneys, Lombard, McIntyre & Post. The creditors were present by Corwin & Norcross and by G. R. Credit Men's Association. Claims were proved and allowed. The bankrupt was sworn and examined with a reporter taking the testimony. Howard L. Boggs, of Grand Rapids, was elected trustee, and the amount of his bond placed by the referee at \$1,000. The meeting was then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Preston W. Porter, Sr., Bankrupt No. 2731. The bankrupt was present in person and by attorney, Amos F. Paley. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was elected trustee and the amount of his bond placed by the referee at \$100. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of John D. S. Hanson, Bankrupt No. 2735. The bankrupt was present in person and by attorneys, Corwin & Norcross. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. C. C. Woolridge was appointed trustee and the amount of his bond placed at \$100 by the referee. The meeting then adjourned without date.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State:

Allen-Sparks Gas Light Co., Lansing
Leatherboard Corporation, Detroit.
J. L. Randall Cut Glass Co., Howell.
Martz-McLaughlin Co., Detroit.
L. G. Jebavy Co., Custer.
Orpheum Theater Co., Detroit.
Allerton Foundry Co., Niles.
Bear Creek Threshing Machine Co., Dunningville.
B. Berman & Sons Co., Detroit.
Indianwood Land Co., Detroit.
Gordon & Gumpfer, Detroit.
Farmers Auto & Machinery Co., Bay City.
Tilden Saw Co., Detroit.
Ypsilanti Press, Ypsilanti.
New York Dev. & Construction Co., Flint.
National Color Co., Detroit.
Bedford Shoe Co., Detroit.
H. W. Noble & Co., Detroit.

Missouri Barber Shop Trades Eggs for Shaves.

Olney, Mo., Aug. 3—Eggs may be traded for a shave, hair-cut or shampoo at the barber shop which Thos. F. Clare runs in connection with his store here. It is the only shop in Missouri where this practice prevails, according to a sign on his shop mirror. In view of this custom, no credit is given for barber work. "I have been following

this plan for six years and it seems to be entirely satisfactory," says Mr. Clare. "Shops at two other towns also tried it but later discontinued it. Eggs are always as good as cash, and it is just as easy to take the eggs in the first place as to pay cash for them. As long as it suits my customers, I guess I'll keep it up."

Hides, Pelts and Furs.

Green, No. 1	11
Green, No. 2	10
Cured, No. 1	12
Cured, No. 2	11
Calfskin, Green, No. 1	19
Calfskin, Green, No. 2	17½
Calfskin, Cured, No. 1	20
Calfskin, Cured, No. 2	18½
Horse, No. 1	3 50
Horse, No. 2	2 50

Pelts.

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

Tallow.

Prime	07
No. 1	06
No. 2	05

Wool.

Unwashed, medium	@40
Unwashed, rejects	@32
Unwashed, fine	@40

Dress Buying Somewhat Spotty.

A rather spotty situation has developed so far in the buying of Fall dresses. Some manufacturers say they have done fairly well, while others are complaining of a lack of activity. Popularized silk models for early Fall are receiving a considerable degree of attention from buyers. The latter, however, find a tremendous variety of such merchandise to choose from, and there is much comparing of values. Some of the leading lines of higher priced dresses have been well received by buyers, but there is a tendency on their part to hold back until the Parisian openings of the next ten days are completed.

Favor Light Colors in Topcoats.

While topcoat orders for Fall have been fairly liberal, the feeling is that there is a considerable amount of later delivery business yet to come. Most of the buying has been concentrated on the light colors and it is believed that their popularity will continue through the Fall and into the Spring. In fact, mills ready with their offerings of topcoat fabrics for next Spring again stress the light shades to a large extent. The influence of college men, who were the first to favor light-colored topcoats, has done much to create a broader market for topcoats generally. For a long time they ranked almost entirely in the general utility class.

Youths' Half-Hose Sell Well.

The growing practice of parents to outfit their male offspring with long trousers at a comparatively early age has created a distinct market for what is known to the knit goods trade as youth's half hose. While they have not been offered very long, these hose are said by the special news letter of the National Association of Hosiery and Underwear Manufacturers to be doing very well. They are being made in sizes six to twelve, and a steady increase in the call for them is anticipated. The demand for them is understood to have originated in the South, from whence it spread to other parts of the country and to Canada.

The man who knows it all gets along fairly well until he runs up against the chap who really knows more than he does.

All the wild ideas of unbalanced agitators the world over in their ignorant and pitiable quest for happiness through revolution, confiscation of property and crime cannot overthrow the eternal truth that the one route to happiness through property or government is over the broad and open highway of service. And service always means industry, thrift, respect for authority and recognition of the rights of others.

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—Millinery and fancy work stock. Cheap if taken at once. The Vogue, 231 W. State St., Hastings, Mich. 996

Sideline Salesmen calling on automobile, hardware or electrical trade. New easy selling article. Most liberal commission. Write for sample. A. Werner, 649-51 E. Water St., Milwaukee, Wisconsin. 993

FOR SALE—Butterkist popcorn machine, with peanut warmer. In good condition. Very reasonable if taken at once. G. W. Todd & Son, Carson City, Mich. 994

FOR SALE—Hardware, plumbing and coal business at Champlain, Clinton county, New York. Only hardware store in the place. Business long established and profitable. Fire two years ago caused buildings to be rebuilt and stock is new. Exceptional opportunity. James De F. Burroughs, Champlain, New York. 995

FOR SALE—Confectionery store. Will clear from \$3,500 to \$4,000 per year above expenses. Low rent. Price \$3,300 on time or \$3,000 cash. Have recently engaged in manufacturing business and cannot give the store proper attention. C. L. Potter, Trenton, Mich. 990

HOTEL—And railroad lunch counter for sale, good paying. P. M. Hotel, Traverse City, Mich. 982

FOR SALE—General merchandise business; stock, or stock and buildings. Post office connected. Box A, Hobart, Mich. 983

FOR SALE—A meat market doing good business, or will sell fixtures; at a sacrifice. Complete outfit A-1 condition. Mrs. Wm. Kerschner, 602 S. Washington Ave., Ludington, Mich. 985

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.

LIGHT FORGING NEVER SLIP ICE TONGS AND PLUMBERS CALKING TOOLS



H. T. Baldwin

1028 Fairmount Street, S.E.

Grand Rapids, Mich.

In replying please mention this paper

For Sale—Exceptionally Fine Dairy Farm

well located on Pine River on the suburbs of Alma, Mich., a city favorably known for its excellent common schools, Alma College, prosperous industries, religious and social advantages. 140 acres of good land, largely under high state of cultivation, large modern buildings, electric lights, running water, good equipment and established business. A going concern. 40 acres additional with no buildings will be included if desired. Principals only address

Estate of Anna C. Wright,
Alma, Michigan

Moseley Brothers

GRAND RAPIDS, MICH.

Jobbers of Farm Produce

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

FINNISH MUTUAL FIRE INSURANCE CO. CALUMET, MICHIGAN

ORGANIZED IN 1889.

This Company has returned
A DIVIDEND OF

50%

For 29 consecutive years.

HOW?

By careful selection of risks. By extremely low Expense Ratio.

Assets 44.11 per 1000 of risk. Surplus 30.89 per 1000 of risk.

Agents wanted in the Larger Cities.

FOR FURTHER PARTICULARS WRITE

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

Another Indictment Against the Crow.

Grandville, Aug. 4—"Crow lights on wire, causes \$20,000 loss."

Another indictment of the black pest of farmerdom. The above is a headline in the news column of the daily press. The indictment goes on to state the extent of the damage, the putting out of commission of scores of telephones and extinguishment of electric lights in scores of towns.

Now then, Mr. Crow, come down from your perch and plead to that, will you? It is a pity the Du Pont Powder Co. had not this latest crime to parade against the crow.

There seems to be no end to the rascality of this demon of the black wing. He is something of a feathered black hand, destroying everything from electric light plants and telephones to poor little pigs and lambs. What next I wonder?

The fire damage alone done by this one crow amounts to \$20,000. Isn't that enough to condemn him to all eternity?

For some time this black pirate of the feathered creation has had to take the lambasting of the bird haters, thus giving the pestilential (?) sparrow a rest. This could not long be, however. A correspondent for the daily press has discovered that Mr. Sparrow has formed a conspiracy to wipe the robin red-breast from off the face of the earth and what the vicious sparrows fail to accomplish another imp in the shape of the blackbird throws his beak and claws into the balance, so that the poor robin is having a hard time of it.

How weirdly strange these things are. Once the cry was "swat the fly," but, according to this latest alarmist, it has become highly necessary for the sake of saving the redbreast from starvation through being robbed by his enemies to "swat the sparrow and the gawky blackbird."

The war on bird life hasn't ceased, it seems. The blackbird and sparrow must go in order to save the robin. How about that indignant farmer who declared war on the robin because he was the biggest robber of all the feathered tribe? He said there should be a law calling for death to the robin. One denounces the sparrow, another the crow, still another the blackbird, while quails and bluejays are even worst of all.

A world without birds!

Can you imagine such a condition, Mr. Farmer, Mr. City Man? If you can't the time is coming when you will have the pleasure—if it is your pleasure—to live in a world entirely birdless, simply because of this senseless, not to say criminal, onslaught on our birds.

Kill the sparrow, kill the blackbird, kill the crow. This is the cry coming from so many sources we begin to wonder whether the heart of humanity has gone into utter darkness in this fore part of the twentieth century.

There are men and women who condemn robin redbreast because he steals their cherries, berries and other fruits. All birds are thieves according to these super men and women, and no doubt they are in a manner right. Birds, however, have to live. What more natural than that they partake of the food provided for them by nature? Bugs, worms, lice, moles—all enemies to growing crops—are devoured by the million by these selfsame thieving birds. Kill the birds and the crops would be left a prey to the insect life of the world.

Myriads of robins have been destroyed by poison spread to kill grasshoppers. Of course, other birds have met the same fate. Neither the robin nor the sparrow is as plentiful here in Grandville to-day as five years ago. Why is this so? Because of the relentless war made upon our birds by the human side of creation.

There is not a created being on this earth nearer to God than the birds, more especially the sparrow. Now

don't grow sentimental croaks the advocate of bird extermination.

I'll challenge any man to prove that the birds are less the creatures of the Almighty than he is himself. It is not only unsafe for our prosperity as a race, but it is absolutely wicked in any way you may look at it to seek to destroy God's birds. I am putting it strongly, but the subject does not admit of mealy-mouthed vaporings.

There is place in the world for all birds. To condemn even one is a grave and cruel mistake, which will be learned in time to the sorrow of all our people. A world without birds could not exist. The wild and extravagant stories told of the sparrow has done no little damage, and when the blackbird and crow is added to the list of those who must go, the danger becomes very startling indeed.

The farm papers should stand for bird preservation.

The religious press of the country lacks in duty when it remains silent on the question of bird extermination. From the press and pulpit should come such a demand that war on bird life cease that a new era would dawn in this country which would bring new sunshine into the lives of people such as they have never known before.

Strange as it may seem many farmers are in the dark where bird preservation comes in. A few grains of wheat or rye taken by the birds counts little when weighed in the balance against the insect pest destruction wrought by the birds. Flowers, trees and birds are direct signs of the hand of an Almighty Power ruling our world. Shall we forget this when a sparrow, blackbird or crow alights on our garden fence?

Old Timer.

High Pressure Methods Feature Investment Offering.

New York, Aug. 4—The American Chamber of Commerce in Berlin in its official publication finds occasion to warn the American public against the purchase of alleged spurious German securities from the brokerage house of H. & B. Wolf & Company, 20 Broad street, New York City.

The Frankfurter Zeitung, the well-known daily, likewise refers to this offering of shares of the Deutsches Handelsbank A-G and other German securities, in a warning that reads: "American investors should not permit themselves to be deceived by the make-up of the propaganda of Wolf & Company. The shares of the Deutsches Handelsbank are as good as worthless and the propaganda is misleading in many points." Investors throughout the country have been deluged with a flood of high pressure literature from this company offering 10 shares of Deutsches Handelsbank at \$2.50 per share. Enclosed with the literature offering these securities the investor finds Wolf & Co.'s check for \$5, which can only be used in payment of ten shares of Deutsches Handelsbank at \$2.50 per share when the investors own check for \$20 is sent to the company. The report from Germany states that "shares in the Deutsches Handelsbank have disappeared from the market after its capital stock of 1,000,000,000 paper marks was converted into total of 5,000 gold marks and although some time ago such shares were to be had in Frankfurt at 8 pfennings, about 2 cents each, Wolf & Company asked 10 marks, equal to \$2.50. Shares of the other banks mentioned above (Frankfurter Handelsbank A-G and Central Genossenschaft Bank) have entirely disappeared from the market."

Wolf & Company's latest offering is a group of German bonds at \$100, Wolf & Company's check for \$10 being acceptable as part payment when the additional amount is sent in by the investor.

In harmony with a statement used in the concern's literature to the effect that they have been in business continuously for eighteen years, it would

be of interest to consider the fact that the Bureau of Securities of Pennsylvania excluded this company from operating in that state on Sept. 5, 1923. Likewise various reports have reached us of complaints against this company, while it is claimed that a number of suits have been brought against the company. It is likewise reported that the advertising of this concern is not acceptable to some of the leading daily newspapers of this country.

This information is presented for the consideration of any persons contemplating dealings with this company.

National Vigilance Committee.

Cover Requirements For Three or Four Weeks.

Written for the Tradesman.

The market news for the past three or four days has been bullish. In other words, reports of rather serious damage to the Canadian crop of wheat have been coming in and, as a consequence, markets have advanced materially, cash wheat being nearly 10c a bushel higher than a week ago.

Of course, the advance of wheat has been reflected in the price of flour. While we have believed the latter part of August, forepart of September would show a lower range of values, additional damage to the growing spring wheat crop has "upset the dope," so to speak, and it is possible the low point for the crop year has passed.

The flour trade will act wisely to cover their requirements for at least three or four weeks and if a decline of 8 or 10c per bushel should develop the latter part of August and forepart of September, would advise buying heavily for three or four months shipment.

Lloyd E. Smith.

New Variety of Cherry Is Named After King Albert.

Yakima, July 31—A new variety of cherry, as unusual in its origin as it is in its appearance, has been developed by Edward Remy, an orchardist residing near here. The cherry is a golden yellow in color and is distinguished by a deep crimson stripe that extends from the base of the fruit to the tip. When the fruit is mature the same dark coloring runs from the skin to the pit. Mr. Remy, a native of Belgium, has named his new variety "King Albert." "It is like King Albert at Liege," he explained, "for it was found where it was not expected." Mr. Remy first noticed the peculiarly marked fruit on a single branch of a tree of Lambert cherries. Undecided whether the light colored cherries bearing the crimson stripe were a true variety, he budded from this branch to an oxheart cherry tree. The branch developed from that bud now is loaded with the "King Albert" cherries.

Oriental Tourist Co. Is a Myth.

Kalamazoo, Aug. 4—Charles H. Garrett, who has been aiding in running down the alleged fraudulent circulation of Oriental Tourist Co. checks, is in receipt of a communication from G. G. Neal, passenger agent of the Dollar Steamship line, to the effect that the checks are worthless. Mr. Neal has investigated the matter from his end of the line and reports that no such concern as the Oriental Tourist Co. exists.

The Burns Detective Agency is working on the case on the Pacific coast, trying to locate where the checks were printed. The secret service of the American Express Company has also taken the matter up and is trying to land the culprit. These checks have been issued throughout the Central West and as far as Texas, always for small amounts, but the

maximum has been sufficient to net the guilty party thousands of dollars.

Gross Income of Farmers Greatest Since 1921.

Washington, July 28—Farmers received a gross income of \$12,136,000,000 for the year ended June 30, which the Department of Agriculture estimates was more than they had taken during any other year since 1921. The income was \$848,000,000 greater than last year and was attributed almost wholly to the increased value of grain and meat animals, particularly wheat and hogs. The cost of production last year was placed at \$6,486,000,000, or nearly two per cent. greater than the \$6,363,000,000 estimated for the year before. The increase in gross income over the fiscal year 1924 was fixed at 7½ per cent.

The death of Ambassador Bancroft in Japan comes at a time when it is most important to maintain a close relationship and understanding with Tokio in the working out of President Coolidge's policy toward China. He had scarcely had the opportunity to use his influence toward ameliorating the unpleasantness caused by the exclusion law, but his speeches soon after he had taken his post had attained for him the confidence of the Japanese government and the good will of the Japanese people. Since last November relations between America and Japan have shown a constant improvement, and Ambassador Bancroft has done his part in a quiet and satisfactory manner. Now that it is necessary for the two countries to find a plane of agreement upon another matter—that having to do with China—which might easily lead to unpleasantness unless competently handled, his loss will be doubly felt.

More than one Bryan is buried in the grave that was filled at Arlington last Friday. Bryan the orator, heard by millions, rests there. Bryan the leader of a vast political movement for half a lifetime, has also gone to his rest. Bryan the restless politician, who three times in his life led his party and in many campaigns was a potent factor, sleeps at last in sight of the capital for so long the shining goal of his dreams. Bryan the moralist has likewise gone to his long home. Still another and later Bryan, the Bryan of fundamentalism, the leader of a religious movement, has gone to sleep in the Narrow House. Dying at sixty-five, he was not old as men have come to reckon human activities. But he had compressed within the last thirty years the work of a half-dozen ordinary men of ordinary lifetimes.

Twenty-one states have raised their share of the American Legion endowment fund. The veterans' organization is gathering \$5,000,000 to be used in taking care of disabled exsoldiers and their children. About \$3,000,000 of this amount is now in Legion hands. It has been raised without much clamor or pressure by Legion men among the genuine friends of the legionnaires. It is something the ex-soldier is proud to do for other ex-soldiers and their dependents. No activity the American Legion has undertaken, since the days when it was being formed and outlined by a handful of A. E. F. men in Paris, has been more praiseworthy than this endowment fund.

M.R.