

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS EST. 1883

Forty-third Year

GRAND RAPIDS, WEDNESDAY, MAY 19, 1926

Number 2226

## *Make Me A Man*

Lord, give me the strength of the pioneer  
And the faith of his hardy soul.  
Provide me with courage to persevere;  
Make me fight till I reach my goal.

Let weaklings indulge in a sheltered life  
Where they curse when their luck goes'bad,  
But fit me for battle with storm and strife;  
Give me brawn like my fathers had.

I want to be known as a man who wins,  
As a fellow with nerve and pluck  
Who finishes everything he begins,  
And as one who can whip his luck.

# 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 griping 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.*



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Forty-third Year

GRAND RAPIDS, WEDNESDAY, MAY 19, 1926

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**MICHIGAN TRADESMAN**

(Unlike any other paper.)

Frank, Free and Fearless for the Good  
That We Can Do.

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

**Subscription Price.**Three dollars per year, if paid strictly  
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issues a year or more old, 25 cents; issues

five years or more old 50 cents.

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**IMPRESSING THE IDENTITY.**

Keeping the identity of fabrics until, after being made up into garments, they pass to the ultimate consumer has been one of the things desired by the better class of mills. Certain cloths of silk, wool or cotton have gained a reputation for serviceability and worth and are in demand by discriminating buyers. This being the case, there is always the temptation to unscrupulous dealers to try and palm off cheaper substitutes. At different times some of the mills have brought legal proceedings to stop such practices and have succeeded in getting injunctions as well as damages for misrepresentation. But this is not always feasible. So it has occurred to certain concerns to tag their goods in such a way that their identity will be visible to every one down to the final purchaser. While this commends itself to some, it does not appeal strongly to others. One reason the dissenters give is that there is no reason why they should help to build up a reputation or good-will for those who make the fabrics and who may, at any time, refuse to sell them the cloths, while their competitors may obtain them. There have been instances in New York City and elsewhere in which the owners of trade-marked articles have chosen to take away the selling rights of them from dealers who have helped to make them popular by advertisement and otherwise. There was one case where a manufacturer, whose goods had been advertised and otherwise "boomed" by a certain retail store, suddenly stopped furnishing that store with the goods and opened up a store of his own right next door. The risk of such an experience is one reason why many department stores refuse to handle tagged or trade marked goods and put their own marks on the wares they offer for sale.

There is another aspect to this matter. Fabric is not the only thing that

goes into the making of a suit or garment for either sex. There come in such elements as design or style and skill of workmanship, which count for much in comfort and wearing qualities. In very many, if not most, instances the original cost of the fabric is a very small percentage of the total cost of the garment into which it enters. And there are cases where some perfectly good fabrics fail to be satisfactory because they are not handled or made up in such a way as to bring out their merits. A familiar instance of this kind is in the case of one of the tropical cloths which was brought out a few years ago, and which by its novelty and the adroitness with which it was pushed gained a remarkable popularity. Advantage was taken of this by a number of tailors and garment makers to turn out cheaply gotten up stuff whose only merit was that it was made of the genuine fabric, the extensive exploiting of which gave it its selling power. But goods of this kind tended to discredit the fabric itself. It is with a view to stopping such a practice that one corporation making a high grade of woolen fabrics has announced its purpose only to sell to cutters-up whose manufacturing and selling methods are of a high standard, so that the workmanship shall be worthy of the fabric. These illustrations are merely typical and show that something more is needed than the mere protection against inferior imitation fabrics.

**THE COTTON SITUATION.**

It was curious to note the reaction of cotton quotations during the past week in view of some of the happenings which would be thought to influence them. Thus the strike in Great Britain, which might be supposed to depress prices, really had the effect of firming them, while the settlement of the strike was followed by lower quotations. In all likelihood, however, the influence of the two events was negligible, and other causes were at work to affect the prices. The weather map has been closely scrutinized because the meteorological conditions are felt to be somewhat controlling at this stage. Not all, however, construe those conditions the same way. There is just enough doubt as to how the crop will turn out to prevent any great change in prices until something really definite appears. From a betting standpoint the odds would seem to favor low-priced cotton for next year; but a month may change all this. Those who make cotton goods are evidently apprehensive, as is shown by the restriction of output and a disposition to meet the terms of buyers where these are not too unreasonable. A softening of prices of gray goods, especially for future

delivery, is one of the signs. Another is the selling on memorandum of printed and bleached fabrics. Still another is the reduction in price of wide sheetings. Among the mills cutting down output are those making duck, some sales of which for rubberizing are said to have been made at a loss. An encouraging phase of the situation in cotton goods is said to be that no great stocks of most of them are held by the mills. Sales of knitwear of all kinds are rather fitful. Some low-end hosiery has been reduced in price. Knit underwear for Spring has been moving somewhat more freely.

**THE DRY GOODS TRADE.**

In practically all manufacturing lines the easiest discernible sign just now is the reduction of output. This is the course of prudence, because it is not considered safe to pile up stock when raw material values continue unstable and consumer demand remains below normal. So far as trade is dependent on foreign markets for an outlet, the immediate prospects are not altogether reassuring. The stopping of the infamous strike in Great Britain was regarded as an aid to confidence, but its effect was somewhat neutralized by the almost simultaneous outbreak in Poland against the existing government, the political upset in Germany, due to the machinations of the brutal kaiser and his bloodthirsty cohorts, and the continuance of acute financial and economical conditions elsewhere in Europe. In purely domestic trade the continued cool weather has had a retarding influence, though the movement of goods in distributing channels has kept up fairly well. In apparel lines, business has not been helped by attempts to "rush the season," while a multiplicity of styles in both fabrics and garments has tended to confuse buyers. Retail sales for the Spring season still leave much to be desired. A good seasonal business for Summer is, however, generally expected, a help in that direction being the movement for a distinct season in garments which has been sponsored by the women's wear trades. The first effects of this are likely to be apparent within the next fortnight or so if weather conditions are favorable. A few warm days with temperatures of 75 and over will spur up things.

**MINISTRY A MAN'S JOB.**

A challenging note is sounded by the Rev. Dr. Henry Sloane Coffin, president-elect of Union Theological Seminary. Far from representing the ministry as an easy calling, adapted to young men who put comfort above effort, Dr. Coffin stresses the demands it makes upon all that one has to give. His words are directed at young men who have the intellectual equipment and the energy for whatever task

they choose to undertake. This is the type of man, Dr. Coffin declares, who is going into the ministry to-day. Such a youth recognizes the opportunity the church affords for the exercise of whatever talents he possesses. What concerns him is the question whether he can make the largest contribution toward Christianizing society through the church or through some other channel.

It is plain that Dr. Coffin regards the young man with a modern education as just the kind of person whom the church needs and who can find plenty of room in the church for all his powers. The ministry, in a word, is a man's job, and no one need hesitate to enter it from fear that it will prove anything less.

Dr. Coffin points his challenge by referring to the "general feeling in the country that material resources have outstripped spiritual power," with the result that there is "urgent need for building up the consciences of men and high standards of life." No young man could ask for a bigger task than that of helping to meet this need.

**WOOLS AND WOOLEN GOODS.**

Suspension of the auction sales of wool in London because of the union strike tended to cause a lessening of trade in the article here. Those sales, it is announced, will be resumed on Thursday. Not much business was reported in either foreign or domestic wools in the principal markets. The imports have again shown a tendency to increase. Shearing is in progress in many sections of this country, but sales from producers are less than in previous years. This merely reflects the uncertainty of dealers and mill men as to the stability of present prices. To some extent, also, it shows that manufacturers are not in very urgent need of further supplies of raw material. Most mills are not well supplied with orders for Fall fabrics, and the season promises to be protracted because of the slow character of the buying. Reorders that have come in have usually been for small quantities and apparently following demands from retailers or clothing manufacturers. The latter are loath to load up in advance. Certain specialties are going better than are the so-called staples. What is true of men's wear fabrics applies to a great extent also to those for women's wear. Openings have been had of most of the latter, but a few of the mills making highest grade cloths still refrain from making a formal showing, although it is believed that they have received fair orders from a restricted clientele. What class of fabrics will be in highest favor is not yet apparent.

Stones and sticks are thrown only at fruit-bearing trees.



## SMALLER DETROIT HOTELS.

## Birth of Norton, Metropole, Burns and St. Clair.

In following up the attempted connections of hotel life in Detroit between the outgoing of the Ponchartrain and the coming of the Statler, I have gotten by some interesting facts of hotels which began their careers between 1890 and the early 1900s.

I don't just recall when or just how the Hotel Norton, corner of Jefferson avenue and Griswold streets, came into existence. I have a faint idea it was along in the early 1900s; the building being revamped from an office building or lofts into a hotel. Where Norton came from I have no idea. I became acquainted with him and the hotel along about 1905. The hotel was a neat little place of its kind, quite well furnished. It had a very good small restaurant, a mighty good bar and lunch counter. Charlie Norton was a good fellow, well met. The rates at his hotel were very moderate, a considerable number of rooms being \$1 per day. The hotel enjoyed a good patronage of the commercial boys with grips only, some up-state trade and some tourist trade, the place being well located to catch some of the boat and Michigan Central Railroad trade.

At all events, seemingly Norton made money enough to build a remarkably good hotel on the opposite corner of some 300 rooms along about 1914. This institution met favor from the day of opening, enjoying a mighty fine commercial patronage. Rates here have always been considered very reasonable. The hotel is well conducted and the Norton really filled a want as a good hotel at moderate rates.

The Metropole, on Woodward avenue just a few doors from the old Russell House, came into existence in 1898. This hotel was remodeled from an older building, which had been used as a store on the ground floor, with lofts above. There were about 100 rooms, with an office about as large as a pint of cider, a good sized bar, a cafe which would accommodate possibly 100, a kitchen, etc., on ground floor. Charlie Clemens and "Ted" Smith were the first proprietors.

The first time I ever knew of Clemens he was "jerking" or causing to be "jerked" the biggest schooner of good beer on Larned street, in a basement saloon, and on special occasions for 5c one got a fried oyster or some very eatable article on the side. This is not mentioned to slander Charlie Clemens, for he is entitled to a lot of credit in the years after he left the Larned street place up to his present position in life, which is as managing proprietor of the Palmetto Hotel, corner John R and Hancock streets, said to be one of the best institutions of its kind in the city. As I came to know this man in the years around 1910-1914, I'll have to own he was a character in many ways. In those days the Metropole was teeming in business and success. While as a hotel it was not so much, so far as rooms, etc., were concerned, it was mighty well kept, clean as a whistle, strictly stag and popular as could be with a great army of commercial men, most-

ly with grips only. The bar was one of the best in Detroit and in those days there was no better place to dine in Detroit. The room rates were very reasonable. Restaurant prices were up not quite with the Ponchartrain, but reasonably high. The foods were excellent, service up to snuff, the cafe most attractive; in short, the whole institution was most popular and a money maker. Clemens was most active in hotel association work; was one of the prime movers of the Detroit Convention Bureau and its president for several years—a mighty good one—and very wonderful results were obtained for this organization through his generalship. With his patrons he was popular, although he was considered a cold blooded individual by some, the writer included. When he snapped out a decision or an opinion, he backed it in most cases with rare good judgment and practical ideas. He was one of the few in those days who could encounter George Woolley in an argument and get the better of it. In his business he was a tireless worker. There never was a patron of the Metropole who desired some extra favor but what Charlie Clemens was ready to render it at all times. Along about 1911 or 1912 he attempted to build a new and quite pretentious hotel out on Lafayette boulevard, a block or so toward Campau Square from where the Ft. Shelby now stands. He had more original ideas embraced in the project than had ever been advanced in the hotel game up to that time. Why he failed to get the matter over I never knew. He flirted with several propositions for building a new hotel in Detroit for some years, but up to the time of the Palmetto, I rather lost sight of him for some years. With it all I consider Charlie Clemens a good hotel man, generally giving a good run for the money.

I mentioned in a previous article that the combination of Clemens & Smith was a case of "mixed pickles," and so it was. "Ted" Smith was no more like Charlie Clemens than a toad is like a gold fish. When I first knew "Ted" he was a traveling passenger agent for some railroad. How he ever came to tie up with Clemens I have no idea or how he decided to break into the hotel game is foreign to me. "Ted" Smith was just one of the best fellows on earth, the real essence of honor with all mankind. His word was good as gold. Being an excellent mixer with all classes he fitted in at the Metropole and was just as popular as Clemens with the patronage. His activities, except as a glad hander, were not as much in evidence as his partner, but still he was very attractive by being in most cases present when wanted. Cups were his worst enemy, but he never went back on a friend. While the two men were opposite in general ways, the team work between them was always in evidence. If they had differences, it was never brought to the surface, although their closest friends always felt Clemens was the "power behind the throne," and "Ted" a mighty good follower up.

One outstanding feature I recall of "Ted" Smith. When the word came in 1893 of the awful flood at Dayton,

with a call for help from the hotel association of that city to the similar association at Detroit, a hastily called meeting of the Detroit Association at the Ponchartrain Hotel was held. Our modus operandi in those days was on the per capita basis, as near as I recall the Ponchartrain and Cadillac giving 25 per cent.; the Tuller 15 per cent. and the rest of us anywhere from 6 per cent. up. We voted at that meeting to give about \$2,500; my share was about \$200. "Ted" felt it was not enough and had no hesitancy to so declare. But the amount mentioned held and was placed in the hands of Smith to use to best advantage. This was at noon time on a certain day. "Ted" Smith went out with that \$2,500 and by night time had \$35,000 collected, either in money or articles most needed at Dayton. He got what the city was to give added to the original sum, begged and pleaded with every man, woman and child he met on the streets and that night at a little after midnight out of Detroit there went two solid express cars of foods, clothing and the many things Dayton needed in its distress. I rode on that train with "Ted" Smith to Dayton. And how he worked among the suffering people there for two days and two nights. That was "Ted" Smith in most cases. He passed to the Great Beyond some ten years ago.

I have mentioned the great foresight of George Fulwell taking the Normandie when the Russell was being torn down to give place to the Ponchartrain and how he met with great success. The Metropole also received many great benefits during these two years of tearing down and building up the old and newer hotel.

The Metropole is still doing business; however, of course, the bar had to go the way of no returning; the cafe has given over to a store, as has the office. There is a small office up one flight of stairs and the rooms are intact, as of old. It is said to be doing a paying business.

A few years later the Burns Hotel came into existence. This stood further down on Campau Square toward the court house. A hotel of possibly 100 rooms, built over from some building originally used as a wholesale place. This was used as a hotel even before Ex-Sheriff Burns became proprietor, and had some other name.

Jim Burns, great big fellow, good natured most times, had been a good sheriff and an all round politician. The hotel was not so much, either in its construction, its equipment or the way it was conducted. Jim was a good fellow, but the patronage, as a whole was mediocre. I don't believe the hotel ever gained much commercial patronage, but the proprietor had a good following of country folks, some race track boys, some lesser theatrical patronage, etc. The bar was a great money maker. The restaurant was never very good in my days. Prices were very reasonable in all departments at the Burns. Jim Burns continued at the hotel there for some years, later took over the St. Clair, after the Sterling interests let loose, but matters did not go so well with Big Genial Jim there. What has be-

## WANTED

Experienced grocery clerks between 25 and 35 years old for store managers, good opportunities and good salary.

## C. Thomas Stores

236 Ellsworth Ave.  
GRAND RAPIDS, MICH.



**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

# 4%

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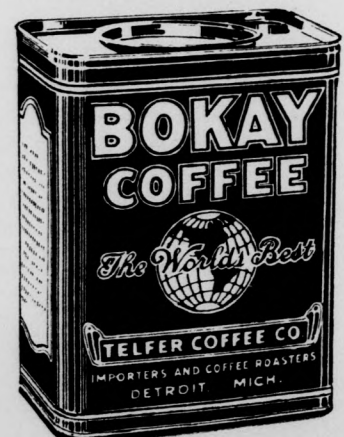
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**HOME STATE BANK**  
**FOR SAVINGS** GRAND RAPIDS  
MICHIGAN

## DELICIOUS





come of him I do not know, but he is not in the hotel business, if I have matters correct.

On what was the Burns site there is now under construction a hotel of some 1,000 rooms, being erected by the Thomas Barlum estate, with Thos. Barlum, Jr., at the head. This hotel is to be one of the best. Whether the Barlum interests are to conduct this place I do not know or whether it will be leased. As a whole, from this distance, as hotel features have advanced, I am of the opinion the location is off color. But mayhap not. The Barlum estate is supposed to be well fixed. In building and operating a great fleet of lake boats, Thos. Barlum, Sr., was a great success. As a meat dealer he was equally as successful. In Thomas, Jr., I note many characteristics of the father and the new hotel may go over with a bang.

I have mentioned the Hotel St. Clair, built and opened by the Brush estate about 1891-2. This is located just at the head of Gratiot avenue. When opened it was considered the first and only fire-proof hotel in Detroit. Without question it was the latest word in hotels of those days. While in a location catering to permanent family patronage, it soon gained a fine reputation with up-state people and many of the commercial boys found in this hotel accommodations far superior and at rates most attractive.

W. C. Byers and a man by the name of Sutton were the first managers, but Sutton soon dropped out. Byers continued for some ten or more years. The hotel was wonderfully conducted during his entire reign. Its 150 rooms were kept immaculate. The service was good. The dining features were of the finest possible. It was just a high-class hotel in every respect. Its business was good, but it was not considered a big money maker. Being just a bit off location, its bar was not a big feature. The hotel, however, did enjoy a most wonderful city patronage in its meals. The Sunday evening dinner was a marvel of those days. Mr. Byers came from up-state somewhere, where he had been a clerk and proprietor of some smaller hotels. I never knew whether he had money invested in the St. Clair, but believe he did, drawing a salary, etc. He retired along in the early 1900s, decently well to do by prudent saving, some good investments, etc. He went to New Mexico and conducted hotels there for a few years, later retired, and is now living in Detroit on the oars of time, highly respected as one of the good ex-hotel men of that city.

John Sterling took the St. Clair upon the retirement of Mr. Byers. Sterling came from Buffalo and had always been an opera house manager and general theatrical man. He had several sons who took a part with him in conducting the St. Clair. John Sterling wanted to conduct a better hotel than he did. Not that the St. Clair became a dump—far from it—but it seemed to lose some of the old-time luster of the Byers' management. Of course, conditions were changing in the hotel situation of Detroit. Several semi-family and transient hotels

had sprung up in various locations. Many of these were seeking and getting some of the same patronage the St. Clair had been so successful with. There were other features which played against the business. However, the Sterlings held their own in many ways. John Sterling was never in real good health after coming to Detroit and passed away about 1911-2. His two sons, Robert and Fred, continued for some years with a reasonable degree of success. Later Burns, as mentioned, took hold and I believe I am safe in saying the whole trend of patronage changed, and the hotel lost its very high class reputation which had been held with the Sterlings. I don't know just what class of patronage Burns obtained, but do know the hotel lost in reputation. Some several years ago, one of the Postal boys, Harry, a son of Fred Postal, of the Griswold, took hold of the St. Clair. My latest information is that this young man is bringing the hotel back to considerable success. It will probably never again possess the wonderful reputation it held for years. If the younger Postal has any of the qualities for business his father had—and they say he has—the St. Clair will be right there for many years to come, filling a want just as much as many other hotels in Detroit.

I want the readers of the Tradesman who are following these articles to appreciate that with all the great number of hotels having come into existence in Detroit the last twenty years, the Wayne, the Ponchartrain and the Charlevoix are the only ones which have gone out of business. As I estimate it now, there are fully 10,000 hotel rooms in use among the down-town institutions. This does not include the many semi-family or permanent places. With those under construction and contemplated, fully 3,000 more rooms will be available in the near future. Reno G. Hoag.

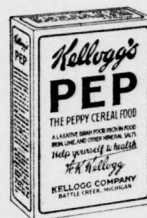
#### Prices of Silver Fox Fur.

No better indication of the changed status of silver fox, which formerly ranked close to the top of the list of luxury furs, is needed than the prices at which scarfs of this fur have been offered to the public lately by the retail trade. While the reductions made in the goods are attributed to the backwardness of the season, which has affected adversely all types of fur neck-pieces, the real story lies in the prices at which the silver fox scarfs were originally offered. In a recent advertisement of one prominent local specialty shop the original price quoted on the most expensive of several silver fox scarfs was \$595. Ten or fifteen years ago a silver fox of the quality offered at that figure would probably have cost as much or more in the raw state. The growth in the production of farm foxes in recent years is held responsible for the slump in prices, particularly in view of the relatively small market for "silvers."

The meek may inherit the earth, but the other fellows will doubtless try to break the will.

Ignorance of the law is no excuse for anybody except a lawyer.

## A Business Builder for You-- A Health Builder for Customers



A ready-to-eat cereal with a marvelous flavor. Contains bran and helps to prevent constipation. A cereal everyone loves.

Pep has a flavor that pleases so well that one taste makes a permanent customer. And PEP brings health! It's full of nature's life-giving elements. That's a combination you can't beat.

For PEP in business put PEP in your store.

"Say PEP to your Jobber"

**Kellogg's**  
**PEP**

THE PEPPY BRAN FOOD



# White House COFFEE

A GROCER handles few products that cause more "kicks" than coffee. Yet often poor coffee is not his fault and not the fault of the customer. Coffee can be good only when it is roasted just right. Sell White House Coffee. Makes good, whoever makes it.

**DWINELL-WRIGHT CO.**

Boston

Chicago

Portsmouth, Va.

LEE & CADY

Wholesale Distributors for Michigan Lower Peninsula

**The Flavor is  
Roasted In!**

**MOVEMENTS OF MERCHANTS.**

Kalamazoo—The Hathaway Tire Co., has increased its capital stock from \$8,000 to \$20,000.

River Rouge—The River Rouge Box Lunch, 1638 Miller Road, has changed its name to the Blank Co.

Owosso—The Owosso Furniture & Hardware Co. has increased its capital stock from \$8,000 to \$70,000.

Howard City—Ledger Bros. have installed a modern refrigerating system and new display counters in their meat market.

Detroit—The Clinical Development Laboratories, Inc., 706 Dime Bank building, has increased its capital stock from \$20,000 to \$100,000.

Jackson—The Jackson Grain Co. has changed its name to the Jackson Grain & Milling Co. and increased its capital stock from \$10,000 to \$150,000.

Detroit—Broadbent, Spencer & Co., 2115 Dime Bank building, wholesale dealer in coal, coke, etc., has increased its capital stock from \$25,000 to \$40,000.

Millbrook—E. V. Welch, of Grand Rapids, has leased the ground floor of the I. O. O. F. lodge building and will occupy it with a stock of groceries.

Alma—Saginaw wholesalers have arranged for a dinner to be tendered the Alma merchants, in the city hall the night of May 24. One hundred and fifty will make up the Saginaw party.

Jackson—The Stillman Dry Goods Co., Inc., 121 West Michigan avenue, has been incorporated with an authorized capital stock of \$150,000, all of which has been subscribed and paid in in cash.

Grand Rapids—The Margelexom Oil Co., 339 Woodmere avenue, has been incorporated with an authorized capital stock of \$200,000, \$100,000 of which has been subscribed and paid in in property.

Bay City—Christopher Mohr, of Mohr Bros., shoe dealers at 607 East Midland street, died recently and the business will be continued by his brother, Fred Mohr, at the same location, under his own name.

Jackson—Stone's, Inc., 184 West Michigan avenue, has been incorporated to conduct a retail jewelry business, with an authorized capital stock of \$10,000, \$7,500 of which has been subscribed and paid in in cash.

Portland—Barton Bros. have sold their stock of agricultural implements and store building to Louis A. and Henry Spitzley, who have taken possession and will conduct the business under the style of Spitzley Bros.

Grand Rapids—The Automotive Electric & Battery Co., 516 Monroe avenue, N. W., has been incorporated with an authorized capital stock of \$10,000 of which amount \$2,900 has been subscribed, and \$1,950 paid in in cash.

Kalamazoo—The Kalamazoo Roofing Co., with business offices at 2332 Francis avenue, S. E., Grand Rapids, has been incorporated with an authorized capital stock of \$10,000, \$3,000 of which has been subscribed and paid in in cash.

Grand Rapids—The Paint & Glass

Co., 24 Division avenue, N., has been incorporated to conduct a wholesale and retail business with an authorized capital stock of \$25,000, \$8,000 of which has been subscribed, and \$5,000 paid in in cash.

Traverse City—The Wolverine Packing Co. has been incorporated to deal in fruits and vegetables at wholesale and retail, here and in Chicago, with an authorized capital stock of \$50,000, \$7,500 of which has been subscribed and paid in in cash.

Harbor Springs—Jerome Hovey has purchased the drug stock and store fixtures owned by the late C. D. Lane and will continue the business at the same location under his own name. Mr. Hovey has been head clerk in the drug store for some time.

Detroit—Frank L. Pierce, Inc., 8142 Dexter boulevard, has been incorporated to deal in manufactured products of various kinds, with an authorized capital stock of 200 shares at \$5 per share, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The C. Caramagno Co., 2416 Market street, has been incorporated to deal in fruits, vegetables, food stuffs, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$3,500 paid in in cash and \$21,500 in property.

Lansing—The Mahoney-Holmes Co., 214 South Washington avenue, has added two new departments to its stock of women's wearing apparel. One department features infants and children's wearing apparel and the other one hosiery, lingerie and negligees for women.

St. Johns—Stephen D. Parr has sold his grocery stock and store fixtures to his father, E. B. Parr, of whom he purchased it five years ago. Stephen is now connected with the Schust Cracker Co., of Saginaw, as traveling salesman and will make his residence in Lansing.

Saginaw—The McIntyre Dairy Co., 1731 East Genesee avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$50,000 preferred and 5,000 shares at \$8 per share, of which amount \$25,000 and 5,000 shares has been subscribed, \$6,974.38 paid in in cash and \$36,146.62 in property.

Marshall E. G. Brewer has sold his dry goods stock to Charles A. Harper, formerly of Allen. The Brewer store was established by late Chauncey M. Brewer, in 1836, and in 1873 he turned it over to his sons, Edgar G. and Charles D., the latter dying a few years ago. Edgar G. Brewer started in as clerk in the store in 1870 and has been there 56 years.

**Manufacturing Matters.**

Chelsea—The Wyandotte Rubber Products Co. has changed its name to the Chelsea Rubber Co.

Muskegon—The Muskegon Candy Corporation, 994 Pine street has increased its capital stock from \$100,000 to \$250,000.

Detroit—The Wavenlock Co., 3009 West Fort street, manufacturer of toilet articles, has increased its capital stock from \$35,000 to \$50,000.

Lansing—The Automatic Ignition Lock Co., 1344 West St. Joseph street, has been incorporated with an authorized capital stock of 25,000 shares at \$1 per share, of which amount \$18,510 has been subscribed and paid in, \$6,000 in cash and \$12,510 in property.

Detroit—The Detroit Bottle Filler Co., 2936 Ferry Park, has been incorporated to manufacture and deal in bottle fillers and bottling apparatus, with an authorized capital stock of \$50,000, of which amount \$39,400 has been subscribed and paid in, \$14,500 in cash and \$24,900 in property.

Detroit—The Farmer Lubrication Systems, Inc., 840 Penobscot building, has been incorporated to manufacture lubrication systems for autos, farm machines, etc., with an authorized capital stock of \$150,000, of which amount \$100,000 has been subscribed, \$25,000 paid in in cash and \$37,500 in property.

Detroit—The Detroit Air Appliance Corporation, 6457 St. Paul avenue, has been incorporated to manufacture high pressure injector starters, with an authorized capital stock of \$50,000 preferred and 3,000 shares at \$5 per share, of which amount 3,000 shares have been subscribed, \$5,600 paid in in cash and \$9,400 in property.

While the developments in the canned foods markets this week are not conspicuous, the trend of the market on spots and the outlook for the ultimate sale of new packs is better in both instances. It is being generally accepted that there will be a curtailed pack of vegetables, due to voluntary action on the part of canners and partly due to a freak growing season which has delayed planting and development by nearly a month. A late season may mean that new packs will be a month behind normal reaching the distributing markets, thereby giving old goods that much longer to be liquidated or reduced. The hazard of early frost is increased and, in general, to produce a favorable yield after such a bad start more than average growing conditions are necessary. The weather has been a factor working toward a reduced production and that is an influence which cannot be regulated.

Public sentiment in Germany, as revealed time and again by election figures, is just about half republican and half monarchist. Even in government circles this proportion exists, and each group has been able to make life fairly disagreeable to the other. They are not willing to divide the honors, as witness the Cabinet ructions brought about by a half-and-half flag. In these circumstances, the discovery of a monarchist conspiracy to overthrow the republican government and install a dictatorship is not surprising. Germany will have many of them before stability is reached. The republic, of course, is a constitutional fixture. It cannot be changed through recourse to the ballot box. So the activities of the monarchist half of Germany must always take the form of putsches and plots.

**Merger of National Grocer Co. Practically Consummated.**

Spencer, Trask & Co., bankers of New York and Chicago, have completed a merger of three important wholesale grocery concerns, as follows:

National Grocer Co., whose stockholders will receive \$100 cash for their preferred stock and \$1,450,000 for the common stock issue, less cost of dissolution.

The Western Grocer Co., which will receive \$100 a share for its preferred stock and \$80 a share for its common stock, plus \$20,000 to cover its liquidating expenses. There is \$2,500,000 7 per cent. preferred stock and \$6,000,000 common stock outstanding.

The Durand-McNeil-Horner Co., of Chicago, consideration not known.

The first offer of the promoters to the National Grocer Co. was \$550,000 cash and \$1,200,000 in non-par preferred stock and \$1,200,000 in non-par participating stock. In reply, the management offered to accept \$1,950,000 in cash, but has now decided to accept \$500,000 less than the original figure.

What the name of the new company will be has not yet been disclosed.

Plans for the members of Grand Rapids Council, No. 131, as well as reservations are being made for the Grand Council to be held in Lansing on June 3, 4 and 5. This meeting covers the entire membership for the Michigan jurisdiction and all legislation pertaining to the Grand Council is transacted at that time, as well as the election of delegates to the Supreme Council, which is held annually at Columbus, Ohio. The Columbus meeting will begin June 22 and continue in session until the business is all cleaned up for the year. A local man, L. V. Pilkington, will undoubtedly be advanced at the Grand Council meeting at Lansing to the highest office that has ever been given the Michigan jurisdiction to that of Grand Counsellor of the State. It is also hoped and expected to bring the meeting of the Grand Council for 1927 to Grand Rapids and plans are being made to that end.

Travelers returning from a cruise to Africa, where they saw diamonds valued at \$6,500,000 spread out on a table, were not so much impressed with this glimpse of affluence as they were by the sight of that tiny island, Tristan da Cunha, in the middle of the South Atlantic, where 127 persons have only fish, potatoes, grass and wild cattle to live on. From their ship-board abundance they set afloat a raft, to be carried through the surf to the islanders. But the sturdy inhabitants do not think they are poor, though this was the first ship in two years to come within hailing distance of their isolation. They have refused the offer of the South African Government to give them farms ashore. They would not sacrifice their storm-beaten rock for acres of diamonds. It is their home.

The new firm known as the Furniture City Paint and Glass Co. expects to move into their new quarters at 44 North Division, this week. Charles Converse is to be the local manager.



### Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.05c and beet at 5.95c.

Tea—Fears that Ceylon teas would show weakness at Colombo perhaps as a result of the diversion of shipments to other points than the United Kingdom were not realized and at the sale at Colombo, which represented teas not up to recent standards of quality, prices had a strong undertone. Firm conditions also prevailed in the market at Batavia, Java, on the resumption of sales after a fortnight's intermission. News from the Japanese markets was that the Formosa market was expected to open momentarily and that native buyers had already been quite active in Formosa. The Japan opening, it is expected, will be delayed by the unfavorable weather conditions which have prevailed in Japan and the quality generally is expected to be inferior to that of a year ago. Although the British lockout was a new phase in the general tea situation it was regarded as likely that auctions would be resumed to-day.

Coffee—The market for Rio and Santos coffees, green and in a large way, has fluctuated slightly both up and down during the past week, but this week prices are not materially different from the week before. The market is rather nervous, without any reason to expect any sharp or material fluctuation in either way. Milds have not changed during the week. The jobbing market for roasted coffee shows no change and a fair demand.

Canned Fruits—California and Northwest fruits are firm. Efforts to cover at the source have been so unsatisfactory that resales are more frequent. The trouble is to find a holder who is willing to part with his remaining assortments.

Canned Vegetables—All tendencies in the vegetable line are to minimize the pessimism of the past six months. Cannerymen and buyers are working with a common aim to stabilize the industry by having carryover more favorably regarded, to keep it moving to the consumer and to reduce it as far as possible before new pack is here. Future vegetables are still in the background, but there is more general buying of spot stocks, some of which has been done under cover to enable the buyer to take full advantage of offerings. The advance made in tomatoes has been sustained while corn and peas rule steady. String beans are improving.

Canned Fish—Lobster looks scarce, as packing conditions have not been satisfactory. Shrimp is firm. Pink salmon is fairly steady and in moderate demand. Red Alaska salmon shows no change and considerable dullness. Sardines are unchanged. Maine brands are dull, but steady, and California sardines are still scarce.

Dried Fruits—Prune distribution is under the usual handicap experienced at the beginning of warmer weather, when fresh fruits become more plentiful and a policy of conservative buying sets in with a view of cleaning out old crop before new prunes arrive.

Distributors have reduced their holdings to less than the balance carried in recent years. They have bought sparingly from the Coast for prompt or later shipments and they expect to follow this policy for the remainder of the season. Coast buying has been at a minimum since spot prices have been more attractive. New crop prices have not been set and until a basis has been established a forecast of the scope of buying cannot be made. Raisin holdings have been so reduced that fresh Coast shipments are readily absorbed from the docks, leaving little to accumulate. The market is in much better shape than appeared likely a few months ago. Seeded are scarce and seedless are being used to fill the normal outlets for Muscats. Bulk and package Thompsons are improving in tone and the price trend appears to be upward. Tag ends of peaches and apricots remain mostly of the lower grades. The latter are slabs and standards mostly, but both sell at top notch prices. There is little in either Muir or yellow peaches. It will be August before new crop apricots will be available, which means a bare market by that time. The same is true of peaches, which will not be here until early fall. Currants are steadier in tone as stocks in sight are being depleted and a fresh cargo will not be in until about the middle of June.

Beans and Peas—There has been no particular change in the market for dried beans during the past week. Most varieties are about steady, with prices not materially changed. The market, however, is still in buyer's favor, and the undertone is weak. Dried peas of all varieties are dull, without change.

Cheese—The demand during the week has been quiet, with the market steady to firm. No change has occurred in price.

Rice—Domestic rice conditions show less change than those at the source where the tone of the market is hardening and millers report a wider demand from many interior jobbing centers. Locally the movement is slow and is of a hand-to-mouth nature. Stocks are barely sufficient and are short on the better grades. Increased buying would no doubt strengthen values but there is not enough activity to cause advances.

Nuts—Shelled nut holdings on the spot correspond with the shortage noted at primary points and a close clean-up of almonds and walnuts seems assured. There are relatively larger supplies of filberts, but as the low point of the season has evidently been passed holders are inclined not to liquidate as freely and to hold old crop for advances because of the outlook for the 1926 yield. There is a fair demand for all nut meats, mostly to take care of actual needs. Nuts in the shell are seasonably quiet. The leader is Brazil nuts which are held with more confidence for prompt and for later shipment from New York.

Provisions—The primary hog market is firm, with advances in most hog products. The Eastern jobbing market on hog products, however, shows no special change, as the jobbing mar-

ket is not quick to follow speculative movements in the West. Beef products are steady, with a light demand and unchanged prices.

Salt Fish—The mackerel situation is rather weak. The catches of fish along the coast have been heavy and it looks as if a good many of the catch would be salted down. The demand is quite light and the market is in buyer's favor.

Syrup and Molasses—The situation in molasses is steady and fairly active for the season. The prolonged cool weather has lengthened the spring demand for molasses. No change has occurred in any grade of molasses during the week. As to syrup, the stocks of sugar syrup are light and prices steady. Compound syrup shows no change and a fair demand.

### 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—\$1.25 per doz. for home grown.

Bananas—6½¢@7c per lb.

Beans—Michigan jobbers are quoting new crop as follows:

C. H. Pea Beans	-----	\$4.55
Light Red Kidney	-----	8.50
Dark Red Kidney	-----	8.50
Brown Swede	-----	6.75
Cranberry Beans	-----	7.60

Beets—New from Texas, \$2.50 per bu.

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

Butter—The dry weather in the West has had some effect upon Eastern butter markets, on account of restricting output. This has caused an advance of 1c per pound, leaving the market the same as it was a week ago. At the present writing the offerings are moderate and the demand fair. Under grades of butter are unchanged. Holders sell fresh packed at 39c and prints at 41c. They pay 25c for packing stock.

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

Carrots—New from Louisiana, \$2.50 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—\$1.75@2 per doz. for hot house stock from Illinois and Indiana.

Eggs—Early in the week the market for eggs weakened slightly and dropped a small fraction. From then on the situation was firm, with a fair demand for everything received of a desirable nature. Under grades of eggs are selling sluggishly, without change. 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	-----	\$5.50
California Iceberg, 5s	-----	5.50
Hot house leaf	-----	.19

Onions—Texas yellow, \$2.75, Texas white, \$3.50. 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—\$4.50 per 24s and 30s.

Potatoes—Buyers are paying \$1.25@1.50 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	-----	40@45c
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—\$2 per bu. for home grown.

Strawberries—\$6.50 for 24 qt. crate. Receipts are from Louisiana, Tennessee and Kentucky.

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

Tangerines—\$4.50 per box any size.

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

Veal Calves—Wilson & Co. pay as follows:

Fancy	-----	14½c
Good	-----	13c
Medium	-----	12½c
Poor	-----	10c

Opinions among retail merchants may differ on the parking question, but a detailed survey made in Chicago recently ought to throw some light on the question whether the restrictions imposed by municipal authority are as serious in their effect on trade as some persons have imagined. A traffic count of customers of four of the largest department stores in that city revealed the fact that out of 15,229 persons who were questioned 1680, or a little more than 10 per cent., came by automobile on their shopping expeditions, and only half of that number parked their cars while shopping. This would indicate that the parking restrictions are not nearly so detrimental to business as has been imagined. The effect upon the convenience of individuals is another matter.

## IN THE REALM OF RASCALITY.

### Cheats and Frauds Which Merchants Should Avoid.

A plan similar to the sale of silver black foxes to the public is now being used in promoting sales of muskrats. The sale of breeding stock to the public is economically unsound, inasmuch as the purchaser must again sell his stock for breeding purposes in order to realize the promised profits. The pelt value does not justify the price asked for the breeding stock and the whole scheme becomes a pyramiding proposition headed for inevitable financial disaster.

Numerous complaints have been filed from time to time concerning the sales operations of Orren R. Six. We are advised that about a year ago Six had difficulties arising out of selling stock without a license in Lenawee county. He was arrested early in 1926 for selling stock without a license in Eaton county. A complaint comes from Rochester, New York, that he sold stock there, representing himself as a salesman from a substantial Detroit company. A local firm having an office at West Palm Beach, Florida, discharged him, after a few days' service, for misrepresentation.

The Goodyear Manufacturing Co., of Kansas City, Missouri, has been sending letters broadcast to people in Michigan informing them of their "good luck." Enclosed with these letters is a so-called "merchandise discount check," payable to "cash or bearer," and in the "amount" of \$5. This concern is a mailorder house whose advertising has several times been questioned by various Better Business Bureaus and by the National Better Business Bureau of New York City. The \$5 "discount" supposedly allowed by these "checks" is a myth, in that the raincoats are available with or without presentation of this check at the supposed "reduced" price. This is particularly interesting, inasmuch as the check is stamped "Not good after 10 days." The company uses as its slogan—"Best in the Long Rain," which is a take-off on the advertising of the Goodyear Tire and Rubber Co., of Akron, Ohio, with which, of course, the Kansas City concern has no connection.

A Detroit trade school is advertising the connection of David Buick with its advisory staff.

Many years ago, David Buick was president of the Buick Motor Car Co. That was before the Buick Motor Car Co. occupied its present important position in the automotive field. Since his severance of connection with the Buick Motor Car Co., David Buick has been connected with the following unsuccessful companies:

Lorraine Motors, Grand Rapids. Never got into production.

Buick Oil Co., of California. Charter suspended 1922.

David Buick Carburetor Co., Detroit. Delaware charter repealed 1923.

Buick Island, Florida. Lost sight of in 1925.

Further particulars may be obtained at the Tradesman office.

The Silverware Distributing Co., with offices at 66 East Lake street, Chicago, is one of a number of such concerns which sell coupons to dealers. These coupons, provided a sufficient number are accumulated, are supposedly redeemable in silverware. Dealers give these coupons to customers with each purchase and the purpose thereof is, of course, to stimulate trade.

Several complaints received by the Tradesman indicate a definite misunderstanding as to the terms of the contract claimed to have been signed by the dealer, as presented by the salesman, and that on which payment is subsequently sought to be enforced.

The company has a form collection letter which threatens immediate suit, in case of non-payment of the money alleged by it to be due, and relies principally upon a clause which says it will not be responsible for the verbal representations of salesmen.

All complaints against this company are similar in character, but in no case known to the Tradesman has any adjustment been made. In one case this concern tried unsuccessfully to get a draft honored to cover "payment" on a contract alleged to have been made with it.

On its letter-head are carried the words "Genuine Rogers Silverware." The company has no connection whatever with the makers of this ware, namely, The Rogers Silverware Co.

The Detroit Better Business Bureau warns the public against a practice prevalent among a few Detroit jewelers. These dealers, at the expense of their legitimate competitors, and with serious results to the believability of jewelry advertising, have been depicting rings set with stones for larger than the actual stones were found to be. Since these warnings to the public, noticeable improvement in this regard has been in evidence. Legitimate jewelers make actual "cuts" of rings on sale and are careful not to mislead the public.

The Federal Trade Commission has issued cease and desist orders against the following frauds:

Good Grape Co., Chattanooga, Tenn. Beverages—using the legend "Fruit of the vine," together with the trade name "Good Grape" in advertising a beverage not made of grape juice.

American Specialty Co., Lancaster, Penna. Seeds, dress snap fasteners—falsely representing quality and origin of seeds, and requirements for securing agents' prices.


Federal Mail Order Co., Chicago. Clothing—falsely advertising material and quality of merchandise.

Houbigant, Inc., New York. Toilet preparations.

Reinhart & Newton Co., Cincinnati. (Candy).

Complaints have been received against the following:

Commonwealth Manufacturing Co., Chicago. Clothing—falsely advertis-



## DON'T FORGET

As you sell Cereals, Fruits and Berries  
to get an order for

### FRANKLIN POWDERED SUGAR

In one-pound cartons

---

**The  
Franklin Sugar Refining Company**  
PHILADELPHIA, PA.  
*"A Franklin Cane Sugar for every use."*

## Which Would You Rather Sell?

? || ONE MATCH  
OR  
TWO MATCHES || ?



Say to your customers: "Here are two boxes of the new, perfected Diamond Match for thirteen cents—the best match and the safest match to take into your home. They are better value than ordinary matches at five or six cents per box."

Your percentage of profit on Diamond Matches is larger than on ordinary matches, and your total profit on Diamond Matches—two boxes for thirteen cents—is much larger than on one box of ordinary matches at five or six cents.

And you will sell two boxes almost every time.

You may as well increase your match sales. And you may as well make this extra profit on your match sales.

### THE DIAMOND MATCH COMPANY



ing that respondent manufactures much of the product he sells and by the use of the legend "U. S. Munsel Army Last" deceiving the public into the belief that the shoes so advertised are surplus war supplies.

H. Basmadjian & Sons, New York. Pistachio nuts—advertising that respondent's products—which is purchased in this country on the open market is grown and imported by respondent.

W. U. Blessing & Co., Hellam, Penn. Cigars—using the terms "Garcia" and "Tampa style" in advertising cigars not manufactured in the Tampa District, nor entitled to the use of the term "Garcia."

Synthetic Products Co., Cleveland. Rubber softening compound—using the trade name "Liquid Rubber" in advertising a compound containing no rubber.

Carlton Soap Co., Inc., New York. Misbranding soap.

Complaints have reached the National Retail Hardware Association regarding the Autocrat Sales Distributing Co.

This company sells dishwashers to retailers. Dealers claim it guarantees to sell them for them within sixty days.

The salesman gets the dealer to sign trade acceptances and these are presented for payment although dealers claim the company has not carried out its part of the contract.

Some of the trade acceptances have been passed by the Autocrat Sales Distributing Co. to the Aetna Finance Corporation, which, as an innocent holder, has endeavored to sue for the amount of acceptances.

The National Retail Hardware Association advises members to refuse to sign such trade acceptances, and suggests that before accepting any proposition from the company named that they communicate with National headquarters.

Dealers who have been notified by the Aetna Finance Corporation that it holds their trade acceptances given originally to the Autocrat Co. are advised to defer payment of such acceptances until they have communicated with National headquarters.

The National Retail Hardware Association is advised that the Merchants and Manufacturers' Certificate Exchange, Louisville, Ky., is soliciting contracts from hardware retailers involving the distribution by the dealer of certain certificates or coupons issued by the company named.

The company is said to guarantee to increase the business of the contracting dealer fifty per cent.

The Association advises members who are approached on this proposition to communicate with the National Retail Hardware Association before signing such a contract.

#### His Generous Bequest.

"I hear that Jones left everything he had to an orphan asylum."

"Is that so? What did he leave?"

"Twelve children."

#### Retailer Names Two Curses of His Business.

Quantity price is one of the worst and one of the most demoralizing curses the retailer had to contend with, for the reason that it places the great majority of retailers at prices disadvantage with their competitors.

Seventy per cent. of groceries sold in this country are sold by the neighborhood grocer who has only a small display room and practically no storage room; therefore it is an impossibility for him to take advantage of the quantity price no matter what his financial standing may be.

It is beyond our reasoning power to figure out why a manufacturer will go to the trouble of registering a trade mark and spend his good money to advertise it and then hire men to go out and demoralize the trade by offering a quantity price to men who can no more handle the quantity than they can handle the wind. And then the manufacturer pretends to wonder why he does not get the co-operation and good will of the retailer whom he is stabbing in the back at every turn in the road.

Loose credits by jobbers is another one of the curses of the retail business. Jobbers hungry for business hire men and call and sell goods to people who absolutely have no business ability or business principles and no excuse on earth for being extended credit; only a grocery sign hung over the front door.

The jobber and his salesman watch their goods being sold at retail by their creditor at the price of less than what they sold them to him, but go blindly on extending credit until some day when they find the doors closed and not enough stock left to pay for getting a judgment. Then they wonder why there is no money in the business.

Why may not all factors of the grocery business resolve that 1926 will see the elimination of quantity price, free deals, special discounts and loose credits and this business placed at the head of the class of all business, where it belongs.

#### 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

#### Very Comforting.

A rich but very eccentric man died. The clergyman, who was young and new to the parish, thought it a fitting opportunity to call and comfort the widow.

"You must not grieve," he told her. "The body that lies here is not your husband. It is merely a husk, an empty shell—the nut has gone to heaven."

# Don't Say Bread

— Say

# HOLSUM

## WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

## A BIG WINNER

# QUAKER COFFEE

HOT FROM THE POT  
SATISFIES

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

Makes customers repeat

## WORDEN GROCER COMPANY

Wholesalers for Fifty-seven Years

Ottawa at Weston

Grand Rapids

The Michigan Trust Company Receiver

### WILL FARMER NEVER LEARN?

The Haugen bill was put forward to create "equality for agriculture" and to solve the problem of "the uncontrollable crop surplus." Actually, it is a subsidy amounting to \$375,000,000. This is to be taken from the Treasury and used in artificially increasing prices. All the tall talk simmered down to the fact that taxpayers' money was to be used to increase the cost of foodstuffs and other necessities of life. Congressman Haugen was himself forced to admit his bill would mean an increase in the cost of living.

The House debate let daylight into the whole vicious proposal and its political ramifications. The South, despite the \$100,000,000 bribe to the cotton planters, backed away from it. Chairman Madden of the Appropriations Committee, served notice that the \$375,000,000 appropriation was doomed. From the White House came the word that a veto waited for it if it was passed.

As usual, the farm situation has been more acute in Washington than anywhere else. This is nearly always the case. Farm-suffering in the hotel and Capitol lobbies of Washington is usually far more agonizing than it is out in the open country. Political ambitions aggravate it. Recently it was the political yearnings of former Governor Lowden, of Illinois, evident in his endorsement of the Haugen bill, that increased the agony.

Congress is expected to pat the bill on the face with a sexton's spade. It will, however, bury it in a shallow and carefully marked grave. Every member from the Corn-Belt districts will know exactly where it was buried and will look forward to the day of its resurrection.

For the country has not heard the last of price-fixing, nor can it hope to do so until the farmer loses his craving for patent legislative remedies. He knows no law can change seed time and harvest time. He knows farming cannot be regulated as railroading is regulated, but he has had a childish faith that somehow, sometime and in some way his prices could be fixed and his profits guaranteed by law.

He has been cursed by a breed of panacea peddlers anxious to swap promises for votes. He has put his faith in Weaverism, in greenbackism, in the apostles of "soft money" and, in these later days, in price-fixing McNary-Haugenism. No part of the American population has been quite so badly or so sadly misled.

So long as he permits himself to be fooled by his self-seeking professional friends he will continue to pound on the door of Congress. So long as he cannot see that price-fixing would finally hurt him far more than it could help him, there will be Haugen bills and other subsidy measures. Until he loses his abiding faith in legislation as the means of guaranteeing the profits of his industry, he will always find somebody to promise him the law he thinks he wants.

The farmer is not yet ready to set the dogs on the "yarb-and-bark" peddlers and chase his "snake doctors" down the road. Not until then will the country hear the last of such

vicious and indefensible measures as the Haugen bill and other similar Treasury raids.

### HUMILIATING SURRENDER.

Not in this generation, at least, is Britain likely to see another general strike. Labor had held that weapon over the heads of the people and their governments for years. The temptation to use it at last became irresistible.

And it failed. At the end of the first week it was breaking in the hands of the Trades Union Congress. Nobody knew this better than the strike leaders. They had overreached themselves. Public opinion had hardened against the strike. They were beaten men, who finally agreed to end it on the government's terms.

The issue was very clear. The government was trying to get on with a settlement of the mine wage problem when the strike was forced upon it. When the walkout began the government refused to go on with the mine negotiations until the general strike was ended. It declined to negotiate while the strike pistol was pointed at its heart.

The Trades Union Congress voluntarily ended the strike. The British people and their government have won, and British labor has done itself a grave injury and stands before the world in the light of a whipped cur. The strike ends where it began. The peace terms are virtually the same as those rejected in the last week of April.

British labor has used its mightiest weapon and on ground of its own choosing has fought a losing fight. The hour and wages slogan of the miners, "Not a penny off and not an hour on," has lost its ringing challenge. The sacrifices made for the miners by millions of other trade unionists have apparently been in vain.

If the British Labor party's leaders hoped to profit in some way by the strike, those hopes are now dead. As a political maneuver it was worse than a failure and approaches a disaster. A general election on issues growing out of the strike is one of the dreams labor politicians must surrender.

The British trades-union movement has suffered the worst defeat in its history. Its re-organization along saner lines and a return to its older and traditional policies may now be possible. The general strike has been discredited not only in Great Britain but everywhere in trades unionism. Monday, May 3, 1926, when the ill-starred decision was made, was an evil day for millions of British workers.

### THE RAIL LABOR ACT.

The Parker-Watson rail labor measure, now a law, was greatly desired by both the rail unions and a majority of the Class 1 railways. They drafted the measure, which has gone without change of a word through the House and Senate. Both bodies adopted it overwhelmingly, although it was fought by the American Farm Bureau Federation, the National Association of Manufacturers and by a few repre-

sentations of the public. It takes the place of the old Rail Labor law.

It provides very little that the railroads and rail workers could not have done on their own motion without this legislation. They are to establish adjustment boards. When these fail, the President may name a mediation board. If both parties consent, arbitration boards may be set up. If all these fail, the President may name an emergency board to report in thirty days, and for another thirty days thereafter there can be no strike.

The findings of none of these boards shall be arbitrary. Those named by the President have no more power than the others. Not one of them is a court of last resort. No one knows what will happen when and if they fail. There is no mandate in the law requiring the public to be represented on any board.

Failure to take account of the public interest led to much of the opposition. The public has been shouldered out into the cold. If roads and men agree upon a wage raise which may lead to a rate raise, the public can have nothing to say about it. The farmers who have been trying to bring down freight rates were greatly concerned about this possibility. Their "bloc," however, failed to function against it in either house.

All attempts to amend it in the public interest were voted down. The law stands in exactly the form the roads and their men wrote it. They have had their way about it. If it fails to work, they, and no one else, must bear the blame. Wage demands have been made and negotiations are about to begin. The law faces an immediate test, and the public will watch that testing and its possible aftermaths in the way of rate increases with a keen interest.

### OUR MOST USEFUL CITIZEN.

The Tradesman reproduces entire elsewhere in this week's edition the remarkable paper read at the 69th birthday of the Michigan State College by Charles W. Garfield, describing his experience as a student at the institution fifty-eight years ago. No more graphic recital of the situation at East Lansing in those early days could possibly be committed to paper. In thus preserving the early annals and traditions of the institution Mr. Garfield has rendered the educational interests of the State a service worthy of the subject and in keeping with the beautiful and fruitful life Mr. Garfield has always lived in this community.

Mr. Garfield is a rare man; gentle, unassuming, simple and sincere in manner and mien, a lover of the beautiful in nature, art, in literature and, better than all these, in character. As a business man and citizen, he is notable through the practice and exemplification of acumen, intelligence, foresight, firmness and courage, allied to the most rigid standards of honor and integrity. As a man he stands forth in the dignity that simplicity of character, warmth of friendship, the love of his fellow men, compassion for misfortune and eager desire for the betterment of all peoples which has ever characterized him.

### TRADE ASSOCIATIONS.

A speaker at the annual meeting of the Chamber of Commerce of the United States last week took occasion to refer to the status of trade associations. By a recent decision of the United States Supreme Court, he declared, their field of activity had been so well defined that there was little reason for them to transgress either the spirit or the letter of the law. This is a fair statement of the case, but it should be borne in mind that the principal issue regarding the trade bodies was the propensity of some to combine in fixing prices. Later on, however, the speaker went on to urge the further development of the associations, giving the following as an example of what might ensue:

When the time comes that the various trades and industries shall find a legal method to coerce those members of their trade who do not live up to the letter and spirit of the properly established code of ethics, then we shall have little or no reason to fear Government interference.

To the general tenor of this conclusion many business men might be inclined to give their adhesion. As a matter of practicality, however, there are some weak points about it. To begin with, there could never be found a legal way for a trade association to bind any who are not members of it but who were engaged in the same industry. Then, too, there might be real differences of opinion as to the provisions in the "properly established code of ethics." Such a code might readily be made a cover for practices against the anti-trust laws. Aside from these objections, there is always the chance that giving trade associations the legal right to coerce members into doing or not doing some particular thing would be resented by the individualists who wish to do business in their own way rather than as their competitors would like to have them do.

### NO DEFENSE DAY THIS YEAR.

There will not be a Defense Day test this year. Possibly there will never be another, although these yearly muster days are authorized by the National defense act of 1920, which embodies the National defense policy of the United States. These tests were held in 1924 and 1925, but reports of the results were never published. There was a great deal of bungling in connection with them. The term "mobilization day," used in 1924, roused the pacifists and more radical-minded peace societies. The War Department's ill-advised recommendation for holding the tests on Armistice Day was another blunder. Shifting the date to July Fourth did not better the situation. The President's recommendation that Congress be asked to fix a date was not followed. This year the War Department seems to have abandoned the test. The law authorizing these muster days should either be made more specific or that clause of the "National defense act" should be repealed.

Things come and go, and right now it seems to be "go" for the cross word puzzle.



### Recent Experiences in Poland Rebuke Peace Priests.

Grandville, May 18—There is a restlessness in Europe which we in America little understand.

We are so firmly fixed in our Yankee notions of home and loyalty to government we cannot quite comprehend the seething discontent that really exists all over Europe.

First, we had the Fascist movement in Italy, terminating in the dictatorship of Mussolini. Around about were small broils and acts of discontent among the small nations, and now Poland, that nation of such unfortunate history, comes to the front with a dictator threatening to act as another Napoleon in tearing the popular government to fragments and seating himself on the ruins as dictator and ruler of the whole nation.

Unfortunately, there are three distinct parts to Poland.

Many years ago, when the nation as a whole was of no small importance, three great powers of Europe decided to partition Poland among themselves. It was then that the partition of a nation was accomplished, Russia, Austria and Germany each taking a slice, in consequence of which we now have three distinct divisions under the new Polish flag, German, Russian and Austrian Poland.

Sad it is that this splendid country, after once more resuming its nationality after many years of subjection to foreign powers, should fail to meet the crisis in its affairs and stand solidly as one for the preservation of nationality.

A nation of whom it was said the loveliest women on earth made up its femininity ought to stand as one in defense of nationality. But no. A former general of the army, who was cast aside some time ago, has been plotting his return to power and within a few days has entered Warsaw at the head of a hostile army.

"Pilsudski takes cloak Napoleon wore years ago" is the way the newspaper men characterize this new movement for the overthrow of liberty and union in Poland. He is said to be an excellent example of a twentieth century Napoleon, using a personal military machine to seize the reins of civil authority.

The power of the military still rules Europe, whatever may be said to the contrary in the newspapers. The wings of the peace dove were long ago clipped and signs of peace are growing beautifully less all the time. Again America may well congratulate itself on being quite outside the world courts and national leagues of that old, storm-ridden country.

Petty skirmishes here and there show which way the wind blows. Germany concluding a treaty with Soviet Russia. Mussolini riding into power as military dictator of Italy, a new and more powerful Italy than ever before existed in Europe, and now General Pilsudski assuming to head the army for the subjugation of popular government.

The latest news is a declaration that civil war now exists in Poland. The ambition of a single man, this would-be Napoleon, has led to this startling situation. Blood has been shed in the streets of Warsaw, more than sixty people having been killed.

Poland needs a long spell of peace to revive from its long dependent condition, and this new military debacle is making matters serious for the liberties of this interesting people.

Pilsudski has a powerful following in that land, and it may be expected that the nation will eventually come under his reign as dictator. To make matters still worse, the labor organizations are preparing to go on strike, thus taking advantage of their country's misfortunes.

Poland, so long unfortunate in its national history, is having the way for not only a native dictator, but for the renewal of foreign aggression which may eventually land that unfortunate

country in the toils of her old time masters.

Yet we have apparently well meaning American citizens tirading against military instruction in our schools and colleges. As if America was all there is in the world and that no danger of dismemberment lies in any quarter.

As long as Mussolinis and Pilsudskis exist there will be more or less danger to the peace of the world. The ambitions of men serve notice that military preparedness is quite necessary wherever man has reared a government, and that to act otherwise would be the most abject folly.

It is better to learn from facts that are being demonstrated all around us and not place confidence in the proclamations and well meant advice of college professors and peace-at-any price priests.

It is not likely that labor organizations will ever be able to create civil war. The general public will not stand for it. However, this demonstration in Poland is of far different origin and promises some interesting disclosures.

Civil war in a nation invites spoilation from other nations, and it is this very thing that is taking place in unhappy Poland to-day. While our own civil war was on many European nations felt itching hands anxious to take a hand in the strife. But for the "hands off" pronouncement of Russia's czar the United States would have had a foreign war on its hands during our struggle for self preservation. For this one act Russia has always had a warm place in the American heart.

Let us hope that peace may soon come to the land of Poland. That country has suffered enough in the past and is entitled to rest and an opportunity for self improvement under its own flag. Old Timer.

### Sales Points To Remember.

Don't loaf on rainy days or snowy days. They are good days to find prospects in. They haven't so many callers. The best days are the worst days from the standpoint of weather.

Don't forget that there are more possible orders in a large number of fair prospects than in a few excellent prospects—so work and make a larger number of calls.

Don't talk loud, particularly at the opening of a selling talk—talk low in order to concentrate the prospect's attention by straining his hearing slightly.

Don't neglect the fact that legs often make up for brains in getting orders—although one isn't much good without the other.

Don't wear anything to attract or concentrate the eye of the prospect on your dress.

Don't run down the other fellow's goods—talk the reason why of your goods.

Don't contradict a prospect, even if you're sure you are right.

Don't talk price—talk quality even though your price is low.

Don't ask the prospect a question to which he can say "No."

Don't ever tell a prospect that he is mistaken.

Don't argue—illustrate.

Are you so striving that your descendants will be willing to claim you as an ancestor?

The popular notion seems to be that it is foolish to bother with a reason when you have a hunch.

## Insurance Trusts



THERE ARE SEVERAL PLANS BY which one may establish an Insurance Trust in the care of The Michigan Trust Company.

Each of these is sound in policy and they represent the best thought and the highest achievement in the effort to create and maintain the protection which every normal person desires to provide for those dependent upon him or who might, at some time, need assistance from him.

To establish such a Trust does not require a large investment, but means the application of advanced and approved financing which appeals to people in all walks of life, whether their means be large or small.

The Insurance Trust is a way which makes possible the accomplishment one of the most important objectives of a lifetime.

We do not sell Insurance, but in co-operation with your Insurance broker and yourself, can help establish a profitable and satisfactory arrangement which will be a source of satisfaction to yourself and a safe-guard for those whose protection and happiness you most desire.

Let us confer with you regarding an Insurance Trust.

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COMPANY  
GRAND RAPIDS, MICHIGAN

*The First Trust Company in Michigan*

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## SHOE MARKET

### How To Discourage House-to-House Shoe Solicitors.

The keener the competition in any line of endeavor the more knowledge one must possess to make his individual business succeed.

The "house-to-house canvasser is usually well instructed as to the "buying appeal" of the lady of the house. They are fair judges of human nature and are keen enough to realize that their bread and butter depends on pulling themselves up by "their own bootstraps." Making a living from house-to-house appeal necessitates high powered sales pressure.

However, certain weaknesses in the house-to-house selling plan can be combated provided the retail merchants are alive to the fact that knowledge of the canvassers' methods will show up these weaknesses.

The main appeal to the customer of the house-to-house canvasser is to the emotions.

Because of the large commissions per pair the canvasser is full of enthusiasm at the time of making the sale. The article of merchandise is mailed the customer C. O. D. for the balance, with privilege of inspection.

There are two classes of canvassers with each firm: the bonded agent, who carries samples, and the non-bonded agent, who starts out with samples of leather (if it is shoes) and pictures and a catalogue. Please note that even the firms do not trust their canvassers at the start, as most of these agents are hired by mail, without much enquiry made about their honesty or their experience in that particular line. You can verify this by answering one of the advertisements you will find in almost any Sunday paper issued in cities of 50,000 or over.

The writer was called in to figure on selling a shoe concern which gets its business from house-to-house solicitors on a certain amount of shoes to be made up per month. The books were laid open and the entire system laid bare, as follows:

The canvasser sold the shoes at \$6.85, to be sent C. O. D. by mail, with privilege of inspection.	
The agent collected as his commission	-----\$1.50
The catalogue, mailing etc., cost	1.25
The rental of store room, clerks, cost	-----.50
The firm wants, per pair, net profit	-----.25

Total	-----\$3.50
Balance to pay the manufacturer on any kind of shoe the firm wants	-----\$3.35

Any retail shoe merchant who reads this article would fall on your neck with joy if you could show him 51 per cent. gross profit on his selling price.

Research figures prove that the canvasser's commission is paid as follows on this average:

At price of \$3.95 agent gets	\$0.60
At price of 4.95 agent gets	1.00
At price of 5.85 agent gets	1.25
At price of 6.85 agent gets	1.50
Anything over this runs from	\$2 to

\$3 a pair commission. Please note that the price range is from \$1.25 per pair for a very shoddy oxford to odd prices up to \$9.85.

In only one case did we discover flat dollar prices, and that was one firm that had two prices, one at \$5 and one at \$6 for both men's and women's, but the prices ending in .85 seem to be the most popular.

The instruction book reads: "Use the enclosed tape measure to measure the ball, instep, heel and ankle, and a chart accompanies the set with a paper outline to draw the stocking outline of the customer's foot. However be sure to get all the numbers in the lining of the old shoe and the name of the shoe if possible. This is important, to avoid returned shoes."

A great selling talk accompanies all the first instructions and points out the possible avenues in which the particular merchandise can more readily be sold and just how to approach such classes, at what time of the day, and what to say as an opener. Also to call on a customer after the shoes have been delivered to try to get a personal recommendation from that person in writing and to recommend the names of five other friends whom the canvasser might be allowed to call on.

Now here are the weaknesses in this plan of selling as the writer sees it:

1. In looking into the firm doing this business, all the goods were on consignment, owned by the manufacturer who made them, and the shoe firm remits each week the amount of cash it gets in from the sales of its agents on that particular manufacturer's shoes that are sold. This system of buying does not give this canvasser firm the entry with the best manufacturers or the lowest prices from a quality standpoint. They are not particular about the little niceties the retail merchant expects. Also, they cannot under the consignment system take advantage of discounts.

2. The labor turnover is very great, as the agent leaves as soon as the territory is fairly well covered, because his drawing account is departed and he has no loyalty either to the customer or to the house. One authority made the statement that a firm selling 160,000 pairs a month had out 4,000 agents to do so, or 40 pairs average to each canvasser. In ninety days' period this firm has employed over 10,000 different agents. This certainly does not inspire confidence in the eyes of the consumer.

3. It costs in each individual case more money to sell a shoe by the canvasser, from 10 to 17 per cent. more than any legitimate shoe store needs to sell it for.

4. The canvasser is usually a person with an unknown standing in that community, not a taxpayer or a person interested in the civic welfare of the city or town.

5. The wear and satisfaction from the result of a sale of shoes by the canvasser will not occur, because the wide difference between the cost price paid for the shoe and the selling price of the shoe almost makes it a profiteer

article which cannot fulfill its money's worth of duties.

6. The purchasing department is not made up of men experienced in the shoe business, and the result is they are buying for price continually, regardless of the quality of the article if it has only the outside appearances of worth. Very little consideration is given to fitting qualities of the shoes at the time they are bought from the manufacturer, but they do try to fill the orders for fit the best they possibly can. Very few widths are purchased, but the size range is very long—from very small sizes to very large sizes. For example, in men's they buy C and E wide in sizes ranging from 2½ to 15.

If enough thoughts have been put into this article to awaken Mr. Retail Shoe Merchant to the fact that someone in his neighborhood is out getting the business that he is waiting for in his store, and not doing very much, perhaps, at that, to get them in, then some good will come out of it.

Wake up, Mr. Merchant—look around you; analyze the methods that are employed in merchandising that cut down your volume of sales; get the other fellow's dope; cultivate the acquaintance of one of these canvassers; get under his skin—he will tell you a story of intensive selling that will make you want to hire him and—perhaps he might be the one you wanted to hire after you have checked him up.

W. C. Roose.

To draw trade, be attractive.

### Wedding Season Is Stimulating.

The approaching wedding and trousseau season is stimulating buying by retailers of suitable merchandise. There is a call for wedding dresses and also those to be worn by bridesmaids. Taffeta and satin "robes de style" with beaded ornamentation are stressed in the former, while tulle is reported the favorite for bridesmaids' dresses. Special types of undergarments for trousseaus are in increasing demand, notably those of glove silk in the new sheer versions and the combined undergarments which comprise brassieres, corsets and step-ins all in one. Cedar "hope chests" are selling on a bigger scale than ever before, according to manufacturers here.

### "MILEAGE"

Means

Good Shoe Laces

Good Rubber Heels

Good Heel-Grippers

### MILEAGE

**BEN KRAUSE**  
Company

GRAND RAPIDS, MICHIGAN

**A New BLONDE**  
trimmed with  
Barbour's Genuine  
Cross Cut Welt

### THE DUNDEE

No. 964

In stock now—An Ivory Blonde, soft box, nickel eyelets, Black Stitching, Fair Ribbon Stitched Soles Sizes 6 to 11. Price \$3.40.

**Herold-Bertsch Shoe Co.** Grand Rapids, Mich.

**Michigan Shoe Dealers**  
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### PROMPT ADJUSTMENTS

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L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549



### Remarkable Activity in All Lines at Howell.

Howell, May 18—Things are changing here so fast this spring that the folks at home have hard work to take care of them.

The old McPherson stores were about the first to change. This pioneer enterprise went into the hands of Pemberton Brothers, who have renovated the store throughout and thoroughly modernized it as a business place. The McPherson family, who still own the buildings, are now putting in new store fronts for Pemberton's, Howlett Clothing Co. and J. S. Field & Son shoe store, which adjoin the old general store. The improvement is to cost over \$10,000 and will add greatly to the looks of that part of the business section.

Mrs. Culver is the latest to catch the spirit on every hand this spring. The entire front of her block occupied by the family restaurant, with a family upstairs, is being taken out, brick work and all. Contractor Frank Meyers and his men are to put in a new and thoroughly modern front for both stories.

The first to move this spring was John F. Cook, who ran a meat market in his old wooden building for a good many years and then sold the business to Van Foland. Mr. Cook decided some months ago to go back into trade and notified Mr. Foland to vacate. Mr. Foland formed a partnership with Nelson Smith and bought the C. and D. grocery, moving his meat market to the rear of the grocery stock. Mr. Cook has torn down the old building, the last remnant of the old "Main street," and Contractor Meyers has a fine new two-story block well under way to be occupied by Mr. Cook as soon as completed.

William Miller has torn out the interior of his store room occupied by the Sugar Bowl, and has put in an interior finish which makes it one of the neatest store rooms in the city. H. E. Johnson, the proprietor has spruced up his confectionery and restaurant business to fit his surroundings.

The drug firm of Barron & Wines has dissolved after over twenty-six years of successful trade. Mr. Barron retiring. F. E. Weeks, who ran a drug store at Pinckney for some years was president of the business men's association there and an all around hustler, has bought Mr. Barron's interests and will leave the road to move to Howell and get into the doing of things here.

The Bruce Products Co., of Detroit, has bought the plant of the Borden Condensed Milk Co. here and gradually rebuilt the interior to fit it for its use. As rapidly as the plant was ready it moved its Detroit factory here until the whole line of scouring and finishing appliances and compounds are now manufactured. The trade mark is "Bruce." The payroll numbers quite a number more than the old company did here.

The lake frontage in this county has simply gone wild. Previous to last season there were a large number of lakes scattered all through the county which had not been improved. They are practically all picked up now and a number of promising resorts are under way. The city saved the only available shore at Thompson's lake, adjoining the city, by voting to buy a fine piece of desirable woods from Judson Walker for a city park. Mr. Walker met the proposition by contracting to sell the property to the city for \$2,000 less than he had an offer for at the time, on condition that the new park be named Walker Park. It is expected to open this season. Over thirty new cottages are under contract around the lake, mostly across the lake from town, this season.

Paving of Grand River road all the way from Detroit to Grand Rapids, through Howell and Lansing, has

caused a regular boom in real estate all through this county. Farms to a mile or more from the road are being platted into two to five acre pieces and are being sold to Detroit and Lansing people who are building homes all along the line. Quite a number of Detroit people now live in Howell and go back and forth with their cars or on the busses which run every hour, or on the P. M.

There never was a time when so many residences were going up in this city and vicinity as there are right now. Every available carpenter is busy.

In the midst of our prosperity there are two shadows. Homer N. Beach, one of the city's oldest business men and always a leader in the city's advancement, is very sick at his home here. His entire stock of general merchandise is just now being closed out and the fixtures sold. L. E. Howlett, one of the city's leading attorneys, also lies very sick at his home. The nature of the ailment of both these men is such that their physicians give little hope. Both are men who will be greatly missed in Howell's active business circles and projects for upbuilding.

A. R. Crittenden.

### Persistence in Breaking Down Sales Resistance.

The writer recently met with an interesting sales experience that brought out a profitable lesson.

A call was made on a certain merchant for the first time. Every courtesy was observed in the introduction, but the prospect gave the salesman the rudest reception he had ever received. The line of goods was new, but possessed great merit, and has since gone over big. This interview ended abruptly, but with a determination to conquer that fellow or perish in the attempt.

A week later a second call was made, with slightly better treatment but no order. This was followed up in ten days with a third call, with an approach something like the following:

"This is my third call on you, to offer you a line of merchandise that will make you a profit—one that you will eventually stock. It is put out by a leading house, spending real money for these calls because it knows this product is a winner. You and I are better acquainted than when I came in here a total stranger, and you ought to appreciate by this time that my house and myself are not burglars bent on robbing the store, but fellow business men with a mutually profitable proposition. Now what do you say we talk business?"

To make a long story short, a good interview was granted and a sale was made which will doubtless be the forerunner of a long series of repeat orders.

On the first call that buyer displayed a very normal trait, namely, to be wary of strangers. That trait is ingrained in the bosom of every one of us, inherited from prehistoric days when all strangers were enemies. Just as normal a trait, however, the rule is that people can't help but warm up on frequent interviews if properly conducted.

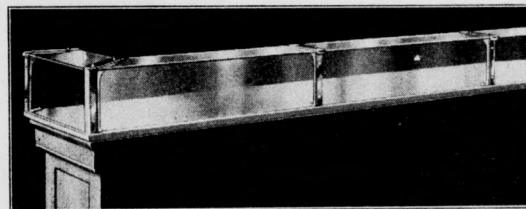
### Authoritative.

"Bill is going to retire from business for five years."

"Oh, I've heard him say that before."

"Yes, but this time the judge said it."

## Glass Counter Guards



Practical counter protection can be had at very low prices. Let us quote you on your requirements.

We also build  
SHOW CASES  
and  
STORE  
FIXTURES.

Write for our catalogue.

**SAGINAW SHOW CASE COMPANY, Ltd.**

SAGINAW, W. S. MICHIGAN

## GRAND RAPIDS PAPER BOX Co.

Manufacturers of

SET UP and FOLDING PAPER BOXES

GRAND RAPIDS MICHIGAN



A good seller  
A splendid repeater

**HOLLAND RUSK**

AMERICA'S FINEST TOAST

Place your order today  
All jobbers

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Distributors of *PINE TREE Brand*

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### GRAND RAPIDS LABEL CO.

Manufacturers of

GUMMED LABELS OF ALL KINDS

ADDRESS, ADVERTISING, EMBOSSED SEALS, ETC.

Write us for Quotations and Samples

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MICHIGAN

## 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.

## FINANCIAL

## Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, May 4.—In the matter of Herbert N. Talcott, Bankrupt No. 2821, the first meeting of creditors has been called for May 17.

In the matter of Gus Sampanes, as Astoria Lunch, Bankrupt No. 2916, the first meeting of creditors has been called for May 17. The meeting will be held at suite 1225 Grand Rapids National Bank building, where the Court will move on May 14.

In the matter of Ernest E. Boyce, etc., Bankrupt No. 2919, the first meeting has been called for May 17.

May 4. On this day was held the first meeting of creditors in the matter of W. G. Lewis, Bankrupt No. 2906. The bankrupt was present in person and by attorney Christian A. Broek. No creditors were present or represented. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. Thomas J. Whinery was appointed trustee, and his bond placed at the sum of \$100. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Earl W. Moore, Bankrupt No. 2881. The bankrupt was present in person and by attorney William J. Duiker. Two creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The first meeting then adjourned without date and the case has been closed and returned to the district court as a case without assets.

On this day also was held the first meeting of creditors in the matter of Frederick W. Hicks, Bankrupt No. 2913. The bankrupt was present in person and by attorney R. L. Newnham. One creditor was present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The first meeting then adjourned without date and the case has been closed and returned to the district court as a case without assets.

On this day also was held the final meeting of creditors in the matter of Lee C. Rynbrand, Bankrupt No. 2660. The bankrupt was not present or represented. The trustee was not present. No creditors were present or represented. Claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of expenses of administration and for the declaration and payment of a first and final dividend to creditors. The amount of the dividend has not been determined and upon the amount being ascertained note of the same will be made here. There were no objections to the discharge of the bankrupt. The case was then adjourned no date and will be closed and returned to the district court in due course.

May 5. On this day was held the first meeting of creditors in the matter of William Dingman, Bankrupt No. 2909. The bankrupt was present in person and by attorney John G. Anderson. No creditors were present or represented. Claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date and the case will be closed and returned to the district court as a case without assets.

On this day also was held the first meeting of creditors in the matter of Orville S. Hobby, Bankrupt No. 2910. The bankrupt was present in person and by attorney John C. Anderson. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The meeting then adjourned to May 10.

On this day also was held the final meeting of creditors in the matter of Charles L. Reed, Bankrupt No. 2760. The bankrupt was not present or represented. The trustee was present in person. No creditors were present or represented. The trustee's final report and account was approved and allowed. An order was made for the payment of administration expenses as far as the funds would permit. There were no dividends for creditors. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date. The case will be closed and returned in due course.

In the matter of Fred A. Marshall, Bankrupt No. 2680, the trustee has filed his final report and account and a final meeting of creditors has been called for May 17. The trustee's final report and account will be considered, administration expenses passed upon and ordered paid and a first and final dividend to general creditors ordered paid.

In the matter of Fred Sheringer, Bankrupt No. 2642 the trustee has filed his final report and account and a final meeting of creditors has been called for May

17. The trustee's final report and account will be considered, administration expenses ordered paid and a final dividend to general creditors declared and ordered paid.

In the matter of John Wesselink, doing business as M. & W. Grocery, Bankrupt No. 2918, the funds for the first meeting have been received and the first meeting has been called for May 20.

In the matter of Albert Schanz, etc., Bankrupt No. 2917, the funds for the first meeting have been received and such meeting has been called for May 20.

May 7. We have to-day received the schedules, order of reference and adjudication in the matter of Clyde Plumb, Bankrupt No. 2924. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a common laborer. The schedules show assets of \$278, of which \$250 is claimed as exempt, with liabilities of \$1,265.64. The court has written for funds, and upon receipt of the same, the first meeting of creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

G. R. Savings Bank, Grand Rapids	\$110.00
Wurzburgs, Grand Rapids	9.85
Stouten & Co., Grand Rapids	214.00
Landis Singer Co., Wheeling, W. Va.	87.00
M. K. Boersma & Son, Grand Rap.	7.50
Consumers Ice Co., Grand Rapids	4.50
Joe Haggal, Grand Rapids	6.50
Turner Garage, Everett	49.00
Crawford & Zimmerman, Flint	54.00
King Clothing Co., Flint	45.00
Hub Shoe Store, Flint	15.50
Domestic Health Society, Inc., New York	20.00
Dr. Glen A. Easton, Grand Rapids	27.50
Dr. H. J. Beel, Grand Rapids	38.50
Dr. N. S. Vann, Grand Rapids	40.00
Dr. G. F. Lamb, Grand Rapids	1.50
W. Lee, Grand Rapids	35.00
Riverside Fuel Co., Grand Rapids	12.50
Kemps Grocery Co., Warwood, W. Va.	28.75
DeVries Dairy, Grand Rapids	44.00
A. H. Corwin, Marion	12.00
Dekker & Visser, Grand Rapids	4.50
Brooks Garage, Marion	29.00
Home Stake Mining Co., Lead, S. Dak.	72.00
Alden & Judson, Grand Rapids	30.00
New System Dentist, Grand Rapids	14.00
Dr. S. F. Devereaux, Grand Rapids	5.00
Mrs. Landon, Lawton	30.00
J. Kondrat, Grand Rapids	54.00
Liberal Credit Clothing Co., Grand Rapids	17.94
Prange's Credit Store, Grand Rap.	38.10
Olson & Ebann, Grand Rapids	30.00
Donovan's Credit Clothing Co., Grand Rapids	48.50
Hudsonville Garage and Hardware, Hudsonville	30.00

April 7. We have to-day received the schedules, order of reference and adjudication in the matter of Leon Genung, Bankrupt No. 2923. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Dowagiac, and his occupation is that of a laborer. The schedules show assets of \$400 with liabilities of \$2,890.50. The court has written for funds, and upon receipt of the same, the first meeting of creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Ollie Pond, Dowagiac	\$195.00
White Bros., Dowagiac	175.00
Milford Yaw, Dowagiac	20.00
Harrison Price, Dowagiac	15.00
John A. Tolman & Co., Chicago	60.00
Hubbard Ice Co., Dowagiac	80.00
Mrs. J. Wilson, Dowagiac	9.55
George Genuing, Hartford	200.00
Dowagiac Ice Cream Co., Dowagiac	5.15
Charlie Wolf, Hastings	128.18
Steve McCarthy, Benton Harbor	77.00
Phillipson Clothing Co., Dowagiac	15.00
Hinkley & Garrett, Dowagiac	27.00
Harry Scofield, Dowagiac	248.02
Perfection Biscuit Co., Fort Wayne	164.84
Schwarz Paper Co., Chicago	26.95
H. P. Buzzell Co., Kalamazoo	3.26
Arthur McHoney, Lawrence	12.00
K. B. Smith, Niles	33.34
Murkle Broom Co., Paris, Ill.	101.00
Marquette Candy Co., Benton Har.	27.91
John & Ely Co., Kalamazoo	40.41
Sam Snell, Dowagiac	30.41
Bell Shaw, Dowagiac	200.00
Levy Ward Grocer Co., South Bend	14.64
City Bakery, Dowagiac	33.95
Whiteman Bros., South Bend	51.35
Kidd Date & Price, Benton Harbor	371.98
Bob McCoy, Dowagiac	6.50
Kenneth Suits, Dowagiac	6.00
Nelson Antisdale, Dowagiac	9.83
Dowagiac Fruit Co., Dowagiac	30.00
Dowagiac Tel. Co., Dowagiac	4.20
The Beckwith Co., Dowagiac	32.53
Oscar Mayer & Co., Chicago	100.64
Bert Clasp, Dowagiac	23.00
Walker Candy Co., Owosso	40.00
Tomas Plather, Dowagiac	38.36
R. R. Quenin, South Bend	7.50
Mich. Fruit Co., Benton Harbor	8.10
Ward Baking Co., South Bend	2.87
Bishop Grocery Co., Buchanan	37.40
G. H. Hammond, Chicago	12.00
Hodges & McIntosh, South Bend	61.05
H. J. Lewis, Kalamazoo	9.75

## \$10,000. Bienville Parish, La., 5% Direct Obligation bonds due Aug. 1, 1939-42

### 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%

If interested please wire or write us

## VANDERSALL & COMPANY

410-416 Home Bank Bldg., Toledo, Ohio

29 So. LaSalle St.,  
Chicago, Ill.

1654 Penobscot Bldg.,  
Detroit, Mich.

## Grand Rapids National Bank

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

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

Combined Capital, Surplus and Undivided Profits over

**\$1,500,000**

## GRAND RAPIDS NATIONAL BANK

GRAND RAPIDS, MICH.

## Kent State Bank

"The Home for Savings"

With Capital and Surplus of nearly Two Million Dollars and resources exceeding Twenty-Three Million Dollars, invites your banking business in any of its departments, assuring you of Safety as well as courteous treatment.

### Investment Securities

## E. H. Rollins & Sons

Founded 1876

Dime Bank Building, Detroit  
Michigan Trust Building, Grand Rapids

Boston  
Denver

New York  
San Francisco

Chicago  
Los Angeles



Taylor Produce Co., Kalamazoo -- 5.00  
Calumet Baking Powder Co., Chicago -- 61.13  
Sawyer-Biscuit Co., South Bend -- 35.45  
H. Van Eenennaam, Zeeland -- 12.25

May 7. We have to-day received the order of reference for a composition before adjudication, in the matter of Monroe Style Shop. The first meeting of creditors has been called for May 21. The alleged bankrupts are a concern of Grand Rapids, and their occupation is that of dealers in men's and women's clothing. The schedules show assets of \$23,624.70, with liabilities of \$11,055.28. The list of creditors of said alleged bankrupts are as follows:

M. Adams & Co., New York -- \$580.25  
Sam Adleman & Co., Chicago -- 200.00  
Morris Asinoff & Co., New York -- 515.50  
Blackstone Knitting Co., Chicago -- 30.00  
Bixby & Co., Grand Rapids -- 17.50  
L. Black & Sons, Rochester -- 634.00  
L. Berman & Co., Chicago -- 223.00  
Bojay Knitting Mills, New York -- 21.00  
Consumers Power Co., Grand Rap. -- 33.11  
E. C. Cotton Co., Grand Rapids -- 7.50  
Cooper Landow Hat Co., Chicago -- 125.00  
Commercial Letter Co., Grand R. -- 31.69  
Dubois, Moin Co., Grand Rapids -- 429.75  
H. Isen & Co., New York -- 19.24  
J. Isen, Brooklyn -- 19.24  
Eastern Star World, Boston -- 25.00  
E. F. Bee Zee Dress Co., New Y. -- 129.00  
F. C. Printing Co., Grand Rapids -- 20.15  
Fine & Levy, New York -- 50.00  
Faultless Glove Co., Gloversville, New York -- 94.86  
Friedburg Clothing Co., Cincinnati -- 40.00  
Glasner & Wienstien, New York -- 160.75  
Goldstien & May, New York -- 150.00  
Gevertz Mfg. Co., New York -- 69.50  
Booth Pub. Co., Grand Rapids -- 26.00  
Marion Gray Co., Los Angeles -- 24.61  
Maurice Hirsch Co., Chicago -- unknown  
J. Halle Bros., New York -- 610.00  
Heyman & Co., New York -- 60.00  
Hercules Clothing Co., Columbus -- 56.00  
Max Kahn Co., Chicago -- 227.50  
Kling Bros., Chicago -- 396.75  
Calvin Stern Co., Chicago -- 28.12  
Kessler May Co., Grand Rapids -- 20.00  
Keith Bros., Chicago -- 91.50  
Paul Kamnitz Co., New York -- 87.00  
Lion Match Co., Iliion, New York -- 51.00  
Lisberg, Kramer Co., Milwaukee -- 24.00  
L. & W. Sales Co., Detroit -- 38.50  
D. LaVine Co., New York -- 85.50  
C. W. Mills Paper Co., Grand Rap. -- 14.00  
Mirror Press Co., Chicago -- 14.00  
Muller, Kuskins Co., New York -- 100.00  
Princes Girl Coat Co., New York -- 135.00  
Rochechild & Co., Chicago -- 172.00  
Rah Co., Cincinnati -- 50.00  
Rothchilds, Spiesberger, Jacksonville -- 377.00  
Supreme Hosiery Co., Milwaukee -- 27.32  
Nathan Simpson Co., New York -- 11.72  
Simon Bros., Chicago -- 212.00  
Stiendler Paper Co., Muskegon -- 49.36  
Michigan State Tel. Co., Grand R. -- 11.92  
J. L. Taylor & Co., Chicago -- 44.25  
Max Udell Co., New York -- 17.71  
Viergiver, Berman & Moore, Grand Rapids -- 50.00  
S. Wasserman, New York -- 90.00  
Geo. T. Ide & Co., Chicago -- 150.00  
Max Joseph Co., New York -- 130.00  
Richmond, Newberg & Traverse, New York -- 200.00  
Moch, Berman & Co., Cincinnati -- 300.00  
Modern Cap Co., Milwaukee -- 72.00  
Julius Brauman Co., New York -- 141.00  
Kent Sate Bank, Grand Rapids -- 412.50  
Merchants Service Bureau, Grand Rapids -- 25.00  
Paul Kaminsky Co., New York -- 140.00  
Outdoor Store, Grand Rapids -- 112.50

May 8. We have to-day received the order of reference and adjudication in the matter of Hughart-Carson Lumber Company, Bankrupt No. 2914. The matter has been referred to Charles B. Blair as referee in bankruptcy. This is an involuntary case, and an order has been made for the bankrupt to file schedules, and upon receipt of the same, a list of creditors will be made herein.

May 10. On this day was held the first meeting of creditors in the matter of Chan Hoy, Bankrupt No. 2904. The bankrupt was present in person and by Edward J. Bowman, attorney for the bankrupt. Creditors were represented by Knappen, Uhl & Bryant, Mr. Snow being present. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned to May 24.

On this day also was held the first meeting of creditors in the matter of John Dominiak, Bankrupt No. 2911. The bankrupt was present in person and by attorney Sigmund S. Zamierowski. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date and the case has been closed and returned to the district court as a no-asset case.

On this day also was held the special meeting of creditors in the matter of Wolverine Paper Co., Bankrupt No. 2605. The trustee was present in person and by attorney Robert L. Campbell. Creditors were present by Knappen, Uhl & Bryant; Harry Howard by Mr. Kimball and Travis, Warner & Johnson. Objections were filed to the compromise offer of

Fred G. Dewey and the meeting with all of its questions was adjourned until June 15.

On this day also was held the first meeting of creditors in the matter of J. Basil Chapman, Bankrupt No. 2912. The bankrupt was present in person and by attorney Earl Dunn. No creditors were present or represented. One claim was proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date and the case has been closed and returned to the district court as a case without assets.

On this day also was held the meeting of creditors and hearing on the compromise offer of Fred G. Dewey. The bankrupt company was not represented. The trustee was present in person and by Robert L. Campbell, attorney. E. J. Keller Co. was represented by Mr. Kimball for Harry C. Howard. Fred G. Dewey was represented by Travis, Merrick, Warner & Johnson. Creditors generally were represented by Knappen, Uhl & Bryant. The hearing on the compromise offer and all other items of the hearing were adjourned to June 15.

In the matter of Thomas-Daggett Co., Bankrupt No. 2708, the trustee has filed in said court its report and petition showing the receipt of an offer from W. H. Hoffman and C. L. Corey in the sum of \$15,000 for the plant at Hartford, which is appraised at \$29,515. The trustee also reports the receipt of an offer from the same parties for the plant at Coopersville. This offer is in the sum of \$20,000, and the property is appraised at the sum of \$57,775. The date fixed for the sales of these plants is May 24. The sale will be held at the office of the referee, 1225 Grand Rapids National Bank Building. The sale will be free and clear of any and all liens and incumbrances. The tax liens to be transferred to the fund derived from the sale in lieu of the property of the estate. An inventory and appraisal is at the office of the referee and may be examined if desired. All interested should be present at such time and place.

May 10. On this day was held the first meeting of creditors in the matter of Joseph F. Farber, Bankrupt No. 2623. The bankrupt was present in person and by attorneys Linsey & Shivel, Mr. Phelps being present. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date and the case has been closed and returned to the district court as a no-asset case.

#### Saturday Work Is Highly Valuable.

Saturday work undoubtedly offers many difficulties, yet when the work can be squeezed in it proves a great all around advantage to the salesman, to his house and to the retailer. This is shown by the following from a very successful sales manager:

"One of our salesmen had an opening stock in this morning. In other words, his Saturday's business was a success. It is surprising the amount of goods that can be sold on Saturday. To those of our men that can, we expect you to have some trade to visit on Saturday. Tell them that by placing their order on this day, it will be shipped on Monday, therefore, getting their goods on Tuesday and having the entire week to sell them. If you should wait until Tuesday or Wednesday it would be the last of the week before your customers receive the goods."

#### Danger.

At a small country station a freight train pulled in and sidetracked for the passenger train. The passenger train arrived and pulled out. Then the freight started to do its switching. A placid, well-dressed woman had alighted from the passenger train and was passing close to one of the freight brakemen when he yelled to his buddy:

"Jump on her when she comes by, Bill, run her down by the water tank, cut her in two and bring the head end up by the depot!"

The lady picked up her skirts and ran for the station, yelling murder at every jump.

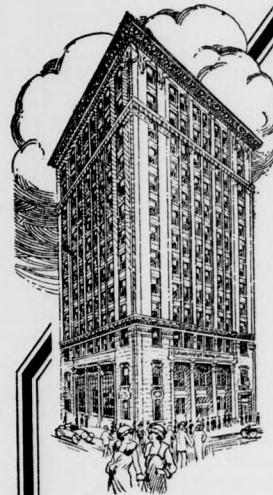
## Business Well Done is a Business Getter

This company expects to enjoy a continuous business, and is alert to the fact that business well done is one of its best business getters.

Our great aim is to give the best service at the same cost. We shall be glad to talk over your estate affairs with you.

## GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN

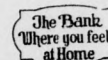


#### Main Office

Cor. MONROE and IONIA

#### Branches

Grandville Ave. and B St.  
West Leonard and Alpine  
Leonard and Turner  
Grandville and Cordelia St.  
Mornoe Ave. near Michigan  
Madison Square and Hall  
E. Fulton and Diamond  
Wealthy and Lake Drive  
Bridge, Lexington and  
Stocking  
Bridge and Mt. Vernon  
Division and Franklin  
Eastern and Franklin  
Division and Burton



OLDEST SAVINGS BANK IN WESTERN MICHIGAN

#### OUR OBLIGATION

We realize at all times, that it is the duty of this institution to do everything to conserve, protect and promote the interest of its patrons.

We solicit and accept patronage, fully cognizant of the trust which is reposed in our own judgment and integrity.

On this basis, may we serve you?

"The Bank Where You Feel At Home"

## Grand Rapids Savings Bank

#### OFFICERS

WILLIAM ALDEN SMITH, Chairman of the Board  
CHARLES W. GARFIELD, Chairman Ex. Com.  
GILBERT L. DAANE, President  
ARTHUR M. GODWIN, Vice Pres.  
EARLE D. ALBERTSON, Vice Pres. and Cashier  
EARL C. JOHNSON, Vice President  
ORRIN B. DAVENPORT, Asst. Cashier  
HARRY J. PROCTER, Asst. Cashier  
H. FRED OLTMAN, Asst. Cashier  
TONY NOORDEWIER, Asst. Cashier

### Our Exports Will Always Be Large.

If merchandise imports into this country had exceeded exports for four consecutive months prior to the war the event would have been featured on the front pages of our newspapers as a reversal of a trade position that was, so most people reckoned, essential to our general prosperity.

In every month of 1926 to date the United States has been running an "unfavorable" trade balance, so-called, but the matter has attracted no particular attention except in circles where such things are followed more or less in connection with the day's business. Students of international affairs understand perfectly well that the country's new position as a creditor nation means that our foreign debtors must offset their obligations here through payments in gold, goods or services. Since we already have half of the gold in the world some distinguished economists hold that a permanent reversal in the trade trend, to a position in which imports normally and regularly might exceed exports, offers about the most logical method for a settlement of these foreign debts. In the financial district a somewhat different view is gaining favor.

Prejudices against excessive imports rapidly are passing but several peculiarities of our trade position make it unlikely that imports alone will correct the international balance. That the flow of imports into this country will continue large for years to come nobody doubts but our control over an enormous agricultural area doubtless will continue to lift our autumn exports substantially above imports. In the early months of the year exports usually are relatively low but imports, as sugar, rubber and various raw materials for manufacture come in, enjoy their seasonal rise.

So long as our merchandise consists primarily of raw materials to be made into finished goods for sale here and abroad, and so long as the world must look to this country in large part for cotton and grains, our export trade must remain large.

In the circumstances it seems reasonable to suppose that whatever excess is received from time to time on imports must be supplemented by such a service as interest payments on loans made to foreign borrowers.

Never in the history of the country has our return from this source been so large as it is now and the indication is that the amount will grow. As time goes on and the countries of Europe more and more command the confidence of our investors the increasing popularity of foreign loans here will swell the yearly interest service and this will come to be a substantial factor in the settlement of the international balance.

Paul Willard Garrett.  
[Copyrighted, 1926.]

### More Belt Novelties Offered.

A number of seasonable novelties in women's belts are now being offered by manufacturers who are represented in the membership of the United Belt League of America, in keeping with the modern fashion trend toward matching costumes and accessories.

Among them is a belt of brown leather stamped to look like alligator hide, that matches the fashionable reptile skins in shoes and bags. It is edged with gold piping and finished with a leather inlay buckle framed in gold. The use of metal slides, which have been featured for several seasons, is continued this Spring, but there is a greater showing of combinations of leather to lend variety. Another novelty is a belt with a crushed front, it widening out in front and being drawn in folds into a buckle of the usual size. It is designed for wear with bolero suits.

### Buying Trends in Dresses.

Georgette dresses in high and pastel shades for afternoon wear, to retail around \$25, continue in active demand. More mature women also seem to have taken a fancy to one and two-piece georgette dresses, according to the Hart Flanagan Co., Inc., resident buyers, and there has been quite a demand for these garments in large sizes. Graduation and banquet dresses are also receiving their share of attention, the demand for white predominating. Numerous calls are noted for wedding dresses to retail from \$25 to \$39.50. Two-piece flat crepe dresses are doing very well, particularly in the new Summer colors. Polka dot effects are stressed, especially in combination with solid color trimming. Fixed or detachable capes on misses' dresses are meeting with favor. The feeling continues that short sleeve dresses will come to the fore with real warm weather, although the demand as yet has not become pronounced.

### The Crime of Arson Virtually Condoned.

Arson is such a big factor in the heavy fire losses in the United States that the National Board of Fire Underwriters has been able to trace from year to year, the direct relationship between the state of prosperity in business and the prevalence of fires.

Yet conviction for such a crime is extremely hard to secure due to reluctance of witnesses, frequently so-called good citizens, to tell what they know about a fire and the character of a property owner affected by it.

In this aspect of the matter society virtually is in a conspiracy against itself. It isn't in a conspiracy against the insurance companies, for they pay out only money they have collected from the property owners, and there is a substantial charge on the collection, which the public pays.

### Printed Clothing For Children.

The call from retailers for prints of all kinds continues unabated in trades making clothing for children from 2 to 8 years of age. The current demand is mostly for very thin Summer materials, such as voile and dimity, but prints in heavier materials, such as broadcloths and zephyrs, are also selling. Business in the children's garment trades has taken a turn for the better lately, and from two to three weeks are usually required for deliveries. Indications now point to one of the most generally successful seasons manufacturers of this merchandise have had for some time.

## Fenton Davis & Boyle

BONDS EXCLUSIVELY

Grand Rapids National Bank Building

Chicago

GRAND RAPIDS

Detroit

First National Bank Bldg. Telephones

Citizens 4212  
Main 686

Congress Building



Decorations losing freshness

### KEEP THE COLD, SOOT AND DUST OUT

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

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

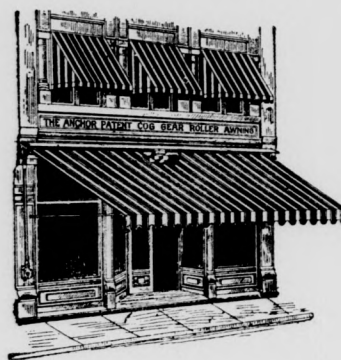
## THE OLD NATIONAL BANK

Wherever you go in Michigan, you will find the Old National known as a bank where every patron can rely on friendliness, integrity and safety. Many of its patrons have been loyal for three generations.

*A Bank for Everybody*

MONROE AT PEARL

NO BRANCHES



AWNINGS,  
TENTS,  
COVERS,  
CAMP  
EQUIPMENT

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.



### Necessity of Competition Between Mutual Companies.

The chief aim in business for a mutual company is to extend its services to those policyholders not now receiving that type of service.

There should be no appreciable competition among mutual companies; there should be very definite co-operation and consolidation of interests, all simplified to the end that mutual insurance, as such, may be more popular, better understood, and more widely accepted."

I have quoted from a letter recently received from one of the most successful and outstanding executives in the entire mutual field, a man whose character and judgment we all respect.

In cordially endorsing these sentiments I wish to point out some of the reasons why any other attitude is most unwise and short-sighted to say the least.

Dishonesty and insincerity defeat themselves in the long run, and this should be so. We claim that we give to our policyholders the benefit of intelligent management, careful selection and helpful inspection of risks, and methods that are equitable, economical and efficient. We talk about co-operation, mutuality and service, and properly so. These keynotes have been sounded so vigorously, and in the main, consistently, that our business is moving forward in a most gratifying way.

Every year since the activities began of the National Association, the Federation and the allied organizations have seen a marked advance. The insuring public more and more are taking us at our word and are recognizing the merits of what we offer them.

We have been wisely seeking to strengthen and solidify our forces not only for effectiveness in handling properly our growing business but also in order that we may present a solid front toward our ever vigilant and not always fairminded competitors. Consequently, anything that tends to interfere with the normal functioning of any mutual is to be deplored.

For one mutual to endeavor to attract business from another by offering lower rates to policyholders, or by tempting agents with higher commissions is to be disloyal to the interests we claim to protect and must ultimately react to the disadvantage of the offending company.

The executives who are actuated by the highest motives do not tolerate such practices on the part of their subordinates. Let us leave these devious ways to such stock companies as are blind to the fact that most of their troubles grow out of practices that in addition to losing money in the long run, forfeit for them the respect of the public, the confidence of agents, and have brought down upon their heads the harassing rate agitation and legislative interferences that now and always threaten them! And their endless quarrels with agents who naturally insist upon getting as much as do others and having discovered their power through agents' organizations formed for self-protection, are becoming ambitious to run the companies.

A look at the steadily expanding in-

surance cemetery as pictured to us in the Standard Year Book should convince any mind of the folly of such weakening methods. While among the hundreds of obituaries the sad story is briefly told of many organizations that never had a chance to live, "The short and simple annals of the poor," other hundreds died from under-nourishment, their strength having been exhausted in the hopeless effort to defend themselves against the voracious appetites and relentless methods of their own tribal brethren.

Every now and then, however, you come across the headstone of a former giant who before his hour had struck, had rejoiced in the fierce fight, feeling that he was giving a grand demonstration of the correctness of Darwin's idea about the "Survival of the Fittest," until the time came when his great frame needed the strength that had been foolishly parted with back yonder merely for the sake of becoming bigger.

"Consult the dead upon the things that were," wrote Longfellow, and an old Spanish proverb, "Dead men open the eyes of the living."

During the years I have been a member of these organizations, I have many times heard complaints with reference to some members of our family which indicated that some of us were losing sight, at least in part, of the great principles that justify our activities.

I sincerely hope that the consideration we are to give this subject today will help every member of this organization to realize that regardless of what other people do, mutual companies should co-operate—just as they ask the insuring public to co-operate.

Henry P. Magill.

### What Smokers Have To Answer For.

Twenty per cent. of all the fires in this country, according to Rudolph P. Miller, head of the National Fire Protection Association, are caused by careless smokers. Anybody who keeps his eyes open will have no difficulty in believing Mr. Miller's statement.

The danger of fires caused by this particular form of carelessness will increase with the coming of warm weather and the consequent opening of windows. A lighted match thrown on the floor is likely to be seen if it sets anything afire in time to be put out with little trouble, but a lighted match tossed out of a window may land in an awning and get a good start before it is discovered.

It is hard to understand why, with all that has been printed about fires caused in this and similar ways, people continue to throw lighted matches around. Even a lazy person would not find it any great strain to blow out the match with which he has just lighted his cigarette. Laziness is not the explanation. It is simply a matter of habit or our old friend—and enemy— inertia.

We ought to recognize that failure to see that a match is out before it is dropped on the floor or thrown out of a window shows a gross lack of consideration for others. The fact that the careless tosser is equally indifferent to his own safety does not excuse him for his playing with fire.

Roger Olmstead.

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## FOUNDERS DAY AT LANSING.

## Sixty-Ninth Anniversary of Michigan State College.

I take it that Founders' Day loses some of its significance when it becomes an annual celebration. When we have a quarter century, half century or a century anniversary, we expect something unusual shall be presented as connected with the genesis of the institution, its evolution, and shall look with expectation for some profound expressions in the way of a forecast of its trend and usefulness. In the recognition of birthdays, the twenty-fifth seems worth remembering and something said or done that shall have significance and this is true of some other prominent stations in life's development; but sixty-nine means very little as an anniversary and when we say that our Alma Mater started out in its career sixty-nine years ago, it doesn't carry very great weight. Possibly next year the 70th birthday may be given more thought and greater attention. With this feeling in my mind, it has occurred to me that my function at this celebration can be carried out with a greater promise of acceptance if I just review in a conversational way the things connected with our college that have come under my personal purview.

Please do not expect anything spectacular or of any unusual significance in any pronouncement that may come from me on this occasion. Let us resolve ourselves into a gathering for the purpose of talking over incidents and personalities that we can recall with pleasure and informality.

My first knowledge of the college dates during the tenth year of its existence. In 1867 my father and mother took a trip across the State from Grand Rapids to Coldwater and went by way of Lansing. As a mere incident of the trip, we drove through the college grounds one summer afternoon. They had known very little of the institution, but perhaps as much as the average farmer's family of Michigan. They drove around the grounds and met a few people, saw the students at work and became wonderfully impressed with the way things were carried on in and about the institution, and upon their return I was taken into confidence and was told that a good place to obtain an education and "working it out" had been found and the family council indicated that at least an investigation should be made of the type of education carried on at M. A. C. with a view of my taking the college course. I was then teaching a country school, still in my teens, and with an unfinished high school course nearing completion.

The winter following, in connection with the county superintendent of schools of Kent county, I attended the annual meeting of the State Teachers Association in Lansing, and one of the treats afforded the members of the Association was a visit to the Agricultural College. It was in December and at that time the College was closed and the long vacation was on. We were taken out to the College in various kinds of vehicles and I, as a lad, happened to be in the carriage with Professor Wayland, of Kalamazoo College, and Professor Olney, of the University of Michigan. I was a good listener on this trip to the College. Wayland was a strong exponent of the type of education fostered in the institution and was an advocate of its hearty support by the State, a man of unusual culture and attractiveness of speech. Olney was a typical university man of the period and felt that the University ought to dominate the educational system of Michigan and that all other educational institutions in the State, under State sovereignty and protection, should in some way be attached to a university system, and that Ann Arbor ought naturally to dominate the system. The discussion was an interesting and rather exciting one and I was a very good listener. As we came near the College grounds, Professor Olney, with a gesture, pointed out the fact that all of the large oak trees had had their tops cut off. They were the survivors of the original forest and Olney said, "Wayland, see the triumph of agricultural art as fostered by this system of education." Just then we were about to enter the grounds and without any apparent direction, the double gate opened for us to enter. It was evidently one of those automatic contrivances which, like the railroad crossing signals, responded to the approach of vehicles, and Wayland immediately said: "When you talk about art, Olney, here it is. This is significant; this speaks volumes for the type of education here. We are received with an open gate. Hospitality is evidently a feature of the institution. Find anything, if you can, at your college that will comport with this reception." I tagged along behind these men in visiting the various buildings of the institution and listened with a great deal of pleasure and satisfaction to the discussions and comments upon the newly instituted system of education.

I finished my country school and entered the College in February, 1868. The

hospitality indicated by the open gateway exhibited itself to me upon my arrival at the College and I was welcomed by President Abbot with a warm grasp of the hand and a gentle greeting that captivated me; and that was the beginning of a long, beautiful and inspiring friendship with a man whom I learned to appreciate and revere, and to whom I owe more than I know how to pass on to others in appreciation of its influence upon my life.

One of the interesting things connected with the advent of young men at the College at that time was a gift of a few volumes of the transactions of the Michigan State Agricultural Society, which for some years were issued annually by the State of Michigan. These volumes evidently were held in large amount and this method of distribution was utilized as an easy way of putting the books in the hands of people who would appreciate them and use them. As a nucleus for a college boy's library, they weren't very attractive, but they helped to found a library which, with our limited finances, was received with expressions of gratitude. Afterward we labelled them in our diaries of assets as "transgressions" and spoke of them jocularly to each other as the "transgressions of the State Agricultural Society." I found several of them very useful in making my primitive scrapbooks of events that I felt were worth saving as reproduced in the newspapers. I have them to-day and look them over with a good deal of interest—not for what was originally printed in them, but what was added to them with personal choice as to the matter plus the use of paste and brush. I did not, as a student, find out the real value to the historian of the Agricultural College of some of the contents of these volumes, for in them are to be found all of the important steps taken by that pioneer institution which led toward the establishment of the first agricultural college in America.

Since my college days I have sought out every word that I could find as connected with the approaches to the establishment of the College and my respect for the men who forecast the evolution has grown with every year, and I have a spirit of profound gratitude in my heart and soul for the men who persisted in carrying their vision of a College of Agriculture to the Legislature of the State and secured the enactments which established the institution and provided, somewhat meagerly to be sure, for its development. I have never been quite certain that Professor J. C. Holmes was right in his persistence for the establishment of an independent institution not connected with the University or Normal school. It is difficult to visualize what might have occurred if the other view had prevailed and an attachment had been made to the University of the College of Agriculture developed under its control. It is like trying to think what would have happened to the United States had some other plan been worked out that would have harmonized its relationship to Great Britain and led to a permanent connection with that great dominating power in the world. Anyway, the Legislature in its wisdom, decided to make the College an independent institution devoted to the promotion of agricultural pursuits as a part of our system of education.

At the time I entered College as a student, the student body was not so large but that the boys became acquainted with the personnel of the Board of Agriculture and the faculty of the college and felt a friendly interest in so much of the plans developed as could be divulged to the student body. I recall the men who were on the Board of Agriculture in 1868 and I knew how they appeared to the average student because at their meetings they sat with us at our meals and we heard their voices and felt that we knew something about them. Hezekiah G. Wells was President of the Board, a man of great dignity of bearing and fine appearance, kindly countenance and a little twitch of the mouth that indicated a keen sense of humor. He was an unusual man and admirably suited to the executive position of the Board. He gained respect; he had decided views and knew how to express them; he was tolerant of the views of other people and knew how to adapt himself to changing circumstances and he had the greatest faith in the future usefulness of the type of education represented by the college.

David Carpenter, of Blissfield, was a member of the Board for many years and was a typical farmer with good sense, fine balance and independence of action. I had great respect for him because he insisted that the faculty of the college bend all of its rules and accept the entrance of a classmate of mine, although he had to be conditioned in every study. It was David Carpenter who brought George A. Farr to the Agricultural College, and said to the President of the College, "This boy entered the war and spent five years of his life in the defense of our Government when he would naturally have secured his college education. Give him a chance. He has good

stuff in him and we will never regret sacrificing some of our ideals of the curriculum in his behalf." This incident in college life made a great impression upon me, for George Farr became a credit to the institution, an honor to the State of Michigan and a citizen of great influence and of the highest standing. The first attempt at military training in the College, in recognition of the suggestion in the National statute making an endowment for agricultural colleges, was under the direction of Mr. Farr while a student. His long experience in the civil war fitted him for the position of Commandant and the faculty gave him full authority in this improvised department and without any accompaniments we were put through military evolutions and given tuition in military tactics. My remembrance is that Farr received from the College the maximum pay for student labor, seven and one-half cents an hour for his compensation. Two important things were accomplished: the student body learned the importance of recognizing and accepting authority and the value of acting together as a unit with accuracy and precision. The course was optional and popular. Farr was tolerant with his raw recruits, but while in command demanded absolute wholehearted loyalty and maintained complete dignity in the undertaking.

Purtzman, of Three Rivers, was on the Board; J. Webster Childs, of Ypsilanti; S. O. Knapp, of Jackson; Oramel Hosford, of Olivet; and Governor Crapo, as Governor of the State, was ex-officio member of the Board. I knew something of all of these men as a student and afterward became intimately acquainted with most of them as useful citizens of the State and have a profound sense of gratitude for the sacrifice they made in standing by the ideals of our institution when in its finances and reputation in the State it was at ebb tide. I wish sometimes that Governor Crapo had fostered a wider thought in connection with the selection of the Government lands which came from the United States as an endowment to the institution than was expressed in the choice of these lands and setting them permanently aside for the future needs of the College. The remnant that we have to-day of these lands indicate the loss we sustained when choice was made of lands having little timber upon them which could be cleared at a minimum expense in using them for agricultural purposes for which they had no fitness. There was plenty of splendid pine and hardwood lands in the Government domain at that time, which, if they could have been selected, would have increased immeasurably the endowment of the College and relieved the institution of the responsibility of dealing with a tremendous problem that now faces the entire State in deciding what to do with the type of lands that were selected as the gift of the Government to the College.

The faculty of the College during my student days was, as I look back upon it now, a remarkable combination of men in love with their work, devoted to industrial education, and carrying inspiration to every student under its tuition. The professors were all men who stimulated confidential relations between themselves and the students under their direction, and I now feel that it was a liberal education to have the friendly relationship with these men and to be under their influence for a few years as an addendum to class instruction and college regulations. Dr. Abbot, Professor George T. Fairchild, Dr. R. C. Kedzie, Dr. Manley Miles, Professor A. N. Prentiss, and Professor A. J. Cook constituted our faculty. There were eighty-two students divided between the various college classes and there weren't so many of us but that we could come into very intimate connection with the members of the faculty and their families, and the college relationship was a family affair.

The student body was made up largely of boys from the country who had little money to spend and had to give a good deal of thought to the economies of school life. But economies had to be practiced not only by the students but by their teachers, for the maximum professor's salary was \$2,000 a year, and during my student days when things were at ebb tide in college affairs, the professors' salary was reduced from this figure to \$1,800 a year. There couldn't be any practice of extravagance under these conditions. And I recall when a few of us felt as if in connection with our chapel exercises we ought to have some musical instrument and decided upon a cottage organ as a desirable attribute. We raised the money to purchase it among the students and the faculty. As I recall it now, the maximum gift was \$5 and the minimum twenty-five cents, and it seemed like a real undertaking to gather this fund and we felt that when we had expended it in that simple musical instrument, it was an epoch in college life.

Dr. Abbot was a very plain man in his dress, simple in his habits, very kindly in his counsel and always glad to receive the confidence of his students. Not a student under him would fail to appre-

ciate the incidental things connected with his administration that brought them in close relationship to him and his brief talks from the chapel rostrum at the regular morning gathering were of inestimable value to the student body. Every young man who sat under these addresses remembers them as vital things connected with his college life. An incident that concerns President Abbot may not be out of place in this category. He could not remember the names of persons and knew this weakness so well that he did not attempt to call the newer students by name. A new class had entered College and a number of the freshmen were waiting their turns in the President's office for an interview. He greeted each one with "Your name, if you please?" Taking his turn with the others was Eugene Davenport and the President enquired, "Your name please, Mr. Davenport?" The humor of the situation was contagious and Davy did not have to clarify the atmosphere by saying, "My name continues to be Davenport." The ex-Dean of the University of Illinois probably recalls this incident.

Professor Fairchild always attracted our confidences and in the classroom relationships, as well as others, the spirit of frankness characterized his utterances and his influence. I recall one morning in our class in moral philosophy he took us into his confidence and told us a story of recent experiences in his home. He said that his stomach refused to function properly and he had discussed the matter with his brother-in-law, Dr. Kedzie, and was advised to drink regularly three times a day between meals a glass of cider. He invested in a five gallon keg of cider and placed it in his basement and he followed the directions of his physician and began to rather long for the time when he was to take his glass of cider. After a time he added to the directions by putting an occasional glass in at other hours, and he finally came up against the fact that he was getting to be a regular cider drinker and whether the cider was a valuable medicine or not, he didn't propose to have a habit formed that was weakening his self-control. He told this in connection with the regular lesson in morals when we were discussing the influence of habit. This personal illustration came home to us very strongly and the intimate relation of it added greatly to the value of our lesson in ethics.

Dr. Kedzie, in addition to being a splendid teacher, was the students' counselor in matters of living and his professional services were freely given during those years to the students when any physical ailment took hold of them. I have the fondest remembrances of his visitations to my room when I was troubled with some disability and I remember his kindness and self-sacrifices rather than the bitter taste of his quinine and chologogue.

Dr. Miles was also a friendly man and the incidental lessons which we learned from him outside of the classroom when we were working under his direction on the farm were of as great value to us as anything he gave us in the regular class work. We think of the peculiarities of these men in interesting incidents of our college life. In the classroom with Dr. Miles, when a student rose to recite and hesitated, often not saying a word, he was reminded by the Doctor with the suggestion, "You may stop there"; and if a student rattled on and was giving voice to views that were rather in discord with the lessons involved, the Doctor's "Not necessarily" always created amusement.

Professor Cook had a wonderful experience after he graduated from College in '62 in visiting California and teaching school in the mountains. He was always glad to tell the stories of his adventures and experience and we could always awaken a desire on his part to communicate these things to us when we desired through the use of diplomacy and we were not loath to start him off in this direction when we were liable to be called on for a recitation for which we were not well equipped. I recall to this day the ordinary amenities of life under the primitive conditions. He taught the children to say "thank you" and "if you please." One of his boys tried it on his own family with disastrous results. At supper he said, "Please, Dad, give me a little more hash." The father looked sharply at the lad and then gave the helping. But when the boy followed it with "Thank you", it was too much for parental authority to tolerate and he grabbed the lad by his neckband, shook him vigorously and exploded, "I'll larn you to sars your Dad."

Professor Prentiss was the embodiment of professional dignity, a man very scrupulous in regard to his dress, very precise in his conversation and commanded respect under all circumstances. He was not only in charge of the Botanical Department, but had thrust upon him the responsibility of Horticulture, and that meant the direction of the students assigned to that department during their work hours. His sense of humor always came in very delightfully under trying



situations. I recall that my classmate, Lillie, who was a farm boy and knew how to do farm things, was assigned to mow with the scythe—for lawn mowers had not then been invented—the wire grass on a considerable expanse of lawn. It was very unpleasant work, the scythe had to be kept in perfect order to accomplish much of anything, and it was tiresome and exasperating work. During the afternoon of this assignment, Professor Prentiss occasionally passed by where Lillie was engaged and somehow seemed to connect his surveillance with the periods in which Lillie was resting, and after going to and fro several times, the Professor stopped and said, "Mr. Lillie, hasn't it occurred to you that in the interests of the college and its exchequer, as long as you are receiving compensation for this labor, that it would be wise for you to mow a little while between your rests?" The last class in botany the Professor taught before accepting a call to Cornell University was composed of members of several college classes because of the limited number of teachers. It was at the initial gathering at the opening of the term and he was jotting down the names as they were given. Coming to a lad who held his hand back of his ear to augment his ability as a listener, the professor said, "Your name?"; the response was "Louder." The professor raised his voice, repeating the enquiry, and the response once more was "Louder." The Professor then addressed the student next in line whom he knew well, "Take this pad, Dick Thorne, and have this lad write his name." The pad was returned and he read the name Matthew Louder. The climax was an explosion and Mat never cracked a smile. The winter before the dignity of the professor received a severe shock. It was vacation time and the Cedar had overflowed its banks and a zero night made fine skating on a border pond. The faculty kids were ready to make the most of it and induced some of the professors to don skates and share the joy. Prentiss with his long legs, lank body and lack of recent practice in the sport made humorous work of it and, finally exhausted and somewhat chagrined, sought a resting place and Frank Kedzie, then a bit of a boy, looked up into his face and remarked, "Professor Prentiss, you never skated before, did you?" This was the last straw and Professor Prentiss retired with an expression of deep humiliation.

With a small body of students (there were but eighty-four of us) in college life and a faculty made up of great men, the incidental things connected with the education fostered by added years and we look back upon them as the really important things in our College relations. Speaking of the economies of life at the College, a transcript from a page in my diary would indicate how thoughtful I had to be of expenditure. The record shows the pennies paid for postage stamps and the nickels given as additions to some small funds collected for diversion and accompaniments of our life indicate how thoughtful I had to be of the cost of everything, and there were almost no students who had plenty of money to use. We were all going through college largely upon money we earned in our vacations and in acceptance of the opportunities to work for mild compensation given as a part of our college life. One of my classmates who came from the city was on an allowance of \$600 a year and he was considered rich by his fellow classmates, and from this munificent allowance he loaned to the rest of us from time to time money to fulfill our needs, some of which, I fear, never was paid back. But I recall that at the time of my graduation none of the fellows except this classmate could afford to have a new suit of clothes for the occasion, and, while he was able to do it, he said to us, "Boys, I will not be dressed any differently from the rest of you and we will all brush up our Sunday suits that have served us so well during the college course."

This indicates the spirit of our life in college at that time. Our room rent was very small. We paid for our wood with which we kept "the home fires burning" but we had to split it and carry it to our rooms. When we came to the year in which chemistry was a leading feature in the course and found we were charged with a bill of \$7.23 for chemicals, it seemed to us as if somebody must be getting a "rake-off" with that large amount asked for as an extra in the chemical laboratory.

I often recall these days and the anxieties connected with the attitude of the Legislature toward the College and the criticisms made upon this type of education by the farmers in the Legislature and the acrimonious discussions brought about by the jealousies among educators who felt that the College was a super-numerary and its field ought to be given to the University, and I wonder that there were not more discouraged men who were so devoted to the promotion of this type of education than were in evidence at that time. I recall vividly the fight made for the appropriations to the Agri-

cultural College when my father was a member of the Legislature and how disheartened he was at the attitude of men whose boys could reap large benefits from the Agricultural College if they would only be willing to appreciate the value of education along the scientific side of successful agriculture and would see the importance of connecting manual skill with intellectual culture.

I am greatly impressed to-day with the vision of the men connected with the Michigan Agricultural Society who cast their influence in an effective way for the fostering care of the State in furnishing a type of education that would bring agriculture into favorable relations with the professions and other lines of intellectual development. Michigan was somewhat unique in its preparation for the National legislation which provided the initial endowment for the installation and maintenance of agricultural colleges, because through the influence of the Agricultural Society upon the legislative body, after one or two ineffectual attempts, they succeeded in founding an agricultural school and providing for its installation and maintenance along very economical lines.

Governor Ransom, Bela Hubbard, Michael Shoemaker and Professor Holmes occur to me as the names of men who were unceasing in their advocacy of education adapted to progress in agriculture and who were successful because they did not give up in the establishment of the college under a constitutional provision adopted in 1850. The bitter opposition was overcome by the enthusiasm of the promoters in the Legislature of 1855, and in 1857 our college was dedicated. The dedication was a red-letter day in the annals of Michigan education and the speeches made upon that occasion have become entrenched in the history of agricultural education in the United States.

These men spoke eloquently about the dominion of the intellect over the activities of the hands and the import of a broadened outlook upon the evolution of an enlightened agriculture. Edwin Willets, when he was made President of the College in 1885, said of this opening epoch: "Thus with prayer and prophecy the foundations were laid."

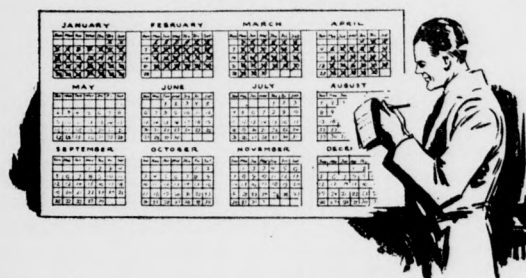
The dark days of the institution came during the years when I was a student and the few years immediately following, and those of us who have profited through the educational influence of our College and who have in and out of season advocated the cause of an enlightened and progressive agriculture, inspired by an educational plan that would comport with the facilities given to other professions and occupations, look with the greatest respect and reverence upon the pioneer efforts of men who had a great vision and fought for its realization. They sought to have science grasp hands with agriculture, and so a glorious epoch would dawn when the work of hands would be glorified by the dominion of the intellect and science should guide manual activities, broaden the outlook, intensify the pleasures of living in the countryside and place the science of art of tillage in the ranks of other great industries and professions.

We are proud to know that when Justin M. Morrill was carrying on his aggressive campaign in Congress for the recognition of agriculture in the educational plans of the Nation, these men from Michigan furnished him with the most telling arguments in the promotion of his ideal. This National movement in support of a broad agricultural education vitalized our own activities in Michigan and was the rock upon which the founders of the Michigan Agricultural College stood during the dark days in our college life. Congressman Morgan, of Alabama, at the memorial services in honor of Senator Morrill, voiced a sentiment that all of us who have been connected with agricultural education echo with our highest commendation. He said, "The agricultural and mechanical colleges of the United States are the work of Justin R. Morrill and are the proudest monuments to his career. In what is known as the Morrill Act of 1862 was manifested the wisdom of a statesman, the keen discernment of a safe legislator and the noblest aspiration of a generous soul."

One of the sayings of Edward Everett Hale, which is reiterated often in the promotion of correct living, was: "Look up and not down; look out and not in; look forward and not backward." Without minimizing in the least the value of this counsel, in these days of reservations we can wisely make one or two in connection with it. The successful engineer in running his lines occasionally reverses his transit and finds through the observation a reason for correcting minor variations and protection from greater errors through the backward look. In the same way we may find, in the review of the beginnings and early movements of great enterprises, suggestions that will enable us to avoid errors that would lead to grievous consequence. And in connection with the life history of agricultural education it is well for us occasionally to

(Continued on page 31)

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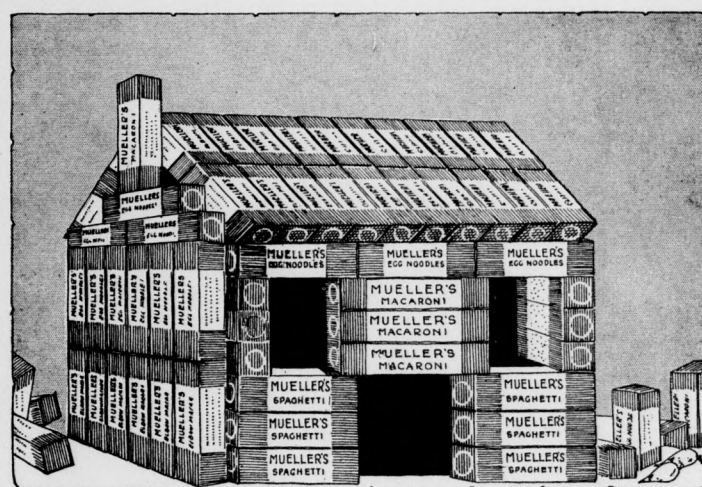
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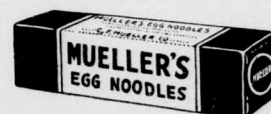
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### Meeting of the Program Committee.

Lansing, May 18—On Friday evening, May 7, was held a meeting of the Program Committee of the Association at Post Tavern, Battle Creek. We adhere to our usual custom of getting together directors and others for this Program Committee who are located comparatively near to each other. In attendance at this meeting were President George T. Bullen, of Albion; Secretary, H. J. Mulrine, Battle Creek; Director, George E. Martin and former Director, W. O. Jones, of Kalamazoo; Director A. K. Frandsen, of Hastings; Martin S. Smith and J. C. Toeller, of Battle Creek.

Those who know these gentlemen realize that they are capable of formulating a well-rounded program. Communications have been sent to prospective speakers, but we withhold giving their names at this time until definite acceptances have been received. Those who have already accepted for assignment on the program are able men and capable of representing our type of mercantile problems.

Our members may expect a news letter early next week giving the chief numbers of the program, which will include Hon. Herbert Hoover, Secretary of Commerce, Washington, D. C. Another meeting of the Program Committee will be held next week.

We have held seven group meetings during the current year under the administration of President George T. Bullen. As has been announced in our news letters these meetings have been held in Hastings, Adrian, Owosso, Clare, Saginaw, Kalamazoo and Pontiac. Reports of attendance and of the discussions at these meetings have been made from time to time.

Mr. Bullen has contributed to these occasions his happy personality and earnest loyalty to the Association which has honored him with the Presidency. This honor has not been misplaced. Everywhere he has gone he has met with loyal response from the heads of stores and others who have known him for many years. Former Presidents of the Association, directors and ex-directors have rallied to his support in a manner which has been very satisfactory. This loyalty has helped to make the group meetings successful.

We have averaged at least 60 persons at these meetings and those who have attended have been almost entirely store owners or executives. In a few instances wives who were not directly engaged in the dry goods business have added to the attendance. At the last meeting in Pontiac fifty-five persons sat down to dinner.

Mr. Hardy and Mr. Schmalz, Miss Case and Mr. Eckley were the chief persons on this program and all did their part in a manner which was appreciated. The policy of the Association regarding group meetings for the ensuing year will be formulated after we hold our annual convention at Mackinac Island, July 6 and 7. There probably will be some changes in the official personnel. We are now very busy in preparing the program for the annual convention and we look forward with confidence that the convention will be well attended, interesting and profitable to all concerned.

Congressman Harold Knutson, of Minnesota, has introduced a bill in Congress which has been referred to the Committee on Judiciary which has for its purpose the prohibiting of the use of Army and Navy in the name of store or company engaged in the mercantile business. We believe that this is a good bill to encourage. Many

legislatures of different states have passed laws prohibiting the use of printing upon the American flag. Commercial patriotism is not patriotism at all and the use of Army and Navy to imply that the goods in the store can be sold cheaper because said goods have been ordered by the Government for the use of the Army and Navy and were not needed after the close of the kaiser's war is a vicious advertising device. This bill like other bills provides penalty of fine or imprisonment or both. The number of this bill is House Bill 8200.

Jason E. Hammond,  
 Mgr. Mich. Retail Dry Goods Ass'n.

### Printed Cottons More Active.

The demand for percales and other lines of printed cottons, which slowed down somewhat in the expectations on the part of buyers that lower prices for Fall deliveries would soon be forthcoming, has picked up again as a result of the willingness of the printers to do business on a memorandum basis. The indications are now that leading concerns in this branch of the industry will make their Fall prices about June 1, but there is no guarantee offered that the new quotations will be lower than those now current. This is made clear when orders for later delivery are taken on memorandum. Although the lateness of the Spring wholesale season has resulted in a kind of automatic reduction of demand for some lines of printed cloths, one of the principal printers of cottons is still engaged ahead from four to six weeks.

### Looks Like a White Season.

Although as yet there have been no strongly marked indications that white dresses will be "played up" to any extent this Summer, there are many signs that there will be a considerable run on costume accessories of that shade. White millinery has shown up quite well in the advance purchases of Summer goods by the retailers, and ample preparations are apparently being made for an active consumer demand for various kinds of white shoes. White hose is also well thought of as a Summer article, especially for vacation and sports wear, and orders are coming in on them. Other accessories in which white appears to be in growing favor include lightweight sweaters for women, although the demand for them apparently is not as active as it is for some of the other things that have been named.

### "Athletic" Lines Running Short.

The impetus that has been given by rising temperatures to the demand for men's light weight underwear is said to promise a scarcity of nainsook and rayon lines of "athletic" garments, particularly in the high novelties. These garments, from all accounts, are having the best season on record this year, and manufacturers are beginning to have trouble meeting the call for them. This is apparently true both of goods of this type sold through the jobbing trade and of those sold direct to the retailers. In both cases well posted buyers are covering their needs promptly. Lightweight ribbed underwear is beginning to move quite well. Sales of balbriggans, while they continue behind those of a year ago, are also beginning to pick up.

### Silverware Sales Show Gain.

With the approach of the June wedding season has come an increase in the demand for silverware of an approximate gift nature from retailers all over the country. Indications now are that the increase in sales from this source will more than offset the slight slump reported in the East prior to the April matrimonial period, and that the end of June will find sales to retailers in all parts of the country ahead of those of a year ago. This is already true of the West and South, due largely to the purchases made earlier in the year. In keeping with the trend toward more simple lines and decorations in the finer grades of silverware, an increasing demand is reported for Colonial and semi-Colonial patterns.

### Gem Trade Having Quiet Period.

Not for some time has there been less business in gems transacted than is being done at the moment. Leading members of the trade do not appear to be unduly worried, however, and some go so far as to say that they look for no real improvement until after Summer is over. Some business is being done, but neither in pieces nor in the dollars and cents value of the goods do sales show up very strongly. Not only is demand generally light, but there is very little change in its character. Fine gems of all kinds continue in scant supply and steadily appreciate in value. It is to this fact that the absence of anxiety about the current dullness on the part of the principal factors in the trade is largely attributed.

### Neckwear Orders Keep Up.

Business in men's neckwear continues on a satisfactory basis. Wholesalers have been reporting a steady volume of reorders from retailers for both men's and boy's merchandise. While immediate delivery orders are stressed, there is also a fair amount of business now being booked for next Fall. Stripes continue to be leaders among the patterns, figured effects running second. There is some conflict between the patterns in ties and the fancier effects in men's shirts, but neckwear manufacturers say that the whole question of conflict is more or less an academic one and has not become a merchandising factor under present conditions. Foulards rank high in the orders placed recently.

### Best Known Brands Unchanged.

Although reductions of 3½ cents a yard, based on the 10-4 size, have been made in certain brands of bleached wide sheetings, the best known brands in competition with them were not changed last week. Early in February the price of one of the standard brands of wide sheetings was cut from 63 to 60 cents for the 10-4 bleached, and similar action was taken promptly by the distributors of other brands of similar quality. While the feeling in the trade is that new and generally lower prices for wide goods are about due, no indications are given by the leading concerns most directly affected as to whether a cut will be made or when.

For Quality, Price and Style

## Weiner Cap Company

Grand Rapids, Michigan



TRIM AND TASTY

Ask  
 Your  
 Jobber

CRESCENT GARTER CO.  
 515 Broadway, New York City

K
K

\$1,500,000

**BERKEY & GAY**

**FURNITURE COMPANY**

First Mortgage, 6% Serial Gold Bonds, at Maturities to Yield

**5½ to 6%**

The reincorporated Berkey & Gay Furniture Co. will succeed the present business of Berkey & Gay Furniture Co., Wallace Furniture Co. and Grand Rapids Upholstering Co. The consolidated balance sheet of the companies as of Dec. 31, 1925, shows net quick assets of \$2,968,521 and total net assets after deducting all liabilities except this issue, of \$7,518,842, or over \$5,000 for each \$1,000 bond. Seven year earning average, 6.2 times annual interest charges on this issue.

**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



## OUT AROUND.

## Things Seen and Heard on a Week End Trip.

In its enlarged form the general store of Burch & Co., at Marne, presents a handsome appearance and in variety and completeness of stock it takes rank with any country store similarly situated anywhere.

I recently received a call from Ellis P. Lillie, of Coopersville, who requested me to assist him to secure a speaker for the mercantile dinner which is held once a month in that thrifty village. Ten minutes later we called on J. E. Kirby, of the Citizens Company, who kindly consented to give the villagers a talk on the 150th anniversary of the signing of the Declaration of Independence. While in Coopersville last Saturday Mr. Lillie assured me that the speaker handled his subject remarkably well and gave the business men of Coopersville something to think about for a long time to come. Mr. Kirby has a lecture on village improvement and still another on civic betterment which have been well received wherever they have been delivered. Unfortunately, Mr. Kirby is very busy these days organizing new industrial banks in various localities, so it is sometimes necessary to arrange a date with him some days in advance.

Speaking of men who are gifted with the power of uplifting their audiences and leaving a distinctive message in the minds of their hearers, I feel no hesitation in recommending the following to my friends in the towns roundabout who seek new ideas and advanced thoughts from outside sources:

Dean Jackson, of St. Marks Episcopal Cathedral, who is one of the most polished gentlemen and gifted speakers who ever wrote Grand Rapids after his name.

Carroll F. Sweet, Vice-President of the Old National Bank, who can talk well and entertainingly on any topic placed in his hands.

Lee M. Hutchins, President Hazeltine & Perkins Drug Co., who has run the gamut of human emotion, ambition and experience and has never run dry.

David Chinblom, sales manager for the Muller Baking Co., who has had a wealth of experience in attempting to solve the problems which confront the retail merchant.

Capt. Chas. E. Belknap, who can talk about the events of the civil war and the accomplishments of the Boy Scouts with equal versatility and satisfaction.

Cornelius Hoffius, ex-Prosecuting Attorney, who can present the inequalities of the law with great force and thoroughness.

Hon. T. J. O'Brien, whose experience as Minister to Denmark and Ambassador to Japan and Italy enables him to speak understandingly on any of those countries.

Clay H. Hollister, President of the Old National Bank, who has recently developed as a speech maker of no mean ability. He is a master of repartee and deals out ridicule and sarcasm

with equal facility in handling shams and humbugs.

Arthur H. Vandenberg, the brilliant editor of the Grand Rapids Herald, who is in my opinion the most gifted stump speaker and the most versatile after dinner talker in Michigan.

John I. Gibson (Battle Creek), who can talk entertainingly on any topic thrown at him, ranging from the independence of Ireland to the potato rot.

Hon. Cassius L. Glasgow (Nashville), who has held about all the offices a country banker and hardware dealer can hold except President of the Michigan Retail Hardware Association—and he is slated for that job next year. He can talk on legislation, politics, mercantile matters and also what he failed to see on his recent trip to Honolulu.

I hold no brief from any of the above named gentlemen. None of them have authorized me to make this announcement in their behalf. Some of them may resent my action and feel more like punching my head than sending me bouquets. I use their names as I do because I know they are all men of ability, energy, incentive and vision who want to do all the good they can in all the ways they can and will cheerfully and uncomplainingly go out of their way to assist their brethren in neighboring towns to a better understanding of the topics they have studied until they have become experts on the subjects.

Lewis Eckhoff has his mill yard at Nunica full of fine beech and elm logs which he is converting into lumber of a high quality. The beech lumber is used almost exclusively in boat and barge building.

I note with regret the bad condition of the cement pavement in Spring Lake. If I remember correctly this pavement was constructed by a (now) deceased sister of the late William Savidge as a beautiful tribute to his memory. I assume it will be a labor of love for the children of the donor to see that the pavement is kept in good repair during the period of their lives.

At the Occidental Hotel (Muskegon) I anxiously scanned the lobby for someone or some thing which would bring back memories of the Occidental Hotel of forty years ago, when the lobby was the rallying point every evening of the wealthy and influential men of the city. Not finding any of these men or their descendants there I sought them at the Muskegon Club and the Elks Club, with the same result. Then I went back to the hotel and put my problem up to Landlord Swett, who promptly replied:

"Most of those men are dead. As soon as their sons received their patrimony, they moved to Detroit, Chicago, New York or Los Angeles, and proceeded to enjoy themselves on their incomes, instead of re-investing their money in Muskegon industries. If those men and their descendants had stayed here and invested their money here, Muskegon would to-day be the Second City of the State."

Of the thirty or more Muskegon men

who became millionaires through the lumber business, I cannot recall but one (Charles Hackley) who gave Muskegon the benefit of his accumulations.

I cannot now recall a single lumber millionaire at Spring Lake or Grand Haven who invested any considerable portion of his fortune in either place.

I once counted nineteen millionaires at Manistee. Only three (Mr. Ruggles, Mr. Filer and Mr. Peters) ever invested very much of their surplus at Manistee.

At Ludington J. S. Stearns is the only millionaire who has ever done much for the city of his adoption, if I have the right angle on the situation.

If the money made from Grand Traverse timber by Hannah, Lay & Co. had been re-invested in Traverse City, instead of used in the purchase of brick blocks and the Auditorium Hotel in Chicago, Traverse City would now be a city of 50,000 people, instead of 12,000.

The same is true of Cheboygan, Alpena, Tawas and all of the Upper Peninsula towns. Saginaw and Bay City have, perhaps, fared a little better, but even they were unable to retain many men who could have become very useful citizens in building up their communities.

I cannot understand why a man should want to desert a town as soon as he has denuded the country tributary thereto of its timber wealth. It would seem to me that he would want to stand by and assist in the establishment of industries which would keep the city of his adoption on the road to prosperity.

In this respect Grand Rapids has been more fortunate than some of her neighboring cities. Comparatively little money was made in the production of furniture in this market by the original manufacturers, who appeared to be more ambitious to make high grade goods and establish a widespread reputation for Grand Rapids products than to put money in their purses. The sons and grandsons of the early pioneers in the furniture trade have cashed in on the painstaking efforts of their progenitors and now make millions where their ancestors made thousands. They have, as a rule, invested their profits in their home town—investments which find expression in bigger factories, better hotels, beautiful homes, ample hospitals, parks, boulevards and creature comforts generally—and the result is a city of 175,000 people. I confess I like the Grand Rapids way best. Money made as rapidly as most of the white pine lumbermen of Michigan accumulated large fortunes was more often a menace than a blessing E. A. Stowe.

## Useless Perfection.

It is one thing to claim perfection or efficiency; it is another thing to be able to make good that claim.

"What's the fuss in the schoolyard, sonny?" asked a gentleman passing a ward school.

"Why, the doctor's just been around examin' us, an' one of the deficient boys is knockin' hell out of a perfect kid."

## Glancing Backward at Some Old Timers.

Charles H. Taylor came to Grand Rapids from Rochester, N. Y., in 1835 and opened a tailor shop. He was an intelligent and industrious young man and soon won the friendship of the villagers. His patronage increased and, needing help, he wrote to James M. Sligh, a friend and former fellow-worker in Rochester, and offered him employment. Mr. Sligh brought his family to Grand Rapids and during a year or two following was in the employ of Mr. Taylor, after which he withdrew to start a shop on his own account. Mr. Taylor later formed a partnership with Jacob Barns, a young printer, and started the second newspaper in the village—the Grand Rapids Enquirer. The first newspaper, the Grand River Times, started and published for a brief season by George W. Pattison, had been suspended, leaving the field open to Taylor & Barns. The firm added a daily edition a few years later. Soon after the outbreak of the civil war Taylor & Barns sold the Enquirer, purchased the Free Press and moved to Detroit. Arthur Wood, of Grand Rapids, was employed as business manager. The firm prospered during the following ten years when the business was sold to H. N. Walker and the firm returned to Grand Rapids. Barns joined A. X. Cary and Robert M. Collins in the purchase of the Valley City Mills, which they operated successfully until death removed Cary and Collins. The business was eventually taken over by William Rowe, C. G. Swensberg and M. S. Crosby. Taylor engaged in the sale of groceries, but he did not like the business. Within a year or two he joined Benjamin F. McReynolds and purchased the Emmet Plaster Mills, which they operated for a season without marked success. Taylor, ever active in politics, was chosen by the electors to occupy several local and state offices at different periods. President Andrew Johnson appointed Taylor postmaster at Grand Rapids, but the Senate refused to confirm the appointment and Taylor held the office but a short time. Johnson and the Senate were at war over the enactment of laws for the reconstruction of the Southern States and the Senate refused confirmation to all of Johnson's appointees. Taylor was a useful citizen of Grand Rapids, active and efficient in support of measures designed to promote the welfare of the community. The fine gothic stone house on Jefferson avenue at the head of Oakes street, was built and occupied by Mr. Taylor. In partnership with Col. A. T. McReynolds he erected a store building on the Southeast corner of Monroe avenue and Lyon street. When the structure was near completion, a flood of rain which continued several days, undermined the foundations and the building fell in a heap. The firm rebuilt the walls, put on a roof and finished the stores for occupancy, but were unable to complete the building general. W. A. Richmond purchased the Northern half and George M. Edison the Southern and eventually the building was completed and occupied. Arthur Scott White.

## 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.

### About the Sunday Closing Law.

Wyoming Park, May 17—I am going to call upon a few of our most loyal and experienced members to write a short article about the proposed Sunday closing bill and especially I would like them to give their experiences along this line.

The first name which comes to mind is that of John A. Lake, of Petoskey, who can express himself so very well and whose views are always sane and reasonable. I use this method of calling upon him and the following gentlemen to preparing a short article on this subject, send it to me, and I will see that it gets into the Tradesman: Chas. Christensen, John Affeldt, Jr., J. F. Tatman, John Boorstra.

Some may think it is too early to get a Sunday closing bill prepared, but it will soon be time to elect a new Legislature and we can find out how the candidates stand.

Also the officers intend to refer this matter to the Michigan Merchants Council (Jason E. Hammond, Sec'y) and we should have the data to lay before them.

I would also like to have any of our members who have anything to offer on this subject write me a letter or just write and say you think it is a good thing. Paul Gezon, Sec'y.

Fowler, April 13—Enclosed find check for \$2.50 as dues for 1926. Now, Paul, I don't feel just certain that this amount is enough; if not, just let me know; if its more, I'll send it to you.

I regret very much not being able to attend this annual meeting, but on account of my wife's illness, I know you'll all excuse my absence. She has been sick in bed since Jan. 17, but is now able to sit up a little each day.

I am very anxious to receive my next two Michigan Tradesmans to see the reports of this great Muskegon meeting. F. W. Geller.

This is what gives us encouragement. The above letter from one of our members is typical of some I receive and it surely is an inspiration to the officers.

We all rejoice with Brother Geller that his wife is on the road to health. Of course, we get lots of letters of the other kind, cancelling memberships and asking us to do impossible things, and if we did not occasionally get an unkind letter we would probably become proud and self satisfied. Paul Gezon, Sec'y.

### Do Your Customers Buy Less Flour?

Some of the reasons why the consumption of wheat flour per person in the United States has dropped more than 20 per cent. are suggested by economists of the United States Department of Agriculture. The Department estimates that the present consumption of flour in this country is about 16 per cent. below what it was before the war and 24 per cent. below what it was in 1879, the earliest year for which statistics are available. From 1879 to 1905 there was a slight gradual decline, amounting to about two-tenths of 1 per cent. a year. From 1914 to 1921 there was a much more rapid decline, which averaged more than 2 per cent. a year. Since 1921 the consumption per person has remained approximately the same. Among the reasons cited by the De-

partment for the decline in consumption of wheat flour are the drift of population to the cities, increased average purchasing power as a result of which more expensive foods are substituted for flour, the rise in the commercial bread baking industry, and the possibly continuing effect of war-time restrictions on wheat consumption.

Discussing the effect of the rise of the baking industry on flour consumption, the Department says large bakery units undoubtedly now use flour more efficiently than did the smaller units two decades ago. Moreover, the development of high quality wheat makes possible the manufacture of bread and wheat products with less than was formerly required. Then, too, other ingredients than flour may now form larger proportions in the composition of the commercial wheat loaf. It is worth noting that according to the census of 1923, the baking industry, besides consuming 31,000,000 barrels of flour valued at \$218,000,000, used other ingredients such as eggs, butter, lard, milk, fruits and nuts valued at \$265,000,000. These other ingredients undoubtedly tended to satisfy wants which otherwise would have meant a larger draft on the flour supply. Holt.

### Revolution in Pineapple Growing.

A discovery by science that pineapples grown on manganous soils and starved for iron could be supplied with the needed iron through spraying it on the foliage has made possible the pineapple canning industry in Hawaii with an annual value of more than \$20,000,000, says the Engineering Foundation.

In 1914 the Hawaiian Islands were canning about 2,500,000 cases of pineapples. Now the output exceeds 5,000,000 cases and next to sugar cane, pineapple canning is the largest industry of the islands.

Dr. William Crocker, director of the Boyce Thompson Institute at Yonkers, says that in Porto Rico growers noted that plants grown in calcareous soils were always yellow and of poor growth and Mr. Gile, in 1911, showed that this chlorotic condition was due to the inability of the pineapple to absorb sufficient iron from lime-rich soils. The plant grew perfectly on these soils if iron sulfate were sprayed on the leaves.

The growers of Hawaii reasoned that perhaps the same was true on the manganous soil of Hawaii. They began spraying with iron sulfate and the plants took on a deep green color and grew vigorously. The application, in several sprayings, of fifty pounds of iron sulfate per year per acre gave perfect growth. The discovery of the spraying method proved also that it is a paying practice to use iron sulfate sprays for pineapples on many soils. Gile's work has led to the modifying of many ideas concerning soil fertility.

A woman writer says that it must have been one of her own sex who invented the alphabet, for had it been a man he would have begun it with the letter "I."

A man's liberality always crops out when it comes to giving advice that he can't use in his own business.

Sold From Coast to Coast

*Putnam's*

**MALTY MILKIES**

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.

### Get Back That "Up-'n-at-'em" Feeling

Get out from in back of the counter for a while and take a bird's-eye view of your business. The national convention is what every grocer needs once a year to keep his outlook fresh, and his methods up-to-date. You'll find new inspiration and new ideas at Rochester that will pep up your business and bring back that "up-'n-at-'em" feeling.

June 21st-24th. Be there!



**FLEISCHMANN'S YEAST**  
The Fleischmann Company  
**SERVICE**

**M. J. DARK & SONS**

GRAND RAPIDS, MICH.

*Receivers and Shippers of All*

**Seasonable  
Fruits and Vegetables**



## MEAT DEALER

### Chopped Meat.

Chopping is one of the most effective methods of making relatively cheap and tough meat edible without being obliged to chew longer and harder than is pleasant. The process of chopping severs the connective tissue and the fibers and the resultant meat is easy to masticate. Another advantage is that it may be cooked quickly and economically. In cooking chopped meat, the fact should be kept in mind that there is no reason why it should not be cooked like the best cuts. The surface of chopped meat balls should be seared very quickly so that the meat extractives and juices, which contain the greater part of the flavoring, be retained. After the quick searing the cooking should be thorough though at a less intense heat. If a little flour is mixed with the meat the loss of essential elements which it contains will be materially reduced and the cooked meat will be the better for the addition. The meat ball when cooked should be soft and somewhat fluffy, which will result from cooking with moderate heat at a longer period than when cooked intensely. If the meat ball becomes hard and dry neither the palatability nor digestibility will be so satisfactory. Pan broiling is a method perhaps most generally employed, but there is no reason why this kind of meat cannot be broiled with direct fire if the searing is quickly done and the broiler well greased so the meat will not adhere and become broken when removed. The selection of chopped meat should be as carefully done as when buying the choicest steaks and chops and the chopping, in the event the purchase is made in a meat market, should be in the presence of the consumer buyer. This does not mean that most retailers of meats fail to respect the desires of their customers for freshly chopped meats from good sections of the carcass, but the fact that some do causes consumers to be skeptical and any up-to-date retailer will not object to satisfying the mind as well as the palate. If you have confidence in your retailer in other matters it is safe to trust him in his selection of chopped meat for you. Any fresh, lean meat, or moderately fat meat, free from sinews, may be used, though such cuts as the round and shoulder are most popular and are generally found in demand.

### A Word on Hams.

Every manufacturer of hams at this season of the year is putting his best foot forward and especially pushing his best qualified hams if he makes more than one grade. It would not be proper for us to say which is the best ham on the market and, anyway, if we attempted it many would think us wrong, and perhaps we would be. There are many excellent brands of ham on the market, many of them well advertised and many others equally as good not so well advertised. Your regular butcher is a good judge of quality and will be glad to give you the benefit of his knowledge and experience free. He can tell you the

kind of ham that will be sure to suit you and surely will do so if you frankly ask him for his opinion. The difference between the very best known brands and ordinary kinds is not more than three or four cents a pound wholesale, which is very little difference when the difference in eating qualities is considered. There are hams that bring prices much higher than the hams we are talking about, notably among them being the Virginia hams and some imported hams from Germany, Ireland, Canada and other countries. The Virginia and Westphalia hams are dried out more and the added cost is necessary because of this shrinkage in preparation. The food value per pound is greater in the more thoroughly dried meat and so the added cost may not be prohibitive. Some tastes favor imported or Virginia hams, but the average ham eater in this country finds the regular product of highest quality entirely suitable to the taste and fully as satisfying as the others. A whole ham, even if the family is small, is by no means a wasteful purchase. There is no meat that lends itself more generally to the meat diet than ham. Slices may be fried or broiled, the ends may be cooked with vegetables and later, if not all eaten that way, made into ham hash. In fact, there are so many ways that ham can be utilized that none is apt to be wasted, and certainly need not be. Ham is very high in calorific value and contains essential vitamins so valuable to health and life. The keeping qualities of smoked ham makes it a safe food product to have on hand at all times.

Will Try to Hatch \$750 Egg of  
Condor.

Washington, May 7—The goose that laid the golden egg is working for Uncle Sam, only the goose is a California condor, one of the four birds of this almost extinct species known to be in captivity. For the second time this year a condor at the National zoo here has laid an egg valued at \$750. It will be entrusted to an ordinary barnyard hen of domestic instincts, in the hope that a condor chick will be hatched. The condor is a near relation of the turkey buzzard, averaging four feet in length and weighing 20 to 25 pounds. It usually has a nine-foot wing spread and is marked by black plumage and brilliant orange or red-tinted skin on the bald head and upper neck. The trio at the National zoo have been there more than 20 years, and this is the fifth egg produced in that time. A hen gets the hatching job this time, because the condor bird broke the other eggs. The egg is a four-inch affair, and the usual laying rate is one a year.

## To Stop the Baking Powder Fighting.

The most peculiar petition ever filed with a Government department has been filed with the Federal Trade Commission by a majority of the large baking powder manufacturers to sign an agreement to stop the backbiting and squabbling that has characterized the baking powder industry for years. This usually takes the form of charge and countercharge of unfair dealing and the presence of injurious chemicals in each other's powders. This fighting has gone on for fifty years and about 70 per cent. of the industry are now willing to stop it.

## 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

**The Vinkemulder Company**  
GRAND RAPIDS, MICHIGAN



No. 1112

# This McCray Freezer Case

maintains a remarkably low temperature, eliminating loss through spoilage; costs less to operate than ordinary cases; enables attractive display and convenient service. May be had in lengths of 10, 12, 14 feet.

There is a McCray for *your* needs—styles and sizes for every purpose. Write for catalog.

McCRAY REFRIGERATOR SALES CORPORATION  
639 Lake St. Kendallville, Ind.

**Salesrooms in all Principal Cities**  
 Detroit Salesroom—36 E. Elizabeth St.

Grand Rapids Salesroom—20 W. Fulton St. Kalamazoo Salesroom, 324 W. Main St.

*“Look for the McCray Nameplate”*

# MCCRAY

## REFRIGERATORS

— *for all purposes* —

**EGGG EGGG EGGG**

## 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**

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## 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.

### The Hardware Store and the "Kitchen Shower."

Written for the Tradesman.

In the hardware business it pays to look—and plan—ahead. In May, the dealer should be planning for June, and even July. Already plans should be shaping for the June gift trade.

Of course, weddings are not restricted to June. Gift lines will have a sale all the year round. But since June is the month traditionally devoted to weddings and the June bride is a traditional figure, there is no better time, psychologically, to emphasize the wedding gift possibilities of the hardware stock.

An incidental phase of the gift trade is, however, quite often overlooked and neglected. This is the "shower trade."

A shower is a sort of party given by some friend of the prospective bride. The bride is there to receive congratulations, and the guests are friends of the bride and groom but not in their immediate circle—young people who, as a rule, would not expect invitations to the wedding ceremony itself. The shower, in brief, affords the more distant friends and acquaintances of the prospective newly weds a chance to express, in some small way, their good wishes, and to provide accompanying gifts.

Often several showers of various kinds are held in honor of a prospective bride. Linen showers and kitchen showers are the most popular of these events. And from the kitchen showers the household and small ware departments of the hardware store derive considerable trade. A considerable amount of this trade will come to the hardware dealer unsolicited. He can add to his trade, however, by a little intelligent effort.

It should be borne in mind that the showers precede the wedding; so that if the window display and newspaper advertising in connection with wedding gifts are timed for early in June, it is timely to cater to shower trade in May.

The most obvious methods of stimulating trade in these lines are window display and newspaper advertising. The publicity you give these lines will, in a sense, pave the way for your wedding gift advertising a little later; just as the latter in its turn paves the way for catering to the new homes in your community.

An idea sometimes used is to establish, in the early part of May, what might, for lack of a better term, be styled a "Bride's Assistance Department." In this connection it is usual to send out letters to prospective brides and grooms tactfully offering the assistance of this department of your store in the outfitting of the new home.

A tactful approach is essential. If you prepare a circular letter, do not make its appeal too obvious. The best plan, of course, is to get on a friendly

personal footing with the prospective bride or groom. You will find that the young people who have known you personally for years and have come to like you and trust your judgment—and your consideration—naturally seek your help in regard to furnishing the new home. Which is one reason why it pays for the hardware dealer or some member of his staff, through young people's organizations and by personal contact, to sedulously cultivate the acquaintance of the young people of the community.

Apart from personal work and direct-by-mail appeals, this trade can be cultivated in other ways. For instance the store should be arranged to be of real help to the bride in making her selections. Thus, you should arrange a model kitchen where you can show the various uses of the different utensils. These might be combined into sets of varying completeness each set selling for a lump sum. In this way you make larger gross sales, and at the same time give far better service to your customers. The bride's assistance department should have plans of as many ideal kitchen arrangements as possible, and should be in a position to show the bride how to economize on space, time and money in equipping her kitchen and doing her housework. Copies of the popular household magazines will furnish considerable information along these lines.

After fitting up the model kitchen, have it photographed. These photographs will prove helpful in making sales after the model kitchen itself has been dismantled.

All this will link in with your catering to the "shower trade."

Your shower advertising should suggest giving the bride a kitchen or household shower; coupled with suggested lists of suitable gifts. Coincidentally, put on a window display along the same lines.

Here is one suggested shower display. In the center of the window show a dummy figure dressed as a bride. Over the bride's head suspend a real parasol. Then shower all sorts of kitchen utensils and small wares upon the bride—each article, of course, being suspended from the top of the window by fine wires. The floor of the window should be heaped with fallen utensils, with a sprinkling of rice and confetti. From day to day put in fresh orange blossoms, and add a show card:

"Why not a Kitchen Shower?"

This basic idea can readily be modified or elaborated to suit your particular circumstances.

Thus one merchant helped out a display by clipping pictures of bridal parties from some of the illustrated papers and pasting them on the window. There is lots of room for originality in arranging and devising such displays; and often a very simple idea will add immensely to the appeal of such a display.

Your salespeople can often help you very materially in appealing to this class of trade. They are generally young people, in close touch with the activities of the younger set; and they will learn long before you

# CEL-O-GLASS

Write for Circular

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

## BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep lined and

Blanket - Lined Coats

GRAND RAPIDS, MICHIGAN



do of prospective weddings in the community. Often a member of your staff can suggest to some friend of the prospective bride the holding of a kitchen shower, and can, by dint of a few minutes' tactful talk, divert a lot of the resultant trade in your direction. Thus personal work by interested salespeople outside the store will often accomplish a great deal to stimulate business.

Be sure to get the names and addresses of all prospective newlyweds; for this information will later prove useful in catering to that bigger item, the wedding gift trade itself; as well as in going after the regular trade of such newly married couples as make their homes in your community.

A helpful item, alike in catering to the shower trade and to the gift trade itself, is a printed list of suggested gifts. Such lists are often used in connection with the Christmas trade; and are equally welcome to customers looking for wedding gifts. For wedding gifts, fairly expensive articles are in demand; for showers, the lower priced articles will be sold, as a rule.

It is desirable, of course, to avoid duplication of gifts. Of course every article is sold on the understanding that, if duplicated, it can be traded in upon some other desired article. This is the simplest method of meeting the inevitable problem of duplication; and has the advantage that it brings the new bride into touch with the store.

One dealer has a tactful clerk in special charge of this department. This alert young man has regular mimeograph lists of suggested gifts. Suppose an article is required for a kitchen shower. "Who is the bride?" "Miss So-and-So." "Who is giving the shower?" "Miss Blank." The salesman from a hook behind the counter takes down a gift list with the names "So-and-So—Blank" identifying it. On the list he finds checked every article already sold for that particular shower. The customer may have had in mind a paring knife as a gift. "An egg-flopper would be handy, though, or a chopping knife, or a can-opener." Thus he is able, so far as his store is concerned, to prevent duplication; and the tendency is for the shower trade to gravitate to that one store. Very little labor is required to look after the check lists; and the service is appreciated and helps to draw trade.

While the old-time kitchen shower is a perennial favorite, the demand for novelty opens added opportunities to the hardware dealer. A granite or enamelware shower, an aluminum shower, a cooking utensil shower, a crockery and china shower—even an electrical shower—are some of the ideas that may be suggested in advertising and window display.

Victor Lauriston.

#### Hotels.

A leading New York hotel man says that last year in New York City there were built 3,000 more hotel rooms than were needed. He further says that today in the United States there are being projected 300 hotels, many being under actual construction, at an aggregate cost of about \$132,000,000. He forecasts that many of these spell loss.

#### Cessation of British Strike Cheers Financial Community.

It would be stretching the truth to say that the ending of Great Britain's general strike had no more influence on stock market than the news of the latest polar expedition, but certainly the prospects for a settlement of the great labor crisis overseas is not enough to start a major movement in stocks here.

Everywhere in the financial district satisfaction is expressed over the British news, but the report brought no surprise on this side of the water, where most people from the beginning were convinced that so serious a thing as a general strike must inevitably fall of its own weight before permanent damage could be done. When the announcement that Great Britain was engulfed in a general strike had not depressed the speculative markets it was scarcely to have been supposed that the end would bring any very convincing upturn in prices.

Whether we like to admit it or not, periods of great activity in the stock market and pronounced swings toward a different level in prices seldom are stimulated by transactions alone of investors. They do come very quickly as a speculative interest in the market is aroused, but at the present moment speculation is at the lowest ebb of the year to date.

A satisfactory adjustment of the labor situation abroad would remove an ugly spot in the political horizon, but it does not throw new light on the underlying position of our own trade. Movements in the stock market continue to be indecisive and unconvincing for the reason that the immediate future in business, as it is generally understood, offers no compelling inducement to the speculators either to buy or sell securities. An adjustment has been made in the market in correction of past excesses, however, so that the movements from now on more and more will come to reflect actual trade trends.

Whereas the underlying direction of stock market prices is not altogether clear at the moment one influence that is working for strength appears to be growing; that is, easing rates for money. That funds may remain plentiful is the expectation of many authorities that are endeavoring to look into the immediate future, but perhaps it is in the bond market, rather than in the stock market, that the effects of this ease are most noticeable.

The demands for gilt-edged obligations exceed the supply to such an extent that investment houses are complaining of their inability to meet satisfactorily the requests made upon them.

Paul Willard Garrett.

[Copyrighted, 1926.]

#### Conceit.

An engineer, explaining the operation of a machine, was so annoyed at the interruptions of a certain man that he refused to continue.

"Who is that fellow who pretends to know more about that machine than I do?" he asked another man.

"Why, he's the man who invented it," was the reply.

#### GEALE & CO.

8 Ionla Ave., S. W.  
GRAND RAPIDS, MICHIGAN  
Phone Auto. 51518

MILLWRIGHTS & STEAM  
ENGINEERS.

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.,  
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1/4 lb.  
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SPECIAL SALE EXPERTS  
Expert Advertising  
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GRAND RAPIDS, MICHIGAN

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The Food of the Future  
CHEESE of All Kinds  
ALPHA BUTTER  
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BEST FOODS Mayonaise  
Shortning  
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

#### Watson-Higgins Milling Co.

GRAND RAPIDS, MICH.

#### NEW PERFECTION

The best all purpose flour.

#### RED ARROW

The best bread flour.

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

Western Michigan's Largest Feed Distributors.



## COMMERCIAL TRAVELER

### Hotels Must Compete With Farmers For Tourist Trade.

Glen Lake, May 18—At the Hotel Chippewa, in Manistee, and various business places around town you will find placards: "Manistee is on standard time at all seasons." Meaning that Manistee is on railroad time, steamboat time, scientific time, the last three mentioned which will probably remain on standard time during the ages.

In other words, the people of Manistee do not try to kid themselves into the belief that setting the clock ahead an hour changes the plan of the universe. Hence if they want to go anywhere they do not have to consult legal advice to find out if they are "right" or "left."

Northern Michigan seems to be in a way of having better steamboat service than they have had for several years, due to the fact that the principal transportation company has arranged a schedule which will accommodate such as use it. Now if they will go a step farther and reduce their fares and stateroom charges, so that they may be patronized by others than royalty, they will, no doubt, derive a reasonable financial return, something with which they have been unfamiliar for several years.

Of course we all understand that steamboat operation, like a rail service, costs a deal more money than it did a decade ago, but equipment running empty at unreasonable charges is hardly the proper way to make money for its stockholders. We also realize that the season is short, but at that capacity business, with its attendant thrills, seems much more satisfactory than the morgue like atmosphere that has prevailed since charges have been prohibitive.

As might be expected hotel operators are showing some signs of alarm at the activity on the part of the ruralite who contemplates waxing fat on the tourist during the coming season, and they may well bear in mind that it will be competition any way you look at it. It is in evidence that the tourist, in many instances, is turning away from the regularly established hotel to patronize the farm house, because he has old-fashioned ideas about the hospitality of the farmer, and for the further reason that he feels that he is getting more for his money, which may be true to a certain degree. If he stops at the farmhouse he has no right to expect service of any kind, hence has no excuse for complaint if he does not get it. Therefore, besides his expectancy of hospitality, he feels sure that he will not be called upon to pay the price, reasonable as it may be, prevalent among the hotels. The ranks of the tourist contingent are made up from individuals who are different from the regular hotel customer and he requires, or thinks he does, different treatment. You will supply him with a lot of conveniences which he will not find at the farmhouse, but does he want them? Rest and food are his principal requirements. He is naturally so fatigued that he will slumber under somewhat adverse conditions and so famished that your set bill of fare does not appeal to him. He wants good, substantial food, in sufficient quantities, served in a dining room where auto "togs" are not taboo, and to be left alone to follow his own inclinations after he has been supplied with these. He has been sitting all day in his car, driving it usually and he wants wholesome, well-cooked food. Also a clean room and bedding with ordinary equipment.

Now, the real question to be considered is—can you supply his requirements out of your hotel equipment? The first of these, of course, on his approach to your establishment, will be parking or garage space. Are you in a position to furnish the first free or the latter at a reasonable

charge? Are your local authorities inclined to make existence a burden, if a stranger comes in and violates a parking or some other nonsensical regulation? In some towns and cities the local authorities are inclined to overlook technical violations of traffic regulations by absolute strangers. Some go so far as to hand out cards to such, advising them that if they are reasonable they will not be disturbed. In others the autoist is "gyped" unmercifully and he never comes back to repeat the experience.

It costs every cent you get out of a guest to advertise and get him into your hotel for the first time. If he comes back he demonstrates he liked the treatment accorded him. He may tarry longer, but in any event he will be more tractable, easier to satisfy, and you will find him a source of profit. But as I before stated—see that his first approach is made pleasant and parking is the keynote.

I often think of an address made by Mr. Player, of the Detroit Times, before the Michigan Hotel Association, or "Where Shall We Sleep To-night?" It ought to be re-read by every hotel man in the State. Of this first approach, he said:

"Now, this is the experience of a tourist; he drives into a town and he looks for a place to park—if he is lucky he may find one and still have time to sleep; he leaves his folks in the car and all of his stuff. He is dirty, tired and he gets a room with bath possibly—anyway he goes and gets a room, and the porter carries his stuff in—he has to take it off the car, so he tips the porter and then the bell-boy gets hold of it, and he tips the bell-boy—the tired traveler wants to get to his room and be cleaned up. Then he goes down to the restaurant, pays a fancy price for his meal. Early in the morning he has his stuff carried down, again tipping the bell boy and the porter, pays his bill, usually without comment of any sort, but he had a severe course on tipping, but that is one of the penalties for stopping in a regular hotel."

"Now let's see what the farmer has to offer. The tourist comes along the road, sees a place and he stops. These people are not in the business; it is just a side line with them, of course. They show him a nice, clean bed-room for a dollar a night, with a nominal extra charge for the children, and he knows that he will not be "gyped" when it comes to the meals. He stops, does not have to look for a garage, but just parks his car on the outside of the house and feels assured of its safety. The meal served him is simple but ample, the environment is pleasing, there are no hangers on looking for tips. He sleeps well, goes on in the morning, and feels that nature is all aglow."

It has often occurred to me that if the smaller cities and towns, instead of trying to furnish comprehensive entertainment, would just direct their efforts to securing parking space for transients, that the other free features could be eliminated. But there is this ever concurring desire to extract from the tourist a dollar for garage service, which would be profitable at one-fourth that amount. This is all I am going to say on the subject at present. Try doing this much this season, and next year you can go a bit further without feeling that you are the one imposed upon.

And now Cleveland promoters are sending out an invitation to Michigan hotel operators to come to that city and become candidates for the alms house. Here is a brilliant offering, on which postage stamps are being wasted:

"We are proposing to erect, etc., a 750 room hotel. We are ready to go ahead with the project as the financing has already been arranged, but before going ahead with the project we would like to find the proper hotel man to lease it for a period of years."

Probably another of those affairs

### In KALAMAZOO, MICHIGAN is the famous NEW BURDICK

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.

### HOTEL BROWNING

GRAND RAPIDS

150 Fireproof  
Rooms

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

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

### 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.  
Muskegon Mich.

### 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



where the prospectors, in a line of small type, at the bottom, says: "We do not guarantee these representations. They are based on the experience of those who ought to know."

Cleveland is fully as well stocked as Detroit in the hotel line—a hotel for every auto owner—so we will add it to our excerpts from Joe's joke book.

At the Hotel Chippewa, Manistee, every evening while I was there, a large dish of juicy red apples was placed on the desk for gratuitous use of the hotel guests. A hospitable act fully appreciated. I found, on investigation, that Mr. Nelson, the manager, secures the product of an entire orchard each fall, and uses it in the various departments of his hotel, including the regular daily free offering referred to. It will be of interest, also, to such as have not been informed, that all the preserves and canned fruits used here are put up in the Chippewa kitchens, and that—barring the first early offerings—all vegetables are raised on the hotel farm located a short distance from Manistee. Also that the hotel has its own dairy supply of cream and milk.

An ideal arrangement, I should say, which assures the guests of a regular supply of fresh vegetables, without placing reliance on any uncertain transportation methods.

The New York Hotel Review, has this to say of one of Michigan's better country hotel operators:

"A. W. Heldenbrand, proprietor of the Kimbark Inn, at Fremont, is an inveterate collector of antiques. His hobby has recently brought him into prominence in the form of a story in one of Detroit's Sunday papers, showing a four column photograph of Mr. Heldenbrand seated beside the large fire place in his hotel, surrounded by a multitude of relics of bygone days. Mr. Heldenbrand is one of the active members of the Michigan Hotel Association."

A. B. Riley, has resigned the management of the Carlton-Plaza Hotel, Detroit, in order to give his undivided attention to the construction work of the new 700 room Savoy, now under construction in that city, of which property he is to be active manager. His son, John R., succeeds him at the Carlton-Plaza.

Members of the Michigan Hotel Association who attended the annual convention at Kalamazoo last September, will remember with pleasure the wild duck dinner served by Dr. F. W. Holmes, at the pavilion on the Gull Lake Hotel grounds, the hotel proper having been destroyed by fire a few weeks previously. They will also be glad to know that, Phoenix-like, a new structure has risen above the ruins of the old hotel—one which is a credit to the enterprise of the indefatigable Doctor. The Gull Lake Hotel, as rebuilt, contains a spacious and most beautiful dining room, facing the lake, a modernly equipped kitchen and twenty guest chambers, modern in every respect, including bath, and artistically furnished and decorated. Also the dancing pavilion has been enlarged and amusement facilities increased, until its offerings are among the very best in all Michigan. This summer music will be supplied by the Kentucky Colonials, a colored organization of National reputation.

Congratulations, Doctor. We are all with you and wish you a full measure of success in recognition of the surpassing enterprise you have exhibited.

The other day, editorially, the Chicago Tribune, gave a very terse expose of the overdoing, in that city, of hotel and apartment house construction, together with opinions of leading financial men, showing that severe losses were bound to occur to investors on the securities issued by same.

Last week's Saturday Evening Post contained an article on "Small Towns and Large Hotels" on much the same tenor, which ought to be read by every

individual who has an idea that his town needs additional hotel facilities:

"Not every small community can support a large hostelry. There is many a worthy town that boasts no scenic or other attractions to draw the tourist, although agricultural or industrial production may justify the existence of the place itself. Yet misguided local pride, the desire of almost every community to become great, forces the erection of a larger and more imposing as well as more expensive, structure than conditions warrant. In such cases private capital will not step in and it becomes necessary to put on a community drive, thus forcing citizens to buy stock through high pressure sales methods. But the inhabitants themselves cannot support such an institution and there is nothing to attract tourists except the hotel. It is neither fish nor fowl—that is, it is neither a public enterprise, supported by taxes, nor whole heartedly a private enterprise conditional on profits. Thus responsibility falls between two stools. Bedrooms, though magnificent in their proportions, soon become shabby, and the whole place presents a run-down air of ill-kept grandeur. Even the tourist is no longer attracted."

In Detroit, the other day a diner, evidently a connoisseur, went into a cafe and ordered some "home made" strawberry shortcake. He was served with the conventional sponge cake with frosting, decorated with a couple of berries, whereupon he "blew up" and cleaned out the place. The judge, evidently an individual who had had the advantage of home environments, discharged him, with the suggestion that the operator of the restaurant should be brought in on a charge of obtaining money under false pretenses.

Mother never made her shortcake like that. With her its preparation was a sacred function. She prepared a short biscuit dough, baked it slightly brown, took it from the oven, split it open, spread butter liberally, and then smothered same with crushed strawberries. Whipped cream was supplied if asked for, but was unessential, for Mother's product would melt in your mouth and you could make a square meal of it.

Trying to produce a confection as the French chef does, and passing it off as a refreshing article of food, is a base swindle. Of course, it is never enjoyed by anyone, but is on your bill just the same, and the judge was justified in condoning the assault.

Dumplings! Dumplings of any variety, but principally apple dumplings. If you are sufficiently advanced in years to have had a mother who knew how to make real dumplings, then you know what I am trying to get at.

Well, in Detroit they have what in former days was a "hole in the wall," where they specialize in steamed apple dumplings, which they serve by the hundreds, with hard and sweet sauce, at 20 cents per. The owner of the establishment advised me that "dumplings" made his establishment what it is and they constitute 80 per cent. of all his desserts.

Now I can tell you they are equal to the mother product and the thought occurs to me that almost anywhere, especially in a populous center, this specialty can be exploited to a decided advantage. Why not try it in your own establishment? I am not going to tell you how to prepare them. This is a subject for scientific research, but there are still a few cooks in evidence who can tell you and show you, if necessary.

Have them made and served right; then advertise them in such a manner as to stir up tender recollections. After you have done that the world is yours.

Don't satisfy yourself with the stereotyped food program, but make a study of your possible patrons, and then give them what they want. It may be dumplings or pie, but meet their requirements.

Frank S. Verbeck.

#### Items From the Cloverland of Michigan.

Sault Ste. Marie, May 18—The large flocks of wild geese which have been camping around the bay shore, near Brimley, during the past week attracted much attention of our city folks on Sunday, as it has been a long time since the geese have been stopping off here, but this time they are cleaning up on the farms and some of the farmers have been investing in buckshot as a means of self protection. From what we can learn a goose dinner was enjoyed in some of the farm homes.

Peter Olsen, formerly manager for the Kreetan Co. store, at Johnstown, until the store closed, is now in the contracting business at DeTour, in which he may continue.

H. A. Thiebert, the well-known merchant at Oakridge, made his first trip to the Soo with his launch Mopic last week, taking back a load of supplies. The launch expects to make regular trips between the Soo and Oakridge, commencing next week.

Drummond Island seems to be in for a boom this summer. It is stated that some wealthy Chicago parties are taking options on a large tract of land, which they expect to develop into a summer resort. No more beautiful spot can be found for that purpose. Those who have visited the Island often wonder that someone had not made a resort of the place long ago.

Chester Crawford, the popular postmaster and merchant at Stalwart, met with a severe accident last week when in cranking his trusty ford his right arm was put out of commission. As Chester is not a left handed man the incident practically puts him out of luck. He cannot write, drive his car or work in his garden, but is able to keep smiling while doing light work around the store.

The Holland tea room, at 205 Ashmun street, opened for business last Saturday. They put on an elaborate Sunday dinner which made a hit with the public. Mrs. Stephenson, the proprietor, has had several years' experience in cooking for summer resorts at the Les Cheneaux Islands and Nebish Island. The new tea room expects a large patronage during the tourist season. It is one of the best locations in the city.

Robt. Wynn, manager of the Wynn Auto Sales Co., is highly elated to receive word from the Dodge Bros. Co., Detroit, that he had made the highest percentage of sales in the entire State of Michigan among Dodge dealers during the first week of May. Manistique took second place.

W. O. Blair, of Pickford, has opened the meat market again for the summer. Mr. Blair has been in the meat business at Pickford for many years, but only operates during the summer, spending the winters elsewhere. It seems that during the winter the population, which is in a farming district, raises enough pork to care for the families.

William Talbot, who for a number of years was postmaster and merchant at Stalwart, previous to selling out to Chester Crawford, is now conducting a general store at New Lothrop, a small town near Flint. Mr. Talbot was a visitor at Pickford last week, calling on friends. He likes his new location and is well pleased with his business.

Spring is that delightful interlude when you lose your ambition to do any of the numerous things which were going to be cleaned up when the weather got a little warmer.

W. F. Stephenson, for the past five years head of the Soo Business college, has closed the college and moved to Detroit, where he will reside. During his twenty years' residence here he has made many friends who will regret his departure; also the closing of the college, which has supplied many good stenographers and accountants to our business houses. He has not as yet decided as to what he will take up at Detroit, but his many friends wish him and his good wife every success in their new home.

Nelson Hall, one of our popular druggists, started in on the golf links for the first time this season last Sunday, accompanied by his old caddy. After a few shots he asked the caddy if he noticed any difference this season. "Yes," replied the caddy, "I notice you have the sticks shined up."

William G. Tapert.

We can't all be Rolls-Royces, but we all can, if we will, keep going longer than a Rolls-Royce.

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## DRUGS

Michigan Board of Pharmacy.  
President—Claude C. Jones.  
Vice-President—James E. Way.  
Director—H. H. Hoffman, Lansing.  
Coming Examinations—Detroit, June 15 to 17, Marquette, Aug. 17 to 19.

### Advantages and Hardships of the Country Doctor.

In the first place, I should say that the public and the profession have been greatly and unintentionally misled by articles on the subject in both the lay and medical press the past few years.

After having been in active practice for thirty years I came to the country, and the past five years have been a country doctor, and intend to be so the remainder of my life.

Country work has its limitations, owing to the hospitals being endowed and the present prevailing excessively high fees of the nurses. For example, if a woman is going to have a baby she will have to pay a trained nurse \$49 a week and board her; so instead of having it at home she goes to the hospital, where she can be attended to for half that amount.

The same applies to any one wanting an operation at home. Instead of paying a private nurse \$42 a week and board they can go to the semi-private ward of the hospital for \$21 a week.

I have put the hospitals and the nurses first, as the public are not to blame. The hospital is endowed, the country doctor is not.

Further, the doctors themselves are to blame for training every one to go to the hospital for anything and everything.

Of course certain injuries and diseases should be treated at home, certain in the country cottage hospital and others only in a well-equipped city hospital.

You mention the sum of \$3,000 as a respectable income for a young medical man: That would be if it were not for his auto and drug bill, which cuts it in half, and gives him less than five dollars a day to live on, not counting night work as well.

and has the ability to make a living Every medical man who possibly can in the city gets out of the country as soon as possible, and stays out.

You cannot expect any well-qualified young man to locate in the country unless he has private means or really loves his fellow-men and wishes to be a philanthropist. He cannot make an adequate income in the country, being handicapped by not being on the active staff of a hospital.

I have done hospital work all my medical career, but as I am now situated thirteen miles from the nearest hospital, the distance beats one. One cannot drive twenty-six miles twice a day in winter to see one's operative cases, and one has no right to depute any one else to do so.

That means that the young man with surgical leanings has to get near the hospital if he wishes to do surgery.

I feel sure if cottage hospitals were more numerous, more well-qualified, competent young graduates might entertain the thought of practicing in the country.

These are only possible by being built and endowed by the rich, as otherwise they are absolutely ruled out of consideration for fear of raising the rates.

On the other hand, the country doctor has many compensations apart from dollars and cents. Country people are shrewder, and do their own thinking, but there is nothing the matter with them—they are all right.

A country doctor's life, although he has hardships, is far less strenuous than that of a city doctor. It's a man's life, and he comes in touch at first hand with many acute and interesting diseases.

From my own observation, I should say there were too many doctors in the country. But it never does to argue from the particular to the general.

There are many fallacies regarding the distribution of doctors and the apparent absence of doctors in many towns and villages. These can be found out only by going to the country and living there a few years.

You can get the facts only from the country doctors themselves. They are a fine lot of men, self-reliant, self-sacrificing, hardy, with lots of hard sense, and doing much better work than people are aware of.

It's a hard problem to solve, but it should be made possible if not attractive for the young, well-qualified, to settle in the country. I am a great believer in the cottage hospital as a means of keeping such men in the country. A. J. Anderson, M. D.

### Preparations For the Treatment For Burns.

There are many preparations used for the treatment of burns. Burns of every degree. Preparations that have both good and poor qualities. Some are liquid as carron oil and picric acid solution and, to some extent toxic, even though used in combination with an ointment base. There are others that may not be toxic but are not sterile and mostly of a greasy nature permitting the establishment of a media for infective material. Then, there are others, for instance, liquid paraffin wax preparations, absorbable to a slight degree and requiring careful preservation and previous preparation prior to application. There should be one ideal preparation for burns, especially those of a marked degree, say, covering half the body, and, even though not fatal causing unsightly cicatricial contractions. It is impossible to imagine the excruciating pain and witness the horrible agonies of those who have been severely burned. It is with a great degree of hesitancy that one would be present to witness a case in the agonizing throes of torture by burn.

There was mentioned in the correspondence column of a late issue of this magazine a note on the use of butter of cocoa. Dealing with the absorbing, healing and nutritive properties of this valuable drug and need not be mentioned here. A few formulas containing this drug as the base were printed and several more will follow the one which is the substance of this note.

The following efficacious remedy was used on a patient who had an infected burn covering the entire left shin. As there was infection present through neglect in not having promptly reported for treatment, a hot magnesium sulphate solution was used the first day. A hot normal saline solution would just as well have served the purpose. The following preparation was then applied with a camel hair brush without any discomfort to the patient:

Theobrominum Acid: Borici Comp.  
Boric acid -----10  
Oil of eucalyptol -----5  
Butter of cocoa -----q. s. 100

The boric acid is pulverized in a mortar to which the oil of eucalyptol is added. Butter of cocoa is heated gently until it liquefies and when sufficiently cool added to the above mixture, small portions at a time, with constant stirring. Jar. Keep in a cool place.

Large amounts may be kept on hand in bottles or jars. Jars are preferable in temperate regions. Although it sometimes becomes solidified in the tropics when kept in a cool place. In hospitals it may be kept in auto-clave sterilizers or other mechanical devices continually in a liquid state, temperature slightly above normal, ready for immediate use if desired. As for dressings, lint is the most suitable dressing, cut into sizeable shapes to suit the occasion and the parts burned covered (cotton-side in) with it, and, if necessary adhesive tape applied to hold it in place. Care should be taken when this dressing is removed, as there may be some adhesions present but these can be cut away, through the cotton side of the lint without unnecessary removal of flesh or skin. Then another application may be applied without removing the adherent cotton. In a few days crust will form at various places over the burn. And later, the patient may complain of intense itching. Should such be the case the case the crust may gently be removed and a moist surface will reveal itself—the cause of this itchy sensation. This circumstance is self-evident that healing is taking place and there should not be an unsightly cicatrix present when the wound has healed.

Theobrominum Calaminae Comp.  
Lapis calaminaris -----10  
Pot. alum -----2  
Butter of Cocoa -----q. s. 100  
Theobrominum Resorcin. Comp.  
Resorcinol -----6  
Oil of cade -----2  
Bis. S. Nit. -----5  
Butter of Cocoa -----q. s. 100

### Godfrey's Cordial.

Oil sassafras, 6 dr.; tincture opium, 4 1/4 dr.; alcohol, 6 dr.; potassium carbonate, 60 gr.; molasses, 5 oz.; water, q. s., 1 pt. Mix the opium and the alcohol in which the sassafras has been dissolved, dissolve the potassium salt in half pint of water, mix this with the molasses and add to the first mixture and enough water to make a pint, stand till clear, and decant the clear liquid. Kerosene with the addition of 2 per cent. of cresol with a suitable perfume is also employed.

The following formula has also been proposed for the Book of Unofficial Formulas of the A. Ph. A.:

Eucalyptol ----- 100  
Oil Bergamot ----- 30  
Acetic Ether ----- 100  
Cologne Water ----- 50  
Menthanol to make ----- 1000  
One part in ten of water as spray.

### Mentholated Cough Drop.

Suppose you take the following formula for camphor cough drops, substituting menthol for the camphor. As to the quantity of menthol needed, you can determine this after a little experimentation. The saffron coloring could be omitted if you desire.

Dutch Crushed Sugar -- 14 lbs.  
Cream of Tartar ----- 1/2 oz.  
Spirit of Camphor ---- 1/4 oz.  
Tincture of Capsicum-- 1/4 oz.  
Water ----- 2 qts.  
Saffron coloring.

Bring the sugar and water to a sharp boil, add the cream of tartar, and let the syrup boil up to a strong crack degree. Drop in enough saffron to make the batch a bright golden tint. Pour the mass on an oiled slab, add the camphor and capsicum, work them well through the sugar, and pass the latter through tablet rollers.

### Nine Every-Day Business Errors.

1. Neglecting to get receipts when bills are paid in cash.
2. Neglecting to keep receipts where they can be located.
3. Neglecting to check up items in current bills.
4. Inability to keep check book balanced.
5. Too easy optimism in starting credit accounts.
6. Carelessness in handling of valuable business papers.
7. Signing documents without knowing their contents.
8. Tendency to establish living expenses which would exceed income and eat into savings.
9. Tendency to invest money on dangerous heresay, without proper knowledge of facts.

### Healthy Atmosphere.

"Is this a healthy town," asked a stranger of a native of a certain benighted region of the West.

"It sure is," replied the native. "When I came here I couldn't utter a word. I had scarcely a hair on my head. I hadn't the strength to walk across the room, and I had to be lifted from my bed."

"That is wonderful," exclaimed the stranger. "How long have you been here?"

"I was born here."

### Norway Advertises Fish.

Norwegian canned fish exporters, under a law of 1924, have paid two cents a case on all their products into a fund to be used for advertising Norway's canning industry in other countries, according to the Department of Commerce. Up to Jan. 1, 1926, the fund amounted to nearly \$50,000, of which more than \$20,000 is to be spent in Great Britain and later to open a campaign in the United States.



### The Meat in the Sandwich.

Sandwiches in their various styles and uses meet a distinct need in the American diet, both as a convenient, appetizing and economical food in every-day life and as tasty hunger pacifiers at semi-formal functions, such as bridge parties, home dances, etc. Meat is, perhaps, on the whole, the most popular filler and sliced cooked meat fits the case and fills the bread void admirably. But sliced meat sandwiches become somewhat commonplace to the fastidious eater and variety in the general construction of them is always appreciated. Deviled meats have been used a great deal, as bought already prepared, and such meat is usually good and pleasing to the average palate, but, after all, the feeling of confidence in the home prepared filler, as well as that delicate something that the competent housewife puts into it, can never be surpassed by the commercial product. A sandwich, to be particularly appealing, must be delicate. Thick slices of bread, with equally thick slices or hunks of meat, may satisfy the worker who is really hungry, but does not jibe with the refined senses of the card player at all. The bread may be plain white bread, brown bread, raisin, nut, or date bread or graham bread. In all cases, it should be cut thin and the

crusts should be carefully removed from the freshly baked staff of life. Some suggestions for fillers are: ham and egg—the ham ground fine and mixed with butter and mashed hard-boiled salted egg. Chicken—chop cold boiled chicken, moistened with salad dressing, and may be varied by adding chopped celery, ham, gherkins or pickles to the chicken. Tongue and ham—chop two parts of cold boiled tongue and one part of cold boiled ham very fine, pound to a paste and season with paprika and a suggestion of mustard if desired. Corned beef—chop cold cooked corned beef very fine, using a little of the fat in the meat, season with a little fresh mustard. These are just a few suggestions which vary somewhat from the commonplace, but they will suggest many others. Liverwurst between toast is delicious, though a little more difficult to serve.

### Strange If True.

An advertisement that appeared in the columns of an Indian paper must be among the best examples of Babu English. Here it is, word for word:

"Mohamedsman, hair-cutter and clean shaver. Gentlemen's throats cut with very sharp razors, with great care and skill. No irritating feeling afterward. A trial solicited.

## Soda Fountain Supplies 1926 Catalogue Just Out

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## WHOLESALE DRUG PRICE CURRENT

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

<b>Acids</b>		<b>Cotton Seed</b>		<b>Belladonna</b>	
Boric (Powd.)	12 1/2 @ 20	Cubeb	1 35 @ 1 50	Benzoin	@ 1 35
Boric (Xtal)	15 @ 25	Eligerson	9 00 @ 9 25	Benzoin Comp'd	@ 2 65
Carbolic	39 @ 46	Eucalyptus	1 25 @ 1 50	Buchu	@ 2 55
Citric	52 @ 68	Hemlock, pure	1 75 @ 2 00	Cantharides	@ 2 85
Muriatic	3 1/2 @ 8	Juniper Berries	4 50 @ 4 75	Capsicum	@ 2 20
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	3 1/2 @ 8	Lard, No. 1	1 25 @ 1 40	Colchicum	@ 1 80
Tartaric	40 @ 50	Lavender Flow	8 00 @ 8 25	Cubeb	@ 2 00
<b>Ammonia</b>		Lavender Gar'n	85 @ 1 20	Digitals	@ 1 80
Water, 28 deg.	08 @ 16	Lemon	4 00 @ 4 25	Gentian	@ 1 35
Water, 18 deg.	07 @ 13	Linseed, raw, bbl.	@ 90	Ginger, D. S.	@ 1 20
Water, 14 deg.	05 @ 11	Linseed, boiled, bbl.	@ 93	Guaiac	@ 2 20
Carbonate	20 @ 25	Linseed, bld. less	1 00 @ 1 13	Guaiac, Ammon.	@ 2 00
Chloride (Gran.)	10 1/2 @ 20	Linseed, raw, less	97 @ 1 10	Iodine	@ 95
<b>Balsams</b>		Mustard, artifil. oz.	@ 35	Iodine, Colorless	@ 1 50
Copaiba	35 @ 1 25	Neatsfoot	1 35 @ 1 50	Iron, Clo.	@ 1 35
Fir (Canada)	2 55 @ 2 80	Olive, pure	3 75 @ 4 50	Kino	@ 1 40
Fir (Oregon)	65 @ 1 00	Olive, Malaga	2 75 @ 3 00	Myrrh	@ 2 50
Peru	3 00 @ 3 25	Olive, Malaga, yellow	2 75 @ 3 00	Nux Vomica	@ 1 55
Tolu	2 25 @ 2 50	Olive, Malaga, green	2 75 @ 3 00	Opium	@ 2 50
<b>Barks</b>		Orange, Sweet	5 00 @ 5 25	Opium, Camp.	@ 85
Cassia (ordinary)	25 @ 30	Origanum, pure	@ 2 50	Opium, Deodora'd	@ 2 50
Cassia (Saigon)	50 @ 60	Origanum, com'l	1 00 @ 1 20	Rhubarb	@ 1 70
Sassafras (pw. 50c)	@ 50	Pennyroyal	4 00 @ 4 25	<b>Paints</b>	
Soap Cut (powd.)	18 @ 25	Peppermint	22 50 @ 22 75	Lead, red dry	15 1/2 @ 15 1/2
<b>Berries</b>		Rose, pure	13 50 @ 14 00	Lead, white oil	15 1/2 @ 15 1/2
Cubeb	@ 1 00	Rosemary Flows	1 25 @ 1 50	Ochre, yellow bbl.	@ 2 1/2
Fish	@ 25	Sandalwood, E.	10 50 @ 10 75	Ochre, yellow less	3 @ 6
Juniper	10 @ 20	Sassafras, true	1 50 @ 1 75	Red Venet'n Am.	3 1/2 @ 7
Prickly Ash	@ 1 25	Sassafras, art'l	75 @ 1 00	Red Venet'n Eng.	4 @ 8
<b>Extracts</b>		Spearment	10 50 @ 10 75	Putty	5 @ 8
Licorice	60 @ 65	Sperm	1 50 @ 1 75	Whiting, bbl.	@ 4 1/2
Licorice, powd.	@ 1 00	Tansy	10 00 @ 10 25	Whiting	5 1/2 @ 10
<b>Flowers</b>		Tar USP	65 @ 75	L. H. P. Prep.	3 05 @ 3 25
Arnica	@ 30	Turpentine, bbl.	@ 91	Rogers Prep.	3 05 @ 3 25
Chamomile (Ged.)	@ 40	Turpentine, less	98 @ 1 11	<b>Miscellaneous</b>	
Chamomile Rom.	@ 50	Wintergreen, leaf	6 00 @ 6 25	Acetanalid	47 @ 55
<b>Gums</b>		Wintergreen, sweet	3 00 @ 3 25	Alum	08 @ 12
Acacia, 1st	50 @ 55	Wintergreen, art	60 @ 1 00	Alum, powd. and ground	09 @ 15
Acacia, 2nd	45 @ 50	Worm seed	9 00 @ 9 25	Bismuth, Subnitrate	3 87 @ 4 07
Acacia, Sorts	20 @ 25	Wormwood	9 00 @ 9 25	Borax xtal or powdered	07 @ 12
Acacia, Powdered	35 @ 40	<b>Potassium</b>		Cantharides, po.	1 75 @ 2 00
Aloes (Barb Pow)	25 @ 35	Bicarbonate	35 @ 40	Calomel	2 02 @ 2 22
Aloes (Cape Pow)	25 @ 35	Bichromate	15 @ 25	Capsicum, pow'd	48 @ 55
Aloes (Soc. Pow.)	65 @ 70	Bromide	69 @ 85	Carmine	7 00 @ 7 50
Asafoetida	50 @ 60	Bromide	54 @ 71	Cassia Buds	35 @ 40
Pow.	75 @ 1 00	Chlorate, gran'd.	23 @ 30	Cloves	50 @ 55
Campbor	1 10 @ 1 16	Chlorate, powd.	16 @ 25	Chalk Prepared	14 @ 16
Guaiac	@ 90	Cyanide	30 @ 30	Chloroform	51 @ 60
Guaiac, pow'd	@ 1 00	Iodide	4 66 @ 4 86	Chloral Hydrate	1 35 @ 1 85
Kino	@ 1 10	Permanganate	20 @ 30	Cocaine	12 10 @ 12 80
Kino, powdered	@ 1 20	Prussiate, yellow	65 @ 75	Cocoa Butter	50 @ 75
Myrrh	@ 60	Prussiate, red	@ 1 00	Corks, list, less	40-10%
Myrrh, powdered	@ 65	Sulphate	35 @ 40	Copperas	2 1/2 @ 10
Opium, powd.	19 65 @ 19 92	<b>Roots</b>		Copperas, Powd.	4 @ 10
Opium, gran.	19 65 @ 19 92	Alkanet	30 @ 35	Corrosive Sublim	1 65 @ 1 80
Shellac	65 @ 80	Blood, powdered	35 @ 40	Cream Tartar	31 @ 38
Shellac Bleached	70 @ 85	Calamus	35 @ 75	Cuttle bone	40 @ 50
Tragacanth, pow.	@ 1 75	Elecampane, pwd	25 @ 30	Dextrine	6 @ 15
Tragacanth	1 75 @ 2 25	Gentian, powd.	20 @ 30	Dover's Powder	3 50 @ 4 00
Turpentine	@ 20	Ginger, African, powdered	30 @ 35	Emery, All Nos.	10 @ 15
<b>Insecticides</b>		Ginger, Jamaica	60 @ 65	Emery, Powdered	8 @ 10
Arsenic	08 @ 20	Ginger, Jamaica, powdered	45 @ 50	Epsom Salts, bbls.	@ 10
Blue Vitriol, bbl.	@ 07	Goldenseal, pow.	@ 30	Epsom Salts, less 2 1/2 @ 10	
Blue Vitriol, less	08 @ 15	Ipecac, powd.	@ 50	Ergot, powdered	@ 2 00
Bordea. Mix Dry	13 @ 22	Licorice	35 @ 40	Flake, White	15 @ 20
Hellebore, White powdered	18 @ 30	Licorice, powd.	20 @ 30	Formaldehyde, lb.	12 @ 30
Insect Powder	40 @ 55	Orris, powdered	30 @ 40	Gelatine	80 @ 90
Lead Arsenate Po.	18 @ 31	Poke, powdered	35 @ 40	Glassware, less 55%.	
Lime and Sulphur Dry	1 @ 23	Rhubarb, powd.	75 @ 1 00	Glassware, full case 60%.	
Paris Green	20 @ 37	Rosinwood, powd.	@ 40	Glauber Salts, bbl.	@ 02 1/2
<b>Leaves</b>		Sarsaparilla, Hond. ground	@ 1 00	Glauber Salts less 04 @ 10	
Buchu	1 00 @ 1 25	Sarsaparilla Mexican, ground	@ 80	Glue, Brown	21 @ 30
Buchu, powdered	@ 1 30	Squills	35 @ 40	Glue, Brown Grd	15 @ 20
Sage, Bulk	25 @ 30	Squills, powdered	60 @ 70	Glue, white	27 1/2 @ 35
Sage, 1/4 loose	@ 40	Tumeric, powd.	20 @ 25	Glue, white grd.	25 @ 35
Sage, powdered	@ 35	Valerian, powd.	@ 75	Glycerine	30 @ 50
Senna, Alex.	50 @ 75	<b>Seeds</b>		Hops	65 @ 75
Senna, Tinn.	30 @ 35	Anise	@ 35	Iodine	6 45 @ 6 90
Senna, Tinn. pow.	25 @ 35	Anise, powdered	35 @ 40	Iodoform	7 35 @ 7 65
Uva Ursi	20 @ 25	Bird, ls	13 @ 17	Lead Acetate	20 @ 20
<b>Oil</b>		Canary	10 @ 16	Mace	@ 1 50
Almonds, Bitter, true	7 50 @ 7 75	Caraway, Po.	30 @ 30	Mace, powdered	@ 1 60
Almonds, Bitter, artificial	3 00 @ 3 25	Cardamon	@ 4 00	Menthol	9 00 @ 9 50
Almonds, Sweet, true	1 50 @ 1 80	Coriander pow.	30 @ 25	Morphine	11 18 @ 11 93
Almonds, Sweet, imitation	1 00 @ 1 25	Dill	18 @ 25	Nux Vomica	@ 30
Amber, crude	1 25 @ 1 50	Fennell	25 @ 40	Nux Vomica, pow.	17 @ 25
Amber, rectified	1 50 @ 1 75	Flax	08 @ 15	Pepper black, pow.	40 @ 50
Anise	1 50 @ 1 75	Flax, ground	08 @ 15	Pepper, White, pw.	50 @ 55
Bergamont	10 00 @ 10 25	Foenugreek pow.	15 @ 25	Pitch, Burgudry	12 1/2 @ 20
Cajeput	1 50 @ 1 75	Hemp	8 @ 15	Quassia	12 @ 15
Cassia	4 00 @ 4 25	Lobelia, powd.	@ 1 25	Quinine, 5 oz. cans	@ 59
Castor	1 70 @ 1 95	Mustard, yellow	17 @ 25	Rochelle Salts	30 @ 35
Cedar Leaf	1 50 @ 1 75	Mustard, black	20 @ 25	Saccharine	@ 80
Citronella	1 25 @ 1 50	Poppy	22 @ 25	Salt Peter	11 @ 22
Cloves	3 00 @ 3 25	Quince	1 50 @ 1 75	Seldilts Mixture	30 @ 40
Cococnut	25 @ 35	Rape	15 @ 20	Soap, green	15 @ 20
Cod Liver	1 65 @ 1 85	Sabadilla	38 @ 45	Soap mott cast.	22 1/2 @ 25
Croton	2 00 @ 2 25	Sunflower	11 1/2 @ 15	Soap, white castile	@ 12 50
<b>Tinctures</b>		Worm, American	30 @ 40	Soap, white castile less, per bar	@ 1 45
Aconite	@ 1 80	Worm, Levant	4 50 @ 4 75	Soda Ash	@ 10
Aloes	@ 1 45	<b>Wholesale Only</b>		Soda Bicarbonate	3 1/2 @ 10
Arnica	@ 1 10	<b>MANISTEE</b>		Soda, Sal	02 1/2 @ 38
Asafoetida	@ 3 40	<b>GRAND RAPIDS</b>		Spirits Camphor	@ 1 35



# 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

Gasoline	Lard
Kerosine	Sausages
Naphtha	Smoked Meats
Veal	
Lamb	

## DECLINED

Jelly Glasses
Rice
Quaker Catsup
Some Cheese

## 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., dz.	3 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.	3 70
15c size, 4 doz.	5 50
20c size, 4 doz.	7 20
25c size, 4 doz.	9 20
50c size, 2 doz.	8 80
80c size, 1 doz.	8 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 BRAND.



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, 18s	3 90
Cream of Wheat, 24, 14 oz.	3 20
Pillsbury's Best Cer'l	2 05
Quaker Puffed Rice	5 30
Quaker Puffed Wheat	4 30
Quaker Brfst Biscuit	1 90
Ralston Branios	3 20
Ralston Food, large	4 00
Saxon Wheat Food	3 90
Vita Wheat, 12s	1 80
Post's Brands.	
Grape-Nuts, 24s	3 80
Grape-Nuts, 100s	2 75
Instant Postum, No. 8	4 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

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
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## CANDLES

Electric Light, 40 lbs.	12 1
Plumber, 40 lbs.	12 3
Paraffine, 6s	14 1/2
Paraffine, 12s	14 1/2
Wickling	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. 2	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	3 25
Peaches, 2 1/2 Cal. 3 00	3 25
Peaches, 10, Mich.	8 50
Pineapple, 1 sl.	1 75
Pineapple, 2 sl.	2 60
Pineapple, 2 br. sl.	2 40
Pineapple, 2 1/2, sl.	2 80
Pineapple, 2, cru.	2 80
Pineapple, 10 cru.	9 00
Pears, No. 2	3 15
Pears, No. 2 1/2	4 25
Plums, No. 2	2 40
Plums, No. 2 1/2	2 80
Raspberries, No. 2, blk	2 80
Raspb's, Red, No. 10	16 00
Raspb's, 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	2 80
Clams, Minced, No. 1	3 25
Finnan Haddie, 10 oz.	3 30
Clam Bouillon, 7 oz.	2 50
Chicken Haddie, No. 1	2 75
Fish Flakes, small	1 35
Cod Fish Cake, 10 oz.	1 85
Sove Oysters, 5 oz.	1 80
Lobster, No. 1/4, Star	1 50
Shrimp, 1, wet	1 50
Sard's, 1/2 Oil, Ky	6 10
Sardines, 1/2 Oil, Kless	5 25
Sardines, 1/2 Smoked	6 75
Salmon, Warrens, 1/2s	7 75
Salmon, Red Alaska	4 25
Salmon, Med. Alaska	3 40
Salmon, Pink Alaska	1 95
Sardines, Im. 1/4, ea.	10 23
Sardines, Im., 1/2, ea.	25
Sardines, Cal.	1 65
Tuna, 1/2, Albocore	95
Tuna, 1/4s, Curtis, doz.	2 20
Tuna, 1/4s, Curtis, doz.	3 50
Tuna, 1s, Curtis, doz.	7 00

## CANNED MEAT

Bacon, Med. Beechnut	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. sil.	1 85

Beef, 3 1/2 oz. Qua. sil.	1 75
Beef, 5 oz., Qua. sil.	2 35
Beef, No. 1, B'nut, sil.	4 50
Beefsteak & Onions, s	3 45
Chili Con Ca., 1s	1 35
Deviled Ham, 1/4s	2 20
Deviled Ham, 1/2s	2 60
Hamburg Steak & Onions, No. 1	3 15
Potted Beef, 4 oz.	1 10
Potted Meat, 1/4 Libby	5 1/2
Potted Meat, 1/2 Libby	9 1/2
Potted Meat, 1/4 Qua.	90
Potted Ham, Gen. 1/4	1 85
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 20
Snider, No. 1	95
Snider, No. 2	1 25
Van Camp, small	85
Van Camp, Med.	1 15

## CANNED VEGETABLES.

Asparagus.	
No. 1, Green tips	3 75
No. 2 1/2, Lge. Green	4 50
W. Beans, cut 2	1 45
W. Beans, 10	98 00
Green Beans, 2s	1 45
Green Beans, 10s	97 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, stan.	1 25
Corn, Ex. stan. No. 2	1 55
Corn, No. 2, Fan.	1 80
Corn, No. 10	8 00
Hominy, No. 3	1 00
Okra, No. 2, whole	2 00
Okra, No. 2, cut	1 75
Dehydrated Veg. Soup	90
Dehydrated Potatoes, lb.	45
Mushrooms, Hotels	36
Mushrooms, Choice 3 oz.	45
Mushrooms, Sur Extra	55
Peas, No. 2, E. J.	1 65
Peas, No. 2, Sift.	
June	1 85
Peas, No. 2, Ex. Sift.	
E. J.	2 25
Peas, Ex. Fine, French	25
Pumpkin, No. 3	1 45
Pumpkin, No. 10	4 75
Pumpkin, No. 10	4 75
Pimentos, 1/4, each	12 1/4
Pimentos, 1/2, each	27
Sw't Potatoes, No. 2 1/2	2 25
Sauerkraut, 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 25
Quaker, 10 1/2 oz.	1 40
Quaker, 14 oz.	1 90
Quaker, Gallon Glass	12 00

## CHILI SAUCE

Snider, 16 oz.	3 30
Snider, 8 oz.	2 30
Lily Valley, 8 oz.	2 35
Lily Valley, 14 oz.	3 50

## OYSTER COCKTAIL.

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

## CHEESE

Roquefort	52
Kraft, Small tins	1 65
Kraft, American	1 65
Chili, small tins	1 65
Pimento small tins	1 65
Roquefort, small tins	2 25
Comenbert, small tins	2 25
Wisconsin New	23
Longhorn	23

Michigan Full Cream	23
New York Full Cream	32
Sap Sago	40
Brick	24

## 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
Julcy 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 35
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 00
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-	13 20
que	13 20
12 oz. Rosaces	10 80
1/2 lb. Rosaces	7 80
1/4 lb. Pastelles	2 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	29
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

Telfer Coffee Co. Brand  
Bokay ----- 42

Coffee Extracts  
M. Y., per 100 ----- 12  
Frank's 50 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 dz.	4 50
Blue Grass, Tall 48	4 65

Blue Grass,
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## 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
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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.	35

OLEOMARGARINE	
Van Weenenbrugge Brands	
Carload Distributor	



Nucos, 1 lb.	27
Nucos, 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
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## MINCE MEAT

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

## MOLASSES



No. 10, 6 cans to case	5 70
No. 5, 12 cans to case	5 95
No. 2 1/2, 24 cans to case	6 20
No. 1 1/2, 36 cans to case	5 15
Green Brer Rabbit	
No. 10, 6 cans to case	4 45
No. 5, 12 cans to case	4 70
No. 2 1/2, 24 cans to case	4 95
No. 1 1/2, 36 cans to case	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 case	3 50
No. 1 1/2, 36 cans to case	3 00

## New Orleans

Fancy Open Kettle	74
Choice	62
Fair	41

## Half barrels 5c extra

Molasses in Cans	
Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	5 20
Dove, 36, 2 lb. Black	4 30
Dove, 24, 2 1/2 lb. Black	3 90
Dove, 6, 10 lb. Blue L.	4 45
Palmetto, 24, 2 1/2 lb.	5 25

## NUTS.

Whole	
Almonds, Terregona	30
Brazil, New	25
Fancy mixed	22
Filberts, Sicily	28
Peanuts, Virginia Raw	9 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
Salted Peanuts	
Fancy, No. 1	14
Jumbo	17

## Shelled.

Almonds	70
Peanuts, Spanish	11 1/2
125 lb. bags	
Filberts	32
Pecans	1 10
Walnuts	65

## 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, dz.	3 50
12 oz. Jar, Stuffed,	
doz.	4 50@4 75
20 oz. Jar, stuffed dz.	7 00

## PARIS GREEN

1/8 lb.	31
1 lb.	27
25 and 55	27

## PEANUT BUTTER



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

## PETROLEUM PRODUCTS

Iron Barrels	
Perfection Kerosine	16 6
Red Crown Gasoline,	
Tank Wagon	19 7
Solite Gasoline	22 7
Gas Machine Gasoline	39 4
V. M. & P. Naphtha	23 8
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

Medium Sour	
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
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## PIPER.

Cob, 3 doz. in bx. 1 00@1 20	
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## PLAYING CARDS

Derby, per doz.	2 75
Bicycle	4 75

## POTASH

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

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

## Lamb.

Spring Lamb	35
Good	32
Medium	30
Poor	26

## Mutton.

Good	16
Medium	14
Poor	12 1/2

## Pork.

Light hogs	16
Medium hogs	16 1/2
Heavy hogs	18
Loins, Med.	28
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	17
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1/4
Compound tierces	15 1/2
Compound, tubs	16

## Sausages

Bologna	14
Liver	14
Frankfort	19
Pork	18@20
Veal	19
Tongue, Jellied	35
Headcheese	18

## Smoked Meats

Hams, Cert., 14-16 lb.	32
Hams, Cert., 16-18 lb.	32
Ham, dried beef	
sets	@34
California Hams	@21
Picnic Bolled	
Hams	34 @47
Boiled Hams	20 @44
Minced Hams	14 @17
Bacon	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
1/2 bbls.	10 00
1 bbl.	25 00
Kits, 15 lbs.	1 75
1/4 bbls., 40 lbs.	3 50
7/8 bbls., 80 lbs.	5 00

## Casings

Hogs, per lb.	@63
Beef, round set	20@30
Beef, middles, set	@1 75
Sheep, a skeln.	2 00@2 25

## RICE

Fancy Blue Rose	08 1/2
Fancy Head	10 1/2
Broken	05

## ROLLED OATS

Silver Flake, 12 Fam.	2 25
Quaker, 18 Regular	1 80
Quaker, 12s Family	2 70
Mothers, 12s, M'nun	3 25
Silver Flake, 18 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
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## SAL SODA

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

## COD FISH

Middles	15 1/2
Tablets, 1/2 lb. Pure,	
Tablets, 1 lb. Pure	19 1/2
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
Milkers, Kegs	1 30
Milkers, half bbls.	10 25
Milkers, bbls	
K K K K, Norway	20 00
8 lb. pails	1 40
Cut Lunch	1 60
Boned, 10 lb. boxes	1 6

## 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
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## SHOE BLACKENING

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

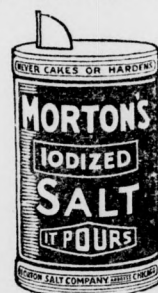
## STOVE POLISH

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.	4 24
Block, 50 lb.	4 10
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

## Worcester



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. bbls.	4 40
No. 1 Medium Bbl.	2 47
Tecumseh, 70 lb. farm	
sk.	85
Cases Ivory, 24-2 cart	1 85
Iodized 24-2 cart.	2 40
Worcester, 48-1 1/2 cs.	1 70
Bags 550 lb. No. 1 med.	50
Bags 25 lb. Cloth dairy	40
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 50
Fairy, 100 box	5 75
Jap Rose, 100 box	7 85
Palm Olive, 144 box	11 00
Lava, 100 box	4 90
Octagon	6 35
Pummo, 100 box	4 85
Sweetheart, 100 box	5 70
Grandpa Tar, 50 sm.	2 00
Grandpa Tar, 50 lge.	3 45
Quaker Hardwater	

### Store Losses Which Are Easily Avoidable.

Loss through the dropping of merchandise in the debris on the floor and subsequent carelessness of proper examination before and after waste paper is gathered up.

Loss through giving of too large samples of yard goods, or the fresh cutting of them while samples already cut are available.

Loss through fires caused by the dropping of matches carried loose in pockets or from friction.

Loss through overmeasure of one-sixteenth or one-eighth inch on every yard, which counts up frightfully large in the course of a year.

Loss through breakage and blemish due to careless packing of merchandise.

Loss through the unnecessary burning of light.

Loss through the careless running of water.

Loss through the promise to have parcels delivered at a certain time, often meaning expense of special messenger, when delivery an hour or two later by regular wagon, if so stated, will satisfy a customer just as well.

Loss through the placing away of stock in jumbled condition, resulting in mussiness of appearance, which often means the half-price bargain table.

Loss through the cutting of useless remnants when a reasonable allowance will induce customers to buy the excess piece.

Loss through the handling of delicate fabrics with soiled hands or throwing same upon dusty counter.

Loss through throwing away of pins which can be stuck into a conveniently placed cushion.

Loss through dropping of rubber bands, pin tickets, tags, price cards, etc.

Loss through the thoughtless who stick price cards on merchandise used in show windows, on counters and overhead display—through fronts of linen collars, through gores of silk umbrellas, through the fronts of expensive calendars, etc.

Loss through idle salespeople failing to give attention to customers who resent such indifference by trading elsewhere as a whole or absenting themselves from just your department.

Loss through carelessness in throwing under the counters, into drawers and in odd corners in haphazard fashion, fine ticket holders, garment and other display forms and stands.

Loss through showing of merchandise on smudged and often downright dirty cards—jewelry, novelties, etc.

Loss through destroying price display tickets, which if preserved in presentable shape will serve for future use.

Loss through throwing into waste bin perfect cartons, useful to replace others somewhat shopworn, or good to pack delivery merchandise in, for which boxes are not especially made, but must be provided.

Loss through the habit of picking up lithographed letterheads and other expensive paper to figure or idly scrawl

on when small pads or bits of discarded paper will answer requirements.

Loss through winding much twine when a lesser length will amply protect packages.

Loss through use of larger sheets of wrapping paper when smaller sizes will answer.

Loss through the throwing away of useful lengths of cord and rope.

Loss through careless dropping of fresh wrapping paper to be trodden on.

Loss through being careless of dust rags, brooms and brushes.

Loss through being out of merchandise that a little foresight will place ahead of time.

Loss through time taken by employees in changing or dusting shoes, making their toilet and primping in anticipation of homegoing.

Loss through disinclination of some salespeople in showing merchandise to possible buyers.

Loss through your own salary not being larger—perhaps on account of the "wastes and leaks in business" that you yourself can help to overcome.

### Do You Know?

Do you know that the olive tree is ever green and that it produces fruit every other year?

Do you know that it takes five bushels of wheat to make a barrel of flour?

Do you know that a pound of peanut butter contains as much nutriment as three pounds of beef?

Do you know that lemon extract is made from oil of lemon, which is obtained from the outer rind of the lemon?

Do you know that no preservatives whatever are used in putting up any of the large number of canned foods?

Do you know that rice forms the principal food of one-half the population of the earth?

Do you know that the length of the Japanese crab is almost that of a man?

Do you know that the smallest size peas command a higher price for the simple reason that they are scarce, there being only two of them in each pod—one at each end?

### Call For Summer Clothing.

With warm weather the call for tropical worsted suits has taken a spurt. Color preferences are said to run to light grays and tans with neat fancy stripe and plaid effects taking well in patterns. There is also active interest being shown in flannel suits, knickerbockers and separate trousers in light gray stripe effects. The demand for lightweight summer cloth suits is rapidly growing, as is the call for those of linen. The variety of patterns in the summer cloth suits is very extensive, probably more so than ever before. From some sections there is a good call for gabardines in two button single breasted models.

### Brother Got the Lingo.

A boy left the farm and got a job in the city. He wrote a letter to his brother who elected to stick to the farm, telling of the joys of city life in which he said: "Thursday we autoed out to the Country Club, where we

golfed until dark. Then we motored to the beach for the week-end."

The brother on the farm wrote back: "Yesterday we buggied to town and baseballed all the afternoon. To-day we muled out to the cornfield and ge-

hawed until sundown. After we had suppered, we piped for a while. After that we staircased up to our room and bedstedded until the clock fived.

Only one way to make your salary grow, and that is to outgrow your job.

**\$190,000**

## LEFLORE COUNTY, MISSISSIPPI Direct Obligation 4 $\frac{3}{4}$ % Bonds

Due serially June 1 each year, in amounts of \$5,000 to \$9,000, 1929 to 1951.

Denomination \$1,000. Principal and semi-annual interest (June and December 1) payable in New York

### FINANCIAL STATEMENT

Estimated value of taxable property	\$80,000,000
Assessed valuation, 1925	20,199,694
Total bonded indebtedness, including this issue	1,267,000
Sinking Fund	\$200,000
Net Debt	1,067,000

Population, 1920 Census, 37,356

Leflore is one of the banner counties in the State in the production of high-grade cotton. According to the U. S. Census reports for 1920, the value of farm property was \$36,547,071, the value of crops for the year 1919 being \$10,464,636. Greenwood, the county seat (population 7,090), has six banks with combined resources of approximately \$10,000,000. It is the largest inland market for long-staple cotton in the world.

Legality to be approved by Messrs. Wood & Oakley, Attorneys, Chicago

**Price to Yield 4.40%**

## Howe, Snow & Bertles, Inc. INVESTMENT SECURITIES

GRAND RAPIDS

New York

Chicago

Detroit

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

## REYNOLDS SLATE-CLAD SHINGLES

*"Built First to Last"*

The lumber dealer who sells and recommends products of proven quality is selling satisfaction.

His profits will inevitably follow.

For a quarter of a century Reynolds Shingles and Roofing have been made with quality as the first consideration of the makers.

For the same length of time, lumber dealers have found the Reynolds line a profitable one to handle.

Write for dealer information.

GRAND RAPIDS TRUST COMPANY,  
Receiver for

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

Grand Rapids,

Michigan



## Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, May 12.—In the matter of Leon Genung, Bankrupt No. 2923, the first meeting of creditors has been called for May 25.

In the matter of Glen A. Shearer, Bankrupt No. 2920, the funds for the first meeting have been received and such meeting has been called for May 25.

May 13. We have to-day received the schedules, order of reference and adjudication in the matter of Ernest Samis, Bankrupt No. 2925. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Muskegon, and his occupation is that of a millwright. The schedules show assets of \$350.35, of which \$250 is claimed as exempt, with liabilities of \$1,751.25. The court has written for funds, and upon receipt of the same, the first meeting of creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

First National Bank of Reed City	\$1,000.00
R. C. National Bank, Reed City	250.00
John D. Green, Chase	250.00
Oswald Wick, Reed City	60.00
Drs. Bussard & Lowry, Muskegon	145.00
Hackley Hospital, Muskegon	45.00
Addie Smith, Grand Rapids	1.25

May 14. We have to-day received the schedules, order of reference and adjudication in the matter of Fred Benjamin, Bankrupt No. 2926. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Zeeland, and his occupation is that of a laborer. The schedules show assets of \$250, of which the full interest is claimed as exempt, with liabilities of \$853.92. The court has written for funds, and upon receipt of the same, the first meeting of creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Henry Farber, Grandville	\$ 7.00
John Shoemaker, Zeeland	3.50
DePree Fuel Co., Zeeland	5.81
Wm. DePree & Co., Zeeland	169.19
Zeeland Music Shop, Zeeland	3.75
Ted & Ed Clothing Co., Zeeland	11.00
Dr. C. D. Boone, Zeeland	25.00
Boonstra Merc. Co., Zeeland	14.50
Dick Van Bree, Zeeland	1.45
Bert Wiersma, Zeeland	33.45
A. La Huis Co., Zeeland	66.68
G. L. Boone Co., Zeeland	44.80
Enterprise Market, Zeeland	68.57
H. Telgenhof, Zeeland	46.00
A. Holleboom, Holland	20.00
Derkes & Butler, Zeeland	15.00
Scholten Bros., Zeeland	20.00
John Haan, Zeeland	8.89
E. J. Pruim, Zeeland	66.74
Schuitema, Zeeland	30.00
Claud Hoffman, Zeeland	15.00
Stephen Butler, Zeeland	15.84
Cornelius Boone, Zeeland	7.00
E. J. MacDermid, Zeeland	3.75
Dr. J. A. Brower, Holland	20.00
Dr. J. Masselink, Zeeland	17.00
Zeeland Farm Bureau, Zeeland	18.00
Chas. Telgenhof, Zeeland	90.00

In the matter of Emma Orsinger, Bankrupt No. 2876, the trustee has reported the receipt of an offer in the sum of \$750, from Frank P. Rothenberger, of Grand Rapids, for all of the stock in trade and fixtures, except certain items of fixtures appraised at the sum of \$1,600. The date fixed for sale is May 24. The sale will be held at the office of the referee. An inventory is in the hands of Howard L. Boggs, trustee, Grand Rapids. All interested should be present at the time and place indicated.

May 17. On this day was held the first meeting of creditors in the matter of Herbert N. Talcott, Bankrupt No. 2821. The bankrupt was present in person and by attorney F. C. Miller. No creditors were present or represented. Claims were proved and allowed. C. C. Woolridge was named trustee, and his bond placed at \$100. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Gus Sampanes, as Astoria Lunch, Bankrupt No. 2916. The bankrupt was present in person and by attorney Charles H. Lillie. One creditor was present in person. Claims were proved and allowed. The bankrupt was sworn and examined, without a reporter. C. W. Moore was named trustee, and his bond placed at \$100. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Ernest E. Boyce, individually and as surviving copartner of Boyce Bros., Bankrupt No. 2919. The bankrupt Ernest E. Boyce was present in person and by attorney E. B. Houseman. One creditor was represented by attorneys Corwin & Norcross. One claim was proved and allowed. The bankrupt was sworn and examined without a reporter. C. W. Moore was named trustee, and his bond placed at \$200. The first meeting then adjourned without date.

On this day also was held the final

meeting of creditors in the matter of Fred Sheringer, Bankrupt No. 2642. The bankrupt was not represented. The trustee was present in person. One creditor was present in person. Additional claims were proved and allowed. The trustee's final report and account was approved and allowed. The bills for administration were considered and approved. An order was made for the payment of expenses of administration and for the declaration and payment of a final dividend to creditors. The amount of the dividend has not been determined, but upon the percentage being ascertained the amount of same will be given here. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date and the case will be closed and returned to the district court in due course.

On this day also was held the final meeting of creditors in the matter of Fred A. Marshall, Bankrupt No. 2680. The bankrupt was not present but represented. Claims were proved and allowed. The trustee's final report and account was approved. Expenses of administration were considered and approved. An order was made for the payment of the expenses of administration and for the declaration and payment of a first and final dividend to creditors. The per cent. of dividend is not determined, but upon such computation the amount of the same will be given here. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date and the case will be closed and returned to the district court in due course.

May 18. We have to-day received the schedules, order of reference and adjudication in the matter of Edward Harrigan, Bankrupt No. 2927. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a laborer. The schedules show assets of \$440 of which \$250 is claimed as exempt, with liabilities of \$1,392.85. The court has written for funds, and upon receipt of the same, the first meeting of creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Little-Jones Coal Co., Chicago	\$450.00
Plymouth Coal Co., Chicago	135.00
Kenohan Coal Co., Chicago	235.00
Charles A. Belke, Chicago	200.00
W. F. Barckmann, Chicago	50.00
Hekman Biscuit Co., Grand Rapids	53.87
Vandenberg Cigar Co., Grand Rapids	79.98
Mich. Candy Co., Grand Rapids	39.00
Add. Index Corp., Grand Rapids	150.00

In the matter of Zelda M. Phelps and Kenneth Bartholomew, as Tri-City Baking Co., Bankrupt No. 2902, the trustee has reported the receipt of an offer in the sum of \$100, from Albert Koeze, of Grand Rapids. The property included in the offer is all of the stock in trade and fixtures of this estate which are appraised at \$184.65 and a Ford truck which is not appraised and which is subject to a chattel mortgage of about \$60. The offer is made upon the basis that the purchaser pay the mortgage. The date fixed for sale is May 28, at 1225 G. R. National Bank Building. An inventory is at the office of the referee. All interested should be present at the time and place named.

## French Sardine Catch Light.

The sardine catch in France in 1925 is estimated between 7,716,000 and 8,818,000 pounds, hardly more than 75 per cent. of the normal post-war year, but slightly greater than the catch of 1924. While the catch of 1924 was kept down to low figures by disagreements between fishermen and cannery over prices, the low yield in 1925 was due to a scarcity of fish. The average price paid by factories for their sardines during the past year was \$20.75 per 320.46 pounds, compared with an average in 1924 of slightly under \$22.

## Fabric Gloves Are Wanted.

In women's popular-priced gloves the main buying interest at present is said to lie in fabric slip-on merchandise, although silk gloves are also selling. The fancy cuff of French origin is still a feature, although the plain glove is in demand. Light shades, according to wholesalers, are receiving the bulk of attention, particularly sand, dooskin, mode, gray and covert. Good business is said to have been booked for fall in both fabric and kid gloves.

## FOUNDERS DAY AT LANSING.

Continued from page 17)

divert from the forward look to a review of what has led up to our present status and promises. And it is due the strong personalities who laid the foundations of progress in agriculture by stimulating the educational processes that we occasionally do them honor by recalling their names and the salient features of their influence and activity.

To-day let us express our appreciation of the man and measures adopted in the genesis of agricultural education in our country, and while we review with pleasure some of the incidents of the early efforts and sacrifices, we must not forget that our responsibility does not cease with the review of other men's work, but that upon this generation, this decade, this year, depends a continuance of the vision and sacrifices of our forefathers, so that our efforts shall in time be crowned with the appreciative words of those who succeed us. Charles W. Garfield.

## Cheap Hose Buying Better.

Distinct improvement in the jobbing trade's buying of women's seamless silk and rayon mixture hose to retail at \$1 is one of the few features of current business in hosiery. Several selling agents in the local market also report the quiet placing of substantial business on infants' wool socks. Aside from this, according to the special news letter of the National Association of Hosiery and Underwear Manufacturers, there is not much worthy of comment. Despite propaganda for immediate price reductions in full-fashioned silk hose, the fact remains that practically all of the largest mills in the country are sold up solid for the next two months. Consequently, price revisions during that time seem out of the question.

## Now the Collegiate Garter.

"Collegiate" has been applied to many things, but last week was the first time the term was used to designate a novelty type of men's garters being placed on the market. It is said that college boys have been allowing their hose to hang loosely for some time past, and these new effects have been introduced to beguile them to the use of garters once more. The feature of the merchandise is the fancy design and colors of both the pads and the wide elastic of the garters. The pads are decorated in sports motifs, those of baseball, football, golf and tennis being represented by appropriate insignia. Six color combinations are available, high shades being stressed. The garters, which are packed in individual boxes, wholesale at \$4 per dozen.

## To Show Colors in Each Fabric.

A new method of showing the colors in its fabric lines has been adopted by one of the leading women's wear mills. Instead of presenting the entire range of colors in a single fabric, as has been the general practice in the trade, this mill shows all of the colors in each individual fabric. The swatches are neatly bound into a single container and are readily available. The chief advantage is that the buyer sees each shade in the particular fabric he is interested in and not that shade in another fabric. It is pointed out that colors do not come out identically the same in two different weaves. It is believed that the new method will serve to cut down color difficulties and cancellations.

Pianos, like children, are made to be seen and not heard.

## 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.

For Sale—Meat market, fully equipped. Price right. Owner wants to go West. Address No. 257, c/o Michigan Tradesman. 257

RESTAURANT—For Sale. First-class. Old, established business in Kalamazoo, across from Michigan Central depot. Bargain for some one. Owner interested in another business. Inquire Sunset Restaurant, 452 N. Burdick St., Kalamazoo, Mich. 258

FOR SALE—Grocery stock and fixtures in Pontiac. Good location. About \$1,500 will handle. Address R. J. Bromley, 51 W. Huron St., Pontiac, Mich. 259

FOR SALE—Two-station Lamson basket carrier, valued at \$45 per station. We will sell for \$14 per station. Northwestern Department Store, 5663 Grand River Ave., Detroit, Mich. 260

FOR SALE—Hardware stock, fixtures and building for sale, or will rent building. In good resort and farming country. Must be sold, account death of owner. Address No. 261, c/o Michigan Tradesman. 261

For Sale—Cigar store. Established 1903. \$1,200. Good back room. Carl Cigar Store, Allegan, Mich. 262

For Sale—National cash register, four-drawer. Electric operated. Used four years. Is in fine condition. Burt Long, Freeport, Mich. 263

For Sale—Owing to failing health, old established hardware store doing a prosperous business. Only one in town. \$5,000 stock. Rent reasonable. Wonderful opportunity for the right man. Address Mores Marks, Oscoda, Mich. 264

FOR SALE—Three-chair barber shop. Also cigars, tobacco, soft drinks, and light lunches. Sell all or separate. F. E. Hume, Mason, Mich., Box 451. 265

FOR SALE—McCray refrigerator, good as new. Size: fifty-five inches long, thirty-two inches deep, seventy-five inches high. Will take \$75. A. H. Saur & Sons, Kent City, Mich. 266

Exchange For Merchandise — Splendid eighty-acre farm, located in potato and resort section North Western Michigan. Good buildings. D. H. Hunter, Rockford, Mich. 264

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

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

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

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.

## FIRE AND BURGLAR PROOF

## SAFES

GRAND RAPIDS SAFE CO.  
Tradesman Building



### Keep Trade Requirements Well Covered.

Written for the Tradesman.

The growing crop of wheat in the Southwest is in excellent condition. It is said Texas will market new wheat within two weeks and that Kansas will be in a position to do so the middle of June. Very optimistic reports as to yield are also forthcoming from both these states and Oklahoma. Missouri, however, is gloomy over its crop; many claim not to exceed 30 per cent. of a crop will be raised in that State. Reports from the Northwest are also unfavorable, the news from North and South Dakota being very pessimistic. The crop is in poor condition in Spink and Brown counties, Montana, and other sections only fair.

The condition of the soft winter wheat crop in Ohio, Indiana and Michigan is not any too favorable; it is claimed Ohio will harvest little better than fifty per cent. of a crop, and Indiana is considerably under normal. The crop in Michigan is now placed around 12,500,000 bushels or about 500,000 bushels less than last year.

The visible supply of wheat has decreased materially, leaving less than 22,000,000 bushels in the total visible, with six weeks to go until harvest time in the Central States, so that it appears as though there has been enough of a decline for the present at least, or until a more favorable outlook develops as regards the general outturn of wheat in both the soft and hard wheat growing sections of the United States.

An active demand for wheat or flour is almost certain to strengthen prices materially, and with the continued light demand for wheat from mills the market may hold firmly. Of course, the trade is not friendly to prices yet, not altogether believing the bear stories from certain sections, and it would probably be unwise to go very long on either wheat or flour, but nevertheless it does appear to be using good judgment to keep trade requirements well covered. This market has possibilities. Lloyd E. Smith.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, May 18—Adrian Kik has engaged in the retail hardware business at 1311 East Fulton street. The Michigan Hardware Co. furnished the stock.

The Muller-De Vos Electric Co., electrical supply dealer at 1172 Madison avenue, has added a line of hardware. The stock was furnished by the Michigan Hardware Co.

Weldon Smith, the Allegan baker, acted as toastmaster at the Western Michigan Bakers' Association banquet at the Pantlind last Tuesday. This is the second year of the Association's existence, it being an offshoot of the State organization. It is also Smith's second year as toastmaster, he having done so well last year that he was urged to accept again this year.

The most successful meeting ever held by the Salesmen's Club was on Saturday, May 15, which was addressed by Dr. G. W. Lawton, of the Sheldon School of Salesmanship, Chicago, who gave all present the pleasure of listening to a talk by a man well qualified to speak to a bunch of salesmen. Many new and pertinent ideas were brought out by him and suggestions of real value to salesmen in every line were very numerous. His talk was instructive as well as entertaining and every person who heard him wished that he might have had more time than

the thirty minutes which were allotted to him.

For the meeting on next Saturday, the 22nd, Charles M. Mayne, General Secretary of the Y. M. C. A. and a former salesman, has been secured as speaker. This will, undoubtedly, be a very interesting and successful meeting and every person interested in sales work of any kind is urged to be present.

William A. Gilleland, Manager of the Worden Grocer Co., has leased the residence at 436 South Lafayette avenue and has already taken possession.

The Kroeger chain store combination, with headquarters in Cincinnati, has invaded Grand Rapids and announces that it will open forty-two chain stores here as fast as suitable locations can be secured. The first store opened will be on South Division avenue. The A. & P. now has forty-four stores here and Thomas twenty-eight stores.

Guy W. Rouse, formerly connected with the Worden Grocer Co. in a managerial capacity, left last evening for California, where he proposes to re-engage in business on his own account.

### No Spring Season on Pine Lake.

Boyne City, May 18—The ice is out of the lakes at last and the roads have been clear of snow for almost a month. The arbutus has bloomed and the trilliums are whitening the hillsides and swales. Trees are beginning, tentatively, to show the green tips, seemingly afraid to have the possibility of another visit from Boreas and get their fingers frosted. We have had no rain since the first of April and the roads are getting very dry. The farmers are rushing their spring work, taking advantage of the ideal weather to get seed in the ground. We have had no spring. Snow on the ground until May 1 and summer weather the first of June.

After campaigning for ten years, Boyne City has very good prospects of getting a canning plant established this summer. Promoters have come and gone. Propositions have been worked up, almost to the sticking point, when someone would kick over the bucket and spill the milk. Boyne City is surrounded by good orchards, but there has been no dependable market for fruit and the orchards have been allowed to deteriorate. Year after year tons of fruit have rotted on the ground or been fed to hogs. The establishment of an outlet will be of immense advantage to the farmers and, incidentally, to the business men. Charles T. McCutcheon.

### The Cantaloupe Crop.

It looks like a big season for early cantaloupes. Record plantings of approximately 36,000 acres are shown in the preliminary estimates of the Imperial Valley of California. This is 4,500 more than in 1922—the highest previous year—and some 8,000 acres more than last season. Plantings in the early states were decreased to a relatively low point last spring, and returns to growers were generally satisfactory. It remains to be seen whether increasing the plantings 28 per cent. to a total of 38,300 acres in five early states will prove a profitable venture. With acreage ranging only from 500 to 800 in Florida, Georgia, Louisiana and Southern Texas, the competition of these states with California is almost negligible. Early cantaloupe plantings in these four states are but one-fourth as heavy as in 1922. Their combined shipments last season filled only 165 cars, compared with 13,400 from the Imperial Valley.

### Standard Fixed For Castile Soap.

The Federal Trade Commission, after an exhaustive investigation, has issued an order that the term "castile" as applied to soap can only be used where pure olive oil is used with no admixture of any other fat. Notice to this effect is being sent to soap manufacturers who have been asked to notify the Commission that they will mark, label and advertise castile soap in accordance with the new regulations.

Over a month ago the Commission before Commissioner C. W. Hunt conducted a hearing, at which twenty-three of the leading soap makers were present to present their plea for more leeway than has been allowed by the new restriction. They were opposed by importers and others who hold that pure olive oil and no other mixture be used.

### French Peas on New Basis.

Although the new food preservative regulations of the United Kingdom regarding the elimination of metallic coloring of peas do not go into effect until Jan. 1, 1927, already French canned peas have been quoted in London without metallic coloring. American pea canners, on account of this new regulation, have an advantage over other pea canners, since the American product has always been known not to contain metallic coloring. American pea packers are in an advantageous position and larger imports of American peas will likely be made in the future.

### Florida Fruit To Be Advertised.

Plans for an advertising campaign to cost \$11,000,000 were tentatively adopted by the Florida Fruit Men's Club, an organization controlling approximately 90 per cent. of the citrus crop of the State, in a meeting in Orlando, Fla., during the week. Final adoption of the National advertising campaign depends upon the pledging of 75 per cent. of the crop in support of the plan. Funds to defray the expense of the campaign would be raised by an assessment of 5 cents on each box of fruit to be collected from growers through the packing plants.

### Georgette Coats in Demand.

The coat of georgette is receiving considerable attention, reports indicating that manufacturers have been booking quite a business in these garments, with production of them steadily increasing. The coats, being of an extremely sheer material, are ideal for Summer wear, and wholesalers believe the retail demand for the garments will continue well into the very warm months. The georgette coats are being sold in the dress departments at retail, inasmuch as they really form part of the ensemble dress.

### Flat Leather Bags Selling Best.

Fall lines of handbags will be offered late, according to statements made by wholesalers. Much seasonal business is still expected, to which the trade will devote its attention for some weeks to come. In the goods being bought, the leather bag dominates, the silk bag. The flat style, either

large or small, but in many cases the former, is continuing its vogue in a number of leathers, particularly calfskin. Pouch styles are selling more to the junior miss.

### Narrow Ribbons Wanted Most.

Not a great deal of change is noted in the ribbon situation. There is a fair call for some types of merchandise for immediate delivery, with narrow goods continuing to account for the bulk of the business. Satins, moires, failles and some of the novelty colored ribbons for trimming purposes lead in the buying. Belting ribbon for hat making is moving well. Little interest has yet been shown in Fall lines, in which the indications are that tinsel novelties will receive considerable attention.

Republican elements in Germany have been thrown into a furor by the government's adoption of a flag composed 90 per cent. of the old imperial colors and 10 per cent. of the new republican colors. The main body of the flag is black and white and red; up in the corner—the staff position—is a field of black, red and gold. It cannot accurately be called a new flag, for it is authorized in the constitution for use of the merchant marine. Some time ago, however, the cabinet secretly ordered it to be flown over all foreign bureaus as well, and it was generally displayed in Hamburg the other day on occasion of a visit by President von Hindenburg. The government explains that this flag is a symbol of German unity. But, as the sentiment of the country is about equally divided between monarchist and republican, the shouters for the new order find themselves somewhat outshone. Those of the older dispensation take pleasure in feeling their oats.

Crown Prince Gustavus Adolphus of Sweden is on his way to this country for a six weeks tour of the United States. The Crown Prince is a scientist and a linguist and has a lot of other accomplishments, but Americans cannot forget that his country played false to the United States and violated her solemn promises not to ship copper into Germany during the kaiser's war, due to the influence of his mother, who was a German woman and who arrayed Sweden on the side of the bloody monarch of Germany, causing Sweden to violate treaties and part company with every honorable obligation she should have maintained during the gigantic struggle between civilization and monarchy. Americans do not soon forget such lapses on the part of a people who stood high in the estimation of the world until they became tainted with Teutonic theory that treaties are made to be violated, much more of the kind selling than of

Complaints have been received that one or two mail order houses, and particularly the New Process Co., of Warren, Penn., are sending unordered merchandise to Michigan residents and requesting immediate return of the same or payment therefor. This practice, which is condemned by leading merchants and advertisers everywhere, is made illegal in a bill which has recently been introduced in Congress.