

My 2225

PLAY THE GAME

Make me to play the game of business like a man:
To do the big and noble things if I but can,
And battle squarely.

Make me to see the right, the finer way to do,
And then unswervingly to see the issue through
With self-possession.

Make me to treat with kindness every brother man:
To be considerate and thoughtful in the van
Of strife and struggle.

Make me to love my honor more than earthly gain:
To keep my reputation high and free from stain
Unspotted ever.

Make me to end each day with mind and conscience
clear:
Unsullied by the breath of shame; nor touched by
fear
Of what may follow.

So may my days of business stand the spotlight's glare,
Revealing only that which should
And shall be there.

SPRING FEVER

With the first signs of spring comes the feeling of torpor and sluggishness. In the old days this condition was called "Spring Fever." It was at such times that Grandmother prescribed her favorite remedies — sulphur and molasses and herb tea. These tonics were judiciously administered to the entire family, the silent reluctance of the older members and the vociferous protests of the youngsters being alike disregarded.

In late years, however, we have learned that it is not necessary to take these nauseating doses to be "fit" and energetic during the spring months.

Spring torpor, which is brought about by the accumulation of poisons in the system during the winter months chiefly through faulty elimination, may be relieved by using Stanolax (Heavy).



Stanolax (Heavy), a pure water white mineral oil of heavy body, accomplishes its results entirely by mechanical means — lubrication. Stanolax (Heavy) does not cause gripping or straining, and because of its heavy body seepage is minimized.

By carrying Stanolax (Heavy) in stock, you will be able to cater to a greater number of people in your neighborhood who have learned, through our extensive advertising, to call for this product by name.

Stanolax (Heavy) brings large profits and many repeat sales. We are prepared to tell your customers and prospects still more about Stanolax (Heavy) through our various dealer helps. Write our nearest branch regarding these helps. They will mean increased business and profits.

Standard Oil Company
[Indiana]

By taking Stanolax (Heavy) during the winter months, you will eliminate the usual recurrence of spring torpor every year.

MICHIGAN TRADESMAN

Forty-third Year

GRAND RAPIDS, WEDNESDAY, MAY 12, 1926

Number 2225

MICHIGAN TRADESMAN

(Unlike any other paper.)

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

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

Items From the Cloverland of Michigan.

Sault Ste. Marie, May 11—This is about the opening of Spring here. J. H. Wager, the pop corn man, has returned from the South and opened up for the season at the same old stand on Ashmun street. Mr. Wager is an expert at the business, coming here each spring for the past several years and leaving at the end of the season for the South, where he spends the winters.

Fair Bros., at St. Ignace, the well-known meat men, have moved into their new building next to the old place, where they now have one of the finest arranged and best equipped markets in the city. The interior is finished in marble, with glass covered counters and inlaid floor. The front show windows are also enclosed with glass, which makes them very attractive as well as sanitary. This market has built up a reputation on quality meats and fruits, as well as light groceries, and enjoys a large patronage.

Arthur Griffin, the 18 year old delivery boy for C. O. Brown, the grocer, was killed last Thursday when the delivery truck which he was speeding down Portage avenue overturned, pinning him near the street curb. This should be a warning to some of the numerous other speeders who have had narrow escapes.

Speaking of boys, we might also add that it is just as hard for the boys to raise a dad they are proud of as it is for the dads to turn out boys that register 100 per cent. to the good.

The first State ferry left Mackinaw City Wednesday for St. Ignace and is now doing a nice business. It looks as if the tourists are getting started early this year.

We are now running on potato time, the city clocks having been put ahead one hour on May 1. This new time will give some of us fellows just one more hour to work, as the trains still stick to standard time.

Andrew Westin, the merchant prince of Newberry, accompanied by a large party of friends, called at St. Ignace Thursday, taking back a large string of new Dodge sedans.

The first real fire here in some time happened last Tuesday when the junior high school, a brick structure, was totally destroyed, causing about \$150,000 loss, which was fully insured. It

is expected that a new structure will be built as soon as possible.

The Brimley stage is now making daily trips from the Soo to Brimley. William Raynard, the operator, has purchased a new International speed truck for the run.

The Thomas restaurant, at St. Ignace, opened for the summer Sunday, May 9. This popular eating place is well known by hundreds of tourists who came through St. Ignace last year. Mr. Thomas has had years of experience on the Soo line diners and makes a specialty of chicken dinners. He also enjoys a large patronage from the Soo, making a nice trip for a Sunday dinner.

We are to have a new skate factory here in the near future. Chick Williams, the well-known hockey fan, is promoting the industry. Mr. Williams plans to bring shoes and skates into this country from Canada and assemble them here for distribution to larger cities. Contracts for several thousand skates have already been received from large Chicago dealers. They will do a wholesale business only. The assembly shop will be located at the Mackey-DeRoy mill, on Eureka street.

Crowe's harness shop, at 138 Ridge street, is moving into the old Anchor mission building, where Mr. Crowe will have much larger quarters to care for the increased business, especially for his auto repair and battery work. Extensive remodeling and improvements have been made on the old mission building.

The Cedarville, St. Ignace & Soo bus line started last week, leaving the Soo daily at 2:30 p. m., going by way of Pickford, Cedarville and Hessel.

Herbert Fletcher, Cashier of the Sault Savings Bank, has opened his summer home near Brimley for the season. He entertained part of the Horse Shoe Club last Sunday. Some expert playing was done. Fred Shaw and Doc McCandless made the highest scores, while Isaac De Young, Robt. Kirkpatrick, also Mr. Fletcher, placed some wonderful shots. Mr. Fletcher has improved the court, which is now one of the finest courts on the bay shore and promised to furnish much sport during the summer season.

The lazy man aims at nothing and generally hits it.

The Park Hotel expects to re-open for the season on June 1. Mr. Holton will be the manager. He seems pleased over the prospects of this being a record breaking summer for the hotel. He has been looking over the situation in the South and other parts of the country and finds that the Northern part of the State seems to be the favored place for the summer tourist.

William G. Tapert.

Buy Flour To Cover Immediate Requirements.

Written for the Tradesman.

The Government crop report, issued a few days ago, predicts a winter wheat crop of approximately 550,000,000 bushels which compares favorably with the ten-year average of 558,000,000 bushels. The condition of the crop is also improving, the April condition showing 84.1 per cent. of normal while the first of May showing is 84.6 per cent. of normal. Since the first of May the wheat growing sections have

been favored with general rainfall, so for the present at least there is plenty of moisture in both the winter and spring wheat sections.

Stocks of wheat are holding up very well compared to last year, particularly in Kansas City, where on the 8th inst there were 2,362,845 bushels compared with 2,493,020 bushels last week and 2,848,118 same week last year. Receipts of wheat in Kansas City this week were 252 cars compared with 404 cars a week ago and 257 cars same week a year ago. Chicago stocks, on the other hand are considerably lighter than last year, but improved conditions in the spring wheat sections, as well as winter wheat territory, coupled with the light milling demand and unfavorable British industrial conditions have had a bearish tendency, and prices of both cash and future wheat have declined somewhat during the past week.

The situation has not changed from the flour buyer's standpoint; there is no incentive to buy at this time for future delivery; it appears unwise to do so, and consequently prompt shipment business is about all there is in sight just now, and undoubtedly this condition will continue to prevail until new crop prices are established on a sound foundation, and have the confidence of the wheat and flour buyer. For the present it seems wise to buy to cover requirements only; not from a speculative standpoint for future delivery.

Lloyd E. Smith.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 11—The Salesmen's Club of Grand Rapids have adopted a plan which might well commend itself to more of the organizations of similar nature. They are setting aside an educational foundation fund to aid and assist deserving boys to get a college education, realizing, as most salesmen do, that the college trained man of equal ability is generally in greater demand than the man who has not enjoyed the privileges of a college training. The committee in charge of this fund consists of Charles S. Cornelius, of the Wolverine Brass Co.; George Frazee, Principal of the Vocational School and Harry E. Truesdell, of the Michigan Mutual Life Insurance Co. This Club thoroughly believes in having an objective and is making plans to make this educational fund a permanent arrangement.

The meetings of late have been so well attended and the interest shown so great that they are to be continued during the month of May, which is from four to six weeks later than the Club ordinarily operates. We have made arrangements to hold a picnic early in June at some nearby lake, which will round out one of the most successful seasons this Club has ever enjoyed. It is with some interest we note that they have opened the membership list to salesladies as well as salesmen, the membership list already containing the name of several ladies who are active in sales work.

For the meeting next Saturday,

called at 12:45 p. m., Dr. G. W. Lawton, Manager of the Chicago Branch of Sheldon School of Salesmanship, will be the speaker. His subject will be How Business Fundamentals Can Assist the Experienced Salesman. He is recognized as one of the big men in his profession and it is said he can crowd more real food for thought regarding salesmanship in a thirty minute talk than any other man in America. The Club is particularly fortunate in being able to secure a man of this high caliber and the meeting should be well attended not only by the members but by every one interested in sales work of any kind.

John Honton, who has been acting as city salesman for the Worden Grocer Company for the past eleven years, has resigned his position to accept one in the National Brass Co., of this city, to take effect May 15. He will cover the State of Ohio with his new line.

Chester F. Idema has been appointed advertising manager for the Welch-Wilmarth Corporation, the second largest manufacturers of store equipment in the country. He was in the Sales Department of the Elliott Machine Company from 1910 until he left to enlist in 1917, having the title of Assistant Sales Manager when he severed connections there. For two years after his discharge from the army in the summer of 1919, he was manager of a company engaged in the jobbing of farm products, operating a canning plant and acting as brokers for the sales of the products through the Gleaners, a farmer organization. Owing to financial difficulties, the Gleaner Clearing House Association ceased to function in 1922, and the canning plant was sold and the business dissolved. He went with John L. Wierengo & Staff in January, 1923, as secretary and treasurer, but was contract man on most of the local accounts.

Chas. S. Hathaway, who was a resident of Grand Rapids for about thirty years and about twenty years thereafter was art, musical and dramatic critic for the Detroit Free Press, after which he returned to Grand Rapids and served a half dozen years as Assistant Secretary on the Board of Trade, died at his home at Redford yesterday. Mr. Hathaway was a contemporary of Sidney F. Stevens, Gaius W. Perkins, Chas. H. Leonard and Chas. R. Sligh and through all his life maintained a close personal relation with the late Sidney F. Stevens, who preceded him to the Other Side by only ten days. Mr. Hathaway was a man of varied abilities and although he was in poor health for some years his friends will be very sorry to hear of his passing.

Mrs. W. A. Gilleland and two of the three sons in the Gilleland family reached Grand Rapids last Friday, having driven through McKeesport, Pa., by automobile.

John A. Verhage, who has been connected with the Kalamazoo house of Lee & Cady for the past sixteen years, has removed to Grand Rapids to share in the buying for the local branch with William L. Berner.

Milford—The Agnew Electric Welder Co., has been incorporated to manufacture and sell electric welding machines, with an authorized capital stock of \$50,000, \$1,000 of which has been subscribed and paid in in cash.

Canadians Show 47 Per Cent. Annual Capital Earnings.

Again I have the old-style message: "I enclose a stamped addressed envelope, as I do not wish these statements published." And again I have to publish the statement, because I have not time to analyze statements and write reviews thereon privately. Have you, by the way, any idea of the money-value of such work? Evidently few of you have; but I can emphasize this point: That such analysis may be made for you provided it can be used elsewhere. Otherwise, do not send in your stuff, for it is sure to be published.

But a lesson we can afford to learn from the chain store grocers is that there are no secrets in business. In their conventions those men talk publicly. They exclude nobody. They relate their inmost facts. Then what they have said is gathered into a booklet and sent broadcast. Why do they thusly? Because each knows that thereby the industry is advanced and each feels strong enough in himself to derive compensating advantages in such advancement amply sufficient to justify his own contribution. This appears to be good reasoning. Why not for individual grocers?

Nevertheless, I always protect the identity of any correspondent so completely that only he will recognize his own figures when published. Have you not noticed that? Why continue to be of so little faith?

I do not know when I have seen figures which reflect a business so well in hand.

This business appears so well under control that I accept without question the statement that accounts outstanding are all good.

I also assume that there is good reason for holding a cash balance of \$1,800, while owing current accounts which total more than the stock on hand. But it seems odd practice to me for anyone to owe current bills so large that his stock equals only about 63 per cent. thereof, while holding cash in hand to an amount in excess of the entire value of merchandise inventoried.

This looks as if discounts were not taken on all purchases, and that seems strange practice in one so well versed in sound business rules. I should think it better to use \$1,500 cash to reduce current bills to \$763.31, holding \$345 on hand. Even then the owned equity in merchandise would only be half the average on hand.

In short, where is the need to owe so much?

Sources of supply are near. That can be seen by the average stock indicated—only about \$1,425. With sales shown in fifteen months, we have stock turn which runs close to seventeen and a half yearly—and that is wonderful. So where is the excuse to owe so much for merchandise?

Freight and express appear here as a separate charge to merchandise. This must be simply that separate notation of this total is desired. I am sure this merchant runs in all costs against goods before he prices them. But such an item always makes me nervous.

Expenses shown run 11.7 per cent. and profits are 9.4 per cent. plus. So

margin averages over 21 per cent. It is hard to see how this could be bettered.

I do not like to see over two thousand dollars buried under a "miscellaneous" heading. Undoubtedly this includes the owner's own "drawings." It were better to draw a definite salary and enter that as such in expenses. Even so, it seems to me that the salary must be held rather close to go into that total for fifteen months.

But the crucial item is the net profit of over \$3,700. That money is there. It is tangible. The merchant can take it in his hand and feel it. That fact covers a multitude of accounting peccadillos. For it equals the splendid average of nearly 47.6 per cent. Annual capital earnings—and that is good enough for anybody.

And now that the review is finished and published, I wonder whether my correspondent really feels hurt that I did not utilize his self-addressed envelope to tell him that a private review would be impossible.

Men in all lines, wholesale, retail and manufacturing, are prone to think that large economic problems do not affect them, or touch them only indirectly. During the last chain grocers convention this was brought out forcibly by Alvin Dodd. He told these two stories, on which I comment:

"In 1919 the Russians couldn't buy tea. No money. India, which raises tea for Russia, couldn't buy English textiles. The Manchester mills had the greatest slump since our civil war. Cotton dropped in the U. S. and the South couldn't buy. Wholesalers along the Ohio River failed. Thus Cincinnati families suffered because the Russians couldn't buy tea.

And so grocers in our Old South and in Cincinnati were unable to sell goods or collect their bills because Russia could buy no tea. Oh, such things mean nothing to us.

"Again. A shipment of pianos was tied up in a South American port because the purchasers could not pay for them. A man in Omaha invented Eskimo Pie. It swept the country and more cocoa had to be obtained from Ecuador. The trade balance was restored. Credit was re-established in New York. The Ecuadorians got their pianos; our manufacturers got their money; piano workers got their wages. New markets were opened for wood, wire, steel and all things that go into a piano—all because a man in Omaha thought of selling ice cream with a chocolate coating."

So, wherever the piano industry flourished in our country, grocers were more prosperous than before those pianos were paid for. And wherever wood is worked or wire made or steel perfected, grocers derived benefit from the trade built up around Eskimo Pie.

Men also say they "have no time to read" anything that is serious or worth while that calls for some thought on the part of the reader. Those same men will pore over four or five sporting pages in the daily paper and know the batting, putting, jumping and running averages of all the field stars. Time? Where do they get that stuff?

Such men buy books and pamphlets.

Clinch The Sale

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

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

*Long Distance steps in
ahead of the waiting
competitor.*



**MICHIGAN BELL TELEPHONE
COMPANY**

One System

One Policy

Universal Service

They subscribe to such magazines. They pay annually for their trade papers. And they stop right there. Having paid their money for those things, they feel they have finished their job. They do not read them, as they should.

Meantime, men who realize that an unread trade paper represents the most willful kind of waste, forge ahead, grow, become famous and rich, because they have some fair idea of the value of time and make use of what lies above their collars. Paul Findlay.

About the Proposed Sunday Closing Bill.

At our recent convention in Muskegon it was decided to ask the officers of the Retail Grocers and General Merchants Association to prepare and support a bill to enforce Sunday closing of all groceries and meat markets in Michigan.

We wish, therefore, to launch a campaign to bring this about and, first of all, I want to mention a few reasons why this will be a good law and one easy to enforce.

First, I believe the merchants themselves want a day of rest on the Sabbath.

It is generally known that the Greek and Italian grocers are the worst offenders.

Now I do not believe this is because these men are less law-abiding than others or is it because they do not feel the need of a day's rest, but rather, I think, they have got into the rut of a seven day week and do not know how to get out.

Last year in Grand Rapids our local Secretary, Herman Hanson, got all of the Greek storekeepers to voluntarily agree to close on Sunday and they signed an agreement to pay \$50 to the Salvation Army if they opened their stores on that day. It worked well for a while, but when someone offended and they tried to collect the \$50, the court said it was not a legal agreement. Now, while this attempt was not entirely successful it shows that the vast majority of Greek owned stores want to have a six day week and will welcome legislation which will force all food stores to keep the Sabbath day. Paul Gezon, Sec'y.

Mr. Gezon is in receipt of the following letter from ex-President Christensen:

Saginaw, May 2—Very kind and thoughtful of the convention to remember Mrs. Christensen and myself, as you did, with a gift to both of us.

It goes without saying that the beautiful and luxurious box of flowers sent her and the "nifty" Elgin timepiece presented to me gave us both an ecstatic thrill of pleasure.

Permit me to offer you our combined heartfelt and sincere thanks for your generosity.

Charles Christensen.

Mr. Gezon is in receipt of the following letter from Mr. Goossen:

Lansing, May 3—There seems a misunderstanding concerning the National convention, which I asked co-operation on to obtain same for Lansing, which should be 1928—not 1927—as published in the Michigan Tradesman. Kindly have same corrected, for I promised co-operation for Nashville, Tenn., for 1927. The New York delegation promised their support for Lansing for 1928, hence we will get Nashville support as well for 1928.

M. C. Goossen.

Genuine Spring Lambs.

Old Winter, with its cold and cheerless days, is becoming a thing of the past, and in his place comes budding trees, green patches of grass, balmy days and genuine Spring lambs. If all the calendars in the world were destroyed the appearance of the genuine Spring lambs on the market would tell us of the nearness of Spring. The hot house product has been on the market for some time, but prices have been rather high for the average family, and not many have made their appearance in the ordinary butcher shop. Genuine Spring lambs will be slightly higher than the older stock, too, but not to the extent that they will be out of the reach of anyone who really wants a treat. Sunny California is the source of these early arrivals, and the quality is said to be very good this year and the crop about normal. How many of them come East depends on the way they are received and the price consumers here are willing to pay. Last year wholesale prices ranged from 29 to 34 cents a pound on the opening day of quotations, which was March 19. At that time Western dressed lambs were selling a little higher than this year, although the full range of prices, taking in all grades, was the same as recently. The heavier weights were not discriminated against quite so sharply as this year, however, which gave dealers a little higher average price. It is difficult to say just what the price will be this year, but it is safe to assume that it will not be much, if any, higher than last year, and there is a possibility that it will be lower. At all events it will not be high enough to place this delectable food out of most people's reach. Nearly all first-class shops have genuine California Spring lambs on sale, and if you want a treat it is advisable to get your order in early enough to be sure of a fine selection. Nothing that we might say seems necessary to inform you of the quality of these lambs, for the California warmth has furnished an abundance of sweet grass for their mothers and the mothers' milk has done the rest. California seems a land of enchantment to Easterners and their early lambs sustain the thought.

Hides, Pelts and Furs.

Greer No. 1	07
Greer No. 2	06
Cured, No. 1	08
Cured, No. 2	07
Calfskin, Green, No. 1	13
Calfskin, Green, No. 2	11½
Calfskin, Cured, No. 1	14
Calfskin, Cured, No. 2	12½
Horse, No. 1	3 00
Horse, No. 2	2 00

Pelts.

Lambs	50@75
Shearlings	10@25c

Tallow.

Prime	07
No. 1	07
No. 2	06

Wool.

Unwashed, medium	@35
Unwashed, rejects	@25
Unwashed, fine	@30

Best of All.

She: Are mine the only lips you have ever kissed?

He: Honor bright, yes. And the nicest.

With one automobile for every five persons and one radio set for every five families, it is no wonder that there is serious congestion both of ground and lofty traffic.

Choosing The Best Bonds



AN IMPORTANT MATTER for investors to consider is that of diversification of securities.

While all the bonds we offer for sale have been purchased for our own investment after careful consideration and investigation, we realize that among the securities offered by us, there are some bonds which will fill the particular needs of one investor, while others, of the same general class, as bonds, may be even more desirable for another investor.

In the list of securities which we offer are included bonds of—

*United States and Foreign Governments
Municipal Bonds of States, Counties and Cities
Public Utility, and Corporation Bonds
First Mortgage Real Estate Bonds
Miscellaneous Odd Lots of various kinds.*

It always is a pleasure to go over with investors the matter of fitting the securities which they own to their particular needs or desires and, being in close touch with the more important security markets of the country, we often are in a position to advise a change or concentration of holdings which will increase their earnings and desirability.

Our bonds are from \$100 to \$1,000 denominations.

We would be pleased to put you on our mailing list for our monthly circular, "Investment Suggestions".

**THE
MICHIGAN TRUST
COMPANY**
GRAND RAPIDS, MICHIGAN

The first Trust Company in Michigan

GRAND RAPIDS LABEL CO.

Manufacturers of

GUMMED LABELS OF ALL KINDS

ADDRESS, ADVERTISING, EMBOSSED SEALS, ETC.

Write us for Quotations and Samples

GRAND RAPIDS

MICHIGAN

MOVEMENTS OF MERCHANTS.

Manistique—E. W. Miller succeeds the Ekstrom Lumber Co. in business.

Escanaba—The Escanaba Oil Co. has increased its capital stock from \$20,000 to \$25,000.

Kalamazoo—The Kalamazoo Retinning Co. has engaged in business at 1331 Portage street.

Flint—The R. & A. Lumber Yards has changed its name to the Genesee Lumber & Coal Co.

Elk Rapids—A. Bruner, recently of Traverse City, has engaged in the produce business here.

Milford—Arthur M. Bird, prominent druggist of Milford and a director of the Farmers State Bank, is dead.

Grand Rapids—Fred Logeman succeeds Fred S. Beardslee in the tea and coffee business at 321 Bridge street.

Dearborn—The Dearborn Builders Supply Co. has opened a retail lumber yard in connection with its business.

Wacousta—L. S. Grisson has closed out his stock of general merchandise at public auction and will retire from trade.

Detroit—The Franeda Mills Supply Co., Dime Savings Bank building, has changed its name to the E. F. Houghton & Co. of Michigan.

Saginaw—The McLellan Co., which conducts a chain of 125 bazaar stores, has opened a similar store here with C. A. Hutchins as manager.

Kibbie—The Casco Produce Co. has been incorporated with an authorized capital stock of \$10,000, \$6,000 of which has been subscribed and paid in in cash.

Bear Lake—Don W. Richmond is building an addition to his drug store building, which he will fit up as a modern ice cream parlor and confectionery department.

Wayland—Frank Baugh & Son have purchased the Stockdale building and will occupy it with their shoe stock and shoe repair department as soon as the work of remodeling is completed.

Detroit—The Riveria Furniture Co., 9583 Grand River avenue, has been incorporated with an authorized capital stock of \$10,000, \$2,000 of which has been subscribed and paid in in cash.

Saginaw—Christopher K. Jost, grocer and meat dealer at 515-17 North Bond street since 1903, died at his home May 9, following a sudden attack of heart disease. He was born in Saginaw Jan. 19, 1871.

Ironwood—The Hansen-Peterson Co., which conducts a chain of wholesale fruit and vegetable houses, has opened a similar establishment in the new Buss building, occupying the first floor and basement.

Jackson—Milton's, 207 East Michigan avenue, has been incorporated to deal in men's wearing apparel at retail, with an authorized capital stock of \$10,000, all of which has been subscribed and \$9,300 paid in in cash.

Detroit—The Economy Paper & Bag Co., 8528 Linwood avenue, has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in, \$2,000 in cash and \$4,000 in property.

Detroit—The General Store Fixture

Co., 451 Monroe avenue, has been incorporated to deal in store and restaurant fixtures, with an authorized capital stock of \$15,000, all of which has been subscribed and \$3,500 paid in in cash.

Detroit—The Michigan Roofing & Supply Co., 306 Lincoln building, has been incorporated with an authorized capital stock of 12,000 shares at \$1 per share, all of which has been subscribed, \$750 paid in in cash and \$4,650 in property.

Detroit—The Stedman Paint Co., 11808 Kercheval avenue, has been incorporated to conduct a retail paint and varnish business, with an authorized capital stock of \$2,000, all of which has been subscribed and \$500 paid in in property.

Battle Creek—John Stillman has merged his department store business into a stock company under the style of the John Stillman Co., Inc., with an authorized capital stock of \$75,000, all of which has been subscribed and \$7,500 paid in in cash.

Port Huron—The Reid Brokerage Co., 28 Grand River avenue, jobber of farm produce and other commodities, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000, \$20,000 of which has been subscribed and paid in in property.

Coldwater—According to the terms of Circuit Court order signed by Judge C. C. Johnson, the property of the Secor Silo Co., a defunct corporation, will be sold at public auction to the highest bidder on Friday, May 28, at 10 a. m. The concern, which came here from Lawton a couple of years ago, failed and a receiver was appointed.

Allegan—The Pocahontas Coal Co., William Schmitz and Ray Haas, proprietors, has bought the vacant lot adjoining the postoffice on the North and moved their frame office building to that location. The frame building is to be brick veneered to comply with the fire limit ordinance. This location will be a central one for this young but enterprising fuel concern.

Ishpeming—Simons Bros. have dissolved partnership and their wholesale grocery and confectionery business will be continued by Charles Simons, who has taken over the interest of his brother, Stephen and has admitted to partnership his sons, Harold and Clayton. The business will be conducted under the style of Simons Bros. Stephen Simons has taken over the Simons lunch room and will continue the business under his own name.

Portland—Elon A. Richard, one of Ionia county's best known business men, died at his home here Monday from acute Bright's disease. Mr. Richard was born in Saranac in 1872, going to Grand Rapids with his parents when a boy, where he studied pharmacy, working for the Hazeltine & Perkins Co. at the time of his coming to Portland, 28 years ago. He was president of the local Exchange club, and a member of the Masons, Odd Fellows, Elks and Woodmen. Besides his widow, he is survived by one adopted son, Earl; two brothers, Fred

A., Cincinnati, and Flenn E., Grand Rapids; one sister, Mrs. Russell Bready, Port Huron.

Allegan—The Handy Electric Mills broke ground last Thursday for its new mill on Cutler street. The proprietors state the new building will be completed by Aug. 1 and after its completion will cease grinding flour here. Wheat will be bought here and sent to Hamilton by truck and railway to be made into flour in the company's mill. A little more than a year ago there were three flour mills in Allegan, but after the burning of the Allegan Milling Co.'s large mill, another mill owned by that company was sold to local parties and their water rights sold to the Consumers Power Co. The old mill, in turn, was sold to Chicago brokers and has since been idle. The cement business block in which the Handy Electric Mills now operates is to be sold and will probably be converted into a retail store.

Manufacturing Matters.

Allegan—The Excel Manufacturing Co. has increased its capital stock from \$15,000 to \$75,000.

Saginaw—The Saginaw Salt Products Co., has increased its capital stock from \$125,000 to \$150,000.

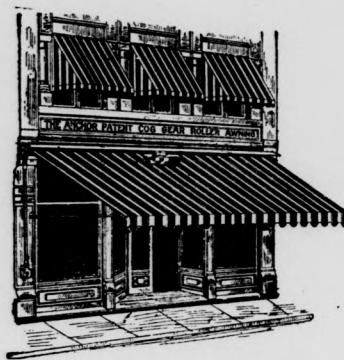
Saginaw—The Lufkins Rule Co. will start work soon on a factory addition, 50 by 140 feet, three stories.

Grand Rapids—The Utility Table Co., 1908 Nelson street, S. E., has increased its capital stock from \$5,000 to \$15,000.

Grand Rapids—The Reliable Smelting Co. has plans to erect a factory at Crosby street and Pennsylvania Railroad, to cost \$30,000.

Lansing—The Muskegon Felt Cushion Co. will move from Lansing to Grand Rapids within six weeks, following erection of a factory at Myrtle street and the Pennsylvania railroad at a cost of about \$30,000.

Adrian—The purchase of a large stock interest in a Chicago neckwear factory is announced by O. E. and J. L. Mott, owners of the Nu-Way Stretch Suspender Co. Neckwear has been handled by Nu-Way for several years but the owners advise that the volume of sales has increased to such proportions, especially during the past year, that it has become necessary that some new arrangements be made for the manufacture of the company's needs and that the forming of this Chicago corporation is the outcome. A Chicago office will be maintained at the neckwear factory located at 312-314 West Jackson boulevard. In addition to the Chicago factory special machinery is in transit and changes are being made in the local factory so as to manufacture both neckwear and belts in the Adrian plant. Production is expected to begin not later than April 1 and will be increased as machinery is received. The Nu-Way Stretch Suspender Co. came to Adrian nine years ago from Dundee, and at first manufactured only the Nu-Way spring stretch suspender, which has become so well known throughout the country.



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Let us send a representative to tell you about awnings. You will find it an interesting story of distinctive materials, artistic patterns, good workmanship and low prices.

For prompt and efficient service call the nearest dealer listed below:

- Kalamazoo Awning & Tent Co., Kalamazoo.
- Muskegon Awning & Mfg. Co., Muskegon.
- Pontiac Tent & Awning Co., Pontiac.
- Grand Haven Auto Trim Shop, Grand Haven.
- Fox Textile Products Co., Ypsilanti.
- Lansing Tent & Awning Co., Lansing.
- Grand Rapids Awning & Tent Co., Grand Rapids.

Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 5.90c and beet at 5.80c.

Tea—The entire tea trade is awaiting the outcome of the general strike in London. If the struggle between the opposing factions proves to be a long drawn out affair it will naturally be reflected in the tea market perhaps more than in any other commodity. The trade here is without any fresh advice as to the position of teas in London. Meanwhile anxiety has been shown in some distributive quarters and orders have been placed a little more freely for the general run of India-Ceylon teas. The British strike will undoubtedly result in drawing down warehouse stocks appreciably and in strengthening the statistical position to be revealed at the end of the current month.

Coffee—The market, speaking of spot Rio and Santos, green coffee in a large way, shows no particular change during the week. The advance recently reported has been practically all maintained. The figures issued during the week showed a large reduction in the world's visible supply of coffee, and this had some strengthening effect on the market. At the present writing the market is steady, with an upward tendency. Several small advances have occurred during the week of about a half cent in mild coffee, notably Maracaibos and Columbias. The jobbing market on roasted coffee shows no special change for the week. The demand is normal for the season.

Canned Fruit—The California and Northwest fruit situation has been favorable for some little time. There is a shortage of gallons while peaches in the No. 2½ tin have been held firmly in all quarters and have hardened in value. Futures have been taken on a tentative basis to enable buyers to resell to their retail trade and to protect themselves by booking up brands and packs which they require.

Canned Vegetables—There is the same story of weakness and sluggishness in tomatoes, corn and peas. Undoubtedly there is a very heavy consumption of all these staples at present prices. One broker reports that he sold six times as many tomatoes this April as last. Prices of tomatoes show no change for the week. The market is unquestionably easy. However, from some sections comes reports of lessening stocks, and with this a little hardness in price. Nobody is paying any attention to futures, although the Maine corn packers say the acreage will be 35 to 40 per cent. less this season.

Canned Fish—Fish has some firm packs. Chinook salmon has been closely sold up, while the delay in canning operations since the season opened, the high cost of fish and the increased consumer outlets caused by the high price of reds all tend to make new pack look attractive if the price range is not too high. California sardines, shrimp and lobster are three more items in strong position, to mention a few.

Dried Fruits—Lack of price change throughout the list reflects the absence of radical change in values and in trad-

ing policies in dried fruits during the week. Jobbing interest is continuous, but not conspicuous, while there is a tendency to consider future packs. The industry faces a more favorable fall than in many years so far as carryover is concerned. There will be no apricots or peaches, comparatively few California or Oregon prunes and a smaller supply of raisins than in a long time. In other words, the packing and distributing trade is nearer bare floors than in years. Favorable crop out-turns are in prospect which buyers believe will not warrant high opening prices and while they are willing to think and talk about futures they are not ready to trade or to consider concrete prices. California and Oregon prunes are steady within the range of prices given. There is little Coast buying as packers are too firm and high to make their offerings attractive. Raisins are firmer and as spot stocks are smaller there is increased buying from the Coast, much of which goes to Sun-Maid because independents are shy of fruit. Apricots and peaches are high but are so readily absorbed that the market favors the seller.

Syrup and Molasses—The molasses situation is steady. Nobody is anticipating his wants to any great extent. Sugar syrup is unchanged in price, the situation being generally steady. There is only a moderate demand. Compound syrup is steady, with light demand. Syrups will not be in very good demand for some time.

Salt Fish—The demand for mackerel is a hand-to-mouth one. Buyers know that there is no particular reason to buy anything but immediate wants, as the market is rather easy and prices low. There has been no change for the week.

Cheese—The demand is very poor at the present writing but the market is nevertheless fairly steady.

Beans and Peas—The demand is very quiet. The market is in the same lifeless condition that it has been in for months. Everything is easy, and in favor of the buyer. The tendency of the market is downward. Green and Scotch peas are also dull, unchanged and weak.

Provisions—Lard, pork and other hog products have been steady to firm, with slight daily fluctuations that usually mark the first hands market.

Nuts—While shelled nuts are more spectacular than nuts in the shell there is such a routine movement that there are no real features. Good quality walnut meats are easily sustained and are being held for advances, due to short supplies. Off grades sell on their merits at a wide range. Almonds are easy as some holders are willing to sacrifice their stocks to unload before new crop comes in. Filberts are about steady. Other shelled nuts were unchanged during the week. Nuts in the shell are taken as they are needed for transient outlets.

Rice—Spot rice is dull without causing any change in prices, as stocks of domestic and imported rices are considerably under normal. The former is in broken assortment and in hand-to-mouth demand. Southern markets are making more conservative offerings as the season advances and as

stocks dwindle down to a minimum with export grades particularly scarce.

Review of the Produce Market.

Apples—Baldwins, 75¢@1; Spys and Kings, \$1@1.50; Jonathans and McIntosh, \$1.50. Winesap box apples are now in market, selling as follows:

100s-113s ----- \$3.25
125s ----- 3.25
138s-150s ----- 3.00
198s-224s ----- 2.50

Asparagus—50c for large bunch of California.

Bananas—6½¢@7c per lb.

Beans—Michigan jobbers are quoting new crop as follows:

C. H. Pea Beans ----- \$4.40
Light Red Kidney ----- 8.75
Dark Red Kidney ----- 8.75
Brown Swede ----- 6.50
Cranberry Beans ----- 7.50

Beets—New from Texas, \$2.50 per bu.

Brussel's Sprouts—Florida, 40c per quart.

Butter—Prices from outside markets have been rather easier during the past week. In consequence the market in this territory has shown some slight uneasiness, although no immediate decline. At the present writing fine fresh creamery butter is firmer, however, with a good everyday demand. Holders sell fresh packed at 38c and prints at 40c. They pay 25c for packing stock. Cabbage—\$4 per crate for new from Texas.

Carrots—New from Texas, \$2.25 per bu. hamper.

Cauliflower—California, \$4.25 per crate of 9 to 14 heads.

Celery—California washed jumbo, \$1.

Chalotts—\$1 per doz.

Cocoanuts—\$1 per doz.

Cucumbers—\$2.25 per doz. for hot house stock from Illinois and Indiana.

Eggs—The demand is good, although the receipts are rather large. Everything in the way of first class stock is being absorbed upon arrival. There has not been any fluctuation either way during the entire week. Undergrades are also unchanged. Local dealers pay 27c for strictly fresh and hold candled at 29c.

Egg Plant—\$2.50 per doz.

Garlic—35c per string for Italian.

Grape Fruit—Florida commands \$6.50@7, according to size.

Honey—25c for comb; 25c for strained.

Lemons—Quotations are now as follows:

300 Sunkist ----- \$7.50
360 Red Ball ----- 6.50
300 Red Ball ----- 7.00

Lettuce—In good demand on the following basis:

California Iceberg, 4s ----- \$5.00
California Iceberg, 5s ----- 5.00
Hot house leaf ----- .18

Onions—Texas yellow, \$2.25; Texas white, \$3.25. Michigan, \$4 per 100 lb. sack.

Oranges—Fancy Sunkist California Valencia are now on the following basis:

100 ----- \$5.00
126 ----- 5.25
150 ----- 6.00
176 ----- 6.25
200 ----- 6.25

216 ----- 6.25
252 ----- 6.25
288 ----- 6.00
344 ----- 5.50

Sunkist Red Ball, 50c cheaper.

Parsley—\$1 per doz. bunches for jumbo.

Peas—Southern stock, \$2.50 per bu. hamper.

Peppers—Green, from Florida, \$1 per doz.

Pineapples—\$5 per 24s and 30s.

Potatoes—Buyers are paying \$1.50@2 per bushel all over the state.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls ----- 30c
Light fowls ----- 26c
Springers, 4 lbs. and up ----- 30c
Broilers ----- 44@48c
Turkey (fancy) young ----- 39c
Turkey (Old Toms) ----- 32c
Ducks (White Pekins) ----- 26c
Geese ----- 15c

Radishes—90¢@1 per doz. for home grown hot house.

Spinach—\$1.75 per bu. for Texas.

Strawberries—\$4 for 24 pt. crate.

Sweet Potatoes—Delaware kiln dried \$3.25 per hamper.

Tangerines—\$4.50 per box of any size.

Tomatoes—California \$1.75 per 6 lb. basket.

Veal Calves—Wilson & Co. pay as follows:

Fancy ----- 14c
Good ----- 12½c
Medium ----- 11c
Poor ----- 08c

New Vice-President For Tradesman Company.

Mr. Frank A. Wiles, who joined the Tradesman Company six years ago and who has made many friends by reason of his faithful attention to the customers of the corporation, has acquired a substantial interest in the company and been elected to the position of Vice-President, succeeding the late Sidney F. Stevens in that capacity.

Mr. Wiles is a gentleman who undertakes to satisfy his customers by the care and thoroughness with which he accords every transaction which he undertakes. His decision to become a permanent official of the Tradesman family naturally gives his associates great pleasure.

Detroit—The John G. Furs Level Co., Inc., 4341 Drexel avenue, has been incorporated to manufacture carpenters and masons tools, with an authorized capital stock of \$25,000, of which amount \$9,000 has been subscribed, \$2,000 paid in in cash and \$5,000 in property.

Grand Rapids—The Macey Co., Division avenue, has increased its capital stock from \$90,000 to \$90,000 and 12,000 shares no par value.

Grand Rapids—B. T. Leffingwell has purchased the Wealthy Heights Market at 751 Wealthy street.

Lacota—C. M. Wood succeeds Bert Hodgman in general trade.

Another thing that the weather man should try to have abolished are springless springs.

Keeping Up Your Credit an Important Matter.

Written for the Tradesman.

The average retail merchant does not appreciate the importance of keeping up his credit. Next to actual cash, credit is the most important asset of the retailer; and he is well advised to guard it by every means in his power.

Undoubtedly, there are times when it is impossible for the merchant to meet every obligation just on the dot. Undoubtedly, too, there are individual retailers who are too deep in the financial mire to make more than a spasmodic effort to keep up appearances. But when the merchant's credit is injured through failure to meet his obligations promptly, quite often the blame can be laid solely at the door of carelessness and lack of forehanded methods of supervising his business.

In many cases the retailer keeps a Bills Payable account to which he rarely refers, or a diary which—half kept rather than kept—is of no help to him. The result is that drafts are turned back when a very little foresight would enable the merchant to provide for them.

The problem is one, not so much of money, as of good management. Good business generalship will enable the merchant to concentrate his resources where and when they are needed, and thereby to keep his credit intact.

As a first requisite, the merchant should keep some sort of diary. Keeping a diary of business obligations should be, not a perfunctory formality, but a rigidly observed duty. Every time the merchant signs a note or accepts a draft, entry should be made, say, four days prior to the due date, as well as on the due date itself. This entry should show the amount of the draft, the name of the firm, and where the draft is payable. Thus, under date of June 2, the merchant enters in his diary:

"Draft, Smith & Co., \$112, payable at First National Bank, due June 6."

An entry should also be made under the actual due date, June 6.

Such a diary is valueless unless every obligation is entered, and no chance should be taken in this regard; the entry should be made at the time the obligation is entered; and no chance of such entries is merely a matter of habit. The merchant can, by dint of persistence, develop the habit until it becomes second nature.

This will mean, in turn, greater care in dating obligations, with the result that drafts, notes and checks will not come in bunches, but will rather be distributed over a reasonable period of time. The retailer will form the habit, when ordering, of looking ahead to the probable date when he must meet the draft, and will make his arrangements accordingly. A systematic record of future obligations will be very helpful in this respect.

In place of the bound diary, which is in some respects inconvenient to handle, some merchants have adopted the card index system with individual cards for each note or draft, and filing them according to date. An alternative plan is to have a card for each day. Thus, the merchant, wishing to see what he has to meet on September 26,

will take just an instant to find the index guide for that date, and to glance over the card or cards on file.

The type of system employed in keeping track of obligations is not essential, however. The great essential is to make every entry when it should be made; so that the record will be a complete and dependable guide.

There are times when even the best management will not enable a merchant to meet every obligation in full; but even here systematic supervision is very helpful in keeping a retailer's credit in good shape. The unsystematic merchant, keeping no record or diary of his obligations, doesn't know until a draft comes in that he won't be able to meet it. Then he turns the draft back, without a word of explanation. The wholesaler is instantly suspicious, and that merchant's credit goes down from 80 to 30, or even lower.

The merchant who has every obligation at his finger tips, however, finds it merely a matter of a moment to write the creditor in advance of the due date, explaining the situation. More, he can name a date when the draft will be met. This is a more systematic and satisfactory method of dealing with obligations than letting the drafts go back without a word of explanation; and it certainly makes a more favorable impression on the wholesaler.

The diary or card index record is helpful also in looking after collections. The merchant's ability to meet his drafts depends very largely upon the energy he puts into his collections and the diary will help him to keep tab on individual debtors who need to be carefully looked after. "Frank Wicks owes \$21—see him," is a timely reminder of an unpleasant but very necessary duty which might otherwise be overlooked. Insurance renewals and other incidental obligations of business can also be posted in the same way.

The merchant should form the habit of consulting his diary or card index record first thing in the morning, before the business rush sets in. He then has time to plan for the day, and to shape matters so that every item will receive proper attention.

Credit is the life-blood of the retailer, and it cannot be too carefully guarded. Where it is impaired by carelessness or neglect of obligations, it is often difficult to restore. It may not always be possible to meet every obligation when it falls due, but good management and careful supervision will make it easier to handle your obligations and keep in good standing with your wholesalers and jobbers.

Victor Lauriston.

Said Not a Word.

In the late war a soldier got his thumb shot off.

Turning to his chum, an Irishman, he said: "What shall I do? I am done for life."

Patrick took things more coolly, and thinking his friend was making too much fuss over a mere trifle, replied: "Sure and that's nothing to make a fuss about. Here's poor Sam Jones with his head cut off and not a word is he saying."

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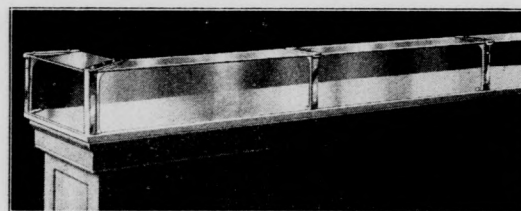
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The Pioneer Storekeeper as I Have Seen Him.

Grandville, May 11—Back before and during the civil war the pioneer storekeepers met with all kinds of characters who frequented the stores as a loafing place when nothing else offered for excitement.

Even thus early the affairs of state were often discussed around the box stove and settled satisfactorily, even before the statesmen at Washington had taken action.

Joseph Troutier, the pioneer storekeeper at Bridgeton was often pestered with what he termed the d— loafer, who, as he expressed it, "Set around on their dum behind and burn out all my wood." At one time a woman customer insisted on seeing all the dry goods on the shelves before making a purchase, much to the disgust of the halfbreed storekeeper. To wind up, she found fault with the price after pawing over a big pile of dress goods, from common prints to French calico and delaine.

"I can buy cheaper in Newaygo," said she.

"Madam," rising on his toes to his full six feet of stature, "go to Newaygo and get your goods then," and with that he stalked from behind the counter and walked out of doors. No trade was consummated that time. Usually Mr. Troutier, one of the most honorable of men, was friendly toward customers, but the Ottawa blood in his veins sometimes became inflamed.

It was a common thing for the customers at these wayside woods stores to fling Muskegon or Newaygo at the merchant. He knew this was a mere bluff and seldom took offense. One pompous lumberman said to the Bridgeton storekeeper:

"Your store is mighty handy, Isaac. When one forgets something at Muskegon he can find it here."

The big villages were to the backwoods merchant even more bothersome than are the mail order houses of today to the small town merchant.

Everybody has his troubles, but the settlers in the great forest district of Northern Michigan would have sadly missed those little pioneer stores had they been suddenly taken away. One rather bumptious boarding house keeper walked all the way from Grand Rapids, carrying a bolt of cloth on his shoulder, scornfully declaring that he wasn't going to pay the settlement storekeeper his prices.

Truth was, as Mr. Morrill afterward learned, the same goods in his little store were actually priced below that paid by the man in question.

It seems that customers sometimes imagine that small town stores are always high priced, which very often is a mistake. With smaller rents and overhead expenses, the small town merchant can, and often does, undersell his brother of the big city.

There were many eccentric folks among the early settlers. Two brothers whom we will call Jordan lived down at the Indian settlement near the Dam. Although brothers, they were as unlike as night and day. "Longhaired Jordan" was a meek little man, with a low voice and deprecatory manners. I well remember when this little man came to the store and gently rapped for admission. He came in with a hesitating step and a half scared expression of countenance. His hair hung to his shoulders, as straight and lusterless as an Indian's.

His purchases, which were usually tobacco and groceries, were made with apparent fear and trembling. He was strictly honest, his one redeeming trait. The brother, larger, and as boisterous as was the other meek, was dubbed "One-eyed Jordan," from the fact of his having but one sound eye. He was as untrustworthy as his brother was honest. Two rather noticeable men, who lived by trapping and work among the raftsmen.

Another eccentric was Charley Scath who had the reputation of being a great

hunter. He was the only man who classed himself with the best Indian hunters on the track of a deer or bear.

During warm weather he usually went barefoot, and would come gliding into the store with the noiseless tread of an Indian. He seldom spoke save when addressed, his vocabulary being principally yes and no, and in an almost inaudible voice at that.

Storekeeping in the woods was not without its hazards, since there was a large floating population and scarcely one but what at one time and another asked for credit. Very few of the red men were entirely trustworthy and it was not often that the merchant would accommodate these with credit.

Indian Bill was an exception. His word was as good as a bond. He prided himself on his strict integrity. The wayside saloons along the river road from Muskegon to Newaygo were well patronized and the scene of numerous fisticuff battles, deadly weapons seldom being used. With all the wildness of the country, peopled as it was with men from every quarter of the globe, there was far less outlawry than at the present time. Murders were of infrequent occurrence, and when they did occur the culprit usually met with condign punishment.

Wrestling matches were an attraction, people going many miles to witness sport of this kind. At one of these, in a barn on the Muskegon several score men collected to witness a wrestling bout between a negro and a white man. Many of these came from as far away as Grand Haven, thirty-five miles away.

Wrestling, log burling, foot races and the like took up the attention of the new settlers where now base and football, basket ball and the like occupy the public attention.

Storekeeping in the pine woods was not an unpleasant business and many a man got his start here who afterward wound up as a prosperous merchant in the city of Chicago or Muskegon.

Old Timer.

Will of a Wall Street Man.

The following is an excerpt from the will of a Wall Street man, which has been probated recently in the New York Courts:

"To my wife, I leave her lover and the knowledge that I wasn't the fool she thought I was.

"To my son, I leave the pleasure of earning a living. For 35 years he has thought that the pleasure was all mine. He was mistaken.

"To my daughter, I leave \$100,000. She will need it. The only good piece of business her husband ever did was to marry her.

"To my valet, I leave the clothes that he has been stealing from me regularly for the past ten years. Also my fur coat that he wore last winter when I was in Palm Beach.

"To my chauffeur, I leave my cars. He almost ruined them and I want him to have the satisfaction of finishing the job.

"To my partner, I leave the suggestion that he take some other clever man in with him at once if he expects to do any business."

A man with a 50 per cent. brain, who keeps on, can beat a man with a 100 per cent. brain, who flits away from opposition and seeks for jobs that can be done easily.

Do your work with your local chamber of commerce and with your trade association or do you sit back and let others do the work by which you profit?

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Another Quaker Leader

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The Milk for Every Meal

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Ottawa at Weston

Grand Rapids

The Michigan Trust Company Receiver

Don't Say Bread

— Say

HOLSUM

CIVILIZATION OR CHAOS?

The general strike is a blow to the life of the community, to the body politic, to the accepted order of society, to democratic principles of government. It comes so near to being an attempt at revolution that intelligent persons find it difficult to realize that it is not revolution.

Democracy sets up a government in its own image with the fixed and unalterable determination to accept the decree of no other body or agency. To this rule the people bow. No class, group or organization may challenge it from without. None may dictate to the established government.

The class, group or organization which challenges a government—and has the power to sustain its challenge—becomes what Prime Minister Baldwin has called an "alternative government." This is a violation of the "social contract" or any other theory upon which government can be imagined to rest. For this state of affairs it is difficult to find a word other than revolution.

But Great Britain to-day has passed beyond the bounds of words, logic and theory. The country is facing the stark fact of an attack upon its organized life. To deny a modern community transportation is ultimately to deny it the necessities of life. This is what the British general strike would lead to if carried to its limit.

There is nothing the British government can do in the circumstances but to keep the necessary wheels turning. It is not attempting to force any man to work or any group of men. But it must use all its resources to supply the country with the necessities of life, even though this means employing the army and navy and the last pound in the treasury.

Just as the government refuses to acknowledge that it is fighting the strikers, the unions refuse to acknowledge they are fighting the government. But the logic holds on neither side. The unions say to the government: "We can hurt the country, and you have not the power to protect it." The government must reply: "We have the power and we will use it." It cannot do otherwise. So the battle lines are drawn.

The British government and the British Parliament cannot afford to lose this fight. The consequences of defeat are plain and unescapable; the general strike established as an irresistible weapon, acknowledgment that a minority group can force its will upon the whole country, confession that democratic institutions established through hundreds of years of struggle have failed to function in a colossal national emergency.

The pity of it is that no one knows where the end will be or how. What passions will be unloosed in such an economic cleavage and class war within the nation no man can predict. British good humor, uppermost during the first day or two, already shows signs of cracking—and the strain has scarcely been felt as yet.

As the stress grows and one side or the other seems to be gaining the

advantage, the test will come. Out of the blindness of conflict emerge violence and rage, incalculable human forces. What the fight is about would not matter then. That it is a conflict over coal miners' wages is almost forgotten already.

COTTON QUOTATIONS.

For the greater part of last week quotations came nearer to being stable than they had for a long time. Then came reports of heavy rains in Texas and thereabout, and prices shot up. Whether the added moisture will have any appreciable effect on the crop nobody knows. There is a lot of time yet before it comes to fruition, and much may occur in the interval to affect it one way or the other. It will be nearly a month before the first preliminary estimate by the Department of Agriculture will be made public. How much real buying of the existing supply of cotton is going on is somewhat a matter of conjecture. It is surmised that many of the shipments from the growing districts have been on consignment and do not appear among spinners' takings for some weeks afterward. Exports so far have not been satisfactory, considering the size of the crop. The real trouble abroad as well as here seems to have been the lessened demand for cotton goods, to say nothing of the lack of profit in selling them under the buying policy in vogue. In Great Britain, just before the strike began, cotton manufacturers started a movement to fix standard prices for fabrics by means of a system of co-operative selling. A central agency to allocate orders from all over the world was to be part of the scheme. Although the chances for success of the plan seem rather remote, its inception gives an idea of the straits in which the Lancashire spinners find themselves. In this country the movement for restriction of output seems to be gaining ground. This is partly due to the comparatively low prices prevailing for staple cottons. Gray goods prices continue to soften, as do those of a number of bleached and printed fabrics. The weather has retarded sales of wash goods. Knit underwear for Spring was a little more active during the warmer days of last week. Hosiery sales are spotty.

No monument to record the heroism of those who strove upon the battlefield of the great war can awaken more pathetic or more patriotic memories than the establishment of a free monthly magazine for the blind through the efforts of sightless ex-service men. Organized during the conflict for the purpose of providing reading matter for those deprived of their sight in the war, the American Braille Press trained a number of these unfortunates to produce the matter for themselves and for their fellow sufferers. The success of the plan has led to extending its benefits to all the blind throughout the country, whether they served in the war or not. Thus the American Review for the Blind becomes a shaft of light for all who must live in darkness—a finer monument than any shaft of marble or bronze could have been.

ADVISED NOT TO BUY AHEAD.

It seems somewhat unusual for a wholesaler to encourage the policy of hand-to-mouth buying. So the example just set by a St. Louis millinery house in advising its customers against buying goods this Summer for Fall sale, "advance datings notwithstanding," is worthy of some notice. It announces that it will abandon Fall trips altogether, the reason given being "the belief that such trips no longer perform a legitimate function in the millinery business." Elaborating the theme in a circular to the retail trade, the concern in question states some axioms. "No one," it says, "can say what will be worn next Fall. The retailer need not concern himself with this question. The wholesale house will do that for him, will lay down advance orders and will have the proper merchandise ready for him when he really needs it. In the old days certain goods were considered staples and there was a very small element of risk in laying down advance orders on such merchandise. But today there are no staples." Advising against advance orders, the concern adds: "It behooves us to be consistent and not solicit such business. If it is uneconomic for the retailer to buy months in advance, when he has no idea as to the style changes that may occur, then it is uneconomic for us to offer goods so far in advance. For your welfare and the welfare of other retailers is our welfare. Therefore we will not send out our representatives this Summer with Fall merchandise for future delivery. Our policy will be to offer, on the road and in the house, suitable merchandise for immediate needs—all the year around." The frankness of these observations is not their least appeal to confidence.

EFFECTS OF THE STRIKE.

Despite the fact that about three thousand miles of water separate this country from the United Kingdom, the great strike precipitated by the trade unionists and anarchists aroused much interest in business circles here just as it did among other classes of the population, but for a different reason. Any considerable prolongation of it, it is recognized, is likely to affect many producing interests in this country. It is not so much that imports to and exports from Great Britain to the United States may be curtailed, although this is recognized among the probabilities. But there is great likelihood that this country may be called on to furnish to other foreign countries some of the supplies they have been accustomed to get from Great Britain but which the strike may prevent leaving the latter country. These supplies would be mainly, if not wholly, manufactured goods, and more particularly such as are for immediate needs. Whether or not this is to be the case will depend on how long the strike lasts. An increase in exports, especially of manufactures, would be welcomed just now when domestic demand is not all that is desired. There is still complaint of the retarding influence of the weather on all kinds of wearables and doubt whether milder temperatures now will enable trade to make up for lost time.

The present week ought to be a demonstration of what may be expected before the regular Summer season sets in. According to the calendar, there are still left six weeks of Spring.

MAKING UP A CODE.

There is not much incentive to improvement in methods and to doing away with abuses when times are highly prosperous and business is booming. So long as large balances appear in black ink and there is no need of opening the red ink bottle many things are unheeded. This was the case prior to the slump following the war. Since then, however, it has been found necessary to stop leaks and wastes in order to continue solvent. So the various industries, one after another, have been agreeing on putting an end to vicious and wasteful trade practices which were formerly ignored. Among the latest of the trade bodies to do so is the American Association of Woolen and Worsted Manufacturers. It began by providing for arbitrating disputes between buyers and sellers of fabrics. Now it has added a code of practice dealing with contracts, terms, cancellations, returns, refusals to accept, shrinkage, collection of interest on overdue accounts. Style piracy is also deprecated and set definitions are given of the meaning of various trade terms. These matters are all explained in detail so that there shall be no misunderstanding. It is obvious, however, that two things are necessary to make the code really operative. The first is that the producers shall live up to the terms and not be tempted when business is slow to let down the bars and take a chance. The second is that purchasers shall be fully informed of the terms and conditions under which they are buying so as not to be able to shield themselves under some supposititious trade practice or understanding with a salesman. All sellers and all buyers must abide by the same terms so that no one will have an advantage over another.

There flourishes in the Royal Botanic gardens in Regent Park, London, a tree said to be more than 1,000 years old. It is not a native English tree, but was transplanted from a South American forest at the time Athelstane was on the English throne. The tree is a specimen of the Kaffir bread plant, and gets its name from the fact that the pith of its young shoots contain starch, which is eaten by the natives in the form of bread and sago. The usual height of such trees is 20 feet. This one, however, is only 10 feet, and measures 15 inches around its trunk. Long leaves with curling ends sprout from the top of its fairly smooth trunk. Each year fresh fronds are produced, the old ones falling and leaving scars. Thus, by noting the yearly crop of leaves and counting the scars on the trunk's surface, the age of the tree has been estimated.

New York dairymen are charged with delivering skimmed milk to their patrons, which may explain why so few chorus girls are taking milk baths these days.

SERVICE AND SALESMANSHIP.

They Are the Key To Success in Merchandising.

This is the time when clear thinking is needed in business and there is no greater service which any person or any institution can perform than to improve the whole moral tone to business. There can be no question about our responsibilities as purveyors of food to the great American public. The facts are clear that our present development can be greatly speeded up if Service is kept in mind.

According to the report of the Harvard Bureau of Business Research by Charles D. LaFollette, made at the request of the National Association of Retail Grocers, dealing with operating expenses, gross margin, net profit and stock-turn, between 10 and 11 per cent. of the amount of net sales is represented in total salaries and wages—and this, for the greater part, no doubt, was paid to employees.

According to the able authority, W. G. Campbell, the weak link in the retail business is sales training for retail help. This problem, happily, is in progress towards solution by the Educational Division of the National Association through its collaboration with the Vocational Training Bureau with the U. S. Department of Commerce. It is a real undertaking.

Service is another term for selling. Service pertains to everything concerned with the grocery business, whether it be displays, courtesy, deliveries or any of the other essentials. It is the most costly expense in the business when applied to "salaries, wages, etc." Mr. Campbell states: "We've been neglecting the point where the dollar changes hands—the sales person"—despite many other fine systems.

The day of the old-time, old-fashioned, go-as-you-please corner grocery, with indifferent proprietor and clerks and lack of up-to-dateness is past. Service is eliminating these conditions. The retail grocer who fails to recognize the fact that there are over 350,000 retail grocers in this country—plenty of places to buy food—must abide by the decision of the public which is seeking service.

The buying public nowadays is almost totally different from that of a generation ago. New things, new attractions, new responsibilities occupy people's minds that were unheard of or at least unthought of a generation ago. The element of "Hurry, Hurry" seems to prevail everywhere. Even the smallest villages and hamlets displaying signs of activity which characterized only cities formerly.

There seems to be more time for diversion than anything else. Speed characterizes most people's activities. If you doubt it, fail to look both directions when crossing the street. You are very lucky if you don't get hit—because people are in a hurry. Automobiles, radios, movies and other means of recreation take up the time of millions of individuals. Food buying seems to require less.

The public interest in what constitutes food is, nevertheless, more marked in some respects than heretofore. Advertised brands, dealer adver-

tising, keen competition, more retail stores, newly invented products, fads, changed home conditions from larger houses to apartments, small kitchenettes, hard roads, motor bus transportation (with airplanes to come) all have their effect.

There is unquestionably an entirely different social order as compared to a score or even a decade of years ago, if it is to be judged by money incomes. People are living better, service has been developed to a high point, electricity playing a big part and innumerable conveniences now occupy millions of homes. People want and are willing to pay for service provided they feel they get it.

Service, in the sense of satisfactory relationship between proprietor and employee and the patron, exists, of course, whether the store charges and delivers merchandise, or whether it is paid for and taken home by the purchaser. The feeling seems to exist that in "charge and delivery" stores the element of Service prevail only. In respect to customer-accommodation—credit and delivery—it does.

This feature is employed advantageously by hundreds of thousands of retailers; sometimes, however, the public does not manifest the proper appreciation of the expense involved in this accommodation, frequently the retailer accepts it as a matter of course, failing to follow it up as a sales-advantage and stresses his ability to meet-the-price. Of his five responsibilities, "Buying, storing, selling, accounting and collecting," selling is the real problem.

Many retailers have built up highly profitable businesses on a strictly cash-and-carry basis through developing the latent ability in their salespeople. In the fertile mind of the proprietor, however, must exist those ideas which others must execute. Self service is competing aggressively with store service. A glance at the growth of the cafeteria business will convince one of the public's demands.

You may own ever so fine a store, merchandise, fixtures, equipment and employees, but in the final analysis, you are not the boss—the buying public is the big boss. You are kept on the payroll just as long as you satisfy the big boss—otherwise you are gradually and effectively dropped. The figures show that the business changes hands with eighty-five out of every 100 men engaged in this line each seven years.

How often do you send a little birth-day remembrance to those good customers of yours who have been on the books so many years? What do you do when you learn that a son or daughter is to be married in a few days from now? If you learn that a member of the family of one of your patrons is ill, do you ever invest a dollar or two in a bouquet of flowers—or a nickel in a phone call to show your interest in the case?

If you are short one or two items on the personally left or telephoned order, do you call up the patron to tell that items will be procured and delivered a little later? Does someone carelessly substitute a can of inferior goods when the customer al-

ways buys fancy? And when the patron personally or by phone buys five or six bars of soap, are you alert to sell the bluing, starch, ammonia, and borax right then?

Service includes related selling—the head of lettuce that is asked for and the vinegar, olive oil, mayonnaise dressing, pickles, olives, tomatoes, salt and pepper. A successful grocer states: "I sell every pound of butter that goes with every loaf of bread from my store." Meat department employees are instructed to always ask the patron if potatoes, catsup, Worcester sauce or butter is needed.

Another successful grocer has six sales specials for every day of the year. They are posted on a card directly at the side of the telephones and placed inside the front cover of each employee's order book. They serve as a reminder and result in greatly increased sales volume. Service means carefully wrapped parcels. Some good accounts have been lost through the milk bottle slipping through the sack little Johnny had.

Service calls for knowledge of the goods. Nothing so disconcerts a customer as an employee who does not know the quality or price of an article. Call your employees together frequently and cut the cans. Have the representatives of the wholesalers you buy from address your employee's meetings, or at least give you the information direct. Analyze your patrons' requirements; try to know something about the size and nature of their families. Be able to suggest a change in menus.

Some dealers will tell you, "Our customers know what they want." True, but not always everything they need. You are rendering a substantial service when you remind them of something they've overlooked—or something they know nothing about. Many grocers book their patrons' requirements for canned goods and glass specialties months ahead of their arrival. They save them money on quantity purchases. That is service.

Remember: while there is competition between grocers, the great competition nowadays is for the consumer's dollar upon the part of countless other things formerly non-existent. Food must come in for its share and service and keener salesmanship are required now more than ever before. The successful grocer is he who is not merely satisfied with what comes to him, but goes out for more business.

Charles W. Myers.

Rainy Weather and Soups.

You all have heard about the waiter who, after serving the soup to a hotel patron, looked out of the window and remarked, "It looks like rain." The patron removed the spoon from his lips and answered, "Yes, it tastes like it, too." Well, that is not the kind of soup we like to talk about, although it is probably partly due to poorly made soup that this healthful food is not more generally used than it is. On a rainy day soup is especially appreciated if it is made right. When we are out in the rain and are feeling somewhat drooping in keeping with our plum-

age, nothing gives zest to a meal more than a generous plate of good, rich soup. It seems to tone up the system and make us better able to fight against the germs that are floating all around and which seem to take full advantage of low vitality. There is more than a psychological reason for the benefits resulting from soup eating, or drinking, whichever term is most suitable to the body of the soup. A good soup made from meat stock carries with it a rather generous amount of fat. The fat, however, is pleasant to take when served this way, but it possesses all of its inherent vitalizing and nourishing qualities just the same. There are so many ways of preparing soup that it hardly seems necessary to mention any of them, especially since excellent recipes are included in all first-class cook books. Just as long as it is well made from fresh marrow bones, carrying some meat and fat, and with a fairly liberal quantity of added meat not too lean, and if well seasoned, it will be beneficial and appetizing. If vegetables, grains, together with flour preparations such as spaghetti or macaroni are added, or just with plain flour as a thickening substance, it will prove satisfying and economical. In connection with its preparation ask your mother to show you how to make it if you are not sure, for the chances are a hundred to one she knows how to make it right. In one of the daily papers we read this morning that a girl can learn to cook as well in her own kitchen under proper directions as in schools with lectures and note books. We always suspected that this was true before we read it.

Want Eggs Canded Before Shipment.

"Candle all eggs before shipment and especially during the warm spring and summer months when spoilage is most likely to occur," is the advice given to egg shippers by the Bureau of Chemistry, United States Department of Agriculture, which is charged with the enforcement of the Federal Food and Drugs Act. "The loss resulting from spoilage of eggs shipped to distant markets may be greatly reduced by this precaution," say the officials. "Candling as near as possible to the source of production will not only save transportation charges, but will prevent waste of a valuable food product." Federal inspectors have been instructed to be on the watch for interstate shipments of adulterated eggs. Under the Food and Drugs Act eggs which have yolks stuck to the shell, moldy eggs, black spots, mixed rots, added eggs and any other eggs that are filthy, decomposed or putrid are adulterated. When such shipments are found they may be seized and the individuals responsible for shipment prosecuted under the law. Many eggs that are suitable for immediate consumption will not stand shipment to distant markets. By candling, these eggs may be taken out and sold for local consumption, leaving only those that have a good chance to reach the market in edible condition.

A mistake is only made worse by a mis-statement.

SHOE MARKET

Ends of Shoe Lines and Selling Expenses.

The pace set this season in the introduction of styles and materials in women's shoes has doubly accentuated two of the major problems of shoe merchants: increased number of styles necessary to do business and meet competition has added to the short lines accumulated and shortened up the number of pairs ordered on extreme styles. The cry, "short of sizes" has become quite noticeable.

There are more ends of lots than ever before. It is harder selling than ever. It takes the average salesperson longer to make a sale; selling expense, often already greater than the merchant can afford to pay, is running higher than in previous seasons.

Even merchants favored with a large volume are facing a situation that threatens the possibilities of net profit for the season. It is a problem that calls for serious analysis and prompt action to avert the danger of an unprofitable year.

It is perhaps a fact that smaller merchants are relatively better off than those doing a great volume, because the bigger the merchant and his outlet, the greater the temptation to buy too many styles; the smaller merchant can often exercise better and closer supervision over his smaller selling force; the big merchant is at the mercy of the human weakness in his larger selling force tending to diving into the new lines as fast as received, selling them down to a few pairs and then hitting the next arrival.

Here is the nub of the double problem—too many styles in small lots, leaving too many ends of lines, and a selling expense too great for the amount of gross profit figured.

It comes squarely to this: it is senseless to play a fast style game when style ceases to be a profit-making factor. There is infinite detail in buying, handling, fitting and selling footwear, often beyond commensurate return for the investment and effort.

If further complications in styles and materials only increase the difficulties of making a profit, or rather, as a matter of fact, decrease the chances of coming out even, then it is a menace and not an advantage to the trade.

What is the answer?

It must be more profit on extreme styles.

In suggesting more profit we do not mean a slight increase, but a good liberal increase over any previous ideas of what is a proper mark-up. If it is to cost 10 per cent. or more to sell shoes, many believe that a dollar should be added to prices to take care of the plus-expense caused by chaos of small lots and short lines. As long as styles mean a large proportion of broken lots to be sold at a loss, it seems that at least another dollar should be added to take care of the losses. If the regular mark-up runs from 40 to 50 per cent., these two added dollars would bring us pretty near the French idea of profits—American retailers can take a lesson from them in pricing fast style footwear. As

an example, in accordance with this idea, a cheap but fast style costing around \$4, usually priced to sell for \$7 or \$7.50, in practice would be priced as above, plus \$2; that is, \$9.50 or \$10.

Most merchants are averaging to pay their salesforce on a basis of 7½ per cent. plus a bonus over their quota, but plus liberal P. M.'s averaging 50 cents per pair. These P. M.'s run the selling cost well over 10 per cent. and should be taken care of in extra profit. A dollar a pair extra profit for the added cost due to changed conditions is not only not excessive, but is due the merchant, as well as another dollar for the risk of loss represented by bad guesses and for forcing the sale of odds and ends at a P. M. expense, or a markdown.

One merchant who pays liberal P. M.'s on short lines makes a practice of charging the selling force a 25 cent rebate P. M. on every pair of a new lot sold. This may sound ridiculous at first thought, but it works to the advantage of both salesman and merchant. It forces the salesforce to try harder to sell old sizes instead of doing the easy thing of diving into the new lines. It keeps the stock cleaner and the merchant is not forced to buy new styles as often simply because he must buy to get sizes.—Shoe Retailer.

Prices of Silk and Hosiery.

Because of the somewhat unusual price situation prevailing on Fall deliveries of women's full-fashioned silk hosiery there has been some revival of the discussion of the probabilities of an overproduction of merchandise of this character. The feeling among conservative members of the trade is that there is not much question that prices on deliveries for the last six months of the year will be reduced by those mills which have already booked good-sized blanket orders at the same price level that prevails for Spring goods. That this should have any bearing on deliveries to be made during this month and June, according to the special news letter of the Underwear Manufacturers, is a ridiculous argument. It is the silk market break, the letter points out, and not an overproduction of full-fashioned hosiery that will be responsible for any reduction that is made in Fall merchandise.

Men's Shoe Demand Active.

If business in all branches of the shoe industry were as active as is the demand for men's Fall shoes of the better grade at the moment, there would be little fault to find. Although the bulk of the advance business for the men's goods continues to come in mostly from the South and West, the wave of buying is working its way Eastward from all accounts. Around New York City, however, business is still confined to "at once" deliveries. Buyers in this vicinity are sounding out the market and the indications are that a nice Fall business will come forward from them, beginning early next month, unless something now unforeseen arises. The character of the demand continues unchanged, although in some instances more interest is being shown in neat custom effects, as against brogue and blucher styles.

Sports Shoe Sales Increasing.

Although, along with many other lines of seasonable merchandise, sales of sports footwear were quite badly retarded by the backwardness of the weather earlier in the season, there has been a noticeable improvement in them of late. In the higher-priced lines there has lately been a good call for golf shoes, and the movement of tennis shoes has also been better. In the more popular-priced lines a wider sale of rubber-soled canvas shoes for men and boys, especially the latter, is reported, but the demand for them appears not yet to be normal. The general feeling is, however, that there is considerable business to be done in these shoes, and that it is only a question of time before a normal volume of it is on the books.

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L. H. Baker, Secretary-Treasurer

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*Deposits of the Home State Bank for Savings as shown
by the official published bank statements:*

June 1, 1922, Bank Opened

June 30, 1922

\$349,069.40

Sept. 15, 1922

\$645,954.92

Dec. 29, 1922

\$1,145,632.02

April 3, 1923

\$1,537,677.23

June 23, 1923

\$1,972,400.04

September 14, 1923

\$2,164,015.27

December 31, 1923

\$2,313,694.42

March 31, 1924

\$2,539,790.09

June 30, 1924

\$2,841,230.39

October 8, 1924

\$3,069,482.20

December 31, 1924

\$3,259,588.95

April 6, 1925

\$3,489,602.10

June 30, 1925

\$3,887,447.58

September 28, 1925

\$3,963,920.44

December 31, 1925

\$4,223,878.80

April 12, 1926

\$4,590,436.10

HOME STATE BANK *for* SAVINGS

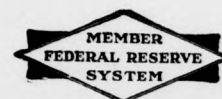
MONROE AVENUE CORNER IONIA, GRAND RAPIDS, MICHIGAN

Capital and Surplus \$312,500.00

PRESIDENT, Charles B. Kelsy

EXECUTIVE VICE PRESIDENT, Martin D. Verdier

CASHIER, Neal Van Ostenburg



FINANCIAL

Why Congress Wants To Go Home.

On or about June 1 Congress hopes to be putting up the shutters for the summer. House and Senate leaders have agreed to adjourn as soon as possible. The postponement of the impeachment trial of Federal Judge English to November 10 was a part of the agreement. With a few exceptions, the members wish to settle up their affairs and go home. Many of them have been in this mood for weeks.

Most of the big caliber problems were disposed of long ago. With tax reduction passed and the World Court issue out of the way, Congress has wearied of well-doing. It has been, except for the farm relief squabble, in a listless, lotus-eating mood for weeks.

The House has about completed its program. The Senate, which has suffered from a premature attack of spring fever, has not. Everybody has been waiting for June 1 and the annual hegira.

There is plenty of unfinished legislation, but Congress is in no humor for it. Capitol Hill feels it has made a fairly good record. It is disposed to stand pat on what has been done and take no more chances.

Senate and House differences over the \$165,000,000 Public Buildings Act must be ironed out. Something must be done about the McFadden Banking Bill. The Italian debt issue will trouble this Congress no more, but the French settlement remains to be faced.

The new Rail Labor Bill is expected to pass. The British strike crisis has emphasized the need of some such machinery in America. National defense legislation? Doubtful, although the House has acted on the \$75,000,000 army air program.

Something ought to be done about farm relief. For two weeks Iowa has been clamoring, Illinois has been fuming and the Northwest has been watching. For a few days Congress seemed stampeding before the subsidy hunters—

But—Congress does not want to be sucked into the particular whirlpool if it can be avoided. That subject is full of political and economic dynamite. Congress wants to do no more voting than is absolutely necessary between now and the coming primaries. Votes are more embarrassing in an election year than at any other time. The issues of 1926 are uncertain. Nobody knows just what his constituents are thinking.

Congress wants to go home and find out. The shadow of the primaries has overcast Capitol Hill. Absence from a doubtful district does not make the voter's heart grow fonder. There is always some patriot back home yearning to take a Congressman's seat away from him.

No real issues have been put forward by the Democrats. As the primaries get under way the campaign promises to be a tangle of isolated clashes—a melee of separate fights, fought out mainly on sectional, State and even district issues. Conflicts of this kind are very hard on political

fences. The earlier the fences can be fixed the better.

No wonder these spring days seem long to the anxious legislator! Political self-preservation is the first law of his nature.

He has trenches to dig and barbed-wire to string. His heart is not in Washington. It is over the hills and far away where his political life may be at stake. Is it strange, then, that he is more interested in time tables than he is in rollcalls which may be loaded with political dynamite?

The call of the "great open spaces" is not what is worrying Capitol Hill. Nor the green on the hills nor the smell of plowed lands warm in the sun. What it is hearing and harkening unto is the rumble of the not-so-distant drums of the primaries and the far-off thunder of next November's elections. —New York Evening Post.

Our Market Failed To Break on British Strike.

For an understanding of the forces that govern the trend of stock prices every student must reckon on both the temporary influences and those of the more lasting character. It is no more possible to tell from the forces dominant in the stock market at any moment what the long-term swing in prices may be than it is to judge from the undulating movements of the sea—whether the tide is outward or inward bound. Nevertheless the movements immediately at hand are important.

Most interesting has been the behavior of our own stock market during these days of crisis in Great Britain for the performance gives basis for some conclusions on the technical position of the market.

Without going into the hazardous business of forecasting the underlying trend in stocks, it must now be plain that the market at the moment is in a strong technical position. An important change in events very easily and quickly could, of course, change the present set-up.

Failure of our stock market to weaken on news of the biggest labor crisis in the history of the world is not the only evidence we have that the period of drastic liquidation has pretty well run its course. How persistently and considerably loans on stocks and bonds have fallen off in the last two months the Federal Reserve and Stock Exchange reports show. Speculation in the stock market has reached such a low ebb that the present week probably will go into the records as the most quiet since the autumn of 1924.

All of which reflects a condition of underlying technical strength in the market which, let it be repeated, sheds no light on its intrinsic position. Certainly nobody that has observed the calmness of the trading recently would say that the stock market is overbought: it would not be so unreasonable to hold that, at the moment, it is oversold.

Gradually the stock market has drifted into a state of relative inactivity and the plain reason is that speculators see no urgent objective for the time either to buy or to sell stocks. Always the investors in the market are transacting a small amount of business

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FINANCIAL STATEMENT

Real Valuation	\$17,500,000.
Assessed Valuation	10,172,052.
Net Debt	928,000.
Population, 1920 Census	20,977
Official Estimate	26,000

Opinion, Wood & Oakley, Chicago

Price to net 4.60%

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but when the market offers no particular speculative incentive the activity dies down.

Apparently the stock market has become adjusted somewhat to general conditions and from now on may be more sensitive than it has been of late to constructive news developments. What its direction over the distant future may be depends, in the final analysis, however, upon reports from industry.

Paul Willard Garrett.
[Copyrighted, 1926.]

Confident Skies Will Be Cleared.

Not even so sensitive an instrument as our stock market barometer in recent months had revealed any very pronounced change in sentiment here towards industry overseas until word came of the present labor crisis.

It is not that the news of foreign affairs has been lacking in interest of late but that in their present mood investors in the stock markets are not greatly concerned over temporary or superficial developments. When the announcement was made last week that an agreement had been reached on terms for the settlement of the French debt the event was scarcely noted in fluctuations of the stock market although the matter was highly important. Apparently the trading activities of the financial community are very sensitive, on the other hand, to anything that affects the underlying social relationships in Europe and the reason is not hard to find.

After allowance has been made for the purely professional attack on the market occasioned by news from the other side no commentator can conceal the disappointment of the financial community over the failure of the negotiators to avert the crisis.

Our own prosperity since the summer of 1924 has been so closely identified with the conservative policy in politics that any change that threatened the preservation of conservatism in Great Britain was destined to unsettle sentiment for the moment here. The average man on this side of the water knows little or nothing of the terms of debt settlement most acceptable to him, although he may very well know what he thinks about the general principle, but almost every reader will form a conviction about such a situation as Great Britain now faces.

From a stock market standpoint the situation has not become serious for the reason among others that in the financial district bankers feel confident that no crisis such as the present one can last long in Great Britain. Reports already have reached here which suggest that the workers regret their action and that in the end the action will pinch them sooner than any one else.

Back of the present disagreement lies a series of unfortunate disputes that have arisen since the close of war and the hope now is expressed that a final settlement may clear away a cloud that has hung over British prosperity for years.

Paul Willard Garrett.
[Copyrighted, 1926.]

Let Specialty Man Work His Line First.

A sales manager of very wide experience tells his men that when a specialty man is sent around with them they should let the specialty man work his line first; that is, before the salesman starts with the customer upon his regular orders. This sales manager believes that such a plan will result in better business for the specialty man with no disadvantage to the salesman. This subject is discussed further as follows:

"When we send a man to work the trade with you, we believe in his merchandise and, if we did not want to sell it to the limit, we would not bother you with him.

"Now, the thing I am trying to arrive at, is that I believe that if you would give him the first chance, by working his line before you work yours, you would find the customer would have more confidence in the proposition, than to work your line and then introduce him, and leave him to his own fate and at the mercy of the retailer.

"You will find, by working this way, the specialty man will sell quite a lot more of his merchandise with your help, and then if you want to handle his product, you should give him every ounce of your co-operation, and if you don't want to handle it, don't work him at all, as you are not doing your customer right to carry a fellow around with you to give them a gold brick."

Price Standardization Not in Sight.

Indications are that the Kelly-Capper price standardization bill will not be reported to either branch of Congress at the present session. This means that at least so far as the present is concerned the measure once more in all probability has been laid aside.

The actual situation compels this statement. Despite the merit of the measure, it is evident that the House Committee on Interstate and Foreign Commerce has a majority which is opposed to it. This fact seemed plain during the hearing held on the bill on April 22-23. The witnesses against it made a particularly formidable showing and unquestionably made a real impression on the members of the committee. The title of the bill itself is held by many to injure it because of the psychology that leads the average consumer perhaps to imagine the bill means price fixing instead of virtually the opposite—price stabilization, a balancing of markets that avoids inflations and deflation and that inevitably works out to the advantage of the producer, distributor and consumer alike, a fact truly reflected in industrial and economic history. It is reflected both positively by results from a stabilized market and negatively by vicious results from sharp inflation and deflation. The idea is a difficult one to sell to the average buyer nevertheless.

Life is like a game of cards. You must play the game with the hand that is dealt you. The greatest glory, after all, is winning with a poor hand, and the greatest disgrace is losing with a good one.



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INDIANA CANNERS.

They Should Can Fruits As Well As Vegetables.*

There is an inspiration in appearing before an Indiana audience based upon patriotic and historical interest in which my tribe and people had a part.

Indiana was largely settled and populated from Kentucky and my tribe, which was cotemporary with Daniel Boone and his people, helped to chase the Indians away from Kentucky, possessed themselves of the land, and then came across the Ohio River to Indiana, which was then a part of the great Northwest Territory, and helped to settle and open up this State.

My name is Lee, and you will find people of that name in every county in Indiana, most of them emanated from Kentucky, not all of them however, as I observed a sign as I came to this hotel from the depot reading Sam Lee's Laundry, and I infer that he is one of my Chinese relations.

Some one told me that the rather notorious Mormon leader, John D. Lee, got his start in Indiana. I suppose that meant his first wife and that later he gradually accumulated quite a number of other wives. You will observe that I refer to him with much hesitancy, especially so in the presence of my wife. Otherwise I might point to him, I suppose, as an example of progenitive ambition.

In coming to Indiana, having read the splendid history of the State, we think of Wm. Henry Harrison, who fought her battles against the fierce Indians and whipped their greatest warrior and general, Chief Tecumseh, at Tippecanoe, and once or twice again at other places, until the Indians were glad to make treaties of peace and observe them, and Mr. Harrison was elected President of the United States. He only served one month as President until he died. We also think of Benjamin Harrison, the grandson of that old Indian fighter, Indiana statesman and orator, who defeated that great Democrat, Grover Cleveland, for the presidency of the United States, a famous political battle and victory, and that he brought honor to Indiana through his honesty and ability.

We think of General Lew Wallace and his wonderful writings; James Whitcomb Riley; of McCutcheon and other famed novelists and poets, that Indiana has produced, and our admiration and inspiration grow.

When we think of the canning industry of Indiana and its splendid development, we think of Polk and Vancamp, Morgan, Mitchel, Hyman, Rogers, Rider, Powers and many others who have led the way in establishing the high reputation which Indiana has for quality of her canned foods, and so justly deserved.

I have found that when I try to sell canned tomatoes to a well posted buyer his first question would be, "Where are they packed?"

If I mentioned some other state and suggest that he look at the samples, he would generally say, "No, I want Indiana canned tomatoes. My customers, the retailers, want them," and

*Paper read at convention of Indiana Canners Association by John A. Lee, Secretary Western Canners Association.

so do their customers, the consumers, and it is no use trying to combat their preference.

Can you tell me why Indiana canned tomatoes are so preferred? A great artist was asked by a critic, "With what do you mix your paints in order to produce such rich and brilliant colors?" To which the artists replied: "I mix them with brains."

Indiana canners, in filling their cans full of red ripe, sound, and sweet tomatoes, are artists. They mix their colors with brains and honesty and give consumers splendid edible, relishable and appetizing value.

When they are canning their tomatoes they do not let their consciences go to sleep.

Then there are other canned foods for which Indiana canners are justly famed. They pack as fine hominy, country gentleman corn, and pumpkin as are to be found in the world, showing that they can equal any quality.

Now I am going to cause some of you canners of Indiana to sit up and take notice by some comment and criticism, but the criticism is along constructive and not along destructive lines. It is intended to be upbuilding and helpful.

The State of Indiana is a great, fertile State lying between 38 and 42 North latitude. Its climate is well adapted to the growth of fruits as well as to that of vegetables and along the Southern border of the State much fruit is produced: Cherries, red raspberries, black raspberries, strawberries, gooseberries, peaches, apples, plums, grapes and several other kinds of fruit and berries are grown to perfection.

The sunny hillsides of Southern Indiana are splendidly adapted to the growth and cultivation of all kinds of fruits native to the temperate zone, and there are already, in their season, great fields and orchards of fruits thriving there. No canning of fruits of any importance is done in Indiana: why?

The State has an abundant rain fall, all throughout its area and no irrigation is essential. Why, therefore do you not add canned fruits to your output? Berries can be quickly grown and other fruits do not require a great length of time to arrive at production for canning purposes. Your fruit growers would grow more fruits if you would encourage them to do so, and the cost of the raw fruits is not so very much greater than the cost of vegetables.

I am going to quote you some comparative prices, right hot off the present market:

Which would you rather can and sell:

No. 10 hominy at \$3 per dozen, or,
No. 10 red sour pitted cherries at \$13 per dozen.

No. 10 cut green beans at \$4.50 per dozen, or

No. 10 water black raspberries at \$11 per dozen.

No. 10 extra standard tomatoes at \$3.50 per dozen, or

No. 10 Cuthbert water red raspberries at \$12 per dozen.

No. 2 country gentleman corn, extra standard at \$1.10 per dozen, or—

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No. 2 Cuthbert red raspberries, 40 per cent. syrup at \$3 per dozen.

No. 2 standard canned tomatoes, at 80 cents per dozen, or

No. 2 black raspberries, in 40 per cent. syrup, at \$2.75 per dozen.

No. 3 extra standard pumpkin, at \$1 per dozen, or

No. 2 strawberries in 40 per cent. syrup, at \$3.25 per dozen.

No. 2 standard red kidney beans at 85 cents per dozen, or

No. 2 standard peaches, 20 per cent. syrup, at \$1.75 per dozen?

The fruits mentioned can be grown in Indiana and delivered at the canneries almost as cheaply as the raw material for the vegetables and goods with which they are contrasted.

I believe that Indiana should be a great fruit canning state and that the progress of the canning industry of this State depends largely upon diversification of the canning output in that direction.

I am on the program to talk to you about canned foods week and the great advertising influence and selling force it has as an annual event. I understand that Hon. Royal F. Clark was to have spoken on that subject, he being the National chairman of the canned foods week committee, I am sorry that an attack of rheumatism has prevented him from being here.

I have been connected with the canned foods week effort for many years. I was elected by the canners, wholesale grocers and retail grocers of the United States to manage the first event of that name in 1914, and, have always been proud of the record of Indiana canners in their co-operation in that event. Last year, 1925, they numerically contributed to the fund for that event nearly 100 per cent. There were a few Indiana canners who did not contribute, but I am sure that they will want to come in this year and do their part.

The wholesale grocers contribute liberally in money and work through their salesmen, the brokers contribute their money and a lot of work to the success of the event; and the retail grocers and chain stores work enthusiastically for the success of the event and to make it a great period of canned food distribution and consumption.

They, however, expect the canners to furnish the banners, streamers and display material used in the event.

The amount of the contribution of the canners asked is based upon the output of the canneries and in that way it is fair and equitable. It has been placed at one dollar for each thousand cases of output and that does not seem burdensome. For illustration, an output of 25,000 cases pays or contributes \$25; one of 300,000 cases would pay \$300.

It must be realized that the \$60,000 contributed by the canners of the United States for canned foods week literature for 1925 was contributed by about 650 canners, whereas there are 3,000 canners in the United States who should have contributed.

This is human nature, however, and in every great and good enterprise there is always a percentage which pays the bills, while others pay nothing.

The criticism of canned foods week generally comes from those who do not participate in its financing or in its work.

If the canners are going to continue in business and pack even a reduced output during 1926, all the advertising and distributing advantage of the event will be needed to sustain the market and that one sixteenth of one per cent. on sales or a dollar for each 1,000 cases of production is a mighty small advertising expenditure.

I am going to have pledge cards passed around to all present and ask that they be signed and returned to Secretary Rider and hope that all the canners present will sign up. We have got to know well in advance how much of a fund is available as the posters, banners, etc., must be made to order, and we will not go in debt to the printers until we know what our funds are.

Many speakers for canned foods week for several years past have suggested that just one week per annum is insufficient and that there should be an auxiliary effort, something that would bind the annual weeks together, and that would emphasize the advertising advantage.

There is now presented by the city of Philadelphia a superb opportunity to do so in the Sesqui-Centennial and International Exposition or the 150th celebration of our National Independence.

The first great National exposition I ever attended was the Centennial in 1876 at Philadelphia, when I was a young man just starting out in life, and its wonders made a deep impression upon me. To attend and study it, as I did, was in itself a liberal practical education.

It was visited by great throngs of people daily for six months and exhibitors derived splendid publicity and profits from it.

Now the fine city of William Penn and the Quakers, our most truly American city, presents the Sesqui-Centennial Exposition, and it will be on a much grander scale than the Centennial of 1876. There has been an enormous increase in population since then. At that time the population of the United States was only about forty-five million; to-day it is about one hundred and fourteen million people.

The United States Government has appropriated \$2,250,000 for the National exhibits, and the city of Philadelphia and its manufacturers, merchants, and transportation lines have raised \$8,000,000 for "putting across" the Sesqui-Centennial Exposition, which is just double the amount they raised for the Centennial of 1876.

The cash gate receipts at the Centennial in 1876, at 50 cents admission showed an attendance of 8,000,000 people. It is estimated from the vast increase in transportation facilities and population that an attendance at the Sesqui-Centennial Exposition may reasonably be estimated at 25,000,000 people. The Sesqui-Centennial Exposition will open June 1 and close Dec. 1, 1926. State governments and foreign governments will have fine ex-

(Continued on page 23)

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INVASION OF THE STATLER.

It Put a Crimp in Some Detroit Hotels.

In my younger life, many years ago, before a meeting of some hotel men in New York State, in a talk I was attempting to get over, I made an expression which at the time was rather complimented upon as most favorable and worth while. Let me quote it here:

"I believe we can look upon the hotel business very largely as a public utility; possibly not to be considered in just the same light as the railroads, steamboats, telephones, telegraph, etc., yet a business in which one must win or lose by public favor or disfavor.

"The public which gives patronage to hotels, justly feel, as individuals, they are part and parcel of the success or failure of this or that hotel or hotels. This is often a most deciding effect with the destinies of some institution catering to the general public."

Prior to the coming of the Statler into Detroit, there were about eighteen hotel members of the Detroit Hotel Association, as follows: Brunswick, Burns, Cadillac, Charlevoix, Fairfax, Griswold, Metropole, Morgan, Norton, Normandie, Oriental, Ponchartrain, Tuller, Victoria, Wayne and two or three semi-family transient hotels, Adison, Madison and, I believe, one or two others. In 1913, when that city was favored with the annual convention of the American Bankers Association, as Secretary of the Detroit Hotel Association, the writer made a very careful survey of rooms available for such purposes, working with the Detroit Convention Bureau and those among the bankers of the city who had the convention matter in hand, and we at that time had less than 4,000 rooms among the hotels above mentioned, and about 1,000 rooms among some hotels and apartment places not in the city association.

In print it looks like a large number of rooms and there were sufficient to take care of the convention mentioned. The lake steamer, See & Bee, was called into service, but after the first night and matters got settled it was found that the hotels could take care of all visitors, possibly with a little aid from some fewer better homes. It was a six day convention and a wonderful success. The Elks convention two years previous, had not nearly filled the hotel rooms; a year or two previous to that there had been a convention of two weeks of the Engineers and Conductors Associations, and this had taxed the city hotel accommodations to the fullest extent. As a whole, Detroit was considered a very fine convention city and many events were taking place during summer months in particular, the winter months also receiving a share.

I have mentioned in a previous article my prediction, just prior to the opening of the Hotel Statler, as to what effect this newer place would have on the other hotels of Detroit. My predictions were very bad, indeed, but I never assumed all the blame, as I was in council with Hayes, Woolley, Harry Zeese, then at the Cadillac, Tul-

ler, Postal, Fulwell and others before the article was submitted for print.

There was not one of us overlooked. Mr. Statler's personal success in Buffalo and Cleveland with two hotels bearing his name; there was not one of us but fully realized but what the Hotel Statler was going to cut a deep swath, but there was not one of us believed the coming of the Hotel Statler would have such a disastrous effect, particularly upon the Cadillac and Ponchartrain hotels.

Let it be remembered the Cadillac was then being conducted by an operating company, formed of Detroit people, a Fred Smith, prior to this head of the Peter Smith Grocery Co., a very successful concern. Harry Zeese had for several years before this been manager of the Claypool Hotel, at Indianapolis, and was considered one of the good hotel men of the country. He became manager of the Cadillac when the newer company took control. As a man he was very popular; the hotel was considered a very fine hotel, its reputation set by the Swartz Brothers not being allowed to grow less. Our prediction was that the Statler would not get the Cadillac business to any great extent, and at least not at once. None of the guests at the Cadillac were finding fault with their treatment there; its display rooms were the talk of many circles and similar rooms at the Statler seemingly offered no extra inducement in price or equipment.

Yet that very class of patronage left the Cadillac Hotel in droves, so to speak, and went to the Statler; not only that, but hundreds of people whom the Cadillac management felt safe would stand by the old reliable hotel went to the new competitor in great numbers. The effect upon the Cadillac, even within the first thirty days, was heartrending. So far as I know by taking several meals at the Statler and attending two or three special functions, they had nothing superior or equal to the Cadillac, and yet the Statler cut in on the older hotel business in a way which hurt and hurt badly. In short, to a large degree, the Statler put a crimp into the business at the Cadillac which virtually ruined it. Manager Zeese kept smiling, hoping against hope. He really made some of us believe they were getting by, and some of the business did come back, but never in sufficient volume to save the hotel.

In a previous article, in connection with the Ponchartrain, I honestly gave expression to the idea that it was not a popular hotel, even though it was considered a good institution.

Our predictions between the Statler and the Ponchartrain was that the last mentioned would get hurt; but due to the fact that its location was supposed to be so ideal—and let us not forget that up around Grand Circus Park was considered "way up town"—and while the Tuller and Charlevoix had brought that part of the city into considerable publicity, it was generally felt that the Statler could not win all the favors.

But distance seemed to cut no figure with the Statler. All in all the business taken from the Pontchartrain

was not as large in one grand rebound as with the Cadillac, but was most telling, rest assured. Hundreds of patrons went to the Statler whom none of us felt ever would. Not only that, but the Ponchartrain lost very heavily in its restaurants; many a special function which had been going to this hotel for several years switched to the Statler in short order. In connection with smaller gatherings of convention nature, the Ponchartrain lost heavily; this quite particularly among the auto industries. Statler gained them right and left.

The Griswold was, as most readers know, an older hotel, but remarkably well kept. Its cafes and foods were excellent. Some of its rooms were none too well located, but it was a very popular hotel with its average guest, many declaring they would never leave the old ship so long as Fred Postal was there. But again, alas and alack, we all had been bad guessers, I am free to admit. The Griswold was affected, just how badly I have no way of knowing, but to some extent.

As a whole the Normandie, Charlevoix, Oriental, Metropole and some others were not so badly hit. This due to rates, possibly, yet each hotel in Detroit was affected by the coming of the Statler.

Our predictions were that Tuller would give the Statler a run for the money, and it did.

Now don't think people did not leave the Tuller and go to the Statler; they did, in large numbers at times. Enough so to affect the business at the Tuller. But in some way the Tuller seemed to get new business from somewhere, and kept going on most successfully, as results have shown.

That it was a merry contest goes without saying. There was none of us but what felt the Statler would create new business and it did, but it also won from others far more business than some of the most conservative felt it would be able to do.

It was more or less a seesaw between these two hotels on many matters of hotel business. With the feeding features it was a show down at all times. Tuller added new dining rooms and cafes, banquet rooms, assembly rooms, etc. The Statler kept sawing wood. The foods at the Tuller were not considered real high class; at the Statler my way of thinking there was nothing remarkable, and yet it was doing a wonderful feeding business, an every day one, and grabbing off many of the special affairs.

With it all the Tuller survived and the Statler kept forging ahead and has been, so far as we know, a very decided financial success.

It opened with about 700 rooms, each with private bath, and I believe it had a few rooms at \$1.50 per day at the outset. Inside of two years there were added 300 more rooms, and to-day is a 1,000 room hotel, the largest in the city up to the time of the Book-Cadillac.

Its location counted for nothing, so far as Mr. Statler was personally concerned. That is, he demonstrated most effectively that he could operate a ho-

tel off location, in the judgment of many, and get away with it.

The hotel upon opening was the latest word in hotel construction, equipment and furnishings. As a whole its rates in those days, even with some \$1.50 rooms, were higher than any hotel in Detroit, yet it had many rooms at popular rates of \$2 up.

Statler's individual presence at the Detroit hotel has been of small importance. It is said that he left that hotel a week after it was opened and did not come near it again for six months. Be that as it may, the hotel kept going forward, popular as a whole. The effect of the wonderful Statler organization was in evidence from the beginning and has always kept up with the same success which has marked every effort of Mr. Statler.

Frederick S. W. Bergman, now at the Neil House, Columbus, Ohio, was first manager of the Detroit Hotel Statler. He came from Winnipeg, where he had been conducting hotels for the Canadian Pacific Railroad. He was a wonderful organizer, suave, a gentleman in every sense of the word; not a great mixer, but had many friends. He remained for some three years, when a split came, and he went to Baltimore to open a new hotel there. Later years he again joined Mr. Statler as assistant manager at the Pennsylvania Hotel, New York City, and remained there until he came

In the meantime, Harry Zeese had relinquished management at the Cadillac, and C. C. Schantz and "Dick" Carson had been named. It was given out that Harry was not in good health and was going to retire from the hotel business. However, after a year of rest, he was named manager of the Hotel Statler, and remained there for about three years, when he was called to the Great No Returning, a comparatively young man. It has been said that on a lake trip of the H. M. B. A., Mr. Statler and Mr. Zeese met en route, and Mr. Statler offered him the position and it was accepted, the whole transaction taking place in a very few minutes. We believe Mr. Statler and Mr. Zeese got along swimmingly. I asked Harry once if Mr. Statler ever referred to the Cadillac affair, and he told me that never a word had passed between them on the matter; that in Mr. Statler he had found a wonderful man, most pleasant to work for; who laid down certain laws and usages, and if they were executed, all was harmony.

Ellsworth Statler was born at Wheeling, West Virginia. He began his career as a bell boy in the McClure Hotel, that city. His first personal venture was with a billiard parlor, where he met with success. Some years later he drifted to Buffalo and opened in due time the Statler restaurant in the Ellicott building. This was said to be a ready money maker. For some time there was served at this restaurant a 23 cent luncheon and a 29 cent evening meal, the talk of the country. The meals were excellent, service in keeping, rooms attractive. Mr. Statler still retains an interest in this institution, which is conducted by a brother. However, the place is now to the Neil House.

of far more importance than when first opened.

Mr. Statler's first hotel experience was with the Pan American exposition in Buffalo in 1902. A characteristic building, but a wonderful business done, and made some money, even though the exposition was not a marked success.

At the St. Louis exposition, a few years later, he opened a similar hotel, but this time inside the enclosures and it was named the Inside Inn. Almost at the opening Mr. Statler suffered a very severe accident, which confined him to his bed for the duration of the fair; but it is said he directed affairs with that wonderful force of success which has marked his every effort, and came out of the deal, possibly not a big winner, but not a loser.

His first all year round hotel was the Hotel Statler, at Buffalo, some 400 rooms, a room with bath at a dollar and a half being his slogan. This met with wonderful success from the day of opening, although there were many rooms as high as \$4 per day.

His next venture was the Hotel Statler, at Cleveland, starting with some 700 rooms, adding another 300 within four years. This venture has also proved a marked success, so far as we all know. As in Detroit, same in Cleveland, the opening of the Statler there proved quite detrimental to the Hotel Hollenden and the Colonial Hotel, although both hotels came back into their own in due time.

Then came the Detroit Statler, next the Pennsylvania, 2,000 rooms, and a few years later, the Statler at St. Louis 660 rooms, all most successful.

Two years ago he caused to be erected in Buffalo a newer and much larger hotel, bearing his name, changing the original Statler to the Buffalo. This hotel is said to be one of the finest hotels in the United States. Just how successful this one has been I am in no position to say.

In Boston there is now under construction, to be opened this fall, another Hotel Statler of some 1,000 rooms.

Mr. Statler's financial backing seems to be a great difference of opinion. Some say Standard Oil Co., some say New York Central Railroad interests; some say something else. But it matters not, he seems to win, with no limit of power to get what he goes after.

As a man, he is a good fellow, well met. He is not quite so popular as some others in hotel circles and in association matters, probably due to the fact of his taking a very decided attitude on anything he gets into. Not many of his patrons know him personally, but they do know his power of conducting very good hotels, building them where and when he wants to.

Mr. Statler is advancing up into the sixties, but holds his health in a remarkable manner. He recently lost Mrs. Statler by death, has several children, all dutiful, I believe. It must be admitted that Mr. Statler is in many ways the most powerful hotel man who ever invaded Michigan and Detroit.

Reno G. Hoag.

Ed'ble Portions of Meat as Bought.

If the housewife really tries to economize considerable thought should be given to the edible portions of the meat she buys in the shops. The price per pound does not by any means tell the story of what her meat is costing her. Some cuts have more bone than others, and some are either above or below the average in both. Taking the net cost of lean meat as a basis of comparison it is found that the most expensive steaks are the porterhouse, club, Delmonico and short steak in the order stated. The lower costing steaks, from the basis stated, are the chuck, round, flank and sirloin. The first cut of rib roast is the most expensive and the rump the least. The various boiling and stewing pieces give lean meat more economically than either roasts or steaks, due both to their lower market values and their higher lean meat content. The difference in cost between cuts sold by most retailers is usually much less than the difference between cuts on a lean or edible meat basis. The greatest amount of internal fats is found along the inside of the loin. This is not entirely due to the presence of the fat-covered kidney lying there, but to the presence of what is known as lumbar fat as well. After a steak is removed from the loin it must be further trimmed of fat either in the shop, the kitchen or on the plate. The first cut of beef ribs come from the point along the back where the loin is separated from the rib, and so carries rather excessive quantities of internal fat as well as a liberal fat covering when the carcass is of the better grades. Most of the cuts costing the most per pound in the shops carry the most fat, and so final costs of these cuts is raised out of proportion to other cuts in the carcass which carry less fat. A general rule in beef is, "The cheaper the cut the lower the waste." Lower-priced cuts are not necessarily lower in flavor or food value and often no less tender. It is easy to understand, then, why economy lies in their use. The poorer the beef the lower the waste and the lower the satisfaction from its use. It is because of the waste associated with high-costing cuts from fat beef that the modern tendency is for leaner though well-fed steers for a beef supply.

What Is Success?

Success, after all, must be measured by growth, rather than by gain. Yet we are very apt to measure our success by the scale of dollars and cents. Now, this would be all right if life and its work consisted merely of gaining a living or of amassing a fortune; but just as surely as this is made the main object of any man's life, his real usefulness in the world grows smaller and his chances for success grow less. If, on the other hand, he realizes that he is placed on earth with certain useful talents, and that his work is to develop these talents to the highest point of efficiency for the benefit of the world—the dollars and cents will take care of themselves, and his rightful and sufficient share will come to him. Make "growth," not "gain," your watchword, if you would succeed.

SUPERIORITY Backed by Authority



A large group of representative Doctors, Dietitians, Nurses and Home Economics Teachers were recently asked which type of baking powder they considered best. In each case over 80% of those replying said "Cream of Tartar."

Royal is made with cream of tartar, the purest and best obtainable!

For a half century Royal has been assuring the housewife of healthful, delicious foods, and the dealer of prompt sales and good profits.

ROYAL BAKING POWDER

Absolutely Pure

Contains no Alum — Leaves no bitter taste

Speaking of Whole Wheat Foods

All the food education of the last twenty years has emphasized whole wheat as the most perfect food given to man. Doctors and dietitians have urged the people to eat more whole wheat cereals. The question is, how shall whole wheat be prepared for the human stomach?

Shredded Wheat

is the answer to that question. No one has been able to improve on the process by which Shredded Wheat is made. Your customers will try the "new ones," of course, but they will always come back to Shredded Wheat. Nothing can take its place. It is an all-day food, for any meal, in any season. We spend a lot of money to sell it for you. How is your stock?

The Shredded Wheat Co.

Niagara Falls, N. Y.

DRY GOODS

Michigan Retail Dry Goods Association.
President—Geo. T. Bullen, Albion.
First Vice-President—H. G. Wesener, Albion.
Second Vice-President—F. E. Mills, Lansing.
Secretary-Treasurer—H. J. Mulrine, Battle Creek.
Manager—Jason E. Hammond, Lansing.

Too Generous in Giving Discounts.

Lansing, May 11—Since our last news letter we have had another report from a merchant in a small city who says he gives dressmakers 10 per cent. off; also discount to lodges for trimming purposes of 10 per cent.; also 10 per cent. off on all merchandise purchased for church affairs and for charity purposes; also materials bought for local hospital. We have written to this member suggesting that his discounts are too generous, that it is not necessary for said store to give away all of its profits.

The dry goods store of C. A. Parkhurst, of Mason, was favored by a very interesting caller not many days ago. Perhaps it is not necessary to give the lady's name, but she and her husband together settled with Mr. Parkhurst by paying \$25 for goods in the form of hosiery and millinery which was stolen from the store. She also paid a fine of \$5 and court costs and left on foot for her home in the country, her husband having preceded here. It takes an expert to get away with Brother Parkhurst's goods.

Jason E. Hammond,
Mgr. Mich. Retail Dry Goods Association.

Color in Fall Silk Showing.

Color is the dominating influence in the Fall lines of silks which Cheney Brothers opened last week. Nineteen shades belonging to five different groups were announced as the colors which will lead the Fall mode in silks. There are six reds, four browns and three each of the blues, greens and grays. Names were coined to express the post-impressionistic spirit and appearance of the colors. In the weaves themselves, the introduction of a new satin crepe called star-crepe, reflected the firm's confidence in this type of fabric. Mirrokrepe and frostkrepe are featured again, this time in the new colors. Metal and satin brocades are emphasized in the collection, particularly jacquards, over-printed tinsel brocades and plain tinsels. A heavy metal brocade called rose doree was described as one of the richest ever produced in this country. Jacquard effects are also carried out in heavy satin crepes. In one, the scroll-like lines of a tiny seahorse are adapted into an allover design. Four sheer crepes are stressed for Fall, while the line also features new printed silks for linings and scarfs.

Are Stressing Use of Ostrich.

The growing use of ostrich in Paris, as indicated by cables received in this country, is taken here to pressage greater use of these feathers on this side of the Atlantic. One such cable, which was received last week by a prominent importer, imparted this information: "Most sensational note of the Spring mode is a ruff of ostrich called 'Mon Pierrot,' launched by the millinery firm of Reboux and made of very long flues of finest quality ostrich feathers. The ruff is being worn by the most fashionable women, including Mmes. Letellier and de Gaenza, Baroness de Meyer and Baroness de Rothschild. Mme. de Gaenza wore the ruff

to the races, creating a sensation and attracting much attention. The 'Pierrot' collar, which is being worn in the same shade as the costume, is a marvelous complement to the harmony of the ensemble, and has, in addition, a tuft of feathers of contrasting colors which can be worn in front or back."

Little Improvement in Silks.

No especial improvement is taking place in the silk trade. Curtailment continues on a greater scale than heretofore, in the effort to prevent the market from becoming further disturbed by increasing the amount of stock goods available. It is held that the conditions indicate a none too rosy path for the silk trade during the development of the Fall season. One prominent silk manufacturer said that efforts to merchandise on price will, according to all indications, be the bane of the market during the next few months, with quality coming off second best. He predicted, however, that those firms which adhered to a quality basis would come out stronger than ever when the merchandising crisis was past.

Steamer Coats Have Big Vogue.

The indications are that the steamer or travel type of coat will have an active sale for early Fall. The interest in garments of this style that are now being shown by the leading retailers is such as to warrant the vogue for them continuing strong, according to wholesalers here. In these steamer or travel coats emphasis is placed on the fabric and the pattern, as well as the fur trimming. Many of the cloths now being used are of the hand-loomed imported variety, some of which are exclusive to one garment manufacturer here. Camel's hair cloths are also being extensively employed and are likely to have a marked vogue during the Fall. The patterns so far feature large plaids in ombre and other effects. The larger the plaids are the better they sell, according to reports in the wholesale trade.

Printed Voiles Are Favored.

Considerable stress is being laid this season on printed voiles for young children's dresses. Some of the garments for four-year-olds show a slight influence of adult styles, such as a tie in front forming a kind of collar. Otherwise, according to a bulletin from the Infants', Children's and Junior Wear League of America, the new lines conform to the styles of the last several seasons. These emphasized simplicity in cotton dresses. Most of the new dresses are offered with bloomers to match.

Trends in Junior Dresses.

Sleeveless styles in children's dresses are taking well in printed Swiss or striped dimity and priced to retail from \$1.95 up, according to wholesalers. These garments, while intended for later season wear, are already being reordered. For children of 2 to 6 years there is an increasing call for dresses of plain or printed voile. These garments have the so-called duplex pantie. Voile combined with rayon is also favored in styles for girls which feature peasant, ruffled and smock effects.



Richardson's Pure-Dye Silks are beautiful and practical.

Their soft hand and draping qualities command attention.

Richardson's Quality 1700 crepe is soft draping, unbelievably strong, and equally suitable for dresses and lingerie. It is free from injurious loading, and will dry-clean perfectly also the lighter colors will wash satisfactorily.

Price is \$1.50 per yard in full pieces of a color. (Pieces average 27 to 35 yards). Five cents per yard additional for cuts under a full piece of a color. Other Richardson Pure-Dye Silks are Satin Crepe, Satin de Chine, Silk and Wool Faille, Georgette, Taffeta, Charmeuse, Satin Lingerie, and C. B. Satin.

Sample swatches and color cards sent on request.



This carton of seasonable shades is a guide from which to order solid boxes of a color.

Carton No. 116 contains 6 dozen Richardson's 50-yard Spool Silk, Price is \$4.80 complete.

Spool Silk shades are very important today. We are studying the color situation constantly, so that our customers may at all times have spool silk shades in their cabinets to match any staple or season color.

Some of the most popular season colors are listed below with the Richardson's corresponding color number.

Bois de Rose	No. 387	Antenna	No. 670
Palmetto	No. 453	Wood Rose	No. 241
Hyacinth	No. 357	Dianthus	No. 669
Louis Phillipe	No. 129	Sunray	No. 307
Absinthe			No. 451

Color cards showing three hundred colors sent on request. Richardson's Threads are carried by most Dry Goods and notion jobbers.

**RICHARDSON
SILK COMPANY**

207 W. Monroe

Chicago, Ill.

OUT AROUND.

Things Seen and Heard on a Week End Trip.

The new office building of the Wolverine Shoe & Tanning Corporation, at Rockford, is a fitting climax to the great battery of buildings the organization has created and maintains to the pride of Rockford, the good name of Michigan and the profit of the stockholders.

The Northbound traveler by automobile feels a keen sense of disappointment when he comes to the end of the pavement in Cedar Springs, after traversing pavement all the way from the Allegan county line.

At Sand Lake I learned of the death last week of the wife of M. V. Wilson, one of the oldest druggists of Michigan. I called at his store to tender my sympathy, but he was not in when I called.

A visit to Sand Lake reminds the writer of the activity of the community forty years ago when the lumbering resources of that region were at their height; of J. V. Crandall and his interesting family at Crandall Corners; of Geo. F. Cook, who had just started on his remarkable mercantile career at Grove; of many good business men in Sand Lake who have passed to the Other Side. I also recalled that I happened to be in Sand Lake the night the grist mill burned, about thirty-five years ago, attending a banquet of the Sand Lake Business Men's Association.

Passing through Pierson reminded me of O. H. Richmond, the local druggist, who was for many years the champion checker player of the world and who subsequently developed a chart by which he could tell the exact time by the position of the moon and stars. Mr. Richmond was an early contributor to the Tradesman, his articles purporting to emanate from Slab Siding and signed by Solomon Snooks attracting much attention all over the country, because of the homely manner in which they treated human frailties and ambitions. Mr. Richmond was an enthusiastic Free Mason and wrote a burlesque on the order which is still going the rounds of the newspaper press of the world, somewhat dilapidated by reason of frequent repetition and typographical errors. He wrote the ritual of a secret order, which he called the Pythonics, which had a great run in Northern Michigan a half century ago. It finally collapsed because of trouble caused by the personal disclosures introduced in the initiation features. Mr. Richmond subsequently removed to Grand Rapids, where he created a new secret order which he called the Sublime Order of Esoterics. During the World's Fair he rented a mansion in Chicago and fitted the upper floor up for a lodge room. He made a comfortable fortune during the summer of 1893 conferring the secrets of his new order on all who applied for \$100 per. He died about three years ago.

Passing Wood Lake, where Wm. McMullen made a fortune in the lumber business, which his children in Grand Rapids are now enjoying, I came to Maple Hill and turned East

to Coral, where I found the merchants were all enjoying a satisfactory trade. Mr. Rhodes told me that Saturday, May 1, was the biggest day's business he ever had in Coral. Druggist Woodall and the manager of the Jennings Hardware Co. assured me that their business had been unexpectedly good during the winter and spring.

At Trufant I was pleased to see the farmers coming in from all directions with loads of potatoes which they marketed at \$3 per bushel. A year ago the price was 30 cents. I could not help but notice how much larger the loads were and how much faster the drivers traveled when the going price was \$3 than was the case when 30 cents was the rule.

At Gowen Mrs. Stowe inspected the 500 broilers Christian Anderson is "raising for the resorters," while I looked up my long-time friend, the Danish dominie, who has ministered to the spiritual side of the Gowen people for over fifty years. He has recently passed his 71st birthday and certainly looks as though he would be spared to bless his people for many years to come.

I aim to cover the towns in the Danish colony every year and note the gradual progress the Danish people are making toward better living conditions. Every year the farms show improvement, the merchants show larger and better assorted stocks, the produce elevators show expansion and the banks show larger savings and commercial accounts. I wish all the peoples who come to our shores from the other side of the Atlantic were as sober minded and thrifty as our Danish cousins. E. A. Stowe.

Closer Watching of Markdowns.

The question of markdowns on ready-to-wear is receiving considerable attention from factors. This is not so much due to markdowns being excessive this Spring, as it is generally agreed that the reductions taken were quite light in accordance with cautious production and the absence of "plunging" on piece goods. The interest is occasioned by the increasing knowledge that a very accurate check on the business can be had by the careful listing of markdowns from the start to the end of a season. For one thing, from the markdowns taken, it is apparent at once whether an account is a profitable one or not. It has been the experience of a number of wholesalers that their markdown records show some buyers supply only a small volume of business at prices which are really profitable to the wholesaler.

Slips Are Selling Very Well.

An excellent business is being done in slips for Summer wear at present. Radium and crepe de chine are favored for wash slips, which are made with a shadow hem. Crepe-back satin is shown less at this time of the year than in the Fall. There are also some models of knitted silk and silk substitutes. White and many of the pastel shades are shown in the rayon garments, some of these fabrics having a high luster. Other slips of this material are made with a dull finish, and may be worn under transparent dresses. There is a fair showing of lace-

trimmed slips, a trend that has become more marked in recent seasons. The lace is applied in motifs to the top of the garment and also to the hem. There is also a reappearance of plain net set on the edge of the hem and straight around the top of the bodice.

Luggage Sales Are Held Back.

Among the many lines of merchandise that have been adversely affected by the weather this Spring are the various kinds of luggage. With the beginning of the Summer vacation season only about six weeks off, general sales of this merchandise are well behind those of a year ago. Business then was none too active. Fitted cases, suitcases, traveling bags and trunks are all quiet, as there has been little disposition as yet on the part of retail buyers to operate with any degree of freedom. For one thing, the paucity of consumer demand has left stocks more or less generally "long" and this, coupled with the sentimental effect of dullness in other lines, has worked very strongly against the manufacturers.

New Designs in Cretonnes.

Cretonnes are being developed in a variety of new printed patterns that greatly enhance the decorative value of the fabrics, according to wholesalers. In one pattern just brought out, for example, a map is shown in all-over design of large proportions. The map shows the contour of North and South America as it was conceived in 1631, that date with a Latin inscription in a shield being part of the decoration. The entire design is printed in colors on a yellow background, and small pictures of the main animals, birds and fishes native to each section are shown. Several large caravels crossing the ocean are also depicted. The pattern is one of a series which is being introduced to the trade.

Weather Aids Underwear Sales.

Considerable stimulation to sales of men's lightweight underwear has been given by the return of more seasonable temperatures. The demand continues very largely for athletic types in rayon novelties and nainsooks in striped effects and solid colors, but there is a growing demand for lightweight ribbed goods from certain parts of the country. Balbriggans still drag quite a little from all accounts, although the call for them is generally better than it was. Interest continues lacking in heavyweight goods for Fall delivery, and not much change in the situation is looked for this month.

Voile Undergarments Sell Well.

Voile undergarments continue to be in good demand. The buying covers pastel colored step-ins, chemises and gowns trimmed with lace or hand embroidery. Pajama sets and negligees of voile are likewise in active call. In the higher priced merchandise, negligees of flat crepe and crepe de chine are wanted in tailored effects, with contrasting colored borders or lace trimming. Glove silk underwear, particularly in the new light-weight styles placed on the market, is selling very well, according to leading wholesalers.

REAL VALUE



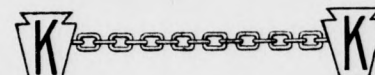
Ask
Your
Jobber

CRESCENT GARTER CO.
515 Broadway. New York City

For Quality, Price and Style

Weiner Cap Company

Grand Rapids, Michigan



\$600,000

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WOODWARD
AV.

(Detroit)

First Mortgage Serial
5½% Gold Bonds, Priced
to Yield

6%

Security is land and buildings having 230 feet frontage on Woodward Ave., comprising the entire block from Florence St. to Geneva St. except one small piece. Bonds also are the direct personal obligation of David T. Nederlander, whose net worth is largely in excess of this bond issue. Net earnings of property applicable to principal and interest, \$75,000 a year. Bonds will qualify as legal investment for Michigan savings banks upon completion of a theater now under construction.

A.E. KUSTERER & Co.

INVESTMENT BANKERS
AND BROKERS

MICHIGAN TRUST BUILDING.
CITIZENS 4267 BELL MAIN 2435

FIRE AND
BURGLAR
PROOF
SAFES

Grand Rapids
Safe Co.

Tradesman Building

RETAIL GROCER

Retail Grocers and General Merchants Association.

President—Orla Bailey, Lansing.
Vice-Pres.—Hans Johnson, Muskegon.
Secretary—Paul Gezon, Wyoming Park.
Treasurer—F. H. Albrecht, Detroit.

Broken Cases Due To Too Large Cases.

Apparently the broken case idea is becoming more of a menace as time goes on. There is unquestionably a larger volume of business passing through the packing room of the average wholesale grocer to-day than there was five years ago.

I believe it is generally admitted that merchandise moving through the broken package room is handled at a severe net loss and while an attempt is made by some to keep this loss at a minimum, by adding to the dozen price a nickel or a dime here and there the actual figures will show that the attempt is successful in only a very small way.

Conditions over which the jobber has little or no control are responsible to a decided degree, with all due respect to the theory advanced by some that if the jobber would insist that the retailer purchase in original case lots the problem would be solved.

It is the contention of the writer that there are two outstanding factors responsible for prevailing conditions as they relate the broken case evil:

1. If it were possible it would not be practical to sell many of the smaller retailers original case quantities of branded merchandise for the reason that his credit wouldn't justify it, and further his volume of business would make it impractical even if he did have a satisfactory rating.

2. Owing to the multiplicity of competing manufacturers' brands of products which are similar and yet which there has been created a demand for, and because the modern buyer has decreed that substitutions are out of order the retailer to-day is forced to carry many brands on which there is only a limited sale. The logical course would be to stock less brands and on the face of it, it looks simple and if it could be done successfully it would help materially to lessen the cost for every one but as a matter of fact the buying public has been served so well and has been educated up to a point that it is about as temperamental as a prima donna, and demands service de-luxe and frowns upon those who fail to supply it.

Conditions have changed and are changing constantly for the retail and wholesale grocer and in the attempt to keep in step with prevailing conditions many items of merchandise which at one time did show a profit are now being handled at a net loss, and the chief reason is because the unit package as packed by the manufacturer has not changed to meet conditions as they now exist.

If you dig deep enough you will find that the manufacturer is being penalized for his failure to acknowledge that conditions have changed and, as evidence of this, I submit the statement made by a representative of one of the largest producers of glass packing jars. Until a short time ago they packed their jelly glasses in a four

dozen case and although they had a demand for a smaller unit they failed to see the logic in a smaller one because the jobber would repack them when necessary. Some jobbers did, but always under protest, and then again other jobbers absolutely refused to sell other than the original case.

Eventually this manufacturer agreed to put out a one-dozen case as well as the larger one and his actual business has shown a decided increase and his distributors are now in a position to make a profit out of what previously was a net loss.

I have in mind a couple of more outstanding examples where similar changes have brought about most satisfactory results, but the above is sufficient to illustrate the point I have in view.

Now to some it may seem that the theory I am advancing is illogical and inconsistent in view of the fact that strenuous efforts are being made to eliminate the numerous varieties of sizes and styles which exist in almost every line of industry to-day. That is not the case, however.

The contention I make is that there should be in each line of merchandise a unit arrived at that will serve the larger buyer and another for the small buyer and that the packing of these units should be done in the manufacturers' plant and not in that of the wholesale grocer.

For instance, on a line where 75 per cent. of the sales to retailers go out in purchases of one dozen quantities, what logic is there in the smallest factory case being four dozen? Take, for example, the items of lye, and chloride of lime, how often do you find it necessary to break cases? A glance in any packing room tells the story. You find about four different brands piled upon the shelf and they go out mostly in dozen lots. Practically any dealer will use one dozen, but very few will take a four-dozen case.

I have before me a grocers' price book and I find listed fifteen varieties of one brand of soup. I believe it is safe to say that on at least thirteen of the varieties the average sale is a dozen cans and yet they are all packed in four dozen cases. Can any net profit be expected from a line under those conditions?

I was visiting with a buyer in a wholesale grocery recently and I brought up this subject. He said, "See that bottle of ammonia on my desk. There is a brand we have more call for than any other, but we don't sell much of it because it is packed three dozen to the case and the average buyer wants not more than two dozen and when we say a case contains three dozen, then he orders only a dozen, so we push a brand that is packed two dozen because our experience has proven that we can stretch an order from one to two dozen, but we fall down when we try three."

There is an example where the manufacturer is at fault but some day he will be forced to see the light.

There are at least two brands of baking powder which are packed in unpopular sizes. There is one brand of potted meat packed three dozen to

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

Sold From Coast to Coast

Putnam's



Originated and Made Only by
NATIONAL CANDY CO., INC.
PUTNAM FACTORY

HEKMAN'S

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

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



Hekman Biscuit Co.
Grand Rapids, Mich.

Pack Up Your Troubles And Bring Them Along!

Pack up your troubles in your old kit bag and bring them to Rochester. Every grocery expert in the industry will be there to help you.

Have you a pet little problem? Rochester's the place to have it straightened out, and June 21st-24th is the time.

So pack up your troubles and bring them along!



FLEISCHMANN'S YEAST
The Fleischmann Company
SERVICE

MEAT DEALER

the case when a two-dozen case would be responsible for more of it reaching the grocer's shelf and many more lines could be mentioned.

There is only one way these conditions can be changed and that is by repeated requests to the manufacturer and by pointing out to him that the advantage to be gained is mutual and a little patience and a lot of effort will be productive of benefits in my humble judgment.

This office invites your suggestions. You have undoubtedly some lines in mind on which the present style of packing is as out of date as the horse and buggy days, if you will let us know your suggestions we will be very glad to submit them to the manufacturer.

P. T. Green,

Sec'y Michigan Wholesale Grocers' Association.

Vitality and Meat.

In making our rounds of the market we recently met a friend who complained of not feeling the best. Being sincerely interested in his health we listened to his story. It seems that he has low blood pressure, resulting in lack of "pep," shortness of breath and general depression, part of which is, no doubt, pathological. His doctor told him, among other things, that he must eat more red meat. He told us the story in considerable detail, for the market reporter listens to and advises on everything from the daily prices of livestock and meats to settling salary increases and picking a wife. The two latter often go together. But here was a sort of departure from the usual. It has become so common to hear of physicians ruling meat out of the diet when anyone became ill or indisposed at all that a reversal of the order is refreshing, to say the least. If we have the courage to hold out long enough things will probably come out all right for the meat industry and sanity in the diet will prevail. Why, in the absence of facts, meat should be considered a detriment to health and forbidden to persons requiring nourishing food to bring back their vitality is inconceivable. Some satirical writers say that when red meat is taken away the patient becomes too weak to protest against any treatment given him and that doctors do not want red blooded men hanging around their offices. Seriously, modern medical science is developing the fact that meat was often denied persons when its use would have been beneficial and few of the ills attributed to its use were based on scientific determinations. In other words, a great deal of harm was done to individuals and to the meat industry because of unfounded theories, rather than facts. In the face of this it is reassuring to learn that some medical men have the courage to advise freer use of meat as a remedy for certain physical conditions. There are instances, without question, when elimination of meat proves of benefit, but modern science shows that such instances are by no means as usual as we have been led to believe.

Veal Cutlet With Mushrooms.

Mushrooms are thought of quite frequently in connection with broiled steaks, as well as in connection with other meat dishes, and to many they give an appealing flavor that is highly appreciated. It probably is not new to use them with veal cutlets, and yet we believe the use is not as general as it might be. While speaking of their use in this way it might be well to tell how a veal cutlet can be prepared so as to get the most satisfaction from its use. If the dish is to be strictly first class the veal cutlet must be carefully selected from a carcass which is the product of whole milk feed. The flesh should be light colored, or "white" as spoken of in trade. First dredge in flour after sprinkling with salt and pepper and fry in chicken fat if available. If there is no chicken fat handy butter may be used with equal satisfaction. The result will be a nicely browned cutlet containing all its inherent flavor and with the flour to absorb the proteins, salts and other substances contained in the meat the greatest utility will be received. The mushrooms should be fried in the same pan that was used for the meat and then served as a covering for it. This is a simple dish to prepare and if served with fluffy, mashed potatoes cooked just right, drained and with a generous portion of butter as well as rich milk or cream and seasoned with salt and pepper the main portion of the meal will be ready. To this may be added one or two other vegetables, such as string beans and green peas. Soup is hardly necessary, though grapefruit may be used as an appetizer. Hot rolls with good butter, rice, bread or tapioca pudding, or apple pie for dessert and black coffee will round out a dinner that could not be duplicated in the best hotel in the land, if the home cooking is up to the standard of the best of the American homes. Remember that cooking is a real art in its highest state and good cooks are highly prized in all stations of life. Even many of our Presidents have attested to that fact.

"Dog Eat Dog" Between Bakers.

The Bakers' Weekly tells an interesting story of how two rival bakers in Hoboken, trying to crowd each other out of a good location, have gotten themselves into a muddle whereby each finds himself a tenant of the other, instead of the "boss."

As the story runs, one Samuel Bier leased a store at 97 Washington street next door to the bakery of Bierman & Goodman of 95 Washington street, intending to open a bakery there in competition. It was a sublease from a woman who owned the original lease from the owners. Then Bier bought No. 95, intending to make Bierman & Goodman vacate the stand as soon as their lease expired. When Bier was about ready to open his bakery in the leased quarters at 97, he discovered that the owner of the premises was none other than Bierman & Goodman, who had bought it on a "safety first" basis and refused the newcomer a right to put out a sign on the premises. And now they are making faces at each other and wondering who will make the next move.

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Ship Us Your Current Receipts

FRESH EGGS and PACKING STOCK BUTTER

We Pay Full Grand Rapids Market Day of Arrival. Get in Touch With Us by Phone or Wire On Any Round Lots You Have to Offer.

KENT STORAGE COMPANY

WHOLESALE FRUITS AND PRODUCE
GRAND RAPIDS, MICH.

THE TOLEDO PLATE & WINDOW GLASS COMPANY

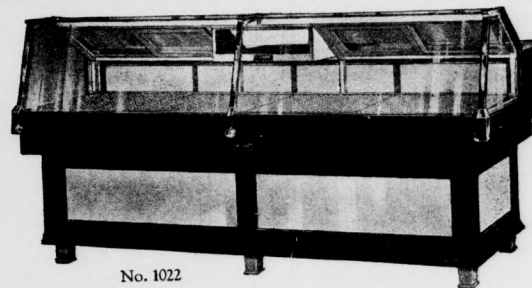
Mirrors—Art Glass—Dresser Tops—Automobile
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All kinds of Glass for Building Purposes
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STRAWBERRIES & PINEAPPLES

Season now under way, and prices reasonable. You can handle Strawberries and Pineapple profitably because you are sure of having the best obtainable shipped you promptly by

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This McCray Counter Refrigerator affords splendid display, enables prompt and convenient service to customers. Its fine appearance attracts and holds trade, gives customers confidence in your sanitary standards.

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REFRIGERATORS
— for all purposes —

HARDWARE

Michigan Retail Hardware Association.
President—George W. McCabe, Petoskey.
Vice-President—C. L. Glasgow, Nashville.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

A Worth-While Field For the Hardware Dealer.

Written for the Tradesman.

There are in the hardware business a number of lines which have not been developed to anything like their fullest possibilities. It will pay any hardware dealer to study his business and his stock now and then with a dispassionate eye; in order to determine if, perhaps, there are not some lines whose possibilities he has somewhat neglected, and which will pay for more pushing.

A line that is rarely pushed to its utmost possibilities is that of sprayers and spraying solutions.

In all our agricultural communities, increased attention is being paid to spraying, and to various methods of fighting the parasites which beset our farm crops. Agricultural organizations and agricultural journals are sedulously working to educate farmers in regard to the best methods of spraying.

The hardware dealer will find it worth while to keep in touch with what is being along these lines in his own community, to study what crops are handled and the appliances and solutions required to safeguard them, to link up with the educational work being carried on by agricultural organizations and experts, and to co-operate to the extent of pushing the spraying devices and solutions which, in most stores, are left to sell themselves.

In modern fruit growing especially, spraying is essential. Fifty years ago every farm had its orchard. In most communities to-day the old orchards have been killed off by parasites. In my own district between 20 and 25 years ago the San Jose scale wiped out most of the apple trees. Farmers then declared they could do nothing to stop the parasite; the only possible remedy was to burn the trees.

A few years after the tree-burning period I visited a certain district where fruit growing is a highly developed industry. I asked a man I met there if the growers had much trouble with the San Jose scale.

"Why, no," he said, in surprise. "We don't think anything of the scale down here. We just spray the trees and look after them. Spray and cultivate and prune, and the scale won't bother you."

And, as a matter of fact, the lime sulphur spray is an effective check to the scale and to many other parasitic pests.

In pushing spraying devices, solutions and similar lines, it is important to know your territory. Every farming community has its prejudices. If you understand just how your farmer patrons regard the spraying proposition, what methods they employ, what solutions they prefer and what results they are getting, you are in a position to approach them intelligently—either for the purpose of selling just what they use now, or of getting them to try

out something which represents improvement and greater effectiveness.

That you have a better article, and that you know it is better, is not enough. Nor is it enough to bluntly tell the farmer so. In fact, to bluntly tell the farmer you have an article better than the article in which he devoutly believes is often fatal to your prospects of doing business. It is far better to jolly him into experimenting on a small scale, and leaving the comparative results of old and new methods to speak for themselves.

I recall the experience of one hardware dealer who decided to see what could be done in developing these lines. He knew very little about practical farming; but he had sense enough to go in the first place to an intelligent farmer for his facts. From this farmer he secured the data to put out a good circular letter relative to the use of spraying solutions in combating various pests. He stocked one or two commodities necessary to make up a full line of solutions, and made a feature of spraying devices—barrel sprays and similar devices for large users, and hand sprays for the man who had a little garden of tea roses to look after. The first year the merchant did a little added business in this previously neglected line; and year by year, with the aid of a little advertising, he has brought repeat orders and new business, until to-day the department is an important one in his store, and he is generally recognized as something of an authority on spraying. For a dealer cannot handle such a line intelligently without building up a stock of practical information that is very helpful in catering to customers.

The "Swat the Fly" campaigns of other years might be paralleled by "Punch the Parasite" or "Banish the Bug" slogans to-day. Such slogans will appeal to a wide variety of interests.

The fruit grower is likely in most communities to prove a heavy purchaser of these lines. In this connection, it is desirable for the dealer to strongly urge the purchase of proper equipment for spraying. Many farmers refuse to engage in fruit growing as a side line because of the work of looking after their trees, and many farmers neglect to look after their orchards for lack of time. Efficient mechanical spraying devices will at least minimize the amount of labor required in spraying.

Incidentally, some business should be done with the town dweller who had a few fruit trees in his back yard. Ninety-nine per cent. of the fruit trees in most towns are about 20 per cent. efficient when it comes to actual fruit production. The lack of results is due to three primary lacks—lack of spraying, lack of pruning, and lack of fertilizing and cultivation. An advertising or circular letter appeal to the city fruit grower might emphasize this fact—that fruit trees pay for attention. Such a letter should deal, not merely with spraying, but with pruning devices, etc.

A little later in the season the potato bug will stimulate a demand for paras green. You might make the potato bug—a gigantic bug can easily be con-

BROWN & SEHLER COMPANY

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Automobile Tires and Tubes

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Garage Equipment

Radio Equipment

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Farm Machinery and Garden Tools

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Sheep lined and

Blanket - Lined Coats

GRAND RAPIDS, MICHIGAN



Instead of
Fragile Glass
use Unbreakable
CEL-O-GLASS

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FOSTER, STEVENS & COMPANY

Grand Rapids, Michigan

POOL TABLES For Sale

We have several first class tables at a very reasonable price. A great chance for lodges or club rooms to equip at low cost.

G. R. STORE FIXTURE CO.

Automatic 67143

Michigan Hardware Co.

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICHIGAN



Wholesalers of Shelf Hardware, Sporting
Goods and

Fishing Tackle

trived and colored—a striking central feature of a display devoted to sea-sonable spraying devices. The back yard gardener as a rule loves his little plot, and he will pay unhesitatingly for the joy of slaughtering the insect pests which are devastating his plants.

Every fair sized community has its rose fanciers. Other flowers are popular; but the rose is regarded as the queen of flowers. It seems as though no flower in existence is quite so susceptible to parasites; and each parasite calls for a different spraying solution. Get in touch with the secretary of your local horticultural society and find out what these solutions are. You will probably discover that about one rose fancier in ten has a proper spraying device for applying the solutions. Here is a limited market, but a good one, for hand spraying devices.

Spraying is also necessary for the poultry raiser, in order to keep down lice, mites and other parasites. In this case kerosene is sometimes used; but the commercial disinfectants handled in most hardware stores probably produce better results. Here, again, the mechanical spraying device is decidedly convenient; it saves a great deal of work and forces the solution into the usually inaccessible corners where it is most needed.

Spraying is particularly urgent for the town or city poultry raiser; since in town the birds have little space in which to run and are usually confined to small coops.

Most of these spraying lines can be linked up in advertising and display with allied lines. Thus the poultry sprays link up with grit, oyster shell, netting, chick foods, china eggs and similar supplies. The hand sprays and the spraying solutions for gardening use can be linked up with garden tools. And so on. It will, however, be worth while to devote at least one display to spraying devices and solutions alone with a "Banish the Bug" slogan to attract attention.

The more you know about spraying solutions the better. If you are able to tell—with dependable accuracy—just what sort of solution produces the best results with this, that or the other crop or parasite, you will find your community in time recognizing the fact and turning to you for advice. And the man who comes to you for information will linger to buy equipment. Victor Lauriston.

Not Particular.

During the convention in Denver in January, a hardware man from out in the sticks thought to avail himself of the opportunity for a good time, so declared the Volstead act inoperative for the period of his visit. He made it known to a few of his cronies that he intended to "throw a party" in his room on the second night of the meetings. Just before dinner time he ran across one of the bunch that he had invited on the previous day.

"Are you coming up to my party to-night?" he asked.

"I don't believe so," was the rejoinder. "I've got a case of laryngitis."

"Oh, bring it along," said the host "the boys will drink anything."

INDIANA CANNERS.

(Continued from page 15)

hibits and specially erected buildings on the grounds.

Here is presented an incomparable opportunity to advertise canned foods, a continuous exhibit and demonstration for six months to millions of interested people. No greater auxiliary to canned foods week could have been planned.

The managers have set aside a splendid space for canned foods and a model canning factory will be in actual operation. The department is located to great advantage and beautifully designed and decorated.

I think that Indiana, as a superb canning state where the industry is so important, should have there a fine exhibit and that her canners should back up the State exhibit with individual exhibits.

It seems to me from the big increases in the output of canned tomatoes, corn and peas that have recently been made that the canning industry is in a mood to expand and extend itself.

I am not one of those who favor a restriction of output. I believe that a large pack, of good quality in 1926, can be disposed of at a profit and all consumed. I advocate a policy of increased consumption rather than decreased production. I do not want the canning industry to take any steps backward. I want it to go onward and forward.

However, that policy will need to be coupled with a liberal publicity and advertising policy and you will please consider that my advice is un-influenced by selfish motives.

I have been connected with the canning industry of the United States for many years, as buyer, broker, traveling salesman, wholesale grocer and officer of canning associations, and I have unbounded confidence in its future progress.

Its usefulness to the world has been so splendidly demonstrated and its value to humanity fixed that it is now recognized as indispensable to the world's life, comfort and happiness.

In conclusion, I hope that the canning industry of this great State may progress, prosper and extend until the labels of Indiana canners become decorative features in all the store rooms and pantries of the world, thereby making Indiana and her canners famous, blessing God's people and spreading happiness.

Nickel "Smoke" Returns Via Machines

Machines have brought back the five-cent cigar—the good, old, everyday nickel "smoke," the need of which the late Thomas R. Marshall so poignantly and popularly expressed several years ago. The cost of the "makings" and the labor have remained high, but the automatic cigar makers now in use turn out 4,000 cigars a day, with four operators, as against a former average production of rarely more than 1,200 cigars per day for four hand workers.

And the five-cent cigar is back in volume—distributed from coast to coast—for in 1925 production was 2,673,637,626, out of a total cigar production of about 6,600,000,000.

Bell Phone 596 Citz. Phone 61366
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SPECIAL SALE EXPERTS
Expert Advertising
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MILLWRIGHTS & STEAM
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All kinds of machinery set and installed. Power plant maintenance. Boilers and Engines set.

TAKING INVENTORY

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

Sand Lime Brick

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

GRANDE BRICK CO.,
Grand Rapids.
SAGINAW BRICK CO.,
Saginaw.
JACKSON-LANSING BRICK
CO., Rives Junction.

A COMPLETE LINE OF

Good Brooms

AT ATTRACTIVE PRICES

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



5 lb.,
1 lb.,
1/2 lb.,
1/4 lb.,
Pkgs.

HARRY MEYER
Distributor
816-20 Logan St.
Grand Rapids, Michigan

Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

NEW PERFECTION

The best all purpose flour.

RED ARROW

The best bread flour.

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

Western Michigan's Largest Feed
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I. VAN WESTENBRUGGE

Grand Rapids - Muskegon
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The Food of the Future

CHEESE of All Kinds
ALPHA BUTTER
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BEST FOODS Mayonaise
Shortening

HONEY—Horse Radish
OTHER SPECIALTIES

Quality-Service-Cooperation

King Bee

Butter Milk

Egg Mash

18% Protein

The Mash you have been looking
for. A Buttermilk Mash at
a reasonable price.

Manufactured by

**HENDERSON MILLING
COMPANY**

Grand Rapids, Mich.

"The reliable firm."

You Make
Satisfied Customers
when you sell

"SUNSHINE" FLOUR

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

Genuine Buckwheat Flour
Graham and Corn Meal

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

COMMERCIAL TRAVELER

News and Gossip About Michigan Hotels.

Manistee, May 11—For the past three years it has been my custom to make semi-annual visits with my good friend, Henry M. Nelson, manager of this hotel, in the spring on my way up to Glen Lake, and in autumn when migrating to the South. I remember upon the occasion of one of my early visits, Henry asked me what criticism I had to offer concerning the operation of his institution, but I said then, as I reiterate to-day, that if he hasn't a real hotel man he certainly was a good imitation. He had the right notion as to what the public required, and he has never been spoiled with the success which has resulted from his efforts. At the outset he surrounded himself with competent lieutenants, and he still has them. As a steward on the Pere Marquette steamers for years, he knew what the public wanted and he has dealt fair with that public.

I do not know, all things considered, of a better operated hotel in Michigan, and as a small city proposition he supplies a service which cannot be excelled. Neatness prevails everywhere in the Chippewa. There is always an air of freshness and cleanliness prevailing at all times and there is something doing every day in the line of improvement. For instance, during the past winter several sample rooms, which were naturally non-productive, were converted into guest chambers, with baths, beautifully decorated and furnished, equal to any similar equipment in Western Michigan, and which will prove a very satisfactory investment, especially as the Chippewa has a wonderful demand for these during the tourist season. But not alone in its physical appurtenances does the Chippewa exist. The same chef with his corps of assistants are at the helm. The meals are well selected and their preparation is tasteful. If there were more Henry Nelsons the lot of the traveler would be one of continued comfort and happiness.

George Swanson showed me the new rooms which he has added to Ypsilanti's Huron the other day. There are forty of them contained in an additional two stories to the original plant and they are the very last word in hotel construction and furnishings. With this addition the Huron now is in the 100 room class and looks like a million dollars, and with the inauguration of same a new schedule of prices has been adopted—a downward revision. There will be no change in the minimum rate of \$1.50, but there will be an added number of rooms of this class. But his schedule calls for a reduction of 50 cents per day on all rooms not now in this class, and for a beautiful apartment with bath—outside mind you—the rate hereafter is to be \$2.50. A few rooms with combined tub and shower are listed at \$3. The unique feature of this reduction in rates rests on the fact that it was not made as a military necessity. The Huron always does a capacity business and would have continued to do so—with its additional rooms—but Mr. Swanson decided that the change in rates was purely a matter of equity, and there you are.

The death, last week, of Mrs. Nellie Murphy, at Mt. Clemens, brings to light the fact that as the successor of her deceased husband, John R. Murphy, some years ago, this capable woman built up one of the greatest hotel enterprises in Michigan, purely through individual effort. Her three hotels, the Murphy, the John R. Murphy and the Clementine, developed into nationally known enterprises under her marvelous management. I am referring to this episode for the reason that for a long time I have felt that hotel operation—successful operation, I mean, by women—has been achieved in spite of what might be deemed a prejudice

or doubt as to their ability to handle this line of business and build it up in importance.

Michigan has many such. I will not attempt to enumerate them all, but there are a few shining samples of unqualified success:

Five years ago the Hotel Wolverine, at Boyne City, was floundering in a mire of drought and discouragement. It is and was modern in every respect, but it was considered too large for the town. After utilizing the services of several managers—mere men—the owners promoted to its management Miss Marie Mortensen from a subordinate position and it immediately took on a new form of existence. I am glad to say this most estimable lady is still operating the Wolverine, makes it attractive to the public and pays regular dividends to its stockholders.

Mrs. Myrtle Lindsey, Hotel Lindsey, Imlay City, whose husband was called to the Great Beyond two years ago, took up the reins where her departed mate left off and her hotel is now the marvel of the Thumb district.

Down at Quincy, Mrs. Glenn Fillmore successfully operates the hotel by that name, and everyone in that section speaks in the warmest terms of praise of her accomplishments. You should participate in one of her chicken dinners and know why she succeeds. But this most excellent woman would shine in any walk of life.

The management of Charlevoix's hotel de luxe, the Belvedere, one of the best known summer resorts of Michigan, is exclusively in the hands of Mrs. Franklin C. Sears, and at Mackinaw City, Mrs. W. P. Robertson successfully conducts the Hotel Windermere, as well as Mrs. Frances Dodd and her Travelers Home, at Cheboygan.

At Ludington, Mrs. E. N. Heysett is sole manager of the popular Hotel Stearns, and Miss H. E. Sellner makes satisfactory dividends for the owners of Hotel Otsego, Jackson.

At Detroit Mrs. Tillie V. Brittain makes a noticeable success of her operation of the Montcalm, and we all know that one of Lansing's most important hostleries, The Porter, is presided over with unqualified success by Miss Agnes Schelling, and has been for a long period of years. Although one takes chances of speaking of a woman's activities of any "period" of years, we all know Agnes, and she doesn't look it. (I wonder if I have finally launched this into the breakers?)

I could mention many other similar cases, every one of which has indicated success, but I have only made mention of the above for the purpose of accentuating the claims I have previously made that women are to be reckoned with in all lines of industry; and hotel operation is no exception.

In the larger hotels everywhere she is in evidence in the management, accounting, stewarding and behind the desk. Why should she not become the "glad hand" of the future? All of the artistic and higher professions have been honored by her advancement and she may well be depended upon to establish a new era in hotel work.

As Mark Twain said: "The women, God bless them. We can't live with them or without them."

Remember Frank Duggan? Well, he is manager of the Pennsylvania, in New York, Statler's biggest hotel proposition, as well as assistant to Mr. Statler—the highest position in that organization. Besides which he is from Michigan, having been transplanted from the Detroit Statler. The Hotel Review has this to say about an idea of his recently accepted by Mr. Statler:

"At the monthly luncheon of department heads of the Hotel Pennsylvania last Saturday, F. A. Duggan, manager, presiding, introduced E. M. Statler. I view of the fact that

HOTEL BROWNING

150 Fireproof Rooms

GRAND RAPIDS

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

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

In KALAMAZOO, MICHIGAN is the famous NEW BURDICK

In the Very Heart of the City Fireproof Construction

The Only All New Hotel in the City. Representing a \$1,000,000 Investment
250 Rooms—150 Rooms with Private Bath—European \$1.50 and up per Day
RESTAURANT AND GRILL—Cafeteria, Quick Service, Popular Prices
Entire Seventh Floor Devoted to Especially Equipped Sample Rooms
WALTER J. HODGES, Pres. and Gen. Mgr.



WHEN IN KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine
Turkish Baths

Luxurious Rooms
ERNEST McLEAN, Mgr.

MORTON HOTEL

GRAND RAPIDS' NEWEST HOTEL

400 Rooms—400 Baths

Rates \$1.50, \$2, \$2.50 and up per day

The Center of Social and Business Activities

THE PANTLIND HOTEL

Everything that a Modern Hotel should be.

Rooms \$2.00 and up.

With Bath \$2.50 and up.

CODY HOTEL

GRAND RAPIDS

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

Columbia Hotel

KALAMAZOO

Good Place To Tie To



Hotel Whitcomb

AND

Mineral Baths

THE LEADING COMMERCIAL
AND RESORT HOTEL OF
SOUTHWEST MICHIGAN

Open the Year Around
Natural Saline-Sulphur Waters. Best
for Rheumatism, Nervousness, Skin
Diseases and Run Down Condition.
J. T. Townsend, Mgr.
ST. JOSEPH MICHIGAN

WESTERN HOTEL

BIG RAPIDS, MICH.

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

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.

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED

Rates \$1.50 and up
EDWARD R. SWETT, Mgr.
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HOTEL HERMITAGE

European

Room and Bath \$1.50 & \$2

JOHN MORAN, Mgr.

HOTEL CHIPPEWA

MANISTEE, MICH.

HENRY M. NELSON, Manager
European Plan, Dining Room Service
150 Outside Rooms \$1.50 and up
60 Rooms with Bath \$2.50 and \$3.00

CODY CAFETERIA

Open at 7 A. M.

TRY OUR BREAKFAST
Eat at the Cafeteria it is Cheaper
FLOYD MATHER, Mgr.

HOTEL DOHERTY

CLARE, MICHIGAN

Absolutely Fire Proof Sixty Rooms
All Modern Conveniences
RATES from \$1.50, Excellent Coffee Shop
"ASK THE BOYS WHO STOP HERE"

HOTEL RICKMAN

KALAMAZOO, MICH.

One Block from Union Station
Rates, \$1.50 per day up.
JOHN EHRMAN, Manager

HOTEL KERNS

Largest Hotel in Lansing

30 Rooms With or Without Bath
Popular Priced Cafeteria in Connection
Rates \$1.50 up
E. S. RICHARDSON, Proprietor

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

everyone present knew Mr. Statler had sailed a week before for Europe, with the A. H. A. tour party, there was some surprise which was dispelled when a radio cone was placed on the table. Mr. Statler's voice was heard for three minutes on the Hotel Pennsylvania's current needs. The method was simple. It was a Victor record being played in an adjoining room and amplified through a regular radio amplification unit. It is the first time office communications have been distributed in this way."

The idea originated with F. A. Dugan, who was tired of issuing mimeographed communications. "They are commonplace," he said. "We need a new medium, and proceeded to work out this one."

Thus is Mr. Statler able to be present in person at meetings of executives in all his hotels at the same time while he himself is in mid-ocean on his way to Europe.

The system will be adopted for dissemination of Mr. Statler's communications to all executives throughout the country.

In a certain Michigan town, which shall be nameless, they recently had a drive to raise funds for building one more hotel. The committee having the work in charge finally submitted its report which was: "Your committee has made a canvass and survey and we find that we do not need another hotel, present facilities which are only used about 80 per cent. being ample for our needs."

If more communities had gone into the proposition as thoroughly as this there would be fewer headaches among stock and bond holders. "Non-dividend sorrow," I believe they call it.

Look out for a bad check passer, Charles O. Fuller, who draws checks on the National Bank of Commerce, New York, and claims connection with the Carnation Milk Co., of that city. He recently victimized hotels at Battle Creek and Buchanan. Also keep a weather eye out for Frank L. Bradley, Frank Ashley and Harry J. Gunn, who are operating in Michigan along similar lines.

Hotel Harrington, Port Huron, is being perked up with fresh paint, new carpets, etc., getting ready for tourist business, which is already beginning to develop.

The midsummer meeting of the Michigan Hotel Association will take the form of a tour, to be conducted by T. F. Marston, Manager of the Eastern Michigan Resort Association. The first meeting will be at Hotel Wenonah Bay City, on Thursday, June 24, where the members will be the guests of Manager P. A. Shares at a banquet and ball. On Friday morning, June 25, they will leave Bay City at 8 a. m. for the Grand Lake Hotel, near Alpena, and will stop en route at Van Etten Lake Lodge for a complimentary luncheon at the hands of F. G. Cowley, owner and operator. They will arrive at Bliss Stebbins (Grand Lake) in time for another banquet and dance, all complimentary. Thence on Saturday morning for Mackinac Island where they will be the complimentary guests of the Grand Hotel, more eating and dancing. The tour will end on Sunday and members can arrange their own itinerary after leaving the Island.

It is hoped that members in the Upper Peninsula will avail themselves of this occasion to touch flesh with those from Southern Michigan. It was planned with this end in view, the officers feeling that this would be middle ground for a pleasant and profitable meeting, at the most enjoyable period of the year.

George L. Crocker is working like a trojan to get his latest candidate for hotel favor, the Olds, at Lansing ready for occupancy the first of June, so that he can house and entertain lavishly the delegates to the U. C. T. State convention to be held in that city the first week of June. That date is not far off, and starting the wheels to going in a

new hotel is some chase, but then you know George Crocker.

From information sent out from Washington the United States Government is about to undertake a survey of the food habits of the American people, with a view to ascertaining the particular foods being consumed, in what quantities, whether the foods consumed meet the nutritive needs of the people, and how and to what extent the food habits are affected by the nationality of the individuals, geographical location and resources. It is expected that this survey, which is to be conducted by the Home Economic Bureau of the Department of Agriculture, will develop much other important information along the same line.

This survey ought to be deeply interesting to the hotel fraternity, for within the past few years much stress has been placed upon the public dining rooms for the health of the public, inasmuch as the American people are dining less at home and patronizing the cafe to a greater degree. Naturally the feeding establishments are anxious to secure this class of patronage, and if the patron discovers that this practice agrees with his digestive tract, there will continue to be much more of it than even before.

The American people are less inclined to indulge in food excesses than ever before. The most of them are on a dietary stunt of some kind, and all of them are becoming more conservative in what they consume, both in quality and quantity. They want to avoid avoidupois, if they are inclined to take on flesh too freely, and about 70 per cent. of them are so inclined. Most all hotels which serve food in any quantity employ dietists to handle this problem of appropriateness, but too often they are inclined to annoy the sense of taste by some theory which makes tasteful food unessentials.

Everyone nowadays is equipped at the outset with a normal palate which creates a hankering for certain articles of food which the dietist would abhor, and it is quite a hardship to slack back to the balanced ration. Following the theory that the things we like to eat are bad for us, the pep has been taken out of the function of dining, and we now "eat to live," as it were, and cheat the organ of taste. For all that Uncle Sam may convince us that eating is only a vicious habit after all, and some embryo Volstead will see that our induction of food to the stomach is a subject for regulation.

However, all gastronomical subjects are not swine by any means, and some of us will feel that we "know what we want when we want it."

Frank S. Verbeck.

To save something each month develops self-control.

Old Gent (who has just sat on a young man's hat): Good gracious, what a start you gave me—I thought it was mine.

Sense in the head is what puts dollars in the bank.

\$6,300,000

General Public Utilities Company First Mortgage Collateral Trust

6½% Gold Bonds

Due April 1, 1956

A direct obligation of the Company secured by First Mortgage on properties appraised at \$3,500,000—further secured by pledge and deposit of First Mortgage Bonds, Secured Obligations, and Stocks of subsidiary Companies whose properties have an appraised valuation (in excess of bonds, obligations and stocks of such Companies not deposited under the Indenture) of over \$6,600,000.

Properties appraised in excess of \$18,000,000 which, after deducting bonds, obligations and preferred stocks of subsidiaries outstanding, leaves an equity of over \$10,000,000 or about 160% of this issue.

Net Earnings applicable to this issue are nearly 2½ times annual interest requirements.

Price 98 and Accrued Interest to Yield 6.65%

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New York

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Detroit

Statistics and information, while not guaranteed, are obtained from sources we believe reliable.

REYNOLDS

SLATE-CLAD SHINGLES

"Built First to Last"

7%

**FIVE
PROFITS**

We operate as farm and block subdividers; lot and house brokers, handling resales, leases and property management; home builders; financiers for homes erected by owners as well as professional builders; insurance agents—commenting upon our services the Michigan Securities Commission said that we were the only Corporation combining these various operations. Own \$10.00 Par Value Shares on Easy-Ownership Plan.

**Pay in Small Amounts
Like Savings Account**

Dividends are paid every six months—our field is growing amazingly—our activities call for a small amount of extra immediate capital. No one in Michigan, to our knowledge, enjoys our unique combination of services, our opportunity or our 5-fold ability to profit thereby. Every desirable feature of a Building and Loan investment plus extra earning operations.

HOME BUILDERS CORPORATION
22 DIVISION AVE., S. E., GRAND RAPIDS, MICH.

Preferred Shares Semi-Annual Profit-Sharing Participating in Profits Up To 12%
HOME BUILDERS CORPORATION
of Grand Rapids, Mich.

SAFETY OF A BOND
YET FULL EARNING POWER OF YOUR DOLLARS

Our enterprise includes the operations of the Builder, Broker, Finance Corporation, Real Estate Specialist and Insurance Agent. We are growing at a rapid rate in a thoroughly sound manner. We can put to work a few thousand dollars additional capital. Our record makes the securing of this an easy matter. Each dollar of yours earns you 7% FROM THE DAY IT IS PAID IN AND PARTICIPATES IN PROFITS UP TO 12% (Shares. Par value \$10.00).

Every Dollar Secured by "REGISTERED" MORTGAGES, LAND CONTRACTS and TITLE IN FEE TO PROPERTY. Facts proving the exceedingly high merit of this small issue are yours for the asking—all cards on the table—but you should investigate our credentials quickly. Men of sterling character and proved business ability constitute our board of directors.

ISSUE IS SMALL—SEND FOR FACTS NOW!

**COUPON
BRINGS YOU
ALL
FACTS**

Home Builders Corporation
22 Division Ave., S.E.
Grand Rapids, Mich.
Gentlemen:

Send me full and detailed facts regarding your investment opportunity; your 5 profitable sources of revenue; your 7% preferred shares participating in earning up to 12%; and your easy-ownership plan.

Name _____

Address _____

City _____ State _____

Name Carries Great Weight on Occasions.

Grandville, May 4—A rose by any other name would smell as sweet.

And that, no doubt, is true, but that a name sometimes carries great weight is susceptible of proof.

Anyone who has anything to do with writing for the press realizes the fact that a name carries great weight on occasions. Once upon a time a magazine editor wrote to James G. Blaine, then in the height of his fame, requesting an article from his pen for publication, stating that the price would be \$400, at the same time, by way of parenthesis, that an unknown writer would receive \$10 for such an article, but the difference in pay was on account of the name.

Jim Blaine took in the humor of the situation and wrote the publisher telling him to hire the writer in question, sign the name of Blaine, and send \$390 to him.

Thus was exemplified the fact that there is something in a name. Sometimes the utmost twaddle gets into print beneath a popular name. It is the name and not the real worth of the article that draws the ducats.

I readily call to mind a humble author sending a short story out to various magazines and having the same promptly returned. The little story bore the title "Old and in the Way." Nothing new in that surely. However, it was a rose with another name, and was not desired by the magazines. This tale, under the title "Grandma Seeks a New Home" sold the first time out. Was it a guilty conscience that shelved the story under the first title?

There is no accounting for tastes and it is a known fact that one cannot tread on tender toes without feeling the backwash of the owner.

A bird article, fairly well written, went the round of the farm press being returned to the writer with surprising promptness. One editor, who was at the head of a big farm journal, read the author a lesson for daring to speak a good word for that miserable pest known as the English sparrow. Did he not know that this little villain was the worst enemy the farmer had? Did he not know that it was the means of spreading the cholera over a vast extent of country? Did he not know that it was the enemy of every other bird and made it a point to destroy the eggs and young of other birds? The poor author, although he had had nearly twenty years of farm experience, did not know this. To the same farm journal he next submitted a defense of that black monster, the crow. This time the editor came back with a whole page of disgusted criticism, assuring the poor scribe that millions of young pigs were destroyed by the vicious crow; that myriads of young lambs had their eyes gouged out and that, in fact, there was no other pest so dangerous to the country as the crow.

To substantiate his claims the farm editor submitted notes from a college professor, mentioning a dozen different diabolisms of which the crow was guilty, and that professor recommended certain poisons that can be used for the purpose of exterminating that even worse pest than the crow, the sparrow.

The article defending the right of birds to live afterward found place in the columns of a daily newspaper which had no particular axe to grind.

The farm press will not publish the facts about bird life; they, however, seem to delight in enlarging upon the bad side of bird nature. They tell that the sparrow is an enemy of other birds, destroying nests and young, which is not susceptible of proof. It is no sin, however, for a good, pious old farmer to tear sparrow nests from the eaves of his barn and trample the helpless young birds beneath his heels. That is just retribution for being a sparrow. How few people there are who take any of the Bible sayings to themselves when such saying conflicts

with their seeming interests. The sparrow is an outlaw in the State of Michigan; the crow another. Neither of these birds have done one-quarter the things laid to them by their detractors, but have aided the farmer in myriads of ways for which they get no credit.

The damage committed by the crow has been estimated at hundreds of millions of dollars by the powder and gun factories of the Nation. Personal interest, of course, influences these men to demand the destruction of our birds.

A pat name oft times sells an article or a story which shows that there is more in a name than many people imagine.

There certainly is much in a name. Is it imaginable that our first great American hero, George Washington, could have accomplished anything beyond the mediocre had his cognomen been plain Joe Bowers or Sam Smith?

It is simply impossible to get the ear of the public through the press unless the names you use are agreeable to the ear, and tread on nobody's toes.

Like the article which absolutely failed under the title of "Old and in the Way," but met with instant acceptance under a more pleasing title, anything that reminds people, even publishers, of their own shortcomings, has not the ghost of a chance of acceptance.

A wealthy retired farmer living in a grand town house had with him his widowed mother. She was old and old fashioned. A room was fitted up in the woodshed where "Granny" passed the latter years of life.

When the old lady passed over, there was a grand funeral and the remains were consigned to earth beneath a magnificent monument. There were flowers and tears for the dead, only a hard chair and a woodshed room for the living. Is it any wonder that an accusing title startles editors and that only a soothing, meaningless one will be accepted for publication?

True it is that there is much in a name. Old Timer.

Good Fruit Prospects in Grand Traverse Bay.

Traverse City, May 8—F. Haserot, of the Haserot Canning Co., Northport, who has completed a tour of the fruit growing regions of Grand Traverse Bay, states that the prospects for full crops of cherries and apples could not be improved. Mr. Haserot is the president of a corporation engaged in selling food products at wholesale in Cleveland and the output of the company at Northport is sold by the Cleveland company. Mr. Haserot has entered into contracts with many cherry growers for the purchase of the product of their trees. Several such contracts cover a period of five years. Local canners compete vigorously with buyers from abroad for the output of the orchards. Montmorency, a sour cherry, which ripens about August 1, is preferred for canning. Sweet cherries that ripen early do not keep so well.

A firm of investors of Chicago has purchased a tract of land adjoining the railroad tracks, on East Front street, and will erect a cannery with all dispatch to cost \$65,000.

David A. Day erected a canning factory at Glen Haven last year, near the close of the season. He is preparing to operate the plant to capacity this year. His equipment is up-to-date. Cherries are washed, cooked and canned with automatic machinery.

Building operations are carried on extensively in Traverse City at present. Among the largest of the structures under construction are garages for Cole & Sly, and the Traverse City Auto Co., a morgue for H. L. Weaver, extensions to the factories of Johnson & Randall and the Grand Traverse Farm Implement Co. and a store building for Frank Sleder. A church, to cost \$100,000, is under construction. A. S. White.

Commends Tradesman's Position on Haugen Bill.

Grandville, May 8—Permit me to congratulate you on your caustic scoring of that outrageous farm measure now before the Congress known as the Haugen farm relief bill. Such paltering to vicious politics is amazing, and I read with delight your editorial, "Vicious to the Core," which has in no sense overstated the criminalities of the bill.

I had come near blazing into print over the unrighteous designs of these public plotters, but feared your readers might think I was making too strong a kick against the honest farmer. Now that you have done the job far better than I could a certain feeling of relief has come to my overburdened feelings.

The farmer is an American citizen, no better nor no worse than the average merchant, banker or laborer. He is entitled to fair treatment in common with his fellow citizens, no more no less. The idea of robbing the public treasury to buoy up and subsidize farm products, to make of the tiller of the soil an especial pet of the Nation in direct hostility to other members of the great American community is worse than highway robbery and cannot be countenanced.

The absolute fact is that the farmer is at present, East, West, North and South, enjoying a degree of prosperity never before equaled in the history of

the world. Why he should come in for petting and the taxing of the Nation for his especial benefit is beyond understanding. Again I congratulate you for speaking out in meeting in favor of the interests of the whole people as against any part or section.

Old Timer.

Benton Harbor—The F. P. Rosback Co., Fifth and Park streets, has merged its foundry and machine shop into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$54,200 has been subscribed and paid in, \$1,473.85 in cash and \$52,726.15 in property.

Administrators Sale.

The stock of drugs, druggist sundries and fixtures of the late C. D. Lane, of Harbor Springs, Mich., will be offered for sale on Tuesday, May 18, at 2 o'clock p. m. Brick store in the Post Office block may be rented at same low rental. The business is now being operated by the administrator. A splendid opportunity.

Emmet County State Bank, Administrator, Harbor Springs, Mich.

AWNINGS
will give
PROTECTION
and
DISTINCTION
to your
HOME, OFFICE,
STORE



Write for estimates and samples

CHAS. A. COYE, Inc.
Campau Ave. and Louis St.
GRAND RAPIDS, MICH.

Sell
ZIPPER
the candy
bar hit
of the year

A.R. WALKER
CANDY CORP.

OWOSSO
MUSKEGON
GRAND RAPIDS
KALAMAZOO
DETROIT

Mr. Stowe Says

I am not very friendly to collection concerns, but this one happens to be on the square—one in a thousand.

Only one small service charge. No extra commissions, Attorney fees, Listing fees or any other extras.

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

Merchants' Creditors Association of U. S.

208-210 McCamley Bldg., Battle Creek, Michigan

For your protection we are bonded by the Fidelity & Casualty Company of New York City.

Milk is a food not fully appreciated. Because it is a liquid many believe it is not nourishing. On the contrary, milk is the most nourishing of all foods—for people of all ages.

A slouchy sales person will give a customer the impression that the service of the store is shiftless. The store will be judged by its personnel.

Bought friends are poor bargains.

The spotlight, remember, reveals faults and failures as well as triumphs.

Soda Fountain Supplies 1926 Catalogue Just Out

EVERY OWNER OF A SODA FOUNTAIN
should write for one at once. **Best up-to-date Price List**
fully illustrated ever issued in Michigan, with prices
that are right.

Send this coupon today to

HAZELTINE & PERKINS DRUG CO.
Grand Rapids, Michigan.

Please send me catalogues checked below.

Name _____

Street or Ave. -----

City-----

State _____

Soda Supply Catalogue ☐ Fountain ☐ Fixtures ☐

Hazeltine & Perkins Drug Company

Manistee

Wholesale Only
MICHIGAN

Grand Rapids



Your foundation block for agood business
DWINELL-WRIGHT COMPANY
Boston Chicago Portsmouth, Va.

LEE & CADY
Wholesale Distributors for Michigan
Lower Peninsula

White House COFFEE

The Flavor is Roasted In!

WHOLESALE DRUG PRICE CURRENT

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

Acids			Cotton Seed			Belladonna		
Boric (Powd.)	12½	20	Cubeb	6 50	6 75	Benzoin	2 10	
Boric (Xtal)	15	25	Eigeron	9 00	9 25	Benzoin Comp'd.	2 55	
Carbolic	39	68	Eucalyptus	1 25	1 50	Buchu	2 66	
Citric	52	63	Hemlock, pure	1 75	2 00	Cantharides	2 80	
Muriatic	3½	8	Juniper Berries	4 50	4 75	Capsicum	2 25	
Nitric	9	15	Juniper Wood	1 50	1 75	Catechu	1 75	
Oxalic	15	25	Lard, extra	1 35	1 50	Cinchona	2 10	
Sulphuric	3½	8	Lard, No. 1	1 25	1 40	Colchicum	1 80	
Tartaric	40	50	Lavender Flow.	8 00	8 25	Cubeb	3 00	
			Lavender Gar'n	85	1 20	Digitalis	1 80	
			Lemon	4 00	4 25	Gentian	1 35	
Ammonia			Linseed, raw, bbl.	90		Ginger, D. S.	1 30	
Water, 26 deg.	08	16	Linseed, raw, bbl.	93		Guaiaac	2 20	
Water, 18 deg.	07	13	Linseed, bld. less 1	00	1 13	Guaiaac, Ammon.	2 00	
Water, 14 deg.	06	11	Linseed, raw, less	97	1 10	Iodine	95	
Carbonate	20	25	Mustard, artifil. oz.	35		Iodine, Colorless	1 50	
Chloride (Gran.)	10½	20	Neatsfoot	1 35	1 50	Iron, Clo.	1 35	
			Olive, pure	3 75	4 50	Kino	1 40	
			Olive, Malaga,			Myrrh	2 50	
			yellow	2 75	3 00	Nux Vomica	1 55	
			Olive, Malaga,			Opium	3 50	
			green	2 75	3 00	Opium, Camp.	85	
Balsams			Orange, Sweet	5 00	5 25	Opium, Deodora'd	3 50	
Copaiba	85	1 25	Origanum, pure	2 50		Rhubarb	1 70	
Fir (Canada)	2 55	2 80	Origanum, com'l	1 00	1 20			
Fir (Oregon)	65	1 00	Pennyroyal	4 00	4 25			
Peru	3 00	3 25	Peppermint	22 50	22 75			
Tolu	2 25	2 50	Rose, pure	13 50	14 00			
			Rosemary Flow.	1 25	1 50			
			Sandalwood, E.					
			L	10 50	10 75			
			Sassafras, true	1 50	1 75			
			Sassafras, art'l	75	1 00			
			Spearmint	12 00	12 25			
			Sperm	1 50	1 75			
			Tansy	10 00	10 25			
			Tar USP	65	75			
			Turpentine, bbl.	88				
			Turpentine, less	95	1 08			
			Wintergreen,					
			leaf	6 00	6 25			
			Wintergreen, sweet	3 00	3 25			
			birch	60	1 00			
			Wintergreen, art	9 00	9 25			
			Worm seed	9 00	9 25			
			Wormwood	9 00	9 25			
			Potassium					
			Bicarbonate	35	40			
			Bichromate	15	25			
			Bromide	69	85			
			Bromide	54	71			
			Chlorate, gran'd.	23	30			
			Chlorate, powd.					
			or Xtal	16	25			
			Cyanide	30	30			
			Iodide	4 65	4 85			
			Permanganate	20	30			
			Prussiate, yellow	65	75			
			Prussiate, red	35	40			
			Sulphate					
			Roots					
			Alkanet	30	35			
			Blood, powdered.	35	40			
			Calamus	35	75			
			Elecampane, pwd	25	30			
			Gentian, powd.	20	30			
			Ginger, African,					
			powdered	30	35			
			Ginger, Jamaica.	60	65			
			Ginger, Jamaica,					
			powdered	45	50			
			Gondenseal, pow.	8 50				
			Ipecac, powd.	5 50				
			Licorice	35	40			
			Licorice, powd.	20	30			
			Orris, powdered.	30	40			
			Poke, powdered.	35	40			
			Rhubarb, powd.	75	1 00			
			Rosinwood, powd.	40				
			Sarsaparilla, Hond.					
			ground	1 00				
			Sarsaparilla Mexican,					
			ground	80				
			Squills	35	40			
			Squills, powdered	60	70			
			Turmeric, powd.	75				
			Valerian, powd.	75				
			Seeds					
			Anise	35	40			
			Anise, powdered.	13	17			
			Bird, 1s	12	20			
			Canary	25	30			
			Caraway, Po.	30	25			
			Cardamon	4 00				
			Coriander pow.	30	20			
			Dill	18	25			
			Fennell	25	40			
			Flax	08	15			
			Flax, ground	08	15			
			Foenugreek pow.	15	25			
			Hemp	8	15			
			Lobelia, powd.	17	25			
			Mustard, yellow.	20	25			
			Mustard, black	22	25			
			Poppy	1 50	1 75			
			Quince	15	20			
			Rape	38	45			
			Sabadilla	11½	15			
			Sunflower	30	40			
			Worm, American	4 50	4 75			
			Worm, Levant.					
			Tinctures					
			Aconite	1 80				
			Aloes	1 45				
			Arnica	1 10				
			Asafetida	63	40			
			Paints					
			Lead, red dry	15½	15½			
			Lead, white dry	15½	15½			
			Lead, white oil	15½	15½			
			Ochre, yellow bbl.	7½				
			Ochre, yellow less	3	6			
			Red Venet'n Am.	3½	7			
			Red Venet'n Eng.	4	8			
			Patty	5	8			
			Whiting, bbl.	4½				
			Whiting	5½	10			
			L. H. P. Prep.	3 05	3 25			
			Rogers Prep.	3 05	3 25			
			Miscellaneous					
			Acetanalid	47	55			
			Alum	08	12			
			Alum, powd. and	09	15			
			ground					
			Bismuth, Subni-	3 87	4 07			
			trate					
			Borax xtal or					
			powdered	07	12			
			Cantharades, po.	1 75	2 00			
			Calomel	2 02	2 22			
			Capsicum, pow'd	48	55			
			Carmine	7 00	7 50			
			Cassia Buds	35	40			
			Caves	50	55			
			Chalk Prepared	14	16			
			Chloroform	51	60			
			Chloral Hydrate	1 35	1 85			
			Cocaine	12 10	12 80			
			Cocoa Butter	50	75			
			Corks, list, less.	40-10%				
			Copperas	2½	10			
			Copperas, Powd.	4	10			
			Corrosive Sublim	1 65	1 80			
			Cream Tartar	31	38			
			Cuttle bone	40	50			
			Dextrine	6	15			
			Dover's Powder	3 50	4 00			
			Emery, All Nos.	10	15			
			Emery, Powdered	8	10			
			Epsom Salts, bbls.	30				
			Epsom Salts, less 3%	10				
			Ergot, powdered	2	00			
			Flake, White	15	20			
			Formaldehyde, lb.	12	30			
			Gelatine	80	90			
			Glassware, less 55%.					
			Glassware, full case 60%.					
			Glauber Salts, bbl.	02½				
			Glauber Salts, less	04	10			
			Glue, Brown	21	30			
			Glue, Brown Grd	15	20			
			Glue, white	27½	35			
			Glue, white grd.	25	35			
			Glycerine	30	50			
			Hops	45	60			
			Iodine	6 45	6 90			
			Iodoform	7 35	7 65			
			Lead Acetate	20	30			
			Mace	1	50			
			Mace, powdered	1	60			
			Menthol	9 00	9 50			
			Morphine	11 13	11 93			
			Nux Vomica	4	30			
			Nux Vomica, pow.	17	25			
			Pepper black pow.	55	60			
			Pepper, White	60	65			
			Pitch, Burgudry	12½	20			
			Quassia	12	15			
			Quinine, 5 oz. cans	50	59			
			Rochelle Salts	30	35			
			Saccharine	80				
			Salt Peter	11	22			
			Selditz Mixture	30	40			
			Soap, green	15	30			
			Soap mott cast.	22½	25			
			Soap, white castile					
			case	12 50				
			Soap, white castile					
			less, per bar	1 45				
			Soda Ash	2	10			
			Soda Bicarbonate	3½	10			
			Soda, Sal	02½	08			
			Spirits Camphor	1	35			
			Sulphur, roll	3½	10			
			Sulphur, Subl.	04	10			
			Tamarinds	20	25			
			Tartar Emetic	70	75			
			Turpentine, Ven.	50	75			
			Vanilla Ex. pure 1	75	2 25			
			Vanilla Ex. pure 2	50	3 00			
			Zinc Sulphate	06	10			

GROCERY PRICE CURRENT

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

ADVANCED

Lard
Smoked Hams
Gasoline
Kerosine

DECLINED

Spareribs

AMMONIA

Arctic, 10 oz., 3 dz. cs. 3 75
Arctic, 16 oz., 2 dz. cs. 4 00
Arctic, 32 oz., 1 dz. cs. 3 25
Quaker, 36, 12 oz. case 3 85



AXLE GREASE

48, 1 lb. ----- 4 35
24, 3 lb. ----- 6 00
10 lb. pails, per doz. 8 50
15 lb. pails, per doz. 11 95
25 lb. pails, per doz. 19 50

BAKING POWDERS

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

K. C. Brand

Per case
10c size, 4 doz. ----- 2 70
15c size, 4 doz. ----- 5 50
20c size, 4 doz. ----- 7 20
25c size, 4 doz. ----- 9 20
50c size, 2 doz. ----- 3 80
80c size, 1 doz. ----- 3 85
10 lb. size, 1/2 doz. ----- 6 75
Freight prepaid to jobbing point on case goods.
Terms: 30 days net or 2% cash discount if remittance reaches us within 10 days from date of invoice. Drop shipments from factory.

BEECH-NUT BRANDS.



Mints, all flavors ----- 60
Gum ----- 70
Fruit Drops ----- 70
Caramels ----- 70
Sliced bacon, large ----- 5 40
Sliced bacon, medium ----- 3 30
Sliced beef, medium ----- 2 80
Grape Jelly, large ----- 4 50
Sliced beef, large ----- 4 50
Grape Jelly, medium ----- 2 70
Peanut butter, 16 oz. 4 25
Peanut butter, 10 1/2 oz. 2 90
Peanut butter, 6 1/2 oz. 1 85
Peanut butter, 3 1/2 oz. 1 20
Prepared Spaghetti ----- 1 40
Baked beans, 16 oz. ----- 1 40

BLUING

The Original

Condensed

2 oz., 4 dz. cs. 3 00
3 oz., 3 dz. cs. 3 75



BREAKFAST FOODS

Cracked Wheat, 24-2 3 85
Cream of Wheat, 15s 3 90
Cream of Wheat, 24, 14 oz. ----- 3 05
Pillsbury's Best Cer'l ----- 2 20
Quaker Puffed Rice ----- 5 60
Quaker Puffed Wheat ----- 4 30
Quaker Brist Biscuit ----- 1 90
Ralston Branzen ----- 3 20
Ralston Food, large ----- 4 00
Saxon Wheat Food ----- 3 90
Vita Wheat, 12s ----- 1 80

Post's Brands.

Grape-Nuts, 24s ----- 3 80
Grape-Nuts, 100s ----- 2 75
Instant Postum, No. 3 6 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

Jewell, doz. ----- 5 25
Standard Parlor, 23 lb. 8 25
ancy Parlor, 23 lb. ----- 9 25
Ex. Fancy Parlor 25 lb. 9 75
Ex. Fcy. Parlor 26 lb. 10 00
Toy ----- 1 75
Whisk, No. 3 ----- 2 75

BRUSHES

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

Stove

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

Shoe

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

BUTTER COLOR

Dandelion, ----- 2 85

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. ----- 12 8
Paraffine, 6s ----- 14 1/4
Paraffine, 12s ----- 14 1/4
Wicking ----- 40
Tudor, 6s, per box ----- 30

CANNED FRUIT

Apples, 3 lb. Standard 1 50
Apples, No. 10 ----- 4 75
Apple Sauce, No. 10 7 75
Apricots, No. 1 1 75
Apricots, No. 2 ----- 3 00
Apricots, No. 2 1/2 3 00
Apricots, No. 10 ----- 8 25
Blackberries, No. 10 10 50
Blueberries, No. 3 3 00
Blueberries, No. 10 ----- 14 50
Cherries, No. 2 ----- 3 75
Cherries, No. 2 1/2 ----- 4 50
Cherries, No. 10 ----- 15 50
Loganberries, No. 2 ----- 3 00
Loganberries, No. 10 10 00
Peaches, No. 1 1 50
Peaches, No. 1, Sliced 1 25
Peaches, No. 2 ----- 3 75
Peaches, No. 2 1/2 Mich 3 25
Peaches, 2 1/2 Cal. 3 00
Pineapple, 1 sl. ----- 1 75
Pineapple, 3 sl. ----- 2 60
Pineapple, 3 br. sl. ----- 2 40
Pineapple, 2 1/2 sl. ----- 2 90
Pineapple, 2, cru. ----- 2 60
Pineapple, 10 cru. ----- 9 00
Pears, No. 2 ----- 3 15
Pears, No. 2 1/2 ----- 4 25
Plums, No. 2 ----- 3 40
Plums, No. 2 1/2 ----- 2 80
Raspberries, No. 2, blk ----- 2 80
Raspberries, Red, No. 10 16 00
Raspberries, Black, No. 10 ----- 14 00
Rhubarb, No. 10 4 75
Strawberries, No. 10 12 00

CANNED FISH

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

CANNED MEAT

Bacon, Med. Beechnut 3 30
Bacon, Lge Beechnut 5 40
Beef, No. 1, Corned ----- 3 10
Beef, No. 1, Roast ----- 3 10
Beef, No. 2 1/2, Qua. sl. 1 85
Beef, 3 1/2 oz. Qua. sl. 1 75
Beef, 5 oz., Qua. sl. 2 35
Beef, No. 1, B'nut, sl. 4 50
Beefsteak & Onions, s 2 45
Chili Con Ca., 1s 1 35
Deviled Ham, 1/4s ----- 2 20
Deviled Ham, 1/2s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby ----- 52 1/4
Potted Meat, 1/4 Libby ----- 92 1/4
Potted Meat, 1/4 Qua. ----- 1 85
Potted Ham, Gen. 1/4 ----- 1 45
Vienna Saus., No. 1/4 ----- 1 45
Vienna Sausage, Qua. ----- 95
Veal Loaf, Medium ----- 2 65

Beef, 3 1/2 oz. Qua. sl. 1 75
Beef, 5 oz., Qua. sl. 2 35
Beef, No. 1, B'nut, sl. 4 50
Beefsteak & Onions, s 2 45
Chili Con Ca., 1s 1 35
Deviled Ham, 1/4s ----- 2 20
Deviled Ham, 1/2s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby ----- 52 1/4
Potted Meat, 1/4 Libby ----- 92 1/4
Potted Meat, 1/4 Qua. ----- 1 85
Potted Ham, Gen. 1/4 ----- 1 45
Vienna Saus., No. 1/4 ----- 1 45
Vienna Sausage, Qua. ----- 95
Veal Loaf, Medium ----- 2 65

Baked Beans

Campbells ----- 1 15
Quaker, 18 oz. ----- 85
Fremont, No. 2 ----- 1 30
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 ----- 3 75
No. 2 1/2, Lge. Green 4 50
W. Beans, cut 2 1 45
W. Beans, 10 ----- 8 00
Green Beans, 2s 1 45
Green Beans, 10s ----- 7 50
L. Beans, 2 gr. 1 35
Lima Beans, 2s, Soaked ----- 95
Red Kid. No. 2 ----- 1 25
Beets, No. 2, wh. 1 75
Beets, No. 2, cut ----- 1 20
Beets, No. 3, cut ----- 1 60
Corn, No. 2, Ex. stan. 1 30
Corn, No. 2, Fan 1 80
Corn, No. 2, Fy. glass 3 25
Hominy, No. 3 1 00
Okra, No. 2, whole ----- 2 00
Okra, No. 2, cut ----- 1 75
Dehydrated Veg. Soup ----- 90
Dehydrated Potatoes, lb. ----- 26
Mushrooms, Hotels ----- 26
Mushrooms, Choice 8 oz. ----- 44
Mushrooms, Sur Extra ----- 55
Peas, No. 2, E. J. ----- 1 65
Peas, No. 2, Sift. ----- 1 85
Peas, No. 2, Ex. Sift. ----- 3 25
Peas, Ex. Fine, French ----- 25
Pumpkin, No. 3 1 45
Pumpkin, No. 10 4 75
Pimientos, 1/4, each ----- 12 1/4
Pimientos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/2 ----- 2 25
Saurkraut, No. 3 1 40
Succotash, No. 2 1 65
Succotash, No. 2, glass ----- 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60
Spinach, No. 3 ----- 2 10
Spinach, No. 10 ----- 6 00
Tomatoes, No. 2 ----- 95
Tomatoes, No. 2 glass ----- 2 60
Tomatoes, No. 3, 1 60
Tomatoes, No. 10 ----- 6 00

CATSUP.

B-nut, Small ----- 1 90
Lily of Valley, 14 oz. ----- 2 60
Lily of Valley, 1/2 pint ----- 1 75
Paramount, 24, 8s ----- 1 45
Paramount, 24, 16s ----- 2 40
Paramount, 6, 10s ----- 10 00
Sniders, 8 oz. ----- 1 75
Sniders, 16 oz. ----- 2 55
Quaker, 8 1/2 oz. ----- 1 30
Quaker, 10 1/2 oz. ----- 1 40
Quaker, 14 oz. ----- 1 90
Quaker, Gallon Glass ----- 15 00

CHILI SAUCE

Snider, 16 oz. ----- 3 30
Snider, 8 oz. ----- 3 30
Lilly Valley, 8 oz. ----- 3 25
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 ----- 24
Longhorn ----- 24

Michigan Full Cream 24
New York Full Cream 32
Sap Sago ----- 40
Brick ----- 26

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 Wintergreen ----- 70
Beechnut Peppermint ----- 75
Beechnut Spearmint ----- 70
Doublemint ----- 65
Peppermint, Wrigleys ----- 65
Spearmint, Wrigleys ----- 65
Juicy Fruit ----- 65
Wrigley's P-K ----- 65
Zeno ----- 65
Teaberry ----- 65

COCOA.

Droste's Dutch, 1 lb. ----- 8 50
Droste's Dutch, 1/2 lb. 4 50
Droste's Dutch, 1/4 lb. 2 25
Droste's Dutch, 5 lb. 60
Chocolate Apples ----- 4 50
Pastelles No. 1 ----- 12 60
Pastelles, 1/2 lb. ----- 6 60
Pains De Cafe ----- 3 90
Droste's Bars, 1 doz. 2 00
Delft Pastelles ----- 2 15
1 lb. Rose Tin Bon ----- 18 00
7 oz. Rose Tin Bon ----- 9 00
13 oz. Creme De Cara-que ----- 13 20
12 oz. Rosaces ----- 10 80
1/2 lb. Rosaces ----- 7 80
1/4 lb. Pastelles ----- 3 40
Langues De Chats ----- 4 80

CHOCOLATE.

Baker, Caracas, 1/4s ----- 37
Baker, Caracas, 1/2s ----- 35

COCOANUT

Dunham's
15 lb. case, 1/4s and 1/2s 49
15 lb. case, 1/4s ----- 48
15 lb. case, 1/2s ----- 47

CLOTHES LINE.

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



COFFE ROASTED

1 lb. Package
Melrose ----- 37
Liberty ----- 28
Quaker ----- 44
Nedrow ----- 42
Morton House ----- 48
Reno ----- 39
Royal Club ----- 43

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

Maxwell House Brand.

1 lb. tins ----- 50
3 lb. tins ----- 1 47

Teifer Coffee Co. Brand

Bokay ----- 42

Coffee Extracts

M. Y., per 100 ----- 12
Frank's 60 pkgs. ----- 4 25
Hummel's 50 1 lb. 10 1/4

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

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 65
Quaker, Baby, 8 doz. 4 55
Quaker, Gallon, 1/2 ds. 4 50
Blue Grass, Tall 4s ----- 4 65

Blue Grass, Baby, 96 4 55
Blue Grass, No. 10 ----- 4 50
Carnation, Tall, 4 doz. 5 00
Carnation, Baby, 8 dz. 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

G. J. Johnson's Brand
G. J. Johnson Cigar, 10c ----- 75 00
Tunis Johnson Cigar Co.
Van Dam, 10c ----- 75 00
Little Van Dam, 5c ----- 75 50

Worden Grocer Co. Brands

Master Piece, 50 Tin ----- 35 00
Canadian Club ----- 35 00
Little Tom ----- 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 00
Starlight P-Club ----- 1 35
Tiona ----- 30 00
Clint Ford ----- 35 00

CONFECTIONERY

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

Mixed Candy

Kindergarten ----- 17
Leader ----- 16
X. L. O. ----- 13
French Creams ----- 16
Cameo ----- 19
Grocers ----- 11

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted 1 70
Choc Marshmallow Dp 1 70
Milk Chocolate A A 1 70
Nibble Sticks ----- 1 85
Primrose Choc. ----- 1 10
No. 12, Choc., Light ----- 1 65
Chocolate Nut Rolls ----- 1 30

Gum Drops Palls

Anise ----- 16
Citron Gums ----- 16
Challenge Gums ----- 14
Favorite ----- 20
Superior, Boxes ----- 22

Lozenges Palls

A. A. Pep. Lozenges 20
A. A. Pink Lozenges 16
A. A. Choc. Lozenges 16
Motto Hearts ----- 19
Malted Milk Lozenges 21

Hard Goods. Palls

Lemon Drops ----- 19
O. F. Horehound dps. 19
Anise Squares ----- 19
Peanut Squares ----- 13
Horehound Tablets ----- 19

Cough Drops Bxs.

Putnam's ----- 1 35
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 ----- 17
Atlantic Cream Mints ----- 30
Silver King M. Mallowa ----- 1 60
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

5 lb. boxes ----- 33

DRIED FRUITS

Apples
N. Y. Fcy., 50 lb. box 15 1/4
N. Y. Fcy., 14 oz. pkg. 16
Apricots
Evaporated, Choice ----- 20
Evaporated, Fancy ----- 33
Evaporated, Slabs ----- 28
Citron
10 lb. box ----- 48

Currants

Packages, 14 oz. ----- 15
Greek, Bulk, lb. ----- 15

Dates

Dromedary, 36s ----- 6 75

Peaches

Evap. Choice, un. ----- 27
Evap. Ex. Fancy, P. P. 30

Peel

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

Raisins.

Seeded, bulk ----- 10
Thompson's s'dles blk 9 1/4
Thompson's seedless, 15 oz. ----- 11
Seeded, 15 oz. ----- 13

California Prunes

90@100, 25 lb. boxes ----- 08
60@70, 25 lb. boxes ----- 10
50@60, 25 lb. boxes ----- 12
40@50, 25 lb. boxes ----- 13
30@40, 25 lb. boxes ----- 16
20@30, 25 lb. boxes ----- 25

FARINACEOUS GOODS

Beans
Med. Hand Picked ----- 05
Cal. Lima ----- 15
Brown, Swedish ----- 08
Red Kidney ----- 13

Farina

24 packages ----- 2 50
Bulk, per 100 lbs. ----- 06 1/4

Hominy

Pearl, 100 lb. sacks ----- 3 50

Macaroni

Mueller's Brands
9 oz. package, per doz. 1 20
9 oz. package, per case 2 60
Elbow, 20 lb. bulk ----- 2

GELATINE



26 oz., 1 doz. case --- 6 00
 3 1/2 oz., 4 doz. case --- 3 60
 One doz. free with 5 cases.
 Jello-O, 3 doz. --- 3 45
 Minute, 3 doz. --- 4 05
 Plymouth, White --- 1 55
 Quaker, 3 doz. --- 2 55

HORSE RADISH

Per doz., 5 oz. --- 90

JELLY AND PRESERVES

Pure, 30 lb. pails --- 3 30
 Imitation, 30 lb. pails 1 75
 Pure, 6 oz. Asst., doz. 1 20
 Buckeye, 18 oz., doz. 2 20

JELLY GLASSES

8 oz., per doz. --- 37

OLEOMARGARINE

Van Westenberg Brands
 Carload Distributor



Nucoa, 1 lb. --- 27
 Nucoa, 2 and 5 lb. --- 26 1/2
 Wilson & Co.'s Brands
 Certified --- 25 1/2
 Nut --- 20
 Special Roll --- 25 1/2

MATCHES

Swan, 144 --- 4 75
 Diamond, 144 box --- 6 25
 Searchlight, 144 box --- 6 25
 Ohio Red Label, 144 bx --- 4 75
 Ohio Blue Tip, 144 box --- 6 25
 Ohio Blue Tip, 720-1c --- 4 50

Safety Matches

Quaker, 5 gro. case --- 4 25

MINCE MEAT

None Such, 4 doz. --- 6 47
 Quaker, 3 doz. case --- 3 60
 Libby, Kegs, wet, lb. --- 22

MOLASSES



Gold Brer Rabbit

No. 10, 6 cans to case 5 70
 No. 5, 12 cans to case 5 95
 No. 2 1/2, 24 cans to cs. 6 20
 No. 1 1/2, 36 cans to cs. 5 15
 Green Brer Rabbit
 No. 10, 6 cans to case 4 40
 No. 5, 12 cans to case 4 75
 No. 2 1/2, 24 cans to cs. 4 95
 No. 1 1/2, 36 cans to cs. 4 20

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 60
 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, 2 1/2 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 25

NUTS.

Whole
 Almonds, Terregona --- 30
 Brazil, New --- 25
 Fancy mixed --- 22
 Filberts, Sicily --- 23
 Filberts, Virginia Raw --- 09 1/2
 Peanuts, Vir. roasted --- 10 1/2
 Peanuts, Jumbo, rstd --- 10 1/2
 Peanuts, Jumbo, rstd --- 11 1/2
 Pecans, 3 star --- 24
 Pecans, Jumbo --- 40
 Pecans, Mammoth --- 50
 Walnuts, California --- 25
 Saited Peanuts.
 Fancy, No. 1 --- 14
 Jumbo --- 17

Shelled.

Almonds --- 70
 Peanuts, Spanish, --- 11 1/2
 125 lb. baggs --- 32
 Filberts --- 22
 Pecans --- 1 10
 Walnuts --- 55

OLIVES.

Bulk, 5 gal. keg --- 8 50
 Quart Jars, dozen --- 6 50
 Bulk, 2 gal. keg --- 3 60
 Bulk, 3 gal. keg --- 5 25
 Pint, Jars, dozen --- 3 50
 4 oz. Jar, plain, doz. 1 35
 5 1/2 oz. Jar, pl., doz. 1 60
 9 oz. Jar, plain, doz. 2 35
 20 oz. Jar, Pl. doz. --- 4 25
 3 oz. Jar, Stu., doz. 1 35
 6 oz. Jar, stuffed, dz. 2 50
 9 oz. Jar, stuffed, doz. 3 50
 12 oz. Jar, Stuffed, --- 4 50
 20 oz. Jar, stuffed dz. 7 00

PARIS GREEN

1/4 s --- 31
 1 s --- 29
 2s and 5s --- 27

PEANUT BUTTER



Bel Car-Mo Brand

24 1 lb. pails --- 24
 8 oz., 2 doz. in case --- 26 1/2
 5 lb. pails, 6 in crate --- 12
 12 2 lb. pails --- 14
 14 lb. pails --- 50
 50 lb. tins --- 25
 25 lb. pails --- 25

PETROLEUM PRODUCTS

Iron Barrels
 Perfection Kerosine --- 15.1
 Red Crown Gasoline, Tank Wagon --- 18.7
 Solite Gasoline --- 21.7
 Gas Machine Gasoline --- 38.4
 V. M. & P. Naphtha --- 22.6
 Capitol Cylinder --- 39.2
 Atlantic Red Engine --- 21.2
 Winter Black --- 12.2



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 50
 Finol, 8 oz. cans, doz. 2 25
 Parowax, 100 lb. --- 9.3
 Parowax, 40, 1 lb. --- 9.5
 Parowax, 20, 1 lb. --- 9.7



Semdac, 12 pt. cans 2 70

Semdac, 12 qt. cans 4 60

PICKLES

Barrel, 1600 count --- 17 00
 Half bbls., 800 count --- 9 00
 50 gallon kegs --- 5 00
 Sweet Small
 30 Gallon, 3000 --- 42 00
 5 gallon, 500 --- 8 25
 Dill Pickles.
 800 Size, 15 gal. --- 10 00

PIPER.

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

PLAYING CARDS

Derby, per doz. --- 2 75
 Bicycle --- 4 75

POTASH

Babbitt's, 2 doz. --- 2 75

FRESH MEATS

Beef.
 Top Steers & Heif. --- 14 @ 17
 Good Steers & H'f. --- 14 @ 16
 Med. Steers & H'f. --- 13 1/2 @ 15
 Com. Steers & H'f. --- 10 @ 12 1/2

Cows

Top --- 14
 Good --- 13
 Medium --- 12
 Common --- 10

Veal.

Top --- 15
 Good --- 13 1/2
 Medium --- 11

Lamb.

Spring Lamb --- 35
 Good --- 31
 Medium --- 27
 Poor --- 25

Mutton.

Good --- 16
 Medium --- 14
 Poor --- 12 1/2

Pork.

Light hogs --- 18
 Medium hogs --- 16 1/2
 Heavy hogs --- 15
 Loins, Med. --- 27
 Butts --- 25
 Shoulders --- 21
 Spareribs --- 17
 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 --- 28 00 @ 30 00

Lard

Pure in tierces --- 16 1/2
 60 lb. tubs --- advance 1/4
 50 lb. tubs --- advance 1/4
 20 lb. pails --- advance 1/4
 10 lb. pails --- advance 1/4
 5 lb. pails --- advance 1/4
 Compound tierces --- 14 1/2
 Compound, tubs --- 15

Sausages

Bologna --- 12 1/2
 Liver --- 12
 Frankfort --- 17
 Pork --- 18 @ 20
 Veal --- 19
 Tongue, Jellied --- 35
 Headcheese --- 18

Smoked Meats

Hams, Cert., 14-16 lb. --- 31 1/2
 Hams, Cert., 16-18 lb. --- 31
 Ham, dried beef --- 32
 sets --- 21
 California Hams --- 32
 Planic Boiled --- 30 @ 32
 Hams --- 20 @ 44
 Boiled Hams --- 14 @ 17
 Minced Hams --- 33 @ 42

Beef

Boneless, rump 26 00 @ 28 00
 Rump, new --- 27 00 @ 30 00
 Mince Meat.
 Condensed No. 1 car. 2 00
 Condensed Bakers brick 31
 Moist in glass --- 8 00

Pig's Feet

Cooked in Vinegar
 1/4 bbls. --- 2 50
 1/2 bbls., 35 lbs. --- 4 50
 1 bbl. --- 10 00
 Kits, 15 lbs. --- 1 75
 1/4 bbls., 40 lbs. --- 3 50
 1/2 bbls., 80 lbs. --- 5 00

Casings

Hogs, per lb. --- 63
 Beef, round set --- 20 @ 30
 Beef, middles, set. --- 17 1/2
 Sheep, a skeln. --- 2 00 @ 2 25

RICE

Fancy Blue Rose --- 09 1/2
 Fancy Head --- 10 1/2
 Broken --- 05

ROLLED OATS

Silver Flake, 12 Fam. --- 2 25
 Quaker, 12 Regular --- 1 80
 Quaker, 12s Family --- 2 70
 Mothers, 12s, M'num --- 3 25
 Silver Flake, 13 Reg. --- 1 40
 Sacks, 90 lb. Jute --- 2 85
 Sacks, 90 lb. Cotton --- 2 90
 Steel Cut, 100 lb. sks. --- 3 25

RUSKS.

Holland Rusk Co.
 Brand
 18 roll packages --- 2 30
 36 roll packages --- 4 50
 36 carton packages --- 5 20
 18 carton packages --- 2 65

SALERATUS

Arm and Hammer --- 3 75

SAL SODA

Granulated, bbls. --- 1 80
 Granulated, 60 lbs. cs. --- 1 35
 Granulated, 36 2 1/2 lb. packages --- 2 30

COD FISH

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

Herring

Holland Herring
 Mixed, Kegs --- 1 10
 Mixed, half bbls. --- 9 25
 Queen, bbls. --- 18 50
 Milksters, Kegs --- 1 20
 Milksters, half bbls. --- 10 25
 Milksters, bbls --- 20 00
 K K K K, Norway --- 20 00
 8 lb. pails --- 1 40
 Cut Lunch --- 1 60
 Boned, 10 lb. boxes --- 16

Lake Herring

1/2 bbl., 100 lbs. --- 6 50
 Mackerel
 Tubs, 100 lb. fncy fat 24 50
 Tubs, 60 count --- 7 00

White Fish

Med. Fancy, 100 lb. --- 13 00

SHOE BLACKENING

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

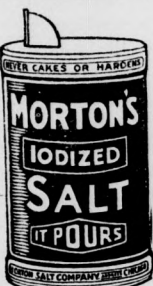
STOVE POLISH

Blackline, per doz. --- 1 35
 Black Silk Liquid, dz. --- 1 40
 Black Silk Paste, doz. --- 1 35

Enamaline Paste, doz. 1 35
 Enamaline Liquid, dz. 1 35
 E. Z. Liquid, per doz. 1 40
 Radium, per doz. 1 85
 Rising Sun, per doz. 1 35
 654 Stove Enamel, dz. 2 80
 Vulcanol, No. 5, doz. 95
 Vulcanol, No. 10, doz. 1 35
 Stovoil, per doz. 3 00

SALT.

Colonial, 24, 2 lb. --- 98
 Colonial, Iodized, 24-2 2 40
 Med. No. 1 Bbls. --- 2 50
 Med. No. 1, 100 lb. bg. --- 83
 Farmer Spec., 70 lb. --- 90
 Packers Meat, 56 lb. --- 57
 Crushed Rock for Ice cream, 100 lb. each --- 75
 Butter Salt, 280 lb. bbl. --- 24
 Block, 50 lb. --- 40
 Baker Salt, 280 lb. bbl. --- 4 10
 100, 3 lb. Table --- 5 75
 70, 4 lb. Table --- 5 25
 28, 10 lb. Table --- 5 00
 28 lb. bags, Table --- 42



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

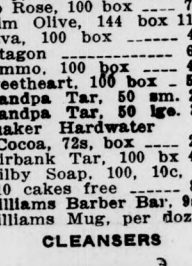


Bbls. 30-10 sks. --- 5 48
 Bbls. 60-5 sks. --- 5 63
 100-3 lb. sks. --- 6 13
 Bales, 50-3 lb. sks. --- 3 10
 Bbls. 280 lb. bulk:
 A-Butter --- 4 09
 AA-Butter --- 4 09
 Plain, 50 lb. blks. --- 40
 No. 1 Medium, Bbl. --- 2 47
 Tumesh, 70 lb. farm sk. --- 85
 Cases Ivory, 24-2 cart --- 1 85
 Iodized 24-2 cart. --- 2 40
 Worcester, 48-1 1/2 cs. --- 1 70
 Bags 550 lb. No. 1 med. --- 50
 Bags 25 lb. Cloth dairy --- 76
 Bags 50 lb. Cloth dairy --- 76
 Rock "C" 100 lb. sack --- 80

SOAP

Am. Family, 100 box --- 5 95
 Export, 120 box --- 4 80
 Big Four Wh. Na. 100s --- 3 75
 Flake White, 100 box --- 4 25
 Fels Naphtha, 100 box --- 5 50
 Grdina White Na. 10s --- 4 10
 Rub No More White
 Naphtha, 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 75
 Fairy, 100 box --- 7 85
 Jap Rose, 100 box --- 11 00
 Palm Olive, 144 box --- 4 90
 Lava, 100 box --- 6 25
 Octagon --- 4 85
 Pummo, 100 box --- 6 70
 Sweetheart, 100 box --- 6 70
 Grandpa Tar, 50 am. --- 2 00
 Grandpa Tar, 50 lge. --- 3 45
 Quaker Hardwater
 Cocoa, 72s, box --- 2 85
 Fairbank Tar, 100 bx --- 4 00
 Trilby Soap, 100, 10c. --- 8 00
 10 cakes free --- 8 00
 Williams Barber Bar. --- 9 50
 Williams Mug, per doz. --- 48

CLEANSERS



30 can cases, \$4.90 per case

WASHING POWDERS.

Bon Ami Pd, 3 dz. bx --- 3 75
 Bon Ami Cake, 3 dz. --- 3 25
 Brillo --- 85
 Climalline, 4 doz. --- 4 20
 Grandma, 100, 5c --- 4 00
 Grandma, 24 Large --- 3 75
 Gold Dust, 100s --- 4 00
 Gold Dust, 12 Large --- 3 25
 Golden Rod, 24 --- 4 25
 Jinx, 3 doz. --- 4 50
 La France Laun., 4 dz. --- 3 60
 Luster Box, 54 --- 3 75
 Old Dutch Clean. 4 dz --- 3 40
 Rinso, 40s --- 3 20
 Rinso, 24s --- 5 25
 Rub No More, 100, 12 --- 3 85
 Rub No More, 18 Lg. --- 4 00
 Spotless Cleanser, 48. --- 3 85
 20 oz. --- 3 25
 Sant Flush, 1 doz. --- 3 15
 Sapolio, 3 doz. --- 3 45
 Soapine, 100, 12 oz. --- 4 00
 Snowboy, 100, 10 oz. --- 4 80
 Snowboy, 24 Large --- 7 20
 Speedee, 3 doz. --- 4 00
 Sunbrite, 12 doz. --- 4 00
 Wyandotte, 48 --- 4 75

SPICES.

Whole Spices.

Allspice, Jamaica --- 24
 Cloves, Zanzibar --- 40
 Cassia, Canton --- 25
 Cassia, 5c pkg., doz. --- 40
 Ginger, African --- 15
 Ginger, Cochlin --- 30
 Mace, Penang --- 1 10
 Mixed, No. 1 --- 24
 Mixed, 5c pkgs., doz. --- 45
 Nutmegs, 70 @ 90 --- 78
 Nutmegs, 105-110 --- 70
 Pepper, Black --- 45

Pure Ground in Bulk

Allspice, Jamaica --- 18
 Cloves, Zanzibar --- 46
 Cassia, Canton --- 26
 Ginger, Corkin --- 38
 Mustard --- 32
 Mace, Penang --- 1 30
 Pepper, Black --- 50
 Nutmegs --- 75
 Pepper, White --- 60
 Pepper, Cayenne --- 32
 Paprika, Spanish --- 42

Seasoning

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

STARCH

Corn
 Kingsford, 40 lbs. --- 11 1/2
 Powdered, bags --- 4 00
 Argo, 48, 1 lb. pkgs. --- 4 05
 Cream, 48-1 --- 4 80
 Quaker, 40-1 --- 07

Gloss

Argo, 48, 1 lb. pkgs. --- 4 05
 Argo, 12, 3 lb. pkgs. --- 2 96
 Argo, 8, 5 lb. pkgs. --- 3 35
 Silver Gloss, 48, 1s --- 11 1/2
 Elastic, 64 pkgs. --- 5 35
 Tiger, 48-1 --- 3 50
 Tiger, 50 lbs. --- 06

CORN SYRUP.

Corn
 Blue Karo, No. 1 1/2 --- 2 27
 Blue Karo, No. 5, 1 dz. --- 3 11
 Blue Karo, No. 10 --- 2 81
 Red Karo, No. 1 1/2 --- 2 87
 Red Karo, No. 5, 1 dz. --- 3 49
 Red Karo, No. 10 --- 3 29

Imt. Maple Flavor.

Orange, No. 1 1/2, 2 dz. --- 3 00
 Orange, No. 5, 1 doz. --- 4 19
 Orange, No. 10 --- 3 99

Maple.

Green Label Karo --- 5 19

Maple and Cane

Mayflower, per gal. --- 1 55

Maple.

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

TABLE SAUCES

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

TEA.

Japan.

Medium --- 27 @ 33
 Choice --- 37 @ 46
 Fancy --- 54 @ 59
 No. 1 Nibbs --- 54
 1 lb. pkg. Sifting --- 13

Gunpowder

Choice --- 35
 Fancy --- 40

Ceylon

Pekre, medium --- 55

Human System Speaking Through the Appetite.

We read in the papers of a young woman who has completed a fast of thirty days for the benefits of health. She says that her appetite is not satisfied with fruits and vegetables as formerly, but craves meat. Whether she will be given meat at this time or not is aside from the point to be made from her experience. She wants meat because that is what her body needs. In other words, she has been kept alive by drawing on her store of essential elements and the breaking down of stored molecules containing these elements made her fast possible. Of course, this process could not go on indefinitely any more than a motor can run after the stored gas has been exhausted. Her system continually calls upon her to replenish the elements that have been used and the call has been constant and persistent. It does not seem strange that the call of the appetite should be for meat, since in meat she will find the needs of her body in just about the right proportions. In other foods made up of carbohydrates chiefly, many of the essential things she needs will be lacking. They will be used while she is becoming adapted to eating again in all possibility, but she must finally get the elements she needs, either through meat eating or in some other way. Meat will furnish them directly and in a satisfying manner. Nature is wonderful in its functioning and in our daily lives the craving we feel for food when we are well and the pleasure we receive from eating it prevent us from neglecting ourselves as we undoubtedly would were it not for this constant and persistent craving. True, meat is not eaten in large quantities by all races, and it is found that rebuilding of the body can go on without it, but the essential elements of life must be obtained by consuming them in some way or through conversion of other elements in the body to its requirements. If this is not done ill health and death result. To most of us meat is an admirable food and thoroughly adaptable to the body requirements, besides giving fullest satisfaction to the appetite and liberal strength and vigor.

Loin Lamb Chops Are Good.

One of the advantages of daily market information on meats and other food commodities is that they tend to keep listeners informed on supply, quality and relative values of the food supply. In this way consumers may know the particular kinds of foods low in price and high in quality, or otherwise, as the case may be. The amount of detail work connected with securing this timely information and the machinery necessary to its distribution are such as to be beyond the power of any individual, to say nothing of the training necessary to a proper analysis of market conditions. We have already told about chucks of lamb, pointing out their relatively low value and how they can be used to advantage. A recent slump in wholesale values of lambs has been very displeasing to producers and wholesale dealers, but their disadvantage is a benefit to consumers. Recently

loins of lamb have been selling very much lower in price than usual in the wholesale markets. This is the section that loin lamb chops come from of course. This condition refers to certain marketing sections more than to others. This is considered one of the most desirable cuts in the whole carcass meat group, and it is difficult to understand why consumer demand should be neglectful at the present time. It is partly due, without question to the high prices recently charged for it when lamb carcasses sold on high levels, and it takes some time to direct consumers again to a cut after avoiding it because of price. Retailers should co-operate with the different factors in the industry and with consumers, and give a better outlet to this very desirable meat dish, especially now when all lamb meat is juicy and tender, being fed on grain and other dry food. Lamb chops, as well as other cuts of lamb, are recommended freely by doctors when other meats are not, because of their digestibility and low fat content. The lamb chop and slice of pineapple that is said to reduce weight might be tried now at a profit.

Are You Resigned?

To be resigned—self-satisfied, contented—will result in cold comfort some hot day—

No successful man is satisfied—he may be gratified, but never satisfied—

The most powerful narcotic is self-satisfaction—

The moment a man settles down and is satisfied with the amount of business he is doing, he drinks the hemlock—

The urge to surpass yesterday and be a bigger, better man to-day, is always present in the man who is forging ahead—

Satisfaction is Stagnation—

Your "winter of discontent" will be twelve months long if you fail to keep up the fire of increased purpose—

This old world has millions of men stuck in the mud of satisfaction.

The Universal Panacea.

If you are poor—work.

If you are rich—continue to work.

If you are burdened with seemingly unfair responsibilities—work.

If you are happy—keep right on working. Idleness gives room for doubts and fear.

If disappointments come—work.

If sorrow overwhelms you, and loved ones seem not true—work.

When faith falters and reason fails—just work.

When dreams are shattered and hope seems dead—work. Work as if your life were in peril. It really is.

No matter what ails you—work.

Work faithfully—work with faith.

Work is the greatest remedy available.

Work will cure both mental and physical afflictions.

News From the Suicide Club.

A new drink—Aeroplane Cocktail. One drop will kill you.

Subservience on the part of clerks is not necessary with any class of trade, but respect is due to all customers.

Nucoa

"The Food of the Future"

is so well known, so highly thought of, so thoroughly tested, that grocers confidently recommend it to their most fastidious customers.

Two full pages in the "Saturday Evening Post" this month, May 1st and May 29th, will tell of this new delicacy.



THE BEST FOODS, INC.

New York

Chicago

San Francisco

BEECH-NUT PEANUT BUTTER



Sales of Beech-Nut Peanut Butter always respond to your selling and advertising efforts. Preferred by discriminating people everywhere.

Counter and window displays will stimulate the turnover on this nationally advertised product. Write for our attractive display material.

BEECH-NUT PACKING COMPANY

"Foods and Confections of Finest Flavor"

CANAJOHARIE

NEW YORK

Secretary Davis Proves Himself an Ass and Ignoramus.

Grandville, May 11—There is a crisis in English affairs which, according to some alarmed statesmen, threatens the very government's existence.

With 5,000,000 workmen out on strike, with newspaper workers walking out, the various journals ceasing publication, with Premier Baldwin announcing the nation on the verge of civil war there is little wonder that a vague alarm pervades the British public. Not all workers over there are trades union slaves. Millions of laboring men are free from the thrall of the whip of the union slave driver, and in this fact lies the safety of the British government itself.

Englishmen are not easily scared stiff over union threats. Socialistic bombast will never stampede the sturdy British people into civil strife.

The government is strong enough to curb all law disturbers. Much misery will result, no doubt, and in the end the men who bowed their neck to union tyranny will return to their duties, humbled and far less likely to get their demands than before the strike.

In all history strikes have never really benefited the laboring man. There are other ways in which to arrive at justice than through the operation of a general suspension of work through strikes. Britain will doubtless not hesitate to use the army when occasion makes it necessary, which seems likely in the present instance of unrest in that country.

We of America know something about strikes which bring disaster every time; not only to the whole people, but to the rampant strikers themselves.

Those most blameworthy for these labor outbursts are not always the worst sufferers. We in America are in a prosperous condition, while in the mother country there has long been lack of employment for a large number of workers who have been coddled through the use of government doles. These doles will not cease and much suffering will doubtless result.

Civil war in England is unthinkable, and yet union leaders are mad enough to go even to that extent in carrying out certain wicked designs on the public.

The public, however, cannot be terrorized by these near reds and the strong arm of the British government will know how to act in an emergency. There are wise heads who see but a brief flurry in this sudden outbreak in England. Coal the country must have and America is ready to send a supply when the demand comes. However, it may never reach such a point. Premier Baldwin may be more frightened than hurt. Nevertheless the King has taken a hand and declared that a crisis exists.

Secretary of Labor Davis coincides with the views of the striking coal workmen, declaring they have not been paid a living wage. By so doing he shows how little sense he has, because a public official of a friendly nation has no business to go out of his way to comment on the internal affairs of another nation. In violating all the proprieties he thus writes himself down as an ass and an ignoramus, utterly unworthy of holding any office within the gift of Uncle Sam.

Judging from the fact of the suspension of many of the British newspapers one may well believe that over there as well as in this country the public press is under control of labor unions. Such control has long been in evidence in America, much to the detriment of liberty of speech through the public press.

The American public will watch with interest the outcome of this latest effort on the part of labor unions to dictate where wages and output are concerned. It may be only a slight flurry, which will soon pass away, and it may be a strong and forceful hand,

taking hold of British industries, in which much good or much harm may ensue.

Nearly all the great strikes we have had in America have failed to bring added prosperity to the wage earners engaged in the strike. In England there is doubtless more justice in the demands of the coal miners than is often the case over here.

The administration of Premier Baldwin is on trial.

Lloyd George and his friends are doubtless willing that the Premier may suffer some baffling problems to overcome him, yet in the long run, as loyal adherents to the crown and patriotic citizens, they will not refuse to stand solidly behind any steps the government may take in administering the necessities of the present occasion.

Civil war in England?

There is not the slightest indication of such a result coming from this great coal strike. Wiser councils will prevail and the sturdy sons of the mother country will worm their way out of present difficulties in a manner satisfactory to themselves and the remainder of the world.

The British people are not given to revolution. For too many centuries have they stood behind their sovereign and parliament in defense of good government to fail now in this enlightened century of our world.

Even though America might proffer words of advice to the troubled leaders of British governmental affairs, it is nowise likely that this will be done. We over here have had our fill of labor troubles and have usually come through them with fairly good grace, with no sign that civil war was anywhere in the offing.

An intelligent people like the British and American know how far they can go and keep within the bounds. Socialists and reds have tried time and again to incite bloody insurrections and introduce the red flag at the head of parades, all to no purpose here in America, and it is not likely that they are to have better success in the mother land.

Without the least excitement we of America may adjust ourselves to the situation and await the outcome of the sympathetic strike, borrowing no trouble over this sudden burst of flame from the tight little isle.

Old Timer.

Sterilizing Eggs With Electricity.

A recent application of electric heat is in the sterilization of eggs, the Pacific Coast having demonstrated the success of the first machines equipped for this purpose in that section.

Sterilization is accomplished by passing the egg through an oil bath at 235 degrees Fahrenheit, the oil filling the pores in the eggshell and preventing air from entering. It is said that tests have been made which indicate that eggs so treated have been kept odorless and fresh for years.

A recent installation was made at the Wilsey Bennett Co. of Petaluma. The machine has a capacity of 360,000 eggs per ten-hour day, although it can be regulated to almost any speed up to that point. The eggs are automatically dipped for 3½ seconds. Prior to the use of electric heat, steam, kerosene, natural and artificial gas or gasoline were used as fuels. It is found that, although the fuel cost remained about the same as with gas, close heat regulation was obtained only with electricity. Further advantages of electric heat were found to be cleanliness and a saving in labor, two men only being needed with the electrical process, while a third was formerly used.

Insufficient Funds.

An old darky, named John Jones, upon leaving Atlanta, Ga., went to his bank, which was a colored institution, and had his book balanced, which showed a balance of \$200.

Landing in Cincinnati, the old darky issued a check on the Atlanta bank for \$200, payable to a Cincinnati bank. In a few days the check was returned marked "Insufficient Funds," whereupon the Cincinnati bank sent an enquiry to the Atlanta bank about the darky's account and the balance they showed on the pass book, against which no checks had been issued. The following reply was received:

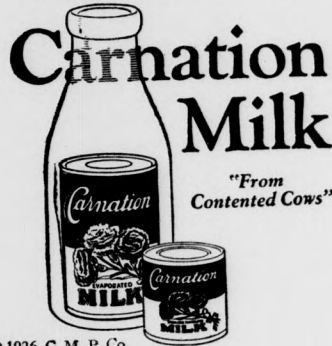
"Gentlemen:

"We's don't mean that John Jones ain't got sufficient funds, but we's mean that our funds are insufficient."

An investment worth protecting

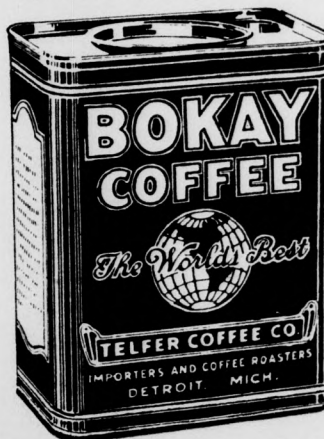
Every regular customer of your store represents an investment by you. You have invested good service and good value, and have got good will in return. Protect that investment. Make it always easy for your customers to buy of you such nationally preferred products as Carnation Milk.

Carnation Milk Products Company
533 Carnation Bldg., Oconomowoc, Wis.



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DELICIOUS



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, \$4 per inch. Payment with order is required, as amounts are too small to open accounts.

Exchange For Merchandise — Splendid eighty-acre farm, located in potato and resort section North Western Michigan. Good buildings. D. H. Hunter, Rockford, Mich. 254

For Sale—The landmark of Ionia. On the best corner in the town. The Bailey Hotel, which is known all over the state. I have other business to take care of so I will sell very cheap. Price \$7,500. Terms to suit. Rent less than \$1 per room per week. Fifty rooms. The house has been kept in very good shape. For further particulars address Bert B. Baxter, Proprietor, Ionia, Mich. 255

Want to hear from owner of good farm for sale. B. Esse, Water St., Albert Lea, Minn. 256

MERCHANDISE SALES CONDUCTORS—Greene Sales Co., 142-146 N. Mechanic St., Jackson, Mich. 243

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

STORE BUILDING FOR RENT—Good location for shoes and gents furnishings. Neither line fully represented in town. F. E. Brooks, Clarksville, Mich. 249

Gall Stones—Your bilious colic is the result; no indigestion about it. Free booklet. Avoid operations. Brazilian Remedy Co., 120 Boylston St., Room 320, Boston, Mass. 251

WANTED—Man wants permanent position with reliable furniture, hardware, or grocery store. Three years' experience in furniture and undertaking; six months' in hardware; sixteen months' in stock room. Steady, dependable, satisfactory worker. Splendid references. Address No. 252, c/o Michigan Tradesman. 252

SHOE SALESMAN WANTED—Address the WALK-OVER store, Petoskey, Mich., giving references, experience, age, and salary wanted. 253

For Sale—Grocery stock and fixtures, in Muskegon. Cash sales last year \$38,558. Have other business and cannot care for both. Address No. 241, c/o Michigan Tradesman. 241

FOR SALE OR RENT—A new store building, in a live town, 500 feet from railroad, across the street from bank. Has electric lights and large show windows. Inquire BENJAMIN RANKENS, Hamilton, Mich. 246

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.

ARE YOU SELLING OUT? Will pay highest amount in cash for your entire or part of stock and fixtures of any description. Call or write Jack Kosofsky, 1235 W. Euclid Ave., Northway 5695, Detroit, Mich.

PRINTING

Mr. Merchant: Start a "Store News" publication for your customers to stir up business, get our prices—1000 letterheads, 1000 envelopes, printed, \$6.00, better paper at higher price.

RUE PUBLISHING CO.
Denton, Md.

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

FIRE AND BURGLAR PROOF

SAFES

GRAND RAPIDS SAFE CO.
Tradesman Building

NEW ISSUE

\$650,000

THAD E. LELAND

DETROIT, MICHIGAN

First Mortgage 6½% Sinking Fund Gold Bond
TAX EXEMPT IN MICHIGAN

Dated April 1, 1926

Due April 1, 1934

Interest payable April 1st and October 1st, at the office of the Trustee, without deduction for normal Federal Income Tax not exceeding 2%. Coupon bonds in denominations of \$1,000 and \$500. Redeemable at 101 and accrued interest on 30 days' notice.

AMERICAN TRUST COMPANY, TRUSTEE
DETROIT, MICHIGAN

These bonds are direct obligation of Thad E. Leland and Agnes W. Leland, his wife, and are secured by a closed first mortgage on property owned in fee simple located in the following subdivisions:

Leland Heights—Six miles from City Hall, Detroit, Mich.
Leland Highlands—Six miles from City Hall, Detroit, Mich.
Fair Oaks Sub.—Eight and one-half miles from City Hall, Detroit, Mich.
Riches Sub.—Eight and one-half miles from City Hall, Detroit, Mich.

These properties are all served by excellent transportation facilities and are fully improved with all modern utilities.

These properties have been appraised by two officers of the American Trust Company, Trustees under this issue—namely, Richard G. Lambrecht, Chairman of the Board of Directors, and John K. Fitzsimmons, Treasurer, and a conservative value of \$1,393,050 has been placed thereon.

More than 75% of these properties were sold in the years 1920-1921. There were a total of 1870 lots in these subdivisions, out of which 908 lots have been paid for and deeded and are not under this mortgage. There are 867 lots now under contract, the original sales price being \$1,086,112.75, and as of April 1st, 1926, there are unpaid balances on these contracts which aggregate \$833,460.46. In addition to the 867 lots which are under contract and are security for this bond issue, there are 95 lots which when sold will increase the unpaid balances of land contracts by approximately \$149,150.00; or in other words, there will be for the service of this bond issue a total of \$982,610.46 balance due on land contracts. All of these land contracts have been assigned to and deposited with

the Trustee as additional security to this issue. The collections at the present time average more than \$12,000 per month, and on account of the fact that the contracts are so well matured and the property located in such thickly settled communities, a great number of them will be paid up long before the natural life of the average contract.

Beginning with the date of this issue, and continuing for three years, the mortgagor will deposit with the Trustee \$85,000 a year in monthly installments of \$7,083.33. After this three-year period, 92% of all collections, both principal and interest, will be deposited with the Trustee. These funds will pay the interest of this issue and retire the bonds.

As additional security, the mortgagor has assigned to the Trustee, \$125,000 of life insurance, in old line companies, the proceeds from which, in case of his death, must be used to retire bonds.

All matters of legality in connection with this issue have been prepared and approved by Slyfield, Hartman & Mercer, attorneys for the Bankers, and Goodenough, Voorheis, Long and Ryan for the borrower.

Price, 100 and Accrued Interest to Yield 6½%

In the opinion of counsel these bonds qualify as legal investment for Michigan Savings Banks under the so-called three-fifths clause in the State Banking Act.

The statements contained herein are derived from sources we regard as reliable. We do not guarantee but believe them to be true and correct, and have based our purchase of these bonds upon them. The bonds are offered subject to prior sale.

Fenton Davis & Boyle

CHICAGO

GRAND RAPIDS

DETROIT