

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. EST. 1883

Forty-third Year

GRAND RAPIDS, WEDNESDAY, JULY 28, 1926

Number 2236

Io Victis

"I sing the hymn of the conquered, who fell in the battle of life,
 The hymn of the wounded, the beaten, who died overwhelmed in the strife;
 Not the jubilant song of the victors, for whom the resounding acclaim
 Of nations was lifted in chorus, whose brows wore the chaplet of fame,
 But the hymn of the low and the humble, the weary, the broken in heart,
 Who strove and who failed, acting bravely a silent and desperate part;
 Whose youth bore no flower on its branches, whose hopes burned in ashes
 away,
 From whose hands slipped the prize they had grasped at, who stood at the
 dying of day
 With the wreck of their life around them, unpitied, unheeded, alone,
 With death swooping down o'er their failure and all but their faith over-
 thrown."
 "While the voice of the world shouts its chorus—its paean for those who
 have won;
 While the trumpet is sounding triumphant and high to the breeze and the sun
 Glad banners are waving, hands clapping and hurrying feet
 Thronging after the laurel crowned victors, I stand on the field of defeat
 In the shadow with those who are fallen and wounded and dying, and there
 Chant a requiem low, place my hand on their pain knotted brows, breathe a
 prayer
 Hold the hand that is helpless and whisper, 'They only the victory win
 Who have fought the good fight and have vanquished the demon that tempts
 us within,
 Who have held to their faith unseduced by the prize that the world holds
 on high,
 Who have dared for a high cause to suffer, resist, fight—if need be, to die.'"
 "Speak, History! Who are life's victors? Unroll thy long annals and say,
 Are they those whom the world called the victors, who won the success of
 a day?
 The martyrs or Nero? The Spartans who fell at Thermopylae's tryst
 Or the Persians and Xerxes? His judges or Socrates? Pilate or Christ?"

William Wetmore Story.



Parowax = *for the canning season*

The canning season has started, and there will be an immediate increase in the demand for Parowax. If you have not already ordered your supply, do so now, so that you will be ready to meet the demand.

Every year there is a large increase in the demand for Parowax for the sealing of jams, jellies and preserves. Housewives have learned that preserves which are sealed with Parowax never ferment or mold. Parowax

seals the fruit flavor in, and keeps the molds and ferments out.

Parowax is also used in the laundry as an aid to soap. A quarter of a cake of Parowax, shaved into the boiler with the usual amount of soap, loosens the dirt in the clothes and saves rubbing.

Parowax will pay you a good profit. Display it on your counter, so the housewives will know that you handle it.

Standard Oil Company
[Indiana]

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Forty-third Year

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MICHIGAN TRADESMAN

(Unlike any other paper.)

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

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly By

TRADESMAN COMPANY

Grand Rapids

E. A. STOWE, Editor.

Subscription Price.

Three dollars per year, if paid strictly
in advance.

Four dollars per year, if not paid in
advance.

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payable invariably in advance.

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issues a month or more old, 15 cents;
issues a year or more old, 25 cents; issues
five years or more old 50 cents.

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of Grand Rapids as second class matter
under Act of March 3, 1879.

END OF FORTY-THREE YEARS.

The issue of this week marks the completion of the forty-third publication year of the Tradesman without change in ownership, editorship or business management. So far as we have been able to determine, this record has never been eclipsed by any other trade journal in length of service and actual achievement.

The anniversary edition which is usually an accompaniment of Tradesman birthdays will be issued later in the year, in a month of greater mercantile activity than is customary in midsummer.

In establishing the Tradesman it was designed to meet the practical every day needs of the man of business. It has hewed as closely as possible to that line of action and accomplishment and endeavored to function, according to its name, in the largest and most liberal sense of the title.

As the Tradesman came into existence in a period of many controversies in theology, economics and politics, it is only natural that it should have felt that it was its duty to be a censor of mercantile morals more keenly than it sensed its obligation as a collector of hard, relentless facts. It has always maintained this position—possibly increasing in severity with the passing years—insisting that good merchandising methods demand and require the highest standards of honor and integrity and that any deviation from the straight and narrow path of rectitude is a step backward which can be recovered only with great difficulty and at large expense.

In line with this general plan the Tradesman has always been very straightforward in condemning schemes which were not calculated to add to the good name and prestige of the mercantile business and equally eager to embrace and commend every laudable effort to elevate the occupation of

the merchant and place him on a high plane of efficiency and integrity. Mercantile life is a battle and God help us if we try to keep out of it. It will sear us more when we try to keep out of it than it does when we wade into it. If we keep out of it, we have the scar of disgrace on our cowardly backs, because we have shirked the battle; but when we bear the wounds in front, they are wounds of honor.

We are living in a wondrous age. He is a traitor to his age who says this age is the worst age in history. He is unworthy of his age who can see nothing but that in it. It is a great age. It is a compelling age. It is an inviting age. It is an impossible age, but whatever this age is, it is simply the average of ourselves expressed in life. Whatever is wrong in the age it is simply what we want or it is simply that we do not improve. If we find any fault at all, we should not find it with the age. We should find it where it belongs—with ourselves.

What we call unrest in these days—the unsettled conditions—does not arise from depressions in business. It comes from unsatisfied ideals. We expected when the war planned and executed by the kaiser was over some great spiritual ideals would sweep over the land, and we have been disappointed. War does not produce spiritual ideals. War does not reveal and help. It shows the yawning gates of hell and we have been disappointed. It is not that men are longing for luxuries and profits and self indulgence. It lies deeper than that. It lies deep enough to be a call to the souls of men, the hunger of expression, the desire to translate oneself through terms of character and service.

This age is becoming very impatient, very intolerant of the men and women who give themselves up to the stream of life with no supreme aim or motive; and this age is going to challenge men and women, and it is going to put them face to face with this fact: "Are you doing anything under heaven to justify your creation, help your character and, if you have it, your Christianity?" And it isn't these men alone. The world is becoming very intolerant of men and women who have nothing to do but to eat and drink and who spend their lives as good-for-nothing parasites in their existence here on earth. So the world is going to challenge us.

We have made wonderful progress in this age of ours without any real advancement. We know all about life except one rather important thing—how to live it. We have made the most astonishing progress in intellectual, material and scientific development without rising to any superior heights in moral and spiritual attain-

ment. With all the experience of humanity behind us, we cannot show where any man in this generation has risen to superior heights in moral and spiritual attainment, as compared with his father and his mother.

We are going along on a dead level. We are getting on in the world, but we are not getting above it. We have doubled our money and it has not made us rich. We have had an exaggeration of extravagance. We have had an orgy of lust and greed and it has not brought content.

Have we yet learned to interpret life in the light of all its hope, its ideals, its faith and its possibilities? Have we learned how to interpret success or failure? We are going through life but once, but in what direction? Are we here just dragging out an existence or are we living for a career? If it be to drag out an existence, are we just slipping our moorings, dropping down to the tide, drifting out into the sea without chart or compass or destination? That is the easiest and most popular form of suicide.

Are we daring to live for a career? If we have the courage, the character and the faith, then we are living for a career; and when we live for that career, we have to put something into it. The capital of that career is composed of faith, character and purpose; for what will we do with our life, when we fail, if we have no faith? Ninety-five per cent. of all the business men of America fail at least once in their careers. We have always been sorry that we have no access to the statistics which reveal the great overwhelming magnificent majority of those men who succeed before they get through.

Failure is not, when you have faith; failure is not defeat, it is only learning how, it is only extending the experience. The man who never failed never made any progress. The man who never made a mistake never made anything else. Failure is not a thing to be dreaded when it comes to us, if we can change our career from a plodding, indefinite, uncertain thing to something particular, distinct and worth-while. The reason some men have not yet succeeded is because they have not failed enough; and the reason some men never will be anything but failures is because they are so stubborn they won't change the thing they are doing for anything else.

The reason some of us have not succeeded is because we have not changed the thing for which we were created. None of us are failures until we admit it to ourselves. Interruptions, disappointments and failures are only extensions of experience. There is no way ever discovered by which we can keep an intelligent and determined man from success. We can put obstacles in his way and he will use them

for opportunities; we can pile up stumbling blocks and he will use them, like Bunyan, to write a "Pilgrim's Progress." Deprive him of his sight and, like Prescott, he will write "The History of Mexico." Set him to splitting rails and driving mules and, like Lincoln and Garfield, he will arrive at the White House. There is no way we can keep a determined man from success, if he has an ideal that is inspired so that it can be the beacon of a determination.

"Sow a thought and you reap an act; sow an act and you reap a habit; sow a habit and you reap a character; sow a character and you reap a destiny." And then keep on being that kind of man—the man who never fails his brother; the man who never shames his mother; the man who stands for country, home and God.

MORE STRESS ON QUALITY.

What is termed a "trading up" movement has been lately receiving much attention from manufacturers of and dealers in women's wear. The purpose is to have less stress laid on low prices and more on the quality of the goods offered. Much can be said in favor of the proposal. There is no question that customers are too often appealed to to buy something because it is cheap, and the term "bargain" has been so often used that it has lost a great deal of its former significance. And it is unfortunate that, in many instances, the only effective spur to buying appears to have been the urge that what was being offered was underpriced. The demand thus created has caused many manufacturers to turn out goods which were not exactly creditable to them and did not enhance their reputation. But they felt impelled to do this because their competitors were doing it and because there were plenty of buyers who demanded cheap things, no matter how serviceable or the reverse they were. Retailers were in very much the same position. They felt they could not afford to offer at a higher price a garment which a rival was exploiting at a much lower one, despite the fact that its better texture and workmanship would more than account for the difference. Then, too, the matter of quick turnovers has been impressed on them as the best way of making profits, and the selling of cheap goods has afforded a better opportunity for this method of doing business on smaller capital. In the end, however, neither the customer nor the retailer has benefited by the course. But the system has become so fixed that it will take time and education to change it.

Make every day fire prevention and conservation day.

IN THE REALM OF RASCALITY

Cheats and Swindles Which Merchants Should Avoid.

Monroe, July 26—What do you know of the Independent Chain Stores Purchasers Corporation, 1452 Broadway, headquarters, executive office, 145 W. Forty-first street, New York City?

They require \$200 deposit and charge \$5 per month service charge. Their prices are interesting. Subscriber.

The concern is a good one to avoid. Any concern that insists on a cash deposit at each contribution in order to do business with it is fraudulent on the face.

A valued employe of the Tradesman has received five "embroidered" handkerchiefs from the New Process Co., of Warren, Penn., accompanied by the following letter:

Warren, Penn., July 24—I am writing to you to-day because I have a very unusual proposition to make.

Hundreds of substantial business men, who pride themselves on their clothes that they order direct from us, have repeatedly asked us for fine handkerchiefs monogrammed with both their initials—handkerchiefs such as well dressed men like to carry, but which they have always had to order specially at prices ranging from 75c to \$1 each.

Now, after long experimenting, we have found a way of having initials embroidered in such quantities that the cost is less than half what it used to be.

So here is my offer: I'm sending you five of these handkerchiefs, embroidered in two colors of silk with both your initials, to you absolutely free of all expense. I want you to look them over, to compare them with monogrammed handkerchiefs you've paid 75c or \$1 each for in the past.

After you have examined them carefully, if you like them so well that you don't want to part with them, you can send me—not 75c or \$1 each, not even 50c each—but my introductory price on a limited number of these new handkerchiefs—only \$1 for all five.

If for any reason you should not wish to keep the handkerchiefs, just send them back, using the label and return postage attached.

My reason for making this remarkable offer is simply to introduce these distinctive monogrammed handkerchiefs to a few representative men as quickly as possible, and to make you so enthusiastic about your own that you will show them to other men.

All you need do is fold your check or \$1 bill in the attached invoice and mail it in the return envelope enclosed. You save at least half what these same monogrammed handkerchiefs would cost you if ordered in any other way. John L. Blair, President New Process Co.

These handkerchiefs now repose in the junk drawer of the Tradesman office. Mr. Blair can have them any time he calls for them personally. He can have them returned by mail any time he sends us 50 cents in the coin of the realm to pay us for the bother he has made us and to also teach him a wholesome lesson that he is a crook when he undertakes to foist goods on people in this manner.

Bloomington, July 26—Some time ago I wrote asking you to take up the following case with the U. S. School of Music. We had not heard from them for some time and thought we were through with their "duns" but a few days ago we received the enclosed communication. Does it amount to anything? I shall restate the case and hope you will give them a little free advertising. Our little boy was work-

ing at the music store and saw the advertisement where he could learn to play any instrument in a short time. He answered this advertisement and unknown to us signed a contract of some kind. He paid about \$13 or \$14 all told. The man for whom our son worked, became ill and left the music store, hence there was no more work for the boy, who borrowed money to pay when he began receiving threatening letters. He was receiving nothing of value in return for his money, so we thought we would write to you and see if it would not be possible to call a halt on their nefarious practice of having children, unknown to their parents, sign contracts and then harass them with threats. Mrs. E. E. B.

Of course a boy of 13 years of age has no responsibility in an order or contract signed by him but this does not prevent correspondence schools from plying the child and the boy's parents with dunning letters. The enclosed communication from a collection agency threatens to bring suit against this 13 year old boy in his local court. Such a threat is, of course a pure "bluff" with view to frightening the boy into paying the balance of the enrollment blank. Our experience indicates that few of the correspondence schools pursue any higher methods than are indicated in this case. As we have many things stated, musical authorities regard these attempts to teach music by mail a delusion and a snare.

A New Milk Product.

Large quantities of skim milk formerly wasted or inefficiently used are being converted into a marketable product by a number of companies utilizing a process recently perfected by the Bureau of Dairying, United States Department of Agriculture. One company has sold more than a million pounds during the last year for poultry and hog feed. At Grove City, Pa., this manufactured product—concentrated sour skim milk—is made under the direction of department dairymen and sells at 4 cents a pound, netting 62 cents a hundred pounds of skim milk.

Briefly, the process consists of the use of a culture containing a mycoderma, which is a yeastlike organism, and an active culture of the bulgaricus type. When used in combination they are able to develop more than double the amount of acidity in the skim milk produced by ordinary lactic cultures alone. The use of this mixed culture has made it possible to create an acidity of 2 per cent. in skim milk which when concentrated at the rate of 3 to 1 gives the finished product an acidity of 6 per cent. An acidity of 2 per cent. removes the difficulties formerly experienced in concentrating skim milk in the vacuum pan, and 6 per cent. acidity in the finished product prevents spoiling. The product has been kept in good condition for more than a year.

Concentrated sour milk is a pasty, semifluid product. As poultry feed it is mixed with water or dry mash. Good results are obtained with the product when fed to baby chicks in a dilution of 1 to 8; when fed to laying hens either in paste form or in a mixture of 1 pound of paste to 1 pound of dry mash; and when fed for crate fattening at the rate of 40 pounds of the paste to 100 pounds of mash.

The utilization of surplus skim milk in manufacturing this concentrated product promises a greater outlet to the dairyman for his products and assures the poultryman of a uniform supply of a good feed that has excellent keeping qualities, say the department.

Sound Rules For Buying and Selling.

Here are some pointers all should remember:

Merchandise should be bought to sell as quickly as possible at a profit, and turnover may be more important than margin.

The quality and price should insure sufficient repeat orders to justify carrying the goods in stock.

Judgment should be accurate as to the quantity of a commodity that a merchant's customers will consume within a certain time, lest the merchant overbuy or underbuy.

Capital tied up in slow selling merchandise quickly eats up the profit even on long margin goods.

Always give a courteous hearing to complaints.

A Significant Hint.

"What a peculiar looking carpet lying under the elephant," remarked a spectator at the circus.

"Carpet, nothing," corrected the animal trainer. "That's the man who gave the elephant a chew of tobacco."

A headline in a city daily paper reads: "After Seven Years of Hoping, Wife Is Certain Husband Died in France."

\$8,720,000 The Long-Bell Lumber Co. First Mortgage 6% Sinking Fund Gold Bonds Due 1946

Secured by First Mortgage on standing timber having a value equal to at least 100% of the face amount of outstanding bonds. Further secured by mortgage on plants, mills and other property, having a value at least sufficient to make the aggregate security under the mortgage not less than 200% of bonds outstanding.

This property has a minimum value in excess of \$62,000,000.

Net earnings for the past ten years have averaged over 4½ times interest requirements.

The Company agrees to retire on or before maturity, either by purchase or redemption, all of its Series "A," "B" and "C" bonds.

Price 97 Yielding
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GRAND RAPIDS

New York Chicago Detroit

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ENJOYABLE OUTINGS

THIS IS THE
LIFE



CAMPER'S SUPPLIES

These dealers all carry a complete line of tents, (umbrella, tourist, wall, play tents) tables, cots, beds, chairs, etc. for campers.

Stop at the nearest dealer and inspect the line.

Fox Textile Products Co., Ypsilanti.
Lansing Tent & Awning Co., Lansing.
Grand Rapids Awning & Tent Co., Grand Rapids.

Kalamazoo Awning & Tent Co., Kalamazoo.

Muskegon Awning & Mfg. Co., Muskegon.

Pontiac Tent & Awning Co., Pontiac.
Grand Haven Awning & Trim Shop, Grand Haven.

Incidents of Gezon's Round About Tour.

Mackinac Island, July 25—On July 19 I started on that long-delayed Northern trip in company with my wife and children (and dog). We carried camping equipment with us and stopped at the State and city tourist camps for the nights except at Traverse City and Mackinac Island.

The first stop was at Walker, where we invited Ed. Douris to join the Retail Grocers and General Merchants Association.

We called on Burch & Co. and Wm. H. Zacharias, at Marne.

In Coopersville we found the merchants busy and ready to pay their dues. Calls were made on the Lillie Department Store, J. A. Laug, Lubben & Rankans, Dornbos Grocery and Mohrhardt & Laubengayer.

Next stop was at Spring Lake, where we invited Bulder Bros. and George Schwab to become members.

At Grand Haven we saw G. Ekkens & Co. and the City Grocery.

We camped at Muskegon that night and slept fine. Ole Peterson reported wonderful success in Muskegon with their collective advertising. We have more members in Muskegon in proportion to the total number of grocers than in any other town in Michigan.

We then started across country toward Fremont and got a new member at Twin Lakes, named George Pitcher.

At Holton we met our member, H. B. Kempf, who had his \$2.50 ready. He favors our proposed Sunday closing law. R. A. Murphy joined our Association and paid his dues.

Calls were made on Joseph Piers and Herman Deters, who renewed his membership. Both conduct first-class stores at Reeman.

Then about ten miles of first-class roads to Fremont where we had dinner and made calls on the following members, who seemed pleased with a visit from the Secretary: W. F. Sargeant, Mulder Department Store, Pikaard Bros., Chas. Miller, Geo. L. Monroe, all of whom are good members. They are very enthusiastic in Fremont over their co-operative delivery system and reported its efficient and inexpensive. Mr. Monroe said it cost him \$9 per week for the service and his is one of the largest stores. That is surely reasonable.

At White Cloud we met our faithful member, Mr. Barnhart, who is regaining his health and he showed considerable enthusiasm for our Association. White Cloud has a wonderful mineral spring and they are laying out a nice auto camp ground.

In Reed City we have as members M. C. Voelker and August T. Erler.

They have a State Park on the Muskegon river at Paris and here we camped for the night, taking in the State fish hatcheries in the morning. Millions and millions of trout are raised here to be planted in the lakes and streams of Michigan.

The next stop was at LeRoy, where we called on G. Gundrum, James M. Sutherland, Jim Campbell and Fred F. Shelander. It was a great pleasure to meet my friends, the Gundrums, who have written me many cheering and helpful letters.

At Tustin we called on members Peterson and V. E. Pullman.

Paul Gezon, Sec'y Retail Grocers and General Merchants' Association.

Items From the Cloverland of Michigan.

Sault Ste. Marie, July 27—Fort Brady will be a busy place, commencing next week, when over fifty officers of the organized reserves of the Wisconsin 404th Infantry will inaugurate the C. M. T. C. training season. Seventy-five extra tents are in readiness. Capt. William McAdam and Lieut. H. W. Isbell are preparing a detailed program for the camp, which will be

issued in a day or two. According to the program, something will be doing at the reservation every day and every visitor will be welcome. Aug. 20 will be a red letter day in the history of the Sault, when 1,000 visitors, including army officers, friends of the trainers and civilians will visit the camp.

The Worthom carnival put in last week here with ideal weather and a splendid show. The place was filled every night. In consequence, the Soo was relieved of many thousands of dollars, but everybody was happy and a good time was had by all.

While the hot weather has taken many lives in the larger cities, we have missed it all by being just right here, according to a statement made by Dr. W. J. Bennett, of Dayton, Ohio, who is a guest at the Park Hotel and who has made an annual pleasure trip to this city for the past twenty years. He states that he has been around the world several times and has lived in many different climates and that the Soo excels all others. At this time of the year the Soo's climate for sleeping cannot be beaten. Besides this, its scenic beauty compares well with all others he has ever visited. It makes us all feel better to hear these nice things about our home town, coming from men who speak understandingly.

The fellow who runs is no coward if he chooses the right direction.

Austin Lipsitt has purchased the property on which he built his ferry dock filling station last spring.

A petition in bankruptcy was filed last week with the Federal Registrar of Bankruptcy at Marquette by Fred H. Baldwin, grocer at 918 Maple street.

Vanity is a false god. A black bass may feel all puffed up at being caught by a president, but it looks like any other black bass in a frying pan.

The Brimley State Bank, which has been doing business in Brimley for the past fourteen years, has been sold to the Central Savings Bank of Sault Ste. Marie. For some time the Brimley Bank has been unable to earn any dividends for its stockholders and the action taken was deemed necessary by the State Banking Department to safeguard its depositors.

Carl Barton, one of Detroit's prominent contractors, is spending a week here visiting his parents, Mr. and Mrs. Henry Barton, on Prospect street.

There is this to be said about the ugly habit of chewing tobacco—it never started a forest fire.

John Upper, the new merchant from Eckerman, was a business caller last week. He took in the Carnival while here. William C. Tapert.

More lives have been lost in commemorating American independence than were sacrificed in acquiring it. To this statement it may be replied that eight years sufficed for the winning, while the commemoration has been going on for a hundred and fifty. The reply is not altogether convincing, however, and so it is not surprising to learn that the American Museum of Safety, stirred by the number of fatalities and injuries that marked the Fourth of July last year, undertook to bring about a reform. It spread broadcast the fact that as a result of playing with fireworks on July 4, 1925, more than 100 persons, mostly children were killed and more than 1,000 were injured. Yet we have been talking of the safe and sane Fourth! This year the figures were cut in two. The authorities of the museum are entitled to their boast that if the institution had done nothing else its existence would have been justified by the part it had in this one achievement.

FOR SALE

ON WALLOON THE GEM OF MICHIGAN LAKES

4,000 feet of the finest summer home sites. Beautiful sand beach bordered by virgin forest where the giant boles bear their heads in cathedral dimness. The ground carpeted with wild flowers and ferns, rolling hills and deep valleys. The water is always calm. Bathing, boating, and fishing is pleasant and safe and comfortable at all times. An ideal place for children, and grownups. Four and one half miles from Boyne City off M-57 with good gravel county road that loops from M57 through to Wildwood Harbor and Boyne City.

Big log cottage with den, living room, dining room, kitchen, store rooms and bath on first floor. Big fieldstone fireplace in den, living room and dining room. Five bed rooms and big dormitory, two baths, closet for each room and two linen closets on second floor. On bank of lake with fine beach and beautiful view down the lake. 200 feet front or more if desired. Just the place for Grandpa, Grandma and all the children. Inquire on the premises 2:30 to 5:00 Monday, Wednesday, Friday and Sunday or

COTTAGE ON EAGLE ISLAND, WALLOON LAKE

9 room cottage furnished. 5 bed rooms, den, kitchen, living-room, fire-place water works, large storage tank, hot water tank. Heating coils in fire place, power pump. On high bluff, fine beach, wooded, secluded, good roads, 8 miles from Petoskey, 8 miles from Boyne City. A BIG BARGAIN.

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Home Sites—Acreage—Farms

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MICHIGAN

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Ask any of our employes

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MOVEMENTS OF MERCHANTS.

Hudson—The Hudson State Savings Bank has increased its capital stock from \$50,000 to \$100,000.

Port Huron—The Star Oil Co., Inc., 2337 Tenth street, has increased its capital stock from \$200,000 to \$500,000.

Kings Mills—E. Holm has sold his stock of general merchandise and store building to A. Hohman & Son, who have taken possession.

Nashville—Charles H. Dahlhouser has taken possession of the clothing stock he recently purchased and opened his store for business.

Detroit—The Waterhouse Laundry Machinery & Supply Co., 3322 West Fort street, has changed its name to the Waterhouse Laundry Machinery Co.

Fordson—The Miles Drug Co., 11590 Michigan avenue, has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,800 paid in in cash.

Oxford—The Oxford Co-Operative Elevator Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$10,240 has been subscribed and paid in in cash.

Highland Park—The Hamilton Coal Co., 14438 Hamilton avenue, has been incorporated with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and \$4,900 paid in in cash.

Detroit—The Koch Co., 1127 Farmer street, has been incorporated to deal in women's ready-to-wear garments, shoes, etc., with an authorized capital stock of \$40,000, \$30,000 of which has been subscribed and paid in in cash.

Wacousta—Allen Waldron has engaged in the grocery and hardware business. He purchased his grocery stock from the National Grocer Co. branch at Lansing. He purchased the hardware stock at bankrupt sale at Ithaca.

Hudson—Frank A. Kessler has sold his grocery stock and store building to B. A. Bowditch, recently of Pittsford, who will close out the stock at special sale and install a different style of stock, the nature of which he has not yet decided.

Flint—The Hardy Baking Co., 313 Clifford street, has merged its wholesale and retail business into a stock company under the same style, with an authorized capital stock of \$400,000, all of which has been subscribed and paid in in property.

Bessemer—John J. Frick has merged his hardware, furniture and undertaking business into a stock company under the style of the John J. Frick Co., with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Gowen—Eli Thompson, general dealer, died in the hospital at Greenville last Thursday of heart disease. Funeral services was held Monday in Gowen. He is survived by his mother and two sisters, Mrs. Henry Paulson, Greenville, and Mrs. Harry Winters, Lakeview.

Owosso—A petition to have David Partegal, dry goods merchant, adjudicated bankrupt, and an order appointing a receiver in the case has been

filed in the Federal court at Bay City. A chancery subpoena has been issued and service returned by the United States marshal.

Detroit—R. Zuieback & Co., Inc., 104 West Jefferson avenue, has been incorporated to conduct a wholesale and retail business in women's ready-to-wear garments, with an authorized capital stock of \$100,000, of which amount \$60,000 has been subscribed and paid in in cash.

Detroit—The John W. Giellette Coal Co., 1215 Dime Bank building, has been incorporated with an authorized capital stock of \$100,000 preferred and 2,000 shares at \$1 per share, of which amount \$50,000 and 2,000 shares has been subscribed, \$50,000 paid in in cash and \$2,000 in property.

Manufacturing Matters.

Saugatuck—The American Twisting Co. has decreased its capital stock from \$75,000 to \$20,000.

Detroit—The Precision Gauge & Tool Co., 6482 Epsworth boulevard, has increased its capital stock from \$20,000 to \$30,000.

Detroit—The Hackett Brass Foundry & Machine Shop, 1205 Lillibridge avenue, has increased its capital stock from \$9,000 to \$26,000.

Grand Rapids—The Metal Office Furniture Co., 1491 Division avenue, South, has increased its capital stock from \$200,000 to \$825,000.

Hancock—The Cloverland Chemical Co., Ltd., has been incorporated with an authorized capital stock of \$35,000, \$5,000 of which has been subscribed and paid in in cash.

Cadillac—Stockholders of the Cadillac Malleable Iron Co. have decided to increase the capacity of the plant by building an addition and employing about 200 more men.

Holland—The Van Buren County Canning Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Detroit—The Service File Sharpening Co., 5223 Trumbull avenue, has been incorporated with an authorized capital stock of \$50,000, of which amount \$6,000 has been subscribed and paid in in property.

Owosso—The Sorg Engine Co. has increased its capital from \$50,000 to \$250,000. The company will install a \$3,000 heating plant, and machinery \$6,000, during the next two months. An office building will be erected later.

Marine City—Toy boats are to be manufactured in Marine City, according to announcement by the Peter Pan Manufacturing Co. of Detroit. The company has bought the old roller mill on the Belle river and will establish a branch factory there.

Detroit—The E. E. MacQueen Co., 12150 Cloverdale street, has been incorporated to manufacture and sell weatherstripping, with an authorized capital stock of \$15,000, of which amount \$11,000 has been subscribed and paid in, \$3,000 in cash and \$8,000 in property.

Detroit—The Hennebeck Tool Co., 5930 Commonwealth avenue, has been incorporated to design and manufac-

ture tools and special machinery, with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and paid in, \$8,000 in cash and \$12,000 in property.

Muskegon Heights—Work on the \$75,000 addition to the Piston Ring factory is progressing favorably, most of the structural work on the first two stories having been completed. The building is to be four stories high and will be of the same type of construction as the present factory. The Piston Ring Co. is the largest taxpayer at Muskegon Heights.

Detroit—The Owen Heat-Unit Co., 1230 Wilbur avenue, has been incorporated to manufacture and sell gas, oil and electric stoves, with an authorized capital stock of \$150,000 common and 1,500 shares at \$1 per share, of which amount \$6,000 and 1,500 shares has been subscribed, \$6,000 paid in in cash and \$1,500 in property.

Detroit—George F. Balk, manufacturers' agent, auto accessories, etc., has merged his business into a stock company under the style of the George F. Balk Sales Co., 129 Sheldon avenue, with an authorized capital stock of \$10,000 common and \$20,000 preferred, of which amount \$29,900 has been subscribed and \$20,900 paid in in cash.

Traverse City—J. C. Morgans & Sons will operate the Crystal Canning Co., at Frankfort, this year. The new plant was started July 19 on the season's pack of cherries. The plant at Frankfort was formerly operated as the Michigan Fruit Products Co., but the new organization will operate as the Crystal Canning Co., and will handle red raspberries, black raspberries and blackberries along with the annual cherry pack of the plant, thus giving a longer season. They will also handle apples in large quantities.

Saginaw—Oil prospecting at Saginaw may have an important result aside from the supply of petroleum. Local salt manufacturers are watching the work with interest and it is said that the oil wells have tapped what may prove to be a new and profitable source of salt brine. Many of Saginaw's leading salt manufacturers say that most of the salt so far secured there has come from the Marshall sand, about 600 to 700 feet down. The oil drillings have disclosed that there is another stratum bearing salt water at about 1,200 feet which gives promise of rewarding commercial development. It is likely that local salt manufacturers will take steps to tap this lower stratum, he said.

Adrian—The Michigan Fence Co. will drop production of fence. The machine shop is engaged in producing certain other lines and this work will not immediately be discontinued, but the intention is ultimately to close out all the business and to distribute assets to the stockholders. Owing to the company's large surplus, stockholders will receive more than the full amount of their original cash investments. The Michigan Fence Co. has been one of the most profitable of the Adrian fence industries, and in the years before the war, and up to the agricultural depression of 1921, it enjoyed steady pros-

perity. With the slump in the price of farm products the sale of fence everywhere declined. More recently, when the improvement in farm conditions began to be reflected in increased demands for fence, the abolition of the famous "Pittsburgh plus" system of selling all iron and steel goods adversely affected the company's business in the more distant parts of its trade territory.

Benton Harbor—Stockholders of the Benton Harbor Malleable Foundry Co., the Benton Harbor Forging Co., the Benton Harbor Auto Machine Co., and the General Die Casting Co. have voted unanimously to merge the four companies into one corporation, to be known as the Benton Harbor Malleable Industries. The new company will have 60,000 shares of no par stock, but with a declared value of \$20 per share and will issue bonds in the sum of \$460,000. The bonds will not be sold, but will be distributed among the stockholders the same as a stock dividend. The purpose of the issue is to enable any stockholder to convert a portion of his holdings into cash without disturbing his proportionate share in the company. With the increase of competition and the lowering of prices for castings it was pointed out that only through consolidation and the economies to be effected thereby could anything like the dividend rate of the past years be possible. It is expected that the new stock will be put on a 12 per cent. basis. The new corporation will start Sept 1. A committee consisting of J. N. Clock, H. S. Gray and W. J. Banyon was appointed to carry out the provisions of the merger resolution as adopted.

Michigan People Better Behaved.

Rich men who have created parks and arboretums for the use and benefit of the public are appalled over their misuse by people who ought to observe the greatest decorum and rectitude of conduct under such circumstances.

Joy Morton, the salt monarch of Chicago, expended a million dollars in creating a wonderful arboretum on his farm near the Windy City. The first time the place was opened to the public he was dismayed over the havoc wrought on plant life and the ruthless injury inflicted on trees, vines and shrubs.

Last Saturday 30,000 people visited the famous Getz farm, near Holland, as the guest of the owner. The following day Mr. Getz stated that he was simply astounded over the manner in which the people kept in line and refrained from tramping the grass when requested to remain on the cement. He attributed it to the wholesome respect the Holland people have for law, order and the rights of others. Few depredations have ever occurred on the wonderful oasis he has created on the sandy shore of Lake Michigan, which causes him to be extremely liberal in his dealings with the public and accord the people privileges not ordinarily granted by the owners of large and valuable estates.

Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.35c and beet granulated at 6.15c.

Tea—London cables reported a firm market for Indian teas at yesterday's sales. Following recent cables that a blaze had destroyed some 20,000 to 30,000 boxes of tea at a fire in Shanghai prices for Pingsuey teas have jumped and are now fully 3c a pound above the opening prices for the second crop. Estimates were received by trade interests that total shipments of Pingsuey teas to the American market would not exceed 6,000,000 pounds, which compares with 5,600,000 pounds, the total amount shipped last season when the crop was a short one.

Canned Fruits—The market is more or less of a routine. Spot assortments are light and need constant attention. Resale blocks are about the only thing available. Futures have been bought and the tendency is to wait until packing is over before doing any further covering.

Canned Vegetables—String beans are showing a firmer tone at factory points as a reduced acreage and a smaller yield per acre than expected has reduced the size of the output. Quality of Southern packs is reported to be of the finest. Tomatoes and corn are quiet, while peas were only moderately active. Grand Rapids jobbers do not seem to follow the market at primary points nor to worry about not being adequately protected with buying orders.

Canned Fish—Alaska salmon was offered last week out of the new pack by competing packers who have their ideas around \$3. Coast for reds and \$1.45@1.50 for pinks for early shipment. Pinks are variously quoted and for later delivery can be had at discounts below the figures mentioned. Many buyers think that \$1.50 Coast is too much for pinks to make them a popular retail seller and if on that basis prefer to buy during the season as goods are wanted. There is a decidedly strong undertone in Chinook salmon and because of the short pack canners find no surplus which their brokers had hoped would be available. The new range on Maine sardines went into effect Tuesday and means a 15c advance on oil types.

Dried Fruits—Peaches, figs and raisins are quoted by the two associations which pack these three crops, but outside of that development the market is featureless. Soon after peaches were offered the association made a number of withdrawals and few of the packs wanted for early shipment are available. The edge has been rather taken off of the market since independent packers began to make offerings. This season's fruit is quoted on such a high basis that the trade is slow to absorb stocks. Apricots have been easier here and on the Coast. This week will see further increases in the varieties available for present delivery. Early cars have been pretty well taken, as Blenheims have been scarce for some time. The raisin market is in healthy shape. It will be several months before new crop is available

and meanwhile there are the late summer and early fall outlets to fill from depleted holdings. This situation has led to interest in new crop, which is being taken from independent packers and the association. The demand is not speculative, however. Prunes are the duller of dried fruits since old crop is in routine demand and new crop Oregon prunes are not being pushed by packers or sought by buyers. California new crop so far has not been quoted.

Nuts—Brazil nuts are not active in an important way although there is a good enquiry, for the season, for other nuts in the shell. In walnuts there are comparatively few offerings, as holders expect to clean up their reduced holdings by fall as they have still the Jewish holidays to consider. There are also light stocks of almonds but filberts are plentiful enough for all outlets. Shelled walnuts are at extreme prices but with no disposition to force goods on the market or to make concessions in prices. The present high range makes it unlikely that shellers will make any reasonable offerings during the fore part of the season. There is a good demand for almond meats at quotations.

Molasses—A better feeling prevails regarding the market on blackstrap. Cheap lots have been practically all cleaned up and prices now quoted in the open market are firmly maintained. Foreign grades are well held. There is a fair demand for grocery grades at full prices.

Rice—Quotations on domestic rice are so well maintained and show no real tendency to advance that operators are following the market, taking stocks against their actual needs. It is difficult to locate the better grades as these have been closely sold up and will remain so until new crop appears. Foreign rice is in depleted assortment and is short of the export grades.

Olive Oil—Important buying for replacement is not a factor just now since costs at primary points are sometimes relatively higher than on the spot. Importers have no large stocks and with a steady demand they are liquidating without disturbing ruling quotations.

Review of the Produce Market.

Apples—\$1.50 per bu. for Trans-parent.

Asparagus—\$1.50 per doz. for home grown.

Bananas—6½¢@7c per lb.

Beans—Michigan jobbers are quoting new crop as follows:

C. H. Pea Beans	\$4.35
Light Red Kidney	8.50
Dark Red Kidney	7.55
Brown Swede	5.00
Cranberry Beans	8.00

Beets—Home grown, 50c per doz.
Butter—Jobbers sell fresh packed at 39c and prints at 41c. They pay 23c for packing stock.

Cabbage—Home grown is now in market, commanding \$1 per bu.

Cantaloupes—Arizona are held this week as follows:

Jumbos	\$3.25
Standards	3.00
Ponys	2.25

Flats ----- 1.35

Carrots—Home grown, 30c per doz. bunches.

Cauliflower—Florida, \$2.50 per crate of 9 to 14 heads.

Celery—Home grown brings 40¢@75c per doz.

Cherries—\$2.50 per 16 qt. crate for sour; \$3 for sweet.

Cocoanuts—\$1 per doz.

Cucumbers—\$1.40 per doz. for home grown hot house; Illinois hot house commands \$2.25 for 2 doz. box of fancy and \$4.50 for extra fancy.

Eggs—Local jobbers pay 26c for strictly fresh and hold candled at 28c.

Egg Plant—\$2.50 per doz. for Florida.

Garlic—35c per string for Italian.

Honey—25c for comb; 25c for strained.

Honey Ball Melons—\$2 per crate.

Honey Dew Melons—\$2.25 per crate for either 6, 8, 9 or 12.

Lemons—Quotations are now as follows:

300 Sunkist	\$7.50
360 Red Ball	7.50
300 Red Ball	7.50

Lettuce—In good demand on the following basis:

California Iceberg 4s. per bu. --\$6.00
Garden grown leaf, per bu.75

New Potatoes—Virginia cobbles fetch \$1.50 per bu. and \$4.50 per bbl.

Onions—Texas yellow, \$2.25; Texas white, \$2.50; Spanish, \$2.25 per crate; Iowa yellow, \$3 per 100 lb. bag.

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

100	\$6.50
126	6.50
176	6.50
150	6.50
200	6.50
216	6.50
252	6.50
288	6.50
344	6.50

Sunkist Red Ball, 50c cheaper.

Peaches—Georgia Elbertas fetch \$3.

Pears—\$3 per crate.

Peas—\$2 per bu.

Peppers—Green from Florida, \$2.50 per hamper.

Plums—\$2.25 per crate.

Poultry—Wilson & Company pay as follows this week:

Heavy fowls	25c
Light fowls	22c
Springers 4 lbs. and up	30c
Broilers	18¢@25c
Turkey (fancy) young	39c
Turkey (Old Toms)	32c
Ducks (White Pekins)	26c
Geese	15c

Raspberries—\$4 for red and \$3.75 for black—16 qt. case.

Radishes—25c for outdoor grown.

Spinach—\$1.25 per bu. for home grown.

String Beans—\$1.50 per climax basket.

Tomatoes—Florida, 75c per 6 lb. basket; home grown hot house, \$1.50 for 7 lb. basket or \$2 for 10 lb. basket.

Veal Calves—Wilson & Company pay as follows:

Fancy	18c
Good	17c
Medium	13c

Poor ----- 12c

Water Melons—50¢@60c.

Wax Beans—\$1.75 per bu.

Whortleberries—\$4 per 16 qt. crate.

A report of the United States Commissioner of Education on the tenure of office among school teachers shows that the yearly turnover in rural districts is one in three. In Wisconsin two-thirds of the teachers retain their places only a year and a half, while in New York State the record indicates nearly seven years as the average length of a teacher's professional service. How much of this is due to the law granting leave of absence for married women teachers is not disclosed. Where there is no such law matrimony naturally makes serious inroads among the recruits who view the teacher's career as the stop-gap between graduation from college and the establishment of a home. But the average length of professional tenure will be considerably raised as the calling attracts more and more men and women who find it worth while to dedicate their lives to the career. Much more is expected of children than in the days of old, and much more is asked of those who instruct them.

Modern adventure has no more thrilling experience than that connected with the conquest of some disease which, like one of the dragons of classical mythology, has preyed upon humanity time out of mind. Yellow fever has been brought under control in this hemisphere by just such an exhibition of courage, coupled, as the modern method is, with the highest scientific intelligence. But the battle against this particular foe was not quite over when its leader, the late General Gorgas, died. He was on his way to Africa to investigate the theory that the west coast of that continent was the native home of the yellow fever pestilence. According to this idea, the disease is not indigenous to the New World but was brought here from the Dark Continent, chiefly in slave ships. One of the world-encircling activities of the Rockefeller Foundation is that of carrying on the investigation undertaken by General Gorgas. Yellow fever is to be attacked in its last stronghold.

No finer ending to the two years' work of Jeremiah Smith in reorganizing the finances of Hungary could have been imagined than his refusal to accept pay for his services. The astonished Prime Minister, Bethlen, sought to explain that the grateful Hungarians were pleased to be able to present the \$100,000 as compensation for the work done, but Mr. Smith insisted that the poor of Hungary had more need of the money than he had and he returned the check. Mr. Smith's action is in line with the earnest desire of Americans generally to restore the finances of the debtor countries of the Old World. The great trouble with the chauvinistic politicians in Eastern Europe has been their inability to realize that a country that does not support a large standing army of its own sees no reason why it should provide the money for countries that do.

Crying Need For Regulation of Wayside Stands.

Glenn Lake July 27—I note by the Grand Rapids papers that W. C. Taggart, Manager of the Morton Hotel, is taking a few weeks vacation in the West. Charley certainly deserves a vacation, for results he has produced. Only a year ago he took the management of the Morton, against the advice of many who were familiar with the condition of that institution, but he proved to them all that he was equipped for the particular job he had taken on and made a showing very gratifying to his board of directors, hence the vacation which he so well deserves.

Mr. and Mrs. Oberlin (Joe and Mildred) have sold out their hotel at Anderson, Indiana, and are now loafing at Traverse City, where they formerly operated the Hotel Whiting. Joe wants another hotel, but he wants one in Michigan where he was born and brought up and I hope he locates it, for he was always a good, enterprising member of the fraternity and still retains the friendship of the legion of traveling men who made the Whiting their home in bygone years. In those good old days when the physical condition of the Whiting was at its best, we all remember that his dining room, presided over by Mr. Oberlin's sister, Mrs. Emma Snell, was so immaculate and cozy as to excite the comment of all its patrons. I hear of it to-day. The particular lady in question now fills a similar position with the Hotel Columbia, Kalamazoo, where she has been a member of the hotel family for the past three years.

I wanted to get down to the opening of the Hotel Olds, Lansing, last week, but operating a summer resort and gallivanting around the State attending hotel functions don't seem to assimilate, and I was obliged to forego the pleasure.

However, friend Hoag seems to have covered the affair quite comprehensively for Tradesman readers, hence I will postpone my impressions of the new hotel until a later date.

Edward W. Rainey has completed the organization of his staff for the operation of the Hotel Seville, at Detroit, which includes Mrs. Beatrice Sawtelle, Mrs. Myrtle Ingles and Miss Nina Hubbard, day clerks, and William Compton, on night duty. Mr. Rainey, who was for several years assistant manager of the Tuller, Detroit, has under his control a modern apartment hotel and I expect to hear of his making another record of efficiency in his new field.

The Hotel Livingstone, at Howell, is undergoing repairs at the hands of Chas. Van Winkle, who is operating the same. The Livingstone, under the very capable management of Mrs. Eliza Van Keuren, was a joy, and I expect it will continue to earn new laurels.

There will be many a headache among the operators of wayside eating houses in Michigan before the season ends—if it ever begins. Hundreds of so-called wayside inns have been constructed along trunk lines all over the State. Many of their owners have mortgaged all their possessions—after securing the auto dealer who sold them their flivvers—and have been in a most unhappy frame of mind ever since.

Even if there was any considerable traffic going over the highways many of these places are so utterly unfit and unsuited for the service which they contemplate giving that it seems to me the touring public should be protected by some sort of State inspection similar to that accorded resort hotels.

In fact, there is a crying need of this regulation. The proprietors should be made to understand that they cannot maintain nuisances, or that they cannot swindle the public, even if that public is largely made up of the very class on which they must depend for their patronage.

"Hot dog" stands may be all right in their place, but it doesn't seem

fair to prevent enterprising advertising from erecting neat signs along the highway, and litter up the right of way with eating houses which would better grace the dark alleys of the larger cities.

Now not all of these places are "dumps" by any means, but many of the better class are not disposed to deal fairly with the public. They charge first-class restaurant prices and give nothing. It is a skin game from first to last. Of course, they never victimize the same subjects twice, but they give the whole fraternity a bad name.

I maintain that when you set out a sandwich, for which you are asking a top notch price, it should be something besides two unbuttered slices of dry bread with a sliver of meat, shaved off with a safety razor. A party of which the writer was a member stopped at one of these stands at Charlevoix the other day. Approaching it you were heralded by signs galore, expatiating on the merits of the place. The sandwiches were just as I have described, the coffee vile, and the pastry—well, I am thankful I don't have to go back.

But the ordinary small town so-called restaurants are about of the same species and the systems are all very much alike. The operator figures that if he can purvey a two cent article for ten, he is a wizard of finance, and he would be if his supply of victims would only hold out, for if he is not kidding himself he knows very well there will be no repeaters.

And to this class belongs the average wayside proposition with its "barbecued" lunches. Quite likely the operator does not know the definition of the word. He has seen it somewhere and it sounds sporty.

The traveler along the road is, of course, entitled to facilities for dining and refreshment at a price within his means, but it does not necessarily follow that this right provides any justification for cluttering up roadsides with "hot dog" stands and refreshment booths of one sort or another which are, like the wayside lodging house, untidy and unhealthy. And as the "rooms for tourists" industry cuts deeply into the legitimate tax paying hotels, so the refreshment stands take their toll of dollars rightfully belonging to the institution that treats the public with fairness and gives them what they pay for.

Nearly every day one hears complaints made to hotel men by their guests of inefficiency on the part of auto repair men, who charge ridiculous prices for service and then do not give it.

The only remedy for this would seem to be some form of State regulation whereby these establishments should operate under a license, the licensee being compelled to take the examination and prove he has sufficient knowledge of the requirements of his trade to give intelligent service.

Hundreds of these so-called repair shops are in operation in Michigan whose owners could be prosecuted for obtaining money under false pretenses and the State owes it at least to the tourists from out side to see that they get a square deal and are protected against this class of pirates.

It would not be so bad if these repair men, when they discovered the jobs were too complicated for them, would make an honest acknowledgement, but they blunder on, charge up bills and frequently leave the car in worse shape than when it was turned over to them.

In a way the hotel man has a responsibility in the matter, especially when the stranger asks him where he can get satisfactory service, and for this reason every landlord ought to ascertain for sure whether his local repair man is competent or not. However, as before stated, the real sensible way to handle the proposition is through a technical examination and license system.

Another hotel man writes and asks me what advantage will be gained by operating the country hotel on the European plan. None whatever. On the contrary, it is suicidal. Try it out, if you must, but you will find that your dining room will soon prove a dead duck and your guests will be fraternizing with the Greek across the way. Then your Greek friend will fit up a couple of their rooms which he will offer travelers who are eating with him, ending with the traveler going over to the enemy. This always occurs where the restaurant man has the advantage of coming in contact with the men who have hotels to run.

Yes, there are a few—a mighty few—country hotels operating on the European plan, but I never knew them to stick to it long enough to demonstrate whether they could make both ends meet or not.

When Frank Burns ran the Phelps House, at Greenville, he operated on the European plan for awhile, and his patrons seemed to like it, but I am inclined to think it was not profitable.

So long as one must necessarily feed his employees, and quite usually several members of his own family, why not go a step further and supply your lodgers with a simple, wholesome meal, such as you would yourself relish at a reasonable charge, tack the price on your room rate and merchandise both at one time?

It may be the means of protecting and saving your room business.

Frank S. Verbeck.

Treading on Dangerous Ground.

Mark Twain made many thousands laugh, not only through his books but by his jests and practical jokes; yet sometimes his jokes were ill-timed. Once at a dinner of New England authors who happened to have poorly developed senses of humor Mark Twain used barbs of satire to fit the various guests. His brother authors failed to realize the humor and Mark Twain's efforts fell flat. An ill-timed joke sometimes does a deal of harm to individuals and institutions.

It would do no harm to consider this aspect of the situation in drafting a program of entertainment for the public, as is contemplated during Canned Foods Week. There are pleasures which the trade can comment upon and not be misunderstood but there is danger of arousing ill-founded conclusions on the part of the public if canned foods are made the butt of jokes and jibes.

Canned Foods Week was introduced with the object of popularizing the wholesome assortment of life's essentials packed under the most sanitary and modern methods. The aim has been to educate the public in the goodness, the economy, the purity and the manifold advantages of the miracle food of modern dinner tables. The best that can be done in any public entertainment during Canned Foods Week is to sing the praises of the canned food assortment. Satire and jokes must be subject to the most rigid censoring to avoid the possibility of a boomerang upon the industry. The canned food industry needs boosts and not knocks.

Left To His Fate.

"Does my practicing make you nervous?" asked the man who was learning to play a saxophone.

"It did when I first heard the neighbors discussing it," replied the man next door, "but I'm getting so now that I don't care what happens to you."

A Guaranteed

Income

6%

INSURED BONDS

These bonds have many strong features. Hundreds of banks who set safety above all else, are buying them for their own investment, for customers and for trust funds. Payment of principal and interest is guaranteed by the U. S. Fidelity & Guaranty Co., which has assets of \$48,000,000.00. They will safeguard your funds against loss.

INDUSTRIAL COMPANY

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GRAND RAPIDS MICHIGAN

4% Banking by Mail

Under both State and Federal Supervision

We are as near as your mail box. As easy to bank with us as mailing a letter.

Privacy

No one but the bank's officers and yourself need know of your account here.

Unusual Safety Extra Interest

Send check, draft, money order or cash in registered letter. Either savings account or Certificate of Deposit. You can withdraw money any time. Capital and surplus \$312,500.00. Resources over \$5,000,000.00.

Send for free booklet on Banking by Mail

HOME STATE BANK FOR SAVINGS GRAND RAPIDS MICHIGAN

Stiff Defense of the Present Drug Regulations.

Stanton, July 24—It would seem from reading your article in the July 21 Tradesman to the Melvin grocery man that you carried the idea the pharmacy laws of Michigan were made for the sole glory of the drug business. Did it ever occur to you that when you buy a drug item at a licensed drug store it is for your protection that the druggist and all around him are regulated by law as to what shall be sold and how? It is to protect you and yours that we even require common items to be sold only where they can at least be checked. A few years ago your grocery friend could keep and sell oxalic acid from a keg or package to his trade. One of them sold it for epsom salts, which it resembles. Result, flowers for the customer and added experience for the grocer. Last year a party cooked a package of arsenate of lead for pancakes, probably obtained from another grocer or hardware dealer. No label or mark. Do you wonder we have asked for legislation? Thanks to H. H. Hoffman and to the "Czar Governor," as you term him, who had sense enough to see the need of action and guts enough to pass it, we are now amply protected, as we should be. I have no quarrel with any one as to what he shall do or sell. All I believe in is be square to all. If you want to engage in the grocery business, conduct one. If a drug store, register as such and go ahead.

Otto Cummings.

Mr. Cummings and the writer are in exact accord on the position the druggist should assume and maintain in his community. We hold that the druggist is a professional man and, as such, should respect his calling and not bring it into disrepute by converting his store into a junk shop. There is an incompatibility in handling codfish one minute and delicate perfume the next; between dealing out kerosene oil and candy; between measuring out potatoes and weighing out meat and compounding prescriptions. Any druggist who so far forgets his high calling as to invade the legitimate field of the grocer and meat dealer lowers the dignity of his profession.

No one can possibly find fault with a law which confines the sale of poisons to those capable of handling same intelligently. Such prohibition is a tribute the law pays to training, experience and intelligence. No druggist who seeks and obtains protection and exclusive rights under such a drastic law should impair his usefulness in the community by adding fresh meats and onions to his stock in trade. When he does so, he prostitutes his calling and deprives himself and his business of the professional atmosphere which properly pervades a drug store which is rightly conducted along right lines.

Melvin Druggist Talks Right Back.

Melvin, July 27—I had not intended to pay any attention to the piece about the Greedy Druggist, which was in your last issue, but as Mr. Stanley has come out so plain and as I am the only druggist here, I think I owe my friends an explanation. So far as I am personally concerned, what anyone says about me I have learned to overlook and not notice. I try to do as near what I think is right as possible and let the rest go. Mr. Stanley, who is a brother Methodist, has called me a greedy druggist and maybe I am. In the first place I pay possibly three times the taxes he does. I spend more for advertising in one year than he does in three. I have worked and

spent money and time to promote the road through this village. I give to the churches, helped to get electricity here, which I am informed Mr. Stanley voted against, and I know talked against, and now in the recent bank failure lost in the neighborhood of \$1,200, while Mr. Stanley lost less than \$100; and now because I sold three pecks of potatoes when no one else had potatoes in town and a few lemons which the other store had when it closed, he calls me a greedy druggist. Now about the rest of it in regards to the law about grocers keeping drugs you ought to know that a druggist or registered pharmacist has to pass a very rigid examination; also has to be a graduate of a high school and put in either four years in a store or two years in college and two years in a store and make preparation for his business and then you say he ought not to be protected. I think he had. About Mr. Hoffman as a man and an inspector, I think he is a good one for the job; and as far as Mr. Groesbeck being a Czar, boss and the other names they are calling him, he certainly must be a good one, if he can boss the Legislature and the whole bunch. I did not write this to talk politics, but wrote it because Mr. Stanley has your valuable paper on his showcase and shows his patrons his very clever piece, knocking his brother druggist.

Clarence A. Drake.

Packing Bananas in Cartons.

The old familiar bunch of bananas in the grocery store is joining the wooden Indians and other relics of former merchandising and advertising efforts. The present generation gets its food out of carton or can and the banana has joined the array of commodities seemingly impossible to adapt the carton method of distribution. One of the leading banana importing companies is packing ripened bananas in cartons under its own label with a brand name and all the other features of established food specialties.

The bananas are ripened by the importer in especially designed plants and they are graded in different sizes to suit the requirements of the trade of retail grocers in various localities. The fruit is sold to the retailer at a flat price and resold in the same way.

Daily deliveries by motor truck are made within the metropolitan area of Boston, where the experiment in carton selling is being tried out. The retailer orders the grade his customers require, taking enough for a 24 hour period. Behind the project is consumer advertising, paralleling that done by other food distributors.

The Usual Swell Head Type.

The head of a manufacturing concern who built up his business from nothing by his own dogged and persistent toil and who has never felt that he could spare time for a vacation, not long ago, however, decided that he was getting along in years, and that he was entitled to a rest.

Calling his son into the library, he said "Tom, I've worked pretty hard for quite a while now, and have done very well, so I have decided to retire and turn the business over to you. What do you say?" The young man pondered the situation gravely. Then a bright idea seemed to strike him.

"I say, dad," he suggested. "How would it be for you to work a few years longer and then the two of us retire together?"

WORDEN GROCER COMPANY

THE PROMPT SHIPPERS

Stock this Quaker Leader

QUAKER PORK AND BEANS

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

FOR SALE BY THE COMMUNITY GROCER IN YOUR NEIGHBORHOOD

IT WILL PAY YOU

WORDEN GROCER COMPANY

Wholesalers for Fifty-seven Years

Ottawa at Weston

Grand Rapids

The Michigan Trust Company Receiver



THE GOODRICH WAY

"Operating Steamships Every Day in the Year"

DOUBLE DAILY SERVICE

Muskegon-Grand Haven
Electric Via Grand Haven

LEAVE GRAND RAPIDS
8:40 P. M. G. R. TIME
Day Boat Every Saturday
Leave Gd. Haven 10:30 A. M.

Michigan Electric Railway
Lines Via Holland

LEAVE GRAND RAPIDS
8:00 P. M. G. R. TIME
Day Boat Every Saturday
Leave Holland 9 A. M.

FARE FROM GRAND RAPIDS \$4.20

ROUND TRIP \$7.30

UPPER BERTH \$1.80. LOWER BERTH \$2.25.

SAVE MONEY — Travel the Cool, Clean, Comfortable Way
Ticket sold to all points South and West

Reservations on Detroit, Cleveland and Buffalo Steamers

Vacation Trips on All Great Lakes Steamers.

Four Ticket Offices for Your Convenience as Follows:

Muskegon Electric
156 Ottawa Ave.
Dial 80223

PANTLIND
LOBBY

Michigan Electric
Rear Hotel Pantlind.
Dial 93445

GOODRICH CITY OFFICE

PEARL AND OTTAWA
WITH CONSOLIDATED RAILROAD TICKET OFFICE

W. S. NIXON, Gen'l Agt.

DIAL—88428—62343

ICE AGE FAILS.

In midsummer of last year a number of eminent meteorologists began prophesying that the era of heated summers had passed, and backed up their prognostication with explanations that were plausible, if somewhat bewildering. Divested of their technical terms, these prophecies showed that the sun was suffering from some sort of solar pip and that the effects of this illness were clearly discernible on the charts of the astrophysical laboratory at the Smithsonian Institution.

Nor did they leave us in doubt concerning the details of the troubles with the "innards" of Old Sol. He was stricken on March 22, 1920. The spots on his face then were torn open, making one gap that was 7000 times as large as the earth. From his interior rushed molten contents, "expanding four times faster than TNT explodes." These fiery contents exploded at the surface, creating a new kind of sun ray, which was not strong enough to penetrate the earth's atmosphere.

As a natural result of this disturbance in the physical makeup of the sun, our American meteorologists predicted that 1926 would be a year without a summer, and the European scientists hastened to endorse the discovery. In the early part of this month, immediately following the cool weather of June, the Westminster Gazette of London gave prominence of an article under scare headlines announcing that an ice age was about to begin. The article asserted that "with the passing of the maximum sun spots the sun's power will decline, with resulting lower temperatures and revolutionary changes in the life of our planet."

These changes, it was contended, would result in a fall of five degrees in the average temperature, and, as no article in any London paper on any subject is complete in these days without showing the evil effects of material prosperity upon the spiritual welfare of Uncle Sam, the Gazette said that the wheat belt on the American continent would move much nearer the equator, "seriously hurting the prosperity of the United States." The article closed with a list of Northeastern European scientists who supported this theory, too long to repeat here, but peculiarly impressive from the juxtaposition of the many unrelated consonants in the names as given.

But in contemplating the heat of the past week we are inclined to doubt this beginning of the ice age. We think the scientists are mistaken. We fear that each in turn, like Mr. Dooley's astronomer, mistook a fly on the lens of his telescope for a new spot on the sun.

EVIDENTLY AN OVERSIGHT.

In his recent Fourth of July oration President Coolidge emphasized the preaching of two New England preachers as being the fountainhead of our American independence. For some reason he did not mention either Thomas Jefferson or Thomas Payne.

The Tradesman fails to see how a man can make a finished Fourth of July speech without at least mention-

ing Tom Paine. Those who have read a good deal of Paine's political writings insist that he was the greatest political thinker for the last 150 years. Paine was the proximate, moving, dynamic and efficient cause of our Revolution, so far as the written word is concerned. Paine was the man who converted Washington to the cause. Paine was not only the cause of the upheaval, but he also wrote the "Crisis," at night, with a drumhead for a desk, to cheer the disheartened troops during the most cheerless hours of "the times that tried men's souls."

Paine said that it was as easy to conquer hell as it was to conquer tyranny, and, by analogous expression, it is as easy to convince some people of the great work done by the spearhead pen of Paine.

President Wilson was so unfair and unjust as to refer to Paine as a dirty little atheist, but it remained for one of our great applied scientists to refute that statement by saying that the said President didn't know what he was talking about. Maybe we wouldn't have any Presidents now in this country if it hadn't been for Paine. On the other hand, it is said that Lincoln read Paine a great deal and always insisted that he had the greatest mind of any of the Revolutionary leaders.

Paine caused political upheavals in three countries—not only here, but also in France and England. He was about the only man who answered Burke's "Reflections of the French Revolution" irrefragably.

Tom Paine should at least be mentioned in a landmark-making Fourth of July oration when obscure men like Tom Hooker and John Wise are given a whole column.

COAL PROBLEMS.

Fear of another fuel crisis due to the failure of Congress to enact coal legislation is agitating Washington and other sections of the country. New York, where anthracite is particularly favored, is excited about what is described as "a serious menace of the future." The President has given this subject much consideration. His "spokesman" at White Pine Camp reiterates that the Administration favors the establishment of a temporary board to adjust differences in the event of an emergency and the appointment of an administrator should shortage of coal develop.

Meanwhile, Pennsylvania is in the grip of a coal crisis which is receiving far less official attention than it deserves. The Interstate Commerce Commission appears unable to realize that this bituminous industry faces destruction through the operations of a rate structure which is not only discriminatory but which, in fact, is described by authorities as a sort of jigsaw puzzle.

In the event of an anthracite shortage, Pennsylvania's bituminous fields offer the best substitute in the highest grade bituminous coal in the world. Why this industry should be penalized almost to extinction is incomprehensible, not only to the intelligence of the coal producers and suffering labor but to business interests generally.

HAVE THEIR OWN PROBLEMS.

Woolen interests are having their own problems no less than the cotton men. The most serious of these is how, if possible, to increase the use of woolen goods. Changes of habits and styles have brought about a revolution in this matter during the past few years. Less cloth is now required for garments and the fabrics are of much lighter weight. This means not only the use of less wool but the manufacture of a much smaller yardage of cloths. The lowered cost of raw wool has enabled the woolen manufacturers to reduce the prices of their products, but this has not led to the buying of more woolen clothing and hence has not made a demand for a greater quantity of woolen fabrics. Meanwhile the woolen manufacturing plants of the country have a capacity production far ahead of all possible needs and have been obliged to shut down from time to time because of lack of orders. A number of the smaller ones have been operating at a loss and some of them have found it necessary to stop altogether. When the machinery of the latter has been put up for sale very little of its actual value has been realized. The purchaser in such case could, because of the low cost of the plant, run the mill cheaper than could established mills with their higher capitalization for equipment. This was calculated to introduce a new and rather unfair kind of competition. To check this, a number of mill men have co-operated to buy in machinery liable to be so employed. An instance of this occurred at the recent sale of the Coronet Worsted Company's equipment, which was bought by a group of woolen men for the express purpose of scrapping the machinery. If this course could be persisted in long enough, plant capacity could be brought nearer to the actual demand.

OUTLOOK IN WOOL.

Less interest than usual appears to have been aroused by the auction sales of colonial wools now in progress at London. Demand has not been very marked, even on the part of buyers from the Continent, who have been the mainstay of these sales recently. It has been difficult to keep prices even at the lower levels prevailing for some time past, while the withdrawals which were so numerous at the preceding sale are again a feature. Buying of wool in this country is continuing on a moderate scale only, while the imports have shown some increase, the total for the week ended July 17 having been 3,437,768 pounds. About half the imports were of combing wool. There is a prospect of having more accurate statistics of wool in the future. The International Institute of Agriculture at Rome has undertaken the task of collecting world wool statistics of production, trade, stocks and consumption. These will be compiled, co-ordinated and published just as are now the figures relating to grains. In the domestic goods market further openings have taken place of lightweight men's fabrics for Spring, and it is said that quite substantial orders have been received for tropi-

cals. Openings of fancy worsteds will probably take place in about a fortnight, although they may be delayed for a few days longer. Women's wear fabrics for Spring will not be shown until a month thereafter, there being no reason for hastening the openings. The strike in the garment industry is one factor explaining the delay. A good Fall business is reported by the clothing manufacturers.

COTTON ESTIMATES.

For several days last week reports on weather conditions in the growing districts produced slight changes in cotton quotations. But the overhanging influence was the Government's estimate, which was made public on Friday. When that came there was seen to be little change from the average of the many unofficial guesses. Most of the latter were on the basis of over 15,000,000 bales. The Government's prediction, based on conditions as of July 16, was one of 15,368,000 bales, a slight drop from the one of a fortnight before. At this period, however, any estimate is little better than a guess. The actual crop finally ginned may be a million or more bales one way or the other. This is recognized in the official report, which estimates the crop at a minimum of 13,476,000 bales and a maximum of 16,628,000. The only thing that seems positive is that there will be no dearth of cotton for the next year. Everything considered, prices of the raw material have been holding up well, and this is true also of cotton fabrics. There was continued firmness during the past week to the prices of gray goods and some fair sales were reported for goods to be delivered within the next sixty days. An advance was made on certain bleached muslins. Spring underwear openings have continued. Cuts in price were made in practically all classes of goods, the most marked being in the nainsook lines. It does not yet appear that much buying has been done. The bulk of it probably will not be done until next month. Buying of lightweight underwear is getting to be more and more an all-the-year proposition in view of the changed habits of the people.

Radio's confusion is becoming thrice confounded. In 1923 a Federal Court in the District of Columbia upheld the authority of the Department of Commerce over broadcasting stations under the radio act of 1912. Last April a Chicago Federal Court denied the right of the department, and this view was upheld a few days ago in an opinion written by the Attorney General of the United States. Now comes a Kansas City Federal Court with a verdict upholding the right which the department has waived and disagreeing with the opinions of the Attorney General and the Chicago court. The Missouri jurist rules that any station having accepted a license from the Federal Government is bound by the terms of that license. This may or may not be sound law, but it rings like common sense, and certainly it is for the best interests of the radio industry and its patrons.

OUT AROUND.

Things Seen and Heard on a Week End Trip.

If there is anything I always undertake to avoid, it is a crowd. When I see a large bunch of automobiles ahead of me as the result of an accident, I invariably turn about and go around the crowd, even though the detour takes me over poor roads and involves an entire change in my plans. The fury of a mob, the loud voices incident to a great gathering and the discordant noises which characterizes exciting events have now no attractions for me, albeit I own up to the fact that in my boyhood days I was always in the thickest of the fight whenever there was any fighting on hand. I never could see any virtue in the winner, because my sympathies were always with the loser. The under dog in any controversy always has my sympathy and co-operation.

When I saw the principal thoroughfares of Grand Rapids lined with automobiles Saturday morning, filled to the limit with expectant and excited people headed for the wonderful ovation given the man who has the courage to oppose the continued reign of Groesbeck the First, who has in my opinion no more claim on the voters of Michigan than I have on the angels of Heaven, I decided to devote my cherished week end to some of the towns North of the city, along the line of the G. R. & I. Of course, I should say Pennsylvania System, because that powerful aggregation has sponged both Grand Rapids and Indiana off the map, so far as their application to a railroad is concerned.

When the Detroit, Lansing & Northern, Chicago & West Michigan and Flint & Pere Marquette were merged into the Pere Marquette, the Lake Shore & Michigan Southern and Michigan Central into the New York Central Lines and the G. R. & I. into the Pennsylvania System, every loyal citizen of Michigan felt that a great blow had been dealt Detroit and Grand Rapids in particular and Michigan in general by the elimination of these names from the titles of Michigan railways. Since these changes were made the railways have lost all personal touch with the people of the State, because of the very arbitrary policies they have pursued in dealing with their patrons, so they have only themselves to blame for the antagonistic attitude the people have gradually assumed toward the common carriers of the country.

The retention and absorption of the 50 per cent. Pullman surcharge by the railways is enough to make any traveler by rail red in the face. The outrageous manner in which the railways have treated local shippers since the war by delivering freight for certain towns only on certain days in the week, instead of every day, as they should have done, forced the shippers of perishable goods to resort to the trucks for relief. The action of the railways in delaying shipments of perishable goods to nearby cities until the shipments aggregated a full carload, which inconvenienced those who had ordered the goods for certain oc-

casions and caused untold losses to both shippers and receivers, accounts in great part for the manner in which trucks have superseded the steam roads in the handling of practically all local shipments from town to town. I do not think any one has undertaken to be more fair to the steam railroads than I have, but the policies of the railroads have not been such as to appeal to the people in a way to create friendship and good will. On the contrary, they have so steadfastly adhered to the Vanderbiltian theory of the "Public be damned" that they have only themselves to blame for the competition which has arisen to overwhelm them. I note the Interstate Commerce Commission now proposes to adopt rules for the government of the trucks. If it functions as effectively as it has in the case of the steam roads, the trucks have nothing to fear; but one thing is certain—the ownership and management of trucks must be taken out of the hands of irresponsible men and the driving of trucks must be placed in the hands of sober minded men, instead of cigarette smoking kids who have no personal responsibility and no just conception of the rules of the road and the rights of other drivers.

I note a considerable improvement in the conduct of the truck drivers regarding the use of cement roads in that some of them now keep to their own side of the road, which they should do at all times. Too large a percentage, however, still insist on pursuing the same practice insisted upon by the Leaping Lenas and \$30 buzzards by taking their half of the road in the middle. I am seriously considering the idea of contracting for the construction of a pleasure car made of steel, so strongly constructed and put together that any one who hits it with an ordinary car will find his vehicle a total wreck after the encounter. Then I will insist on occupying my own side of the road and pay no attention to the road hogs who insist on taking their half of the road in the middle.

At Cedar Springs I had the pleasure of receipting an annual subscription invoice for the William Black store for the forty-fourth time. I distinctly recall the infectious smile on the face of the late William Black when he handed me a silver dollar for a yearly subscription within two days after the first issue of the Tradesman appeared, forty-three years ago this week. I made a flying trip up the Northern division of the G. R. & I. as soon as I had something to show the merchants and succeeded in getting signed orders for over 200 subscribers within four days. I did even better than that some weeks, but the initial trip was the most exciting one because it gave me positive assurance that there was a place for the Tradesman and that all I had to do was to give my patrons a paper worthy of their patronage and support and they would do the rest.

Work is now in progress laying cement on the new roadway between Cedar Springs and Sand Lake. This new road parallels the Pennsylvania system on the East side of the tracks and will shorten the distance between the two towns named about a mile.

M 13 from Sand Lake to Howard City is a disgrace to Montcalm county and the State of Michigan. I had planned to go on as far as Reed City, but nine miles of loose gravel and intolerable dust, with every assurance that the road afforded no relief further North, caused me to change my plans and I turned West to Croton Dam. Merchants at the North end of M 13 assure me that the roadbed has been adequately oiled from Cadillac to Petoskey, making travel on that portion of the highway a delight, but the deplorable condition of the gap between Cadillac and Sand Lake is certainly anything but conducive to a happy frame of mind. When I think of the hundreds of miles of cement I have navigated on slightly traveled roads, I naturally wonder what Howard City, Big Rapids, Reed City and Cadillac have done to King Groesbeck the First to actuate him in withholding action on so important a thoroughfare as M 13. Either that or the prominent men on that line have not been so insistent as they should have been to secure needed relief. The wretched condition of the roadway is affecting all lines of business, especially that of the hotels, which complain that travelers veer off from the dusty clouds which hang over the highway as soon as they discover a crossroad which gives evidence of affording relief.

I have many pleasant memories of Howard City, mostly concerning men who have gone to meet their Maker. One of the Old Guard, however, is still as active and energetic as he was forty-three years ago this week, when I first made his acquaintance. I refer to Sid V. Bullock, who was a druggist then and a druggist yet and who will probably insist on being installed chief pharmacist in the Other World when he knocks on the gate for admittance. During all these years I have never heard of his having a violent controversy with anyone; ever betraying a friend by word or act; of doing anything but the right thing at the right time. He has never insisted on selling fresh meat or ham sandwiches in connection with his drug store, which he has held as close to the line as it is possible to do in a town the size of Howard City. I wish every druggist in Michigan was as faithful to his trust, as loyal to his home town and as patriotic in his citizenship as Sid. Bullock.

The twelve mile road from Howard City to Croton is a constant delight to the eye, owing to the variety in the landscape. The roadbed is superb for a country road and all too soon we have in sight of the village and environs from a high point about a half mile Southwest of the town. From this viewpoint the village presents a most attractive appearance, flanked by the enormous pond created by the dam and the narrow ribbon of roadway winding across the river with a graceful curve. One can travel a good many hundred miles before finding such a charming picture.

The new viaduct over the Pere Marquette has been completed since I was in Newaygo last and it gave me great pleasure to contrast the new situation with the former dangerous crossing

over the railroad and the tortuous winding ascent up the hill. Nothing could be done for Newaygo which would give the residents more pleasure and satisfaction than this improvement, which will be appreciated by every traveler on M 54.

Learning that my life-long friend, Lou Thompson, was conducting a resort hotel on Hess Lake, I availed myself of the opportunity to call on him and his estimable wife and I felt well repaid for the effort. Their Mary-Lou Inn is beautifully situated on one of the most sightly points on the lake and the hospitality dealt out to guests is in keeping with the treatment accorded the customers of the Thompson grocery store, in Newaygo, for many years.

Since my last trip over M 54 the four mile gap between Bailey and Grant has been paved with cement. Work was to start Monday on the laying of cement for two miles or so into Newaygo. This will leave only a four mile gap of gravel road between Bailey and Casnovia in the entire distance from Grand Rapids to a half mile North of Newaygo—a stretch of forty odd miles replete with beautiful scenery, charming vistas and bright, clean, wholesome towns.

E. A. Stowe.

Commercial Fishermen Report Heavy Hauls.

Traverse City, July 27—The Peoples Savings Bank will move to the Wilhelm building, which it purchased several months ago, on August 1. The building is the tallest and one of the largest commercial structures in the city. The basement and main floor have been remodeled and refitted to accommodate the business of the bank. Four upper floors contain the offices of lawyers, physicians and dentists. Recently the capital stock of the bank was increased from \$60,000 to \$100,000. The new issue was taken up almost instantly by old stockholders. Assistant Cashier Rosser states that the demand for stock was much larger than had been anticipated. L. F. Kalahan, who resigned his position as a bank examiner to undertake the task of rebuilding the financial status of the institution, which had become impaired, has been very successful. As its cashier he has materially strengthened all of its several departments and won the confidence of a large number of customers.

Commercial fishermen seem to be unusually prosperous this season. Heavy catches are reported and many shipments are made to dealers within and without the State. A single catch of 850 pounds, valued at \$150, was made one day last week.

Proposed amalgamation of the Pere Marquette Railroad with the Nickel Plate caused the issuance of an order to stop work on the new passenger station in this city.

Tourist and resort travel by rail is not as heavy as usual in midsummer. The Pere Marquette Railroad is operating resort trains between Chicago, Detroit and Northern Michigan resorts, but they are but moderately patronized. The late heated season resulted in a large inflow of health and pleasure seekers, a large majority of their number traveling by autos.

Rains of the last week have greatly improved the conditions of crops. Owners of cherry groves are advertising for pickers.

Lunch wagons operated at night at the corners of streets in the cities should be subjected to official inspection and regulation.

Arthur S. White.

SHOE MARKET

Partial Payment Plan on Shoes a Success.

The public generally is buying nearly everything on time payments these days, including automobiles, fords, washing machines, radios and a great many items that are unnecessary and which constitute extravagant outlay of money. Unquestionably the big growth of the time payment plan has redounded to the considerable harm of shoe merchandising as the buying of many a pair of shoes is procrastinated because earnings are mortgaged in advance and the ready cash therefore is not forthcoming.

A wide-awake Oklahoma retailer believes that the way to cope with such a menace is to merchandise according to the same plan, namely, the selling of shoes at retail on the installment basis or according to partial payment methods. Renner's, Inc., is one of the most beautiful stores in the Southwest, located at 317 Main street, Oklahoma City, Okla., where D. C. Renner is general manager and merchandiser-in-chief.

The installment plan at Renner's is not many months old but in a short time has registered as an outstanding success, one not so difficult to work with and which has not only sold many an extra pair per person but likewise has brought many new customers into the store.

"The installment plan of selling shoes," says Mr. Renner, "was an original venture with us, inasmuch as we never heard of an exclusive shoe store using this method. For that reason we decided to feel our way very carefully, so as not to jeopardize the high class accounts we already had on our books.

"Our efforts to force an installment selling were aimed directly at business girls and families of small means, whose names we secured through various channels. Each prospective was carefully scrutinized in advance for credit so that we knew pretty well to whom we were addressing our messages.

"Credit stores in many lines have forced all of us shoe dealers to more liberal credit extensions, and we find that the average person of small means expects at least sixty days to settle a straight thirty-day account. Changing these to a weekly basis brings them into the store more often and we get our money just as quickly. We have found that the additional business is well worth the trouble of handling the weekly account.

"The installment plan of selling has a tremendous appeal to the small salaried woman, to whom a \$10 invoice the first of the month is a large obligation while a \$1 weekly payment is a possibility and a pleasant thing to think about.

"If a customer hesitates between two pairs of shoes we tell her about our payment plan and try to show her how she may secure 'both pairs' and never miss the money.

"Another advantage of selling on time payment basis is that we are sell-

ing better shoes than we formerly did. We have three prices in our store, namely, \$6, \$8 and \$10. We find since putting the plan into effect that a girl who has been paying cash for a \$6 pair of shoes will pay \$10 a pair when she uses the payment plan.

"We canvass for this business actively on the floor of the store and we also use the telephone and send out numerous pieces of direct by mail throughout the year. One very successful method that we used was sending out a three-fold leaflet, which we captioned, 'A Deep, Dark Secret.' The inside of this folder invited the prospective to take advantage of the plan of buying shoes on easy payments. The folder gave assurance that 'our Mrs. Hill will be glad to answer any questions' and also that the matter of securing credit at Renner's is not one which entails a lot of credit investigating.

"Another credit innovation that pulled us good returns and opened many new and desirable accounts for us was as follows: We secured a list of fifteen hundred prompt pay accounts from a friendly store in another line of business. We mailed each of these accounts an invitation to come into our store and charge merchandise without credit negotiations of any sort. The invitation was printed on social stationery in invitational form and invited them to purchase shoes and present the letter to the office and simply say 'charge it.' These and other business getting ideas are worked out by Frank A. Lee, our advertising man, and myself. We are constantly on the alert for anything that will enable us to throw our store in the spotlight in a legitimate way.

"Our advertising consists of about seventy-five inches in the two afternoon papers, twenty inches weekly in the morning paper and an average of about forty inches in the Sunday paper. For Sunday we secure a popular girl that has received public attention of some kind.

Shoe Buyers Are Marking Time.

With the July stock clearances under full headway, buyers of general lines of footwear are placing very little business in this market at the moment. Some buying is being done by retailers from day to day, but it is mostly for "at once" delivery to fill in lines that have become too badly broken by consumer patronage attracted by "specials." In the popular-priced lines forward business right now is scarcely any more active than that for prompt shipment. This is especially true of women's goods. In the finer grades of men's footwear, however, a nice business continues to come in for Fall shipment. Much of it is from buyers in New York and other large cities of the East.

All Mother's Fault.

"I hardly knew your father to-day," said the visitor to the little girl. "He has cut his beard again. That's the third time in a year."

"It ain't father what's done it," explained the child. "Father likes the beard on, but you see, mother is stuffing the sofa!"

Buying of Infants' Wear.

While a good number of buyers of infants' wear have already placed their orders for fall, most of them have placed orders for immediate needs or have specified August shipments. Many buyers now order their requirements not over a month in advance. As the goods are very staple, manufacturers do not suffer very much by this tendency, for total sales at the end of the year usually equal those in years when buyers ordered an entire season's requirements in advance. Sales volume has been sustained, despite a trend toward less elaborate and costly infants' wear, upon which retailers can secure more rapid turnover.

Millinery Ribbons Very Active.

The millinery trade's demand for ribbons continues to be extremely large, with most attention being given to low-priced narrow grosgrains and satin bengalines for cheap trimmed hats. Some ribbon manufacturers report as much activity as in any season for several years, and the general volume is said to be at least one-third greater than that of last years' bookings at this time. A shortage is likely to develop in the desired merchandise within a month, as looms are already producing at capacity, but prices are not likely to be advanced, manufacturers say.

Rhinestone Jewelry Selling.

Buyers are responding well to lines of rhinestone jewelry, wholesalers say. Rhinestone chokers, earrings and bracelets are being bought, the largest

orders being placed for the last-named in styles to retail from \$1 to \$10. Slave bracelets are expected to continue popular during the fall. An innovation in these is the bracelet of filigree silver or gold plate. In the higher priced goods very wide enamel and imitation jade bracelets are being bought, to retail at prices above \$10.

Proposed To Play Safe.

The meat dealer's daughter threw her arms around the neck of the bridegroom-to-be.

"Oh, Milton," she said, "dad's going to give us a check for a present!"

"Good!" said Milton. "Then we'll have the wedding at noon instead of 2 o'clock!"

"But why, dear?"

"The banks close at 3!"

At Your Service

BEN KRAUSE Company

Largest Distributors of
Leather, Shoe Store and
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"MILEAGE"

Means Quality - Service

20 S. Ionia Ave. Grand Rapids, Mich.

The Firestone Franchise on rubber footwear may be open in your territory

Ask our salesmen or write for particulars. We are sole distributors for Michigan.

Herold-Bertsch Shoe Co. Grand Rapids, Mich.

Michigan Shoe Dealers Mutual Fire Insurance Company LANSING, MICHIGAN

PROMPT ADJUSTMENTS

Write

L. H. BAKER, Secy-Treas.

LANSING, MICH.

P. O. Box 549

Late News From the Head of Lake Charlevoix.

Charlevoix, July 27—The other evening I invited in a few friends and showed the collection of photographs I took during my trip to Florida and they admired the picture of President Warren G. Harding, which I had the honor to take on March 31, 1923, on the golf links of St. Augustine and of which I made two copies and colored them—one for His Excellency, the President, and the other he autographed and returned to me "with most cordial good wishes."

This picture and a set of pictures of Seminole Indians I had exhibited in the Field Museum at Chicago and now I take pleasure in showing them to my friends. It is a collection of about twenty pictures, 7x11 photos, hand colored, and represent Seminole Indian life. Among them are the following:

Seminoles at work in camp.
Chief Charles Wilson and children in the heart of the Everglades getting ready for ball game.

Playing ball.
Building camp.
Three maids.
Chief Everglades, Fla.
Little maid.
Her sister.

Chief's wife mending cloth
Making cloth on machine.
Stringing beads.
Cooking meal.

At breakfast in camp.

Group of Chief Wilson and family.
The latter picture I presented to President Harding and have Secretary Christie's receipt for same. I also exhibited about seventy-five postcard size pictures of Seminole life and about twenty-five 7x11 colored pictures of Florida landscapes.

Some day I may exhibit this collection again before I finally dispose of the same. The pictures I took during my trips around the world, 1912-13, I donated to the Field Museum in Chicago and the Art Institute in Chicago. I am glad of this, as some one stole my negatives which I had stored with a friend in Chicago.

I also exhibited the receipt I hold for same, as well as the blue ribbons I have from the Florida fair. The Museum of the State of Florida at Gainesville accepted a set of my Seminole and other Florida pictures and is exhibiting them there. For several seasons I have made local Charlevoix the Beautiful pictures which I colored and the local Chamber of Commerce is using them in their advertising pamphlets.

L. Winternitz.

Some of the Perils of Merchandising.

In the good old days—and I say this with an inward chuckle, for it seems strange not to applaud modern tendencies—it was far less difficult and perilous to merchandise than now, when an avalanche of individual eccentricities express themselves in novel and unique styles.

How in the world, may we ask, can a distributor of wearing apparel forecast the whims of the people and provide merchandise that will move without difficulty and loss? Study the feet of women riding in the subways of New York City to their places of business and you will discover in a half a hundred no two who will be wearing the same style of shoes. This means that shoe shops are playing a game of chance. The shop owners hope that the novelties they provide may please the critical eye or become a whim of fashion. There is no telling, however, just which way the cat may jump—whether the merchandise is going to be moved at a profit or sold at a sacrifice.

As we look over the wreckage of business enterprises throughout the land, we see that many an honest owner, many a legitimate attempt to do business according to the rules of the game, has gone on the rocks because of novel and eccentric styles. Teaching merchants how to buy and sell needs in these days scholastic training, and in this turmoil the credit manager may justifiably tremble over what may happen to his credit risks.

Listen to this plaintive wail from a country storekeeper: "I made money here when I didn't know half as much about running the store as I do now, and it certainly gets you to know you are now making a whole lot more of an effort and are not getting anywhere."

We cannot disregard the perils besetting merchandising under present conditions. We cannot eliminate them when appraising the liquidating value of a credit. Whether or not distributors of merchandise have encouraged the eccentricities and whims rather than having sought to control the ideas of buyers, I am unable to say. It is a condition which we must study carefully. It emphasizes the need of good training in merchandising.

J. H. Tregoe.

Our Business Health Is Good.

In my opinion, generally speaking, the health of our business to-day is good. We find the savings of the people are at a high peak, approximately \$25,000,000,000; that despite the lower tax rate, the payers of income taxes on incomes in 1925 are giving the Government a larger sum; our credit situation is fundamentally sound; basic production, while slowing down for the summer season, is a little higher than at this period last year.

This appraisal, however, does not mean that business is not surrounded by conditions which, if uncontrolled, would seriously affect its health. The perils of merchandising to-day are greater than ever before and therefore judicious and practical care is needed in this department of business activity. Opportunities for unwise speculation range larger than at any period of our history, and the tendency to speculate, unless properly controlled, will seriously affect the health of business.

"Jazz" germs have impregnated the atmosphere of business and need skillful watching. Failures are still large in number, though smaller in facilities. There are tendencies here and there to individualities in business, where co-operation should control. This is a pathological situation which needs very careful attention.

On the whole, however, our business health is good. We have built up wonderful resources in wealth, capital and credit facilities. We have it within our power to do ourselves and the world a great deal of good by the judicious and practical use of our powers. We can enter upon the summer with confidence. Though trade may sag here and there, and not measure up to our expectations, yet the foundations are very sound.

J. H. Tregoe.

Dodging Responsibility does Not Avoid Consequences

The man who leaves for tomorrow that which should be done today is dodging responsibility, but unfortunately he does not realize that his family will suffer the consequences.

If this applies to you, shoulder your responsibility today, consult your counsel, draw your Will and enjoy that peace of mind which comes from knowing you have acted wisely.

Appoint as your Executor and Trustee the

GRAND RAPIDS TRUST COMPANY

GRAND RAPIDS, MICHIGAN

Collections

BONDED COLLECTORS

YOUR PROBLEM:

How to SALVAGE your DELINQUENT AND SLOW PAYING ACCOUNTS.

THE SOLUTION:

Employ COMPETENT CREDIT SPECIALISTS capable of eliminating misunderstandings, re-establishing business relations thru an educational system of collections.

**WE DO GET THE MONEY FOR YOU.
NO COLLECTIONS — NO CHARGES.**



INTERSTATE PROTECTIVE AGENCY INC.
INTERSTATE BUILDING — 13TH & LOCUST STS.
KANSAS CITY, MISSOURI

FINANCIAL

Recognize the Value of Public Utility Securities.

Unquestionably, investors in this country are being attracted to the securities of the gas, electric and telephone companies more and more every day. This is manifest principally by the ease with which bankers are able to sell huge amounts of such securities. Public utility bonds have led the lists of new offerings this year by a substantial margin.

The demand for these securities have been so great and the records of companies engaged in supplying gas, electric and telephone service so satisfactory that public officials in many states have been virtually forced to place their stamp of approval on them. This, by declaring them legal investments for savings banks and trust funds.

All of the New England States have made public utility bonds legal investments, subject to the usual restrictions placed on other classes of securities. New Jersey is the latest important State to join their ranks. New York State so far has taken no action in this respect, but Wall Street is confident that it, too, will soon fall in line.

Among the larger companies affected by the action of New Jersey in this connection is the Public Service Company of New Jersey. More than \$115,000,000 of the bonds of its subsidiary companies have thus been placed on the legal list.

Needless to say, officials of that company are pleased with the step taken, because it at once opens a new field for the sale of securities of the company and naturally gives them a higher investment rating. Thomas N. McCarter, president of the Public Service Corporation of New Jersey, discussing the value of utility securities in general as investments, said:

"The records of the growing demand for both electrical energy and gas during the past few decades clearly indicate that both branches of the public utility industry have a firm position in the social and economic life of the Nation. Further rapid expansion and development, however, may be expected in the future.

"New developments and additions to property, naturally, will necessitate the raising of much new capital. Because of this, it is gratifying to note the official recognition of the safety of public utility securities from an investment standpoint, as evidenced by the action of the New Jersey Legislature in making certain public utility securities legal investments for savings bank funds."

In the opinion of Mr. McCarter, public utility companies have contributed more to sustain the prosperous conditions of the country than any other factor in the economic structure. As a result of modern methods for the generation and distribution of electric energy, he said labor costs per unit have been substantially reduced and production increased in virtually all lines of industry, two important fac-

tors in stimulating competition in both domestic and foreign markets.

Despite the fact that the progress in the electric industry has far overshadowed that in the gas business, Mr. McCarter calls attention to the fact the increased demand for gas for industrial use has more than offset the decrease in its use for lighting purposes. He regards developments in the gas industry as encouraging.

[Copyrighted, 1926]

Stock Averages Are Back Close to 1926 Peak.

On the standard charts the stock market is up again almost to the peak reached early in the year but it does not take any very profound analysis to discover wide differences between the character of the market then and now.

For well over a year prior to the March break stocks had been advancing and as the bull market progressed speculators had ventured more and more into issues not yet seasoned. Paper profits were used to pyramid. It was inevitable that the house of cards should fall. That the present rise will be followed by recession must be plain enough but so should it be clear that the market at the present moment is in no such danger as was the stock market of last March.

The following distinctions should be made:

(1) Perhaps the most interesting distinction between the market then and now is that early this year the great heights were attained through purchases of stocks highly speculative whereas the advance of the last two months has been almost entirely confined to the seasoned dividend payers. Steel common, General Motors, General Electric and the best railroad and public utility issues have been the favorites.

(2) Almost as important as the difference in the character of stocks bought is the difference in the character of buyers. A preponderance of marginal trading by persons of limited means has been replaced by a preponderance of activity by strong institutions or individuals.

(3) The very fact that March brought a thorough house cleaning in the stock market adds to the present confidence.

(4) Underlying conditions in business undoubtedly are better now than the majority of the authorities predicted and whereas in March the volume of the spring trade still was problematical we now know how active was industry then and how promising is the outlook for the months immediately ahead.

From these observations it should not be understood that the position of the present stock market is invulnerable. Indeed it is not. Increasing irregularity already is becoming evident. But what should not be overlooked is that recession in the present market probably will not be so drastic and sudden as it was in March for the reason that the technical situation now is so much stronger than it was.

Paul Willard Garrett.

[Copyrighted, 1926]

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

\$45,000. Clermont, Florida, 6% Improvement bonds, dated Jan. 1, 1926, due \$5,000. each Jan. 1, 1928-36, denomination \$1,000., interest Jan. and July 1 at The American Exchange Bank, New York.

FINANCIAL STATEMENT

Assessed Valuation	\$3,922,440.00
Net Debt	127,736.68

Population, estimated 2,000

Opinion, Caldwell & Raymond, New York

Price: Par and interest netting 6%.

If interested please wire or write us

VANDERSALL & COMPANY

410-416 Home Bank Bldg., Toledo, Ohio

29 So. LaSalle St.,
Chicago, Illinois

1006 Penobscot Bldg.,
Detroit, Michigan

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.

Fall and Winter Business Will Set High Peak.

From the fact that industry did well in the first half of 1926 two quite different conclusions on the future may be drawn. Most of the prophets to date have reckoned that the unusual activity of the period must portend some recession in the months to come. Their theory is that the momentum of the movement cannot indefinitely be increased and that in the present instance the time for a slowing down is near.

Another view is that improvement in business has been along lines so sound in the last six months that the movement from the force of its own momentum will continue.

The latter line of thought will be brought out by the National Bank of Commerce in its economic bulletin this month when it says: "On the basis of current conditions, it is easy to reason that the customary autumn expansion superimposed on present volume will result in a general level of fall and winter business even higher than last year.

"The upward trend of prices of important basic commodities and the optimistic undertone in those industries usually regarded as most sensitive to business trends certainly justify confidence in the outlook. Thus, the steel industry has slowed down much less than is usually expected at midsummer. The machine tool business is good. Automobile output has been moderately reduced in order to make preparations for new models and other seasonal adjustments, but manufacturers are making ready for a large fall demand. The railroads are improving their facilities in anticipation of a heavy autumn freight movement.

These are some of the favorable signs. Among the uncertainties should be mentioned the future of the building industry and the ability of the country continually to absorb cars at the rate they have been turned out so far this year. The wool, cotton and leather industries are, furthermore, still struggling with adverse conditions.

That investors be not confused by temporary fluctuations in the investment markets is the plea of the bank which says in part: "Underlying the market is the steady demand for securities from the American people, who are accumulating capital at an astounding rate. Regardless of short-time fluctuations it seems probable that over a period of years the prices of prime securities will advance in the United States market until a somewhat lower rate of yield than that now prevailing has been reached."

Paul Willard Garrett.
[Copyrighted, 1926.]

Corn Belt Committee's Fight Against Low Prices.

Iowa's latest move to raise the price of corn, along with other agricultural commodities, does not impress the financial community so much for the economic problem at hand as the possible political implication.

When the Corn Belt Committee received the report of its cost finding experts it found that these men had set \$1.42 as a fair value for a bushel

of corn. That is 67 per cent above the present market price of 85 cents and the Des Moines delegates are greatly exercised over the unfortunate position in which some corn growers now find themselves. The misfortune is not one that affects all farmers, however, and that is why Wall Street believes the problem will largely solve itself.

Eighty-five cents for corn is low as prices go now but only a small proportion of the corn grown in this country is marketed as corn. Perhaps 85 per cent. of the commodity finds its way to the markets in the form of livestock. This is only another way of saying that the prosperity of the corn-growing regions depends far more on the price of hogs than on the price of corn itself.

At \$14.40 for each 100 pounds hogs now command more in the open market, it so happens, than they have at any time since the fall of 1920. Ten bushels of corn, roughly speaking, will produce 100 pounds of hogs. For ten bushels of corn in the present market the farmer gets only \$8.50 but for corn marketed in the form of hogs he gets \$14.40 which represents approximately \$1.44 for each bushel of corn.

Normally corn and hogs should move together in the market and since most of the corn is fed to hogs it is inevitable that in the end the two prices will be restored to their natural relationship. The short corn crop of 1924 upset the usual positions of these products but the time cannot now be far distant when the big price for hogs will be reflected in a larger hog production and the larger hog production will give more farmers hogs to which they may feed corn. This will relieve the condition of farmers that now complain because they must market their corn directly since they do not have hogs enough to consume the crop.

Paul Willard Garrett.
[Copyrighted, 1926.]

What's in a Name?

The keen-eyed mountaineer, realizing that his overgrown son was much behind in his education, decided to do what he could for him, so he led him into a country schoolhouse, and said to the teacher in charge: "This here boy's arter learnin'. What' on your bill o' fare?"

The teacher, not realizing the mountaineer wasn't familiar with all the subjects, said:

"Our curriculum, sir, embraces geography, arithmetic, trigonometry—"

"That'll do. Load him up well on triggonometry. He's the only poor shot in the family."

Five Additions to the Old Guard.

Grand Rapids, July 26—You published last week the names of a dozen men who were active in the mercantile field forty-three years ago and who are still living. I can recall five additions to this list, as follows:

Peter Lankester, then with L. E. Hawkins, now with Lee & Cady.

Manley Jones, then with John Caulfield, now with Telfer Coffee Co.

Peter Fox, then with Fox, Musselman & Loveridge, now with National Grocer Co.

Harvey Baxter, then and now with Foster, Stevens & Co.

J. H. Millar, then with Putnam & Brooks, now with National Candy Co.
J. H. Millar.

THE OLD NATIONAL BANK

Three generations of uninterrupted service to the men who have built and are building Grand Rapids—this is a record to be considered by the business man who seeks reliable banking connections!

A Bank for Everybody

MONROE AT PEARL

NO BRANCHES



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.
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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

The Bank
Where you feel
at home

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
HARRY J. PROCTOR, Asst. Cashier
EARL C. JOHNSON, Vice President
H. FRED OLTMAN, Asst. Cashier
TONY NOORDEWIER, Asst. Cashier

OLDEST SAVINGS BANK IN WESTERN MICHIGAN

Financing Company Which Fathers Installment Buying Movement.

Do the benefits of the installment plan outweigh its dangers or is the temptation for abuse that it opens too great for man to resist?

Here is a question that has puzzled the financial community for a long time. Time was when the rising tide of prosperity was viewed with apprehension by those that saw back of it all increased commitments for the future on the part of the retail purchaser. Unquestionably good business in the last year or two has been accelerated by the spread of installment buying. Authorities have gained confidence in the movement, however, until now some of the proponents of the scheme are citing its advantage as a means in the development of thrift habits.

Not even the financial community understands the service that a soundly managed "financing company is performing for American prosperity," says E. C. Vogel, vice-president of the Commercial Investment Trust Corporation. "The country might have gone into severe depression in 1920-1921 if it had not been for the great prosperity of the motor industry. The financing company helped make this possible. It kept the motor car manufacturer in cash through the financing of the dealer. On the other hand, it brought the automobile within reach of a huge new public, through its installment financing plan.

"The financing company is therefore constantly relieving what would otherwise be a great strain upon the country's financial system. In obviating the necessity for loans in units of millions from the banks to large industries, it is breaking down risk into units of a few hundred dollars."

One of the most far-reaching benefits of the installment plan in the judgment of this authority is the habit of thrift that it introduces in families where the family finances had never before been budgeted. In setting aside a certain sum each month to meet the installment payment families acquire the habit and after the automobile payment has been met in full small monthly amounts will be turned into the bank or insurance.

So long as the financing companies follow conservative lines in the extension of the installment plan the system may be made to increase our general state of prosperity but when purchasers are persuaded to mortgage their future income too heavily or for a period too distant the system becomes dangerous.

Paul Willard Garrett.

[Copyrighted, 1926]

Helpers in Trade Building.

Two pieces of store furniture which will be found very convenient in arranging store displays are an easel and a pedestal.

The Easel. A three-post wooden easel frame (from the top of which is hung a large display board) can be made of lumber easily procurable at the local lumber yard. The display board can be made from either 1/4 inch thickness lumber or mat boards. Signs and bulletins lettered on large white art board, are attached to the

hanging board with thumb tacks. A good location for an easel bulletin board (on which can be posted announcements of special values, goods received, etc.) is at the front of the store where patrons will be sure to notice it as they enter.

Pedestal. The pedestal offers a variety of uses in dressing windows. Where a single article is shown it is given prominence when placed on a pedestal. Drapery placed over a pedestal and then placing the object on the draped pedestal reaches a striking effect. A simple lettered store card on a pedestal in rear of window is a striking addition to a window where several articles are on display.

Articles of atmosphere placed on a pedestal also give a pleasing effect. For example: if a general store showed a display of suitcases or bags, a camera, box of cigars, or parts of gloves, these can be placed on the pedestal as a suggestion suited to the trip.

Pedestals can be rented from many furniture stores for the purpose of window displays or a handy man can make one of old lumber, painting it or covering with cloth.

Harmless Green Fruit or Candy Coloring.

Try chlorophyll. An economical source of this product, and one that does not seem to be generally appreciated, is hemp-seed. If twenty-five parts of powdered or ground hemp-seed are macerated for a short time with an equal amount of stronger alcohol, then transferred to a percolator and extracted with the same menstruum until one hundred parts of the percolate have been obtained, they will yield a tincture that has an intensely deep-green color, and may be used as a basis for coloring alcohol, essential oils, alcoholic liquids, spirits, and soap solutions.

Another vegetable agent is tincture of spinach. This should be made of alcohol, and should have a drug strength of 25 per cent. If the preparation which it is intended to color is aqueous in nature, the color will be a bright green.

London newspapers are discussing the question of when the people of England first got the habit of taking a morning bath. A byway of the discussion is whether Americans are not in fact greater bathers, so to speak, than are the English. We believe they are, largely because America, instead of being filled with old bathroomless houses, was building itself anew about the time modern plumbing came into being. But there is little use in debating possible national supremacy in devotion to this cheerful and hygienic practice. Both John Bull and Cousin Jonathan certainly follow it to an unusual degree. As Winston Churchill—the English one—said once in a speech over here: "Americans and Englishmen are really united by something more than race and tradition; they are drawn together by the fact that they both, above all other peoples, like to feel in the morning the touch of cool water against the skin."

We own and offer
Iowa Southern Utilities Company
First Refunding 5½% Gold Bonds
Series of 1925

We recommend these bonds for investment
Price 97½ to yield about 5.70%

Michigan Bond & Investment Co.
INVESTMENT SECURITIES
10th Floor Grand Rapids National Bank Building
GRAND RAPIDS

Dreams and Plans



ALL NORMAL PARENTS ARE LOOKING AHEAD to the time when the children will have "grown up" and are hoping that when the boys and girls step into the arena of life they will be well-prepared.

But too many times the parents are content to dream rather than plan for the young folks.

Why not put those hopes for the youngsters into concrete form and establish a Trust for them — turning the DREAMS into PLANS!

Let us go over with you, NOW, the matter of establishing the PLAN which, when college days come or the new home is to be founded, will make your dreams FOR THEM come true.

You will be astonished to learn how easily and surely this can be done.

THE
MICHIGAN TRUST
COMPANY
GRAND RAPIDS, MICHIGAN

The first Trust Company in 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.

Fire Departments and Parades.

The increasing tendency to use fire fighting apparatus and fire department personnel in parades and exhibitions not in the line of duty or public emergency is likely to result in serious consequences. Motorized fire apparatus maintained by municipalities to increase speed in reaching and extinguishing fires makes an impressive appearance. The spare time of the firemen is spent in overhauling and brightening up the equipment. While fire apparatus is especially attractive for show purposes in parades, it may be used at the expense of public safety.

It is by a combination of breakdowns in normal functions that accidents turn into disasters. The removal of fire apparatus from the fire houses for outside activities may nullify the efforts of the taxpayers who are spending considerable sums of money to maintain a quick acting, efficiently equipped fire department to protect property against hostile fire at all times.

Most fire departments pride themselves on the speed with which they respond to alarms. Elaborate fire alarm systems are installed and automatic devices in fire stations are put in at expense to the public, all with the desire to make the response as nearly instantaneous as possible. If the apparatus is on the streets, it can be reached only by courier, telephone or other means involving a loss of valuable minutes at the time of a fire. The best of human arrangements for keeping in touch with the apparatus during a parade cannot avoid inevitable delay in responding to an alarm. Moreover, when apparatus is in parade formation, with the people assembled for reviewing the parade, a quick order to break ranks may result in personal injury to participants in the parade as well as to spectators. It requires no stretch of the imagination to realize that serious consequences could arise from such a situation. Small fire losses are likely to become large ones and even conflagrations may result from this unnecessary delay.

There are many who believe there is little to be gained and much to be lost through the practice of having fire departments participate in parades. In support of their contention, they point out it is a custom which, if unchecked, will probably grow. Firemen cannot properly perform the strenuous duties of fire fighting when they are on dress parade. If taxpayers desire to see the apparatus for which their money is being expended they may do so by visiting the fire stations.

Of forty-one fire chiefs questioned on the subject of participation of fire departments in parades, all but five were opposed to the practice. It is interesting to note that three of the 41 chiefs had had the disappointing experience of fire breaking out while the apparatus was in parade.

Lightning and Radio Hazards.

Lightning has no especial affinity for radio antennae, and radio operators need have no special fear during thunderstorms, say engineers of

the Underwriters' Laboratories, who have conducted an amazing series of tests in radio safety.

"Lightning is hard to check," says one of the engineers. But more men are lightning struck out under trees than in any other way, according to unofficial statistics. One might, indeed be a target at the end of a properly insulated radio set; but no more so than at the keyboard of a piano, or with knife and fork in hand at the dinner table, or patting the keys of a typewriter.

David Sarnoff, vice-president of the Radio Corporation of America, predicts that moving-talking pictures may soon be shown in every home by radio. He says the only problem is speeding up transmission of still pictures, and that research engineers are hard at work perfecting the speed-up attachments.

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 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.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Alma Investment Co., Detroit. Bedford Investment Co., Detroit. Great Lakes Electric Co., Detroit. Berston-Harris Co., Flint. Aikman Bakery Co., Port Huron. Simplex Realty Corp., Detroit. Frankfort Realty Co., Ann Arbor. Peoples State Bank of Plymouth, Plymouth. Michigan Rand Mines, Inc., Detroit. Hays Building Co., Kalamazoo. Floing-Plumer-Perley, Inc., Detroit. Michigan Independent Telephone and Traffic Ass'n., Grand Rapids. Gibbs, Leslie & Co., Detroit. Isabella Printing Co., Mt. Pleasant. O'Connor & Smith, Detroit. Sigler Player Action Co., Hastings. McClure Co., Saginaw. Tennant Finance Corp., Detroit.

Hides, Pelts and Furs.

Greer, No. 1	07
Greer, No. 2	06
Cured, No. 1	08
Cured, No. 2	07
Calfskin, Green, No. 1	12
Calfskin, Green, No. 2	10 1/2
Calfskin, Cured, No. 1	13
Calfskin, Cured, No. 2	11 1/2
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	235
Unwashed, rejects	225
Unwashed, fine	230

Merchants Life Insurance Company

WILLIAM A. WATTS
President



RANSOM E. OLDS
Chairman of Board

Offices: 3rd floor Michigan Trust Bldg.—Grand Rapids, Mich.
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Some Lessons We Ought To Learn.

Grandville, July 27—"A group of boys and girls tore up an oriole's nest and threw the little birds, about six of them, into a sewer."

Thus an item in the daily news. The picture was somewhat relieved by the fact that another group of children protested, and tried, unsuccessfully, to rescue the birds. Failing in this one of the latter ran to her home and telephoned the police. Vain appeal. What was the matter of the life and death of a few birds to the police department of a great city?

The pity of it all was not in this one act of cruel vandalism, but the fact that a group of boys and girls could be found so lost to all kindly feeling as to make merry over the death of a nestful of young birds.

Why need we wonder, however, since the State makes common cause with these little savages by placing a bounty on one of the most useful birds in the whole list of our feathered friends—the pretty little sparrow—a Christian barbarism which illustrates modern methods of education. To kill one bird or a thousand is no sin if such bird has in any way won the hatred of a tiller of the soil. Farmers and sparrows are natural enemies, we are told. The whole story of the unrighteous treatment of this little fellow by the State is one of shame and imbecility on the part of the governing powers at Lansing.

Children learn quickly, and when it is told them that some birds are evil and should be slaughtered, is it any wonder the kind of bird does not enter their calculations? The son of a very indulgent father, having been given a new sporting rifle and told to try his skill on the wicked sparrow, went forth to slay. He met up with various birds and fetched home five in triumph. His new rifle was a dandy and father was thanked for the present, that dad never taking into consideration the fact that but one of the five birds slain was a sparrow.

"Go out and get the sparrow, my boy, but if you can't get him, get something that wears feathers," is the understood command which every boy knows how to interpret, and that is why we are becoming a Nation of bird killers and bug and worm sufferers.

It may be right to kill sparrows. We have God's word against such sinning, but that is of no consequence as against the behests of man.

And so we go on making the feathers fly, and the birds to die, giving our growing boys and girls lessons in efficiency in the matter of seeing who can bag the largest number of feathered beauties in a day.

Is it any wonder that that group of modernly educated children took delight in tearing down the oriole's nest, tossing the squirming young birds into a sewer to die a miserable death?

Our educational system is at fault in more than one particular. Children look up to their elders as little less than supreme, and if we give them the urge to kill sparrows, hawks, owls, crows and other birds indiscriminately, need we look for anything but cruelty and utter disregard for the rights and feelings of dumb animals.

Then, again, this heartlessness taught the children breeds a race of criminals along other lines, hence the great increase in robberies, murder and arson which blackens the page of our most recent history.

No police to come to the rescue. Of course not. Why should they go out of their way because a nestful of little birds were cruelly destroyed?

Kindness for all dumb creatures, more especially the birds, should be taught the children in every school-room in the land. Is it done? Not likely when we hear of such wholesale destruction of sparrows, even their nesting and roosting places being invaded to make a children's holiday. It is too bad President Coolidge hasn't

put in a word now and then in favor of bird preservation.

The Christian churches are not blameless in this matter. They as well as the schools should make strong pleas for sparrow and all bird protection.

That group of children who made protest and sought to save the birds on the occasion mentioned, had the right kind of parents, had been taught to respect the rights of even dumb creatures who came into the world to make bright the gloomy palaces, and to sing praises to the great Creator of all things.

Children who delight in the killing of birds are starting this world on a downhill plane rather than on an even keel. How much better to climb the hill of life instead of going into the lower strata seeking the evil desires of untamed natural propensities.

This Nation is sailing through untroubled seas just at present, but there is panic and danger just ahead. All these seeming small matters which take into consideration the life of the bird inhabitants of our world, will come up some day to plague us and make us afraid.

No question is ever settled until it is settled right. No truer saying was every uttered than this. There is a bird question. Do you believe it?

A great majority of the people are looking to higher things than such insignificant creatures as birds. Why make such a fuss over them anyhow? Well, a fuss made now may be the means of saving this Nation much of travail and sorrow in the time to come. Better a little inconvenience to-day, than to drift along until an avalanche of retribution falls upon the Nation as a whole for its wicked and defenseless course pursued toward our feathered population.

God moves in wondrous ways His plans to work out. Think you He gave our world its abundance of beautiful bird life for no other purpose than for man to practice his innate cruelty upon?

A complete change in methods is all that can save this people.

Old Timer.

The Cash Customer Should Receive Greater Consideration.

One of the most interesting differences between wholesale and retail methods of doing business, according to a local business man who is a keen student of merchandising, is the difference in the treatment of cash customers. In the wholesale markets the cash buyer, particularly if he be of any importance, gets the best the selling house affords in the way of merchandise, prices and deliveries. The retail cash buyer, on the other hand, is frequently given the impression that his or her custom is not altogether welcome. The bigger the store is the more likely the customer is to receive this impression.

This, of course, is not true of the stores which do business entirely on a cash basis, but the leaning toward the charge account customer in stores that sell both for cash and on credit is frequently marked. There may be good reasons why this should be so, according to the business man referred to, but there is danger in letting it become too apparent.

"It seems to me," he went on, "that one of the things which should be firmly impressed upon the minds of all store employees who come directly in contact with customers is the fact that much of the early patronage of any store by a particular customer is on a cash basis. The chances are that the

average customer buys several articles for cash at various times before the idea of opening a charge account occurs to her.

"In fact, many cash customers of stores want charge accounts and are by their financial responsibilities entitled to them, yet they are uncertain about the mechanics of getting them. They look upon the process as a kind of third degree, which is by no means the case. They do not know this, however, and often buy on a cash basis for some time before they finally get up enough courage to visit the credit office.

"Now, the point I want to make is that the cash customer is very likely to develop into a charge customer if she is properly handled during the period when she buys for cash. On the other hand, if she is not given the type of service as a cash customer that is afforded to those who buy on credit, she is likely to quit buying in that store on any basis. This not only means that the store has lost her business, but that it has also lost her good will. Of the two the latter loss is likely, in the long run, to prove the more serious, for there is no telling how much business she may lose for the store by 'knocking' it to her friends.

"It is part of my business to study the machinery of business, and in doing so I spend quite a little time watching the merchandise adjustment methods of various stores. In probably no other part of modern stores do methods of handling customers vary more than in the adjustment sections. In some the employees continually assume a defensive air, acting as if the customer is trying to put something over. In others there is shown a spirit of willingness to be of service. In both types, however, there is an inclination to treat the charge customer with more consideration than the one who buys for cash.

"Only recently I saw in a certain store an incident which surprised me very much. A customer wanted a cash refund on an article she had bought. After the unwinding of considerable red tape, during the process of which the customer came perilously close to being insulted by one employee, the refund was made. That the customer herself did not make matters any easier than she might have did not warrant the treatment she got.

"After the refund was made I asked the employee if a charge customer would have had as much difficulty as that in getting a credit for merchandise returned. The reply to this was: 'Of course not. Our charge customers are our regular customers, and we take good care of them.'

"The inference, of course, was that the woman who had obtained the cash refund was not a regular customer and, therefore, was not entitled to the same degree of consideration as if she were. That seems to be the angle on customers that pervades many stores. The charge customer is looked upon as the regular patron, while the cash customer is regarded as the transient. That the charge customer may have accounts in a dozen other stores and use them all does not seem to have

occurred to any one. Surely the woman who buys in a dozen places on credit is no less a transient than she who buys in the same number of places for cash.

"Another thing that seems to be lost sight of by selling employees and others who come into contact with the public is the proportion of cash to charge sales even in stores that do a large credit business. One of the best-known specialty shops in the country, not in the ultra-exclusive class, but appealing to a very high type of patronage, does fully 35 per cent. of its gross business in cash. In many department stores having charge accounts the cash sales make up fully half of the total business done. In some cities, in fact, the cash business of big department stores will run up to 60 per cent. or more of the annual sales.

"This being so, why doesn't the cash customer get as much consideration in the way of service as the charge customer? This question is particularly pertinent in view of the fact that it is the intake from sales to cash customers that meets the major part of the daily overhead of the store. At least sixty days is required to get a complete turnover of accounts receivable, and in the meantime, there must be a steady inflow of money to keep things going. Cash sales make up a very large part of that inflow.

"With modern competition what it is, the loss of even a moderately small percentage of its cash custom might well prove serious to any store. In view of this, it is something of a mystery to me as to why more stress is not laid by executives of certain stores on considerate treatment of cash customers.

"There is another angle of the situation that should be touched on, in my judgment. This is the fact that charge customers do not always buy on credit. Many times women have reasons for not wanting their monthly bills to run above a certain figure, and, consequently, do some of their buying for cash. Lack of consideration for them when buying for cash, by employees to whom they are not known might easily start trouble and loss of business. Inconsiderate treatment of them as cash customers would be all the more noticeable by contrast with the deference shown them when buying on credit, and it would not take long for the injurious results to become apparent."

Ask For Advice.

If you are moving into another building—or altering your old one—let the public in on it by inviting suggestions as to a different interior arrangement of the new store or of the new building. A capital plan is to offer some small cash or merchandise prizes for suggestions that are adopted. For one thing this will lead the public to a study of the location of your various classes of merchandise and many of them will find that you handle things that appeal to them. And furthermore you are liable to receive some practical ideas that will enable you to display your goods in a manner that will help the public to find what it wants quickly and make buying easier.

Passing of the Landmark of Fifty Years Ago.

Grandville, July 27—Works of the early pioneers are slowly yet surely going the way of all the world, back to the dust and ashes of original creation.

The old landmarks of the early settlers are being destroyed that a new and perhaps wiser generation may profit. Wisdom and religion entered the woods hand in hand to meet the exigencies of the hour. Soon after the erection of the schoolhouse a church building followed where the early makers of history worshipped as had their fathers in the land of the East, away off in New England and New York.

West Michigan was settled mostly from these sections, the habits and customs of York State and Yankeedom prevailing in the new settlements along the Muskegon and the Grand.

The M. E. church at the Corners has been torn down to make room for what? The account does not say, but it seems that the church is no longer a necessity to the lives of the later inhabitants. The marriages, christenings and revivals under the roof of the old church are no longer in evidence. The old schoolhouse too, only a few hundred rods from the church, has gone the way of the destroyer.

Memories of those winter school contests come up like goblins of the past. Rival schools contended for the mastery at exhibitions, spelling and writing contests, now all gone to make room for what?

"The earth do move," as the old darkey said, and in moving the landmarks of our early history are being rubbed out. And why not? Churches and schools are of no further service in the rural districts of our proud old commonwealth.

The M. E. church in question was the scene of many glorious gatherings where neighbors for miles around congregated to extend friendly greetings,

and to listen to the words of the pioneer pastor who was earnestly interested in the salvation of the souls of his little flock.

There was no false pride in the religion of that day. New Englanders and York State folks mingled their prayers and shed their tears at funerals with an earnestness that could not be doubted. To-day, even at the laying away of the dead, there is a difference which perhaps may be noticeable only to the few old timers who still cling to the skirts of time.

The early church building is gone. No more will the country swain gather to carry away in triumph his best girl for a sleigh ride under the solemn pines, across newly cleared lands to the winding river where the hardy lumberjacks were fast erasing the last vestige of white pine that the coffers of his employer might be filled.

The old schoolhouse has also gone. The one-time schoolmaster, who held the reins there two generations ago, recalls the past, and many sieges he had with the hard boiled young heathen of the backwoods district. There was interest and energy, however, that was well worth developing and some of the early pupils of the Corner school have gone out into the world and made their mark. One, a simple son of humble parents, is at this time a far Western millionaire, while many others have made their mark in the halls of legislation and in the activities of business life.

The early churches and school temples of learning are fast going out. Very likely it is better so. One cannot live on memories, neither can he worship a supreme being in the old fashioned way. New scenes, new ways of living demand new deals all around.

The Corner school is no more. The edifice for worship has been demolished, and also the one time flourishing store where an enterprising merchant catered to the needs of that early settlement.

The schoolhouse came before the church; was, in fact, the place of weekly worship long before the church was built. Schoolhouses were public buildings where all kinds of meetings were held. Even shows and dances were sometimes held in these temples of wisdom.

Well do I remember the day when my best pal and I, mounted on a pair of big horses, set out for a new school building just erected seven miles back from the mill town on the river. A dance had been planned for dedicating the new temple of learning, and a tremendous crowd filled the place when we arrived. We were scarcely more than boys, and, of course, enjoyed the excitement and smiles of the backwood lassies.

That night, too, there was something going on besides tripping the fantastic toe to the music of the fiddle and dulcimer.

Two young men got into a dispute over their place on the floor. At once arose the cry of "let them fight it out."

And this was done. The male portion of the crowd adjourned to the outer air, forming a ring within which the disputants settled their dispute at the clash of har knuckles.

The man who won this battle returned to the ball room while his defeated competitor sneaked away and was seen no more at the dance. This was a mere incident of the time and was not thought to be of any particular consequence.

Disputes in that early day were usually settled with bare fists, very seldom resort being had to deadly weapons. In this respect the early settlers were more wise than the present day young America who needs must pull a gun and commit a murder.

Church and school are gone from the Corners. What was once a lively and interesting community is now a dead, uninteresting bit of human life. Old Timer.

Appeals to Farmers.

If your store is in a farming territory, invite the farmers to enter a "largest egg" contest—the owner of the largest hen's egg submitted during the month to receive a \$5 gold piece.

Give over one window to the display of the eggs, laying a blue cloth—preferably velvet, on the bottom of window. On this place the egg, the whiteness of the egg contrasting vividly against the blue background.

A small card about 3 x 4 inches lettered "Egg submitted by Ringgold Carman, of Ringgold Farm" should be placed near each egg. A suggested method of holding interest is to display on first day only one egg; on the second day, add another egg; on the third day another. Thus the display keeps growing and an interest maintained in your window for passers-by.

Such a display is good advertising among farmers.

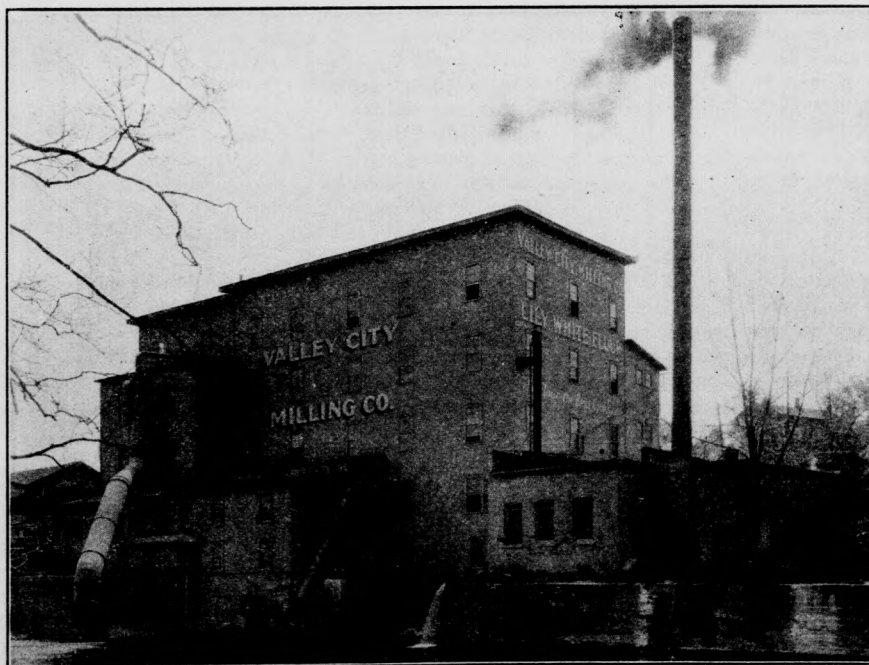
Every Day Value.

Take a mirror, 6x9 inches approximately, and cement it to the outside center of the plate glass of your display window.

Ladies (and men, too) will stop to use the mirror and their attention will be attracted naturally to the merchandise displayed in the window.

You can obtain the mirror glass by purchasing an inexpensively priced framed mirror and taking the glass from frame. If mirror is round in shape, so much the better. Any cement used for repairing glass or china can be used.

THIS IS THE HOME OF Lily White Flour "The Flour the Best Cooks Use"



TWO YEARS AGO we purchased the above mill from the Portland Milling Company, of Portland, Michigan, which we completely overhauled, installing sufficient of the most modern milling machinery and equipment to double the capacity of the plant.

This mill is now one of the most efficient and best equipped plants in the country, and we cordially invite you to visit the new home of LILY WHITE FLOUR, for after having done so, you will readily understand why LILY WHITE FLOUR is today without a peer.

IT TRULY IS
"The Flour the Best Cooks Use"

Valley City Milling Company
Grand Rapids, Michigan Portland, Michigan

DRY GOODS

Michigan Retail Dry Goods Association.
President—H. J. Mulrine—Battle Creek.
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Second Vice-President—G. R. Jackson, Flint.
Secretary-Treasurer—F. H. Nissly, Ypsilanti.
Manager—Jason E. Hammond, Lansing.

Bathing Suit Response Lags.

Although here and there some sizable business in 1927 lines of bathing suits has been laid down, most of the lines that have so far been offered for the new season have met with the response on the part of jobbers that had been looked for. From all appearances it is not the relatively small reductions from last year's opening quotations that are responsible for the present situation; it is due apparently just to lack of inclination on the part of the average buyer to operate to any large extent at this time. While not a great deal of credence is placed in it, one market report is to the effect that the number of novelties shown for next year is holding buying back, wholesalers being said to be unwilling to risk being caught with heavy stocks by a sudden change of style. As to price changes, they are not marked. The general declines range from around 50 cents a dozen on boys' staple lines to \$1 a dozen on six-pound staple suits for men.

Looks Like Big Nainsook Season.

The extent to which early business for 1927 delivery has been placed on nainsook underwear by jobbing buyers now in the New York market, compared with the amount of buying of ribbed and balbriggan lines to date by the same factors, was said yesterday to be indicative of an even bigger season for these goods than was 1926. For one thing, they are said to represent better values at the new prices than either ribbed goods or "bals," although here and there it appears that buyers believe the nainsooks have been cut to fit the lower prices put on them. This, however, is truer of the low-end goods than of the higher priced lines. The general desire on the part of manufacturers seems to be to "trade up," and in connection with this several lines have been found to be better merchandise this year than last. The buying tendency is again strongly toward novelties, particularly in striped and solid color effects.

Will Open New Lines Late.

One of the effects of the late season in dress cottons will be to bring about the opening of Spring, 1927, lines of these fabrics later than has heretofore been the case. While usually these goods have been shown for the new season about July 15, and buying has got under considerable headway by the first of August, the indications are that this year there will probably be few, if any, important offerings to the jobbers much before Labor Day. That this will not be altogether unwelcome to the latter is apparent from comments that have been heard in the trade. With changed buying methods and with the average jobber not very willing nowadays to look much more than sixty days ahead, the disposition to bring the openings and the seasons

closer together makes things easier for them. What it means for the manufacturers is another story.

Wallpaper Designs Colorful.

Wallpaper designs for the Spring (1927) which were displayed to buyers at the annual convention of the Wall Paper Manufacturers' Association at the Hotel Commodore, New York, last week, show the influence of the Paris industrial arts exhibition of last year. Fresh colorings predominate, as well as gay conventional patterns and scenic effects. This style trend contrasts markedly with the neutral tones and blends of wallpapers of recent seasons. Highly decorated waterproof paper with tile markings, suitable for bathroom walls, is also an innovation. For houses of the English type imitation needlework papers in floral designs are being brought out. Buying has been satisfactory since April 1, according to manufacturers, who are heartened by an apparent trend away from plain glazed walls, as is indicated by the number of new hotels ordering wallpaper.

Women's Fabrics Not New Enough.

Some manufacturers of cloaks and suits believe that, when the active selling season starts, the total volume of business may be slightly reduced by the lack of distinctiveness in the fabrics used in this Fall's popular priced merchandise. Bolivias and similar textiles have now been popular for two or three years. Not only is the consumer's appetite for these fabrics apt to be somewhat jaded, but a number of thrifty women may be tempted to get along with last year's garments. The silhouette changes are said not to be vital enough to rule out such a possibility, although the new full hip line may discourage some of the economical ones. The lack of distinctive fabrics is largely traceable to the textile strike, which has led to the concentration of production on comparatively staple numbers.

Toy Shortage Threatened?

Manufacturers of toys and dolls are complaining that the tendency of buyers to delay their commitments for the holidays will result in much business being lost because of inability to fill orders. In former seasons, it is explained, the bulk of the holiday business was placed in the first three months of the year. This gave manufacturers ample time in which to fill the orders. This year the bulk of business is yet to be placed. Apparently the larger buying groups are attempting to "club" the manufacturers into making price concessions through dilatory buying practices, the latter say. The only result of these tactics the manufacturers say, is that buyers who come into the market in September and October will not be able to get merchandise.

Blouse Sales Are Satisfactory.

Sales of women's tailored blouses have been very satisfactory of late. While the business done in them during June and early July was not up to that transacted during any of the preceding three months, which were exceedingly active, Summer orders have this year run away ahead of those of

1925. According to information received by the United Wa'st League of America, blouses have been in demand not only for wear with two-piece suits, but also with the sweater suits that have proved so popular this season. White and pastel silks, such as rapiers and crepes, have been the favored materials, and the stressed styles have been the long-sleeved models with turned-back, mannish cuffs and adjustable collars. Fine French flannel blouses for sports wear have also been good this year.

Ribbon Tendencies For Fall.

Although ribbon manufacturers are receiving a satisfactory amount of business from the millinery trade the retailers are yet to be heard from for the most part. Varieties of ribbons which are being bought by milliners include grosgrain belting and satin bengalines. Velvet ribbons are also receiving attention to a degree unusual for the Fall. Imported ribbons in fancy tinsel effects are likewise selling well and there is a marked tendency toward moire grosgrains, reflecting the broad silk development of this material. While the dress trade is backward in making its preferences known, it is believed that soft, wide ribbons will eventually be its choice, in keeping with the elaborately trimmed Fall styles.

Good Response to Tropicals.

Some manufacturers of men's tropical weight fabrics are already expressing satisfaction at the response of clothing manufacturers to the early opening of these lines of goods for the next Spring season. They say that sales are fully as good as a year ago, and ascribe this to the growing market for the lightweight fabrics. Many men don clothes of this kind in the Spring, in line with the tendency among men toward lighter weight apparel at all seasons of the year. An encouraging thing for the clothiers is that most men discard these suits after a season's use, just as they do their straw hats, so that turnover is maintained at a very satisfactory rate.

Under-Arm Bags Wanted.

As buying of women's handbags for the Fall proceeds, manufacturers are noting a growing trend toward the revival of the popular priced under-arm kind, which was supplanted a year ago by the frame variety. The wrap-around styles prevailing in Fall ready-to-wear are said to be partially responsible for this development, because the flat bag is more conveniently carried when such coats are worn. Another reason is the desire for something new. The frame pouch bags are now being sold as low as a dollar, and manufacturers and retailers are looking for varieties that will bring better prices. The nine-inch flat bag is considered of popular dimensions.

Offer Novelties For Sports.

A novelty for golfers that has recently been put on the market by well-known makers of women's leather belts is a small leather case that holds half a dozen small wooden tees. These are used to take the place of the ordinary sand tee when driving. They are

pointed at one end, so that they may be stuck into the ground, and are slightly convex at the other end to hold the ball. They are small enough to fit easily into the case, which slips over the belt of the player and which makes them instantly available for use. An article that is being put out by the belt makers for tennis players is a visor that is kept in place by small leather straps.

New Feature For Umbrellas.

An innovation in umbrellas for women that is being offered successfully for the Fall by a manufacturer is a patented cup that fits over the tips of the umbrella and thus keeps them in place. The cup is decorated the same way as the handle of the umbrella. It is said that the cup eliminates the unsightly tie which dangles from the cloth, and that it prolongs the life of the umbrella by reducing the danger of ribs being broken in crowds. The new feature is offered in a variety of styles, such as amber and ivory-like finishes. Blue is the most popular color for the cloth, with self borders prevailing. Occasionally the handle is decorated to harmonize with the borders.

Good Demand For Trimmings.

Early predictions that embroidered bandings and spangles, as well as other varieties of trimmings, would be actively bought by the dress trade for the Fall are gradually being borne out as the season advances. Many types of flowers are also being purchased. One trimming house is offering flowers made of specially treated wood pulp which, in scent, appearance and texture, closely resemble the natural ones. Rhinestone ornaments with the clasp effect for belts are also in demand, as are metal filigree clasp ornaments. Embroideries in both appliques and straight bandings are wanted, each in subdued and bright colors.

He Sounded Off.

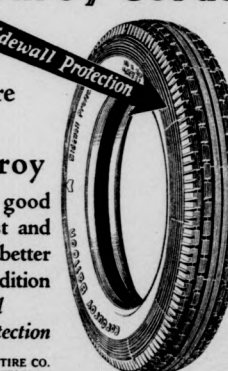
He: Did you sound the family about our marriage?

She: Yes, and dad sounded the worst.

Corduroy Cords

Let
Your
Next Tire
Be a
Corduroy

--Built as good
as the best and
then made better
by the addition
of Sidewall
Protection



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Patented and Visible Plus Feature

For Quality, Price and Style

Weiner Cap Company

Grand Rapids, Michigan

Eye Shades in Great Demand.

Manufacturers producing the celluloid sport eyeshades, which are now having a widespread sale, report that in many cases they are unable to fill one-third of the orders they receive from retailers and jobbers. These articles retail from 10 cents to a dollar, and are apparently popular with all classes of people. Some manufacturers are predicting that the vogue will continue during the next Spring season, basing their views on the practicability of the article. Meanwhile, however, jobbers of novelty goods who are able to supply the eyeshades are opening many desirable accounts among retailers.

Rayon Business Improves.

Rayon producers have noticed a decided increase in activity during the past fortnight, which they attribute to the popularity of the new prices. Despite the fact that July and August are slow months, cotton mills and hosiery and underwear plants have showed signs of "coming to life" with rayon orders which have been very encouraging. Business from novelty knitting mills has been rather scarce, however. The general increase in order taking is such that the rayon producers are predicting firm prices for a long period to come. They point out that foreign competition is difficult at the present levels of the domestic product.

Negligee Sales Increase.

Buying of Fall negligees for women is proceeding at a good rate, manufacturers say. No particular varieties seem to be meeting with special favor, but there is rather a general increase in the quantities bought of all types of negligees, such as utility wrappers, informal tea gowns, etc. Crepe de chine, satin and metallic cloth are the materials most preferred. As a rule, more substantial fabrics are liked. Some buyers take to the lacy styles, while others purchase the tailored garments. Buyers' budgets are gradually being increased, for a tendency is noted among women to regard negligees as more of a necessity and less of a gift item.

Weather Aids House Furnishings.

With the advent of hot weather wholesalers of house furnishings are hopeful that retailers will soon go to market to buy their Fall requirements. Owing to the unseasonable Spring weather, some think, the retailers have been left with large stocks of such merchandise as garden hose and screens. The rigid budgets to which department store buyers are restricted has led to a general backward tendency among buyers thus far with respect to the placing of Fall orders. With the disposal of seasonable goods wholesalers are looking for a more active market.

Style Trend Favors Buttons.

Button manufacturers are much encouraged by the favorable style trend which they have discerned in Fall ready-to-wear. Indications are that buttons will be used extensively for decorative effects, owing to the plainness of the fabrics being used. Retailers are consequently more disposed to put in stocks of goods than they

were a year ago, and the garment trades are also expected to contribute a good volume of business. The garment strike, however, has led to some backwardness in the development of the latter.

Drapery Buying More Confident.

Buying of draperies and curtains, which seemed to have been dragging for some time, has shown a tendency toward more activity since the announcement of the lower rayon prices. Although rayon reductions amounted

to 20 per cent., the cut in draperies averaged only 5 per cent., because of the relatively small rayon content in these fabrics. The reduction, however, has served to stimulate buying. Goods which are preferred are bright-colored damasks, taffetas and rayon marquisettes.

An Expert.

My eight year old son came down to breakfast and his hands and face just had a "lick and a promise" as Grand-

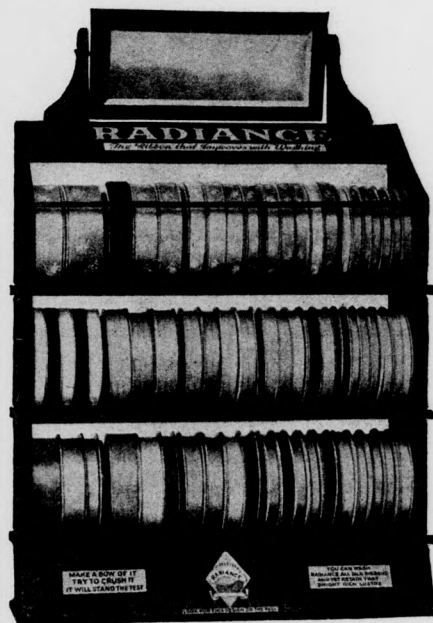
ma used to say. So I said, "Come up to the bathroom, Ralph, and I'll give you a real good wash."

When he got to school Miss Shine, his teacher, said, "Why, Ralph, you certainly look wonderful and clean this morning. Who washed you?"

Ralph said, "My father washed me this morning and say, if ever you want a bath and want to be good and clean you just get my father. You will be clean all right when he gets through with you!"

RADIANCE RIBBON CABINET

MAXIMUM
DISPLAY IN
MINIMUM
SPACE



GREATER
TURNOVER
ON SMALLER
STOCK

Well Displayed Is Half Sold

During August we will distribute one hundred Radiance Ribbon Display Cabinets. These beautiful cabinets illustrated above, cost about fifteen dollars to manufacture, but we have a special proposition to offer whereby you can get one gratis. Be sure you get yours as it will double your ribbon sales.

Thousands of these cabinets are now being used throughout the Country with the utmost satisfaction. The advantages offered by this attractive display are obvious. It is most convenient. It does away with loose reels of ribbon, prevents soiling of stock, minimizes selling efforts, and makes a maximum display in a minimum space.

Radiance Ribbons are put on standard 50 yard reels which means that your ribbon remnants are only a small percentage of your total ribbon purchases instead of a large percentage as is the case when you use the 10 yard reels. This put up also means that you only need to have one reel of a width and color on hand at a time.

Remember the old adage, "Merchandise well displayed is half sold." These 100 cabinets will not last long. SEND FOR YOURS TODAY, or at least write us to hold one for you if you desire further information. Ask our salesman about this special Radiance Ribbon Cabinet deal when he calls or write us direct.

EDSON, MOORE & COMPANY

1702-1722 West Fort Street
DETROIT

RETAIL GROCER

Retail Grocers and General Merchants Association.

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

Another Viewpoint on Enforced Sunday Closing.

Bay City, July 23—I have been reading every week in the Tradesman the different articles, for and against, the Sunday closing ordinance. I wish to revise some of Mr. Cantrell's and also some of Mr. Barr's statements. In Canada all places are not closed on Sunday. They are allowed to sell ice cream and drugs, and I don't believe Mr. Barr has any reason for wanting to move to Canada. Just stay where you are and some time you will see the day when all stores handling groceries and meats will be forced to close under a new State law which will hold good with any city ordinance and not conflict in any way, shape or form. Mr. Cantrell speaks of the people coming into Michigan from Indiana on Sunday. They come for pleasure and nothing else. The same people cannot buy groceries and meats in Indiana on Sunday, as Indiana has a State law against their sale on the Lord's day. Why should we take away from others what belongs to them. If we were closed in Michigan they would have to buy at home before they left, and where I believe it rightly belongs? That pleasure seeking industry would not be lost to Michigan by any means, as we are becoming more and more a summer resort place each year and I believe we have as many cars from Ohio, Indiana and Illinois during the months of June, July and August in Michigan as there are in their own states. At least it seems that way from the amount of foreign cars which pass through Bay City.

We are not interested in any other business excepting the meat and grocery business. Let the other fellow look after his own affairs. What we want is a law enacted which will force every store which handles groceries or meats in any form to close the places of business on Sunday. It is about time the foreign element who live in this country under the protection of our flag and receive it free gratis, should show some respect to our Sunday and also our National holidays. If they were forced to close at a reasonable hour at night and Sundays, I would be willing to gamble that two-thirds of them would be out of business in a very short time. Now, all together, get after your Senators and Representatives in your district and get them to favor us in the Sunday closing movement. F. H. Kuhlow.

Death of Pioneer Ypsilanti Grocer.

Ypsilanti, July 27—As you have made no mention of the death of John G. Lamb, of this city, I am sending you a short newspaper account of it. He had been in the grocery business in one store since he was fourteen years old, or 53 years, and was a member of the State Association and also of the National. I am sure a short notice of his passing would be of interest to your readers. D. L. Davis.

The newspaper account of the death as follows:

A Michigan Central train Sunday will bring the body of John G. Lamb back to Ypsilanti, but the hand of death will have shrouded the close of what was to have been a short vacation and business trip, in sadness. The esteemed citizen and grocer was summoned in Washington, D. C., this morning.

June 20 Mr. and Mrs. Lamb, Mrs. R. A. Weir and her father, D. L. Davis started for Rochester, N. Y. to attend a National convention of grocers. Following the convention the party planned a trip through the East and were to have returned to Ypsilanti Tuesday. That day will now mark the great farewell instead of cheery greet-

ings which always awaited the dean of Ypsilanti grocerymen.

Death was apparently very sudden, only word being a brief telegram received by Charles Lamb this morning stating that his father had died in a Washington hospital. The cause was presumably heart trouble.

John Lamb came to Ypsilanti while a small boy with his parents, Mr. and Mrs. Glanville Lamb, his birth having been in Monroe in 1859. His schooling was received in Ypsilanti and at an early age he commenced work in a grocery store. For fifty-three years he continued in that work, coming into ownership of his store following the death of Charles King, former owner.

In view of the unusual activity of Mr. Lamb the news of his sudden death was particularly startling. Seldom missing a day in his store, he seemed to find enjoyment in leadership one of his proudest remarks being that he could set a pace for any grocer, despite his years, in preparing parcels or in serving customers.

Urges Retailers To Watch Swells.

Manufacturers of canned goods are co-operating with the Pennsylvania Department of Agriculture in an attempt to keep canned products which become damaged in transit from reaching the consumer in a condition which is unfit for food. The first evidence of this spoilage is for the cans to swell or to leak. All retailers of canned goods are urged to be constantly on the watch for such damaged canned products and under no circumstances offer them for sale. The manufacturers prefer to have all questionable cans returned than to have a good reputation destroyed by a spoiled can. The canners are co-operating with the Department to protect the public health and are making every effort not to ship out cans which show evidence of spoilage.

Tax Off Store Delivery Trucks.

A recent tax ruling of interest to retailers provides that automobile trucks exempted from taxation in the new revenue act include only those used for the transportation of property. In announcing this ruling, the Internal Revenue Bureau points out that all other automobiles are taxed 3 per cent. Automobile trucks used to transport persons, including taxicabs, busses, racing and sightseeing cars, police patrols, ambulances, fire department cars and other passenger vehicles are all listed as taxable. Store delivery wagons, because they are used for the transportation of goods, are exempt from the excise tax.

Findlay Sailing Sacramento River.

Paul Findlay, merchandiser of the Honig-Cooper Advertising Co., San Francisco, well known to merchants everywhere, is on his annual vacation cruise aboard his raised deck cruiser, the Snail, taking in the waters of the Sacramento River and tributaries. Undoubtedly he will broadcast sundry sea stories as a result. The Tradesman extends wishes for good fortune, an enjoyable trip and renewed capacity to write good merchandising stuff as a result of his outing.

You will never reach a higher plan in your work than your ambition leads and directs. If you cannot see yourself advancing to the best that the business affords you will never have the pleasure of realizing these results.

M. J. DARK & SONS

GRAND RAPIDS, MICH.

Receivers and Shippers of All

Seasonable Fruits and Vegetables

THIS GROCER SAYS:

"Into our store, regularly, come our Yeast-for-Health enthusiasts. They become friends; they get a habit of coming to see us. They are a 'peppy', healthy lot; and they eat a lot of groceries. We know, because we sell them all the groceries they eat."—W. Harry Knox, Poughkeepsie, N. Y.

FLEISCHMANN'S YEAST

S E R V I C E

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.

MEAT DEALER

Why Frozen Meat Is Not More Universally Used.

Almost everybody engaged in wholesale meat selling has given considerable thought to the problem of selling frozen carcass meat, and the more intimately they are associated with the business and the more they know of the good features of the frozen products the more puzzled they are over the indifference and prejudice displayed by meat consumers who pretend to wish to buy meat cheaper. Retailers, as a class, are against handling frozen meat because they claim they have no demand for it in their shops. The average housewife regards frozen meat, apparently, as something to be shunned and price seems to be little inducement. As a direct result of this prejudice, such retailers as handle frozen meat feel they must thaw it out, or defrost it, before selling it. In this way they are able to sell it without reference being made to whether it was frozen or not previously. But meat so handled does not have the appealing appearance of fresh meat and it usually is pale and watery when exposed for sale. This is due to lack of proper defrosting, as meat shops lack facilities for doing this work in most approved way. A far better way to handle frozen meat, especially such products as pork loins and lambs, is to cut the meat in a frozen condition with power saws, or, if the cuts are small, with a cleaver, and sell it as cut with no attempt to disguise its frozen condition. With proper refrigeration, such as is possible with modern ice machines, dealers can hold the meat in good condition and the housewife can take the meat home and defrost it herself in running cool water and be assured that it will be fresh and sweet for cooking. This presupposes that the meat was put into freezers in perfect condition, as it should be. In fact, we never discuss in a favorable way in these talks meat that was not handled in the best possible way before and during freezing. If a housewife will buy a leg of lamb, for instance, in a frozen condition and will thaw it out as suggested, we feel certain that she will find it comparable with unfrozen lamb, it being understood, of course, that the quality is the same in each instance. Nothing would tend to stabilize the prices of meat to the housewife more than freezing the meat that is not needed for immediate consumption when supply is heavy, providing it can be taken out of freezers and sold without prejudice when supply is light. Such a possibility would give confidence to large dealers in meats as to future outlet, and there would be no excuse for allowing meat to remain on sale long enough to get out of condition and then frozen, as is sometimes done now.

Processing of Steam Lard.

Steam lard is the basis for the preparation of most lards, and therefore the most important. The method of manufacturing steam lard is almost always the same. It is prepared from the fat trimmings and other fat parts

of hogs and rendered in iron or steel tanks, round in shape, with cone bottoms and dished or cone heads. A popular size for rendering lard is a tank 6 feet 6 inches in diameter and 14 feet in length. The fats are rendered by direct application of steam.

Before filling, the tank is thoroughly cleaned and the bottom closed. A few bones are then put in and the cold water run into the tank at the same time. The water is kept running while the tank is being filled with fats to be rendered until the tank is three-quarters full. The steam is then turned on and the tank warmed up as fast as possible. The tank can be filled to within 18 inches of the top opening. The steam is then turned off and most of the water is drawn off. If all the water is drawn off the contents of the tank might pack. The tank cover is then put in place and the steam turned on full and heated as fast as possible with the vent open, and continued until the pressure shows blue steam at the vent. Then the vent is closed and the escape valve is opened just enough to permit the gases that are beginning to form to escape. The pressure is brought up to 40 pounds as soon as possible. It usually takes 7 to 9 hours to render a tank of the size described, depending on the material being rendered. After the fat is rendered the steam is shut off and the vent opened, also the escape valve, but care must be exercised not to vent too much of the contents or the tank will roll.

After being thoroughly satisfied that there is no more pressure on the tank the cover is removed and the contents of the tank is allowed to stand for two or three hours. The tank water is run off through the slush valve, after which the lard is drawn through the draw-off valve into a receiver. The receiver is a tank that can be varied in size according to different requirements.

The essential features of this tank are that it should have two partitions, one forming an underflow and the other an overflow spout, where the dry lard, free from water, runs off to the cooler.

Coolers are iron tanks about 30 inches in depth, with steam coils underneath, but not in the tank, as the inside of the tank must be easily cleaned. It is very important to keep the tank perfectly clean. The lard is allowed to remain in the cooling tank until cold enough to draw into tierces.

The amount of steam lard that can be made in a tank just described will be from 35 to 45 tierces, according to the material.

Have Salt at Hand.

Marketmen having fresh fish departments and handling both meat and fish should be careful to wrap the latter in a separate parcel when selling the two articles to a single customer. Also, when finished with cutting or otherwise handling fish, the odor may be removed from the hands by the addition of a handful of salt to the water used for washing. Salt is also of use when cleaning vessels and utensils that have a fish odor.

Don't Say Bread

— Say

HOLSUM

NEW POTATOES & CANTALOUPE

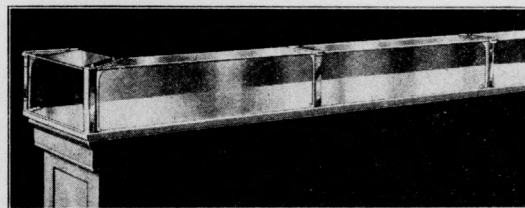
We are again distributors of that excellent American Beauty brand Cantaloupes. Flavor and condition fine now, and prices within reach of everyone.

New Potatoes from the Carolinas are cheaper and moving well.

Send us your orders.

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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
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Write for our catalogue.

SAGINAW SHOW CASE COMPANY, Ltd.
SAGINAW, W. S. MICHIGAN

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.

Opportunities in Steel Ceiling Business.

Written for the Tradesman.

Quite often there are lines which can be advantageously handled by the hardware dealer without the necessity of investing any large amount in stock. And where there is no interest on investment to consider—where the goods are shipped direct from the manufacturer after the sale is made—a relatively small percentage of profit pays much better than a higher margin on goods that have to be carried in stock.

Quite a few hardware dealers have been able to handle steel ceiling business to good advantage. The manufacturers of interior decorations in sheet metal issue handsome catalogs which give intending purchasers as good an idea of steel ceiling material as would an actual stock. The dealer who makes proper use of this advertising material quite often finds himself able to work up a trade in steel ceilings, especially if he can point to good samples of work he has already done in his locality.

A worth-while feature of the steel ceiling business is that the dealer has two opportunities for profit-taking on every ceiling he installs. One profit is on the material and the other on the job of putting it in place. Combined, they help very materially to swell the earnings of the dealer.

Another money-making feature of the steel ceiling business is that the ceiling is not complete until it is painted. It is quite natural that the dealer who sells and installs the ceiling should also have the first opportunity to supply the paint. So that every transaction in this line opens three possible avenues of profit.

Some years ago a hardware dealer in a small Western town, realizing that the steel ceiling business was likely to develop, decided to specialize in that line. He studied it carefully, and hustled after trade, systematically canvassing the retail merchants, the school boards, church managements and others, wherever there seemed an opening for business. As a result, he put on practically every steel ceiling in that prairie town—and there is hardly a store or public building there that hasn't a steel ceiling.

As is the case with most hardware sidelines, the man who achieves the biggest results is the man who gives the business the closest and most intelligent attention. You have got to know your materials; and you have got to know—or have some workman who knows—just how to put them on right. The fate of the business rests very largely with your tinsmithing department; for a botch job will do you an infinite amount of harm.

The hardware dealer who keeps a tinshop is advantageously situated to handle the business; and should boost it to the utmost of his ability. The fact that steel ceiling business is sea-

sonable all the year round is much in its favor, as it helps to keep the tinshop busy during the slack season.

A good mechanic will not find it a very difficult thing to master the erection of steel ceilings. There are some points to be specially observed, and some others which can be picked up only by practice. An experienced man in this line has jotted down a few pointers which may prove useful:

"It was at one time the custom to erect all steel ceilings on wooden strips, 2 x 7/8 inches; but this has been almost entirely done away with, as experience has proven that it is not only cheaper to use half inch hemlock sheeting, but it makes a considerably better job. There is practically no difference between the cost of strips and the cost of half inch sheeting, but in the erection it costs about twice as much to erect the strips as it does the sheeting, owing to the fact that the strips have all to be spaced out on the ceiling, and laid out to correspond exactly with the plan.

"On jobs where the old ceilings are plastered, the question often arises, is it necessary to remove the plaster? The mess and dirt caused by removing plaster is unspeakable, and any man who has once done a job this way will not repeat it in a hurry. This can all be avoided by using half-inch hemlock sheeting (undressed) put on right over the plaster, using 2 1/2 inch wire nails, securely driven into the joists. Two nails should always be used at every joist in boards up to 6 inches wide; over this width three nails should be used.

"After the sheeting is finished, find the exact center of the ceiling, that is, if the cornice runs around the four sides, in which case the center of ceiling will be the center of the design used. In most cases of store ceilings the front is finished off with a flat moulding on the ceiling, owing to the fact that the glass front runs up close to the ceiling and does not allow of any depth for the cornice. In a case of this kind, take the center from the inside of this moulding to the inside of the cornice at the other end. This will give the exact center of the ceiling. Then consult the plan (which is always furnished with ceiling orders) and note where the center of the design comes. Sometimes it will come directly in the center of a plate, and sometimes in the side or end of a plate, according to the size of the ceiling.

"It is always advisable to check over the layout of the ceiling before erecting the plates. For instance, if the plan shows six plates on each side of the center, and twelve plates each end of the center, measure these off.

"Then measure out from the wall the required projection of the cornice. A section of the cornice is generally shown on the plan with figured dimensions and, if a moulding is used between the plates and filler, measure this also. The space that is left will be for the filler. Now consult the plan and see if the width of filler, as marked on the plan, corresponds to the correct measurements on the ceiling. This filler is usually sent from 1 inch to 2 inches wider than actually re-

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Blanket - Lined Coats

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Protect
Chicks &
Plants with
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FOSTER, STEVENS
and COMPANY

Grand Rapids

Write for circular

10% off on time payments 15% off for cash on our Sample line of **Gibson Refrigerators**. We have number 124-125 and 126 in stock.

Also a number of smaller used boxes.

G. R. STORE FIXTURE CO.

7 Ionia Avenue N. W.

quired, according to the measurements taken on the job.

"An apparent difficulty which sometimes occurs in erecting steel ceilings is the marking of the center line where there are gas pipes projecting through the ceiling and coming directly on the center line, making it impossible to use a chalk line. In this case all that is necessary after having marked the exact center line at each end of the ceiling, is to measure over to either side 12 inches or 24 inches, as the case may be. Run the chalk line from these points, of course always bearing in mind that you are working off from the center line.

"After being absolutely sure of the layout, commence by erecting the plates first, always lapping the joints away from the strongest light. The best method, and at the same time the best way to make speed, is to do a straight stretch first, tacking up the plates with only sufficient nails to hold them in place; then when there is a good sized section laid out and it proves to be straight and true, proceed to nail securely. When through nailing, go over the joints and if there are any which are open, it will be necessary to cork them up. The simplest method of corking joints is to use a small piece of hardwood about two inches wide and one inch thick and about seven inches long. Run this along the edge of the open joints and tap lightly with a hammer. The result will be that the bead where the joint occurs will fit snug and tight against the other bead, and when painted the joint will not be visible.

"In many of the modern steel ceiling designs the moulding between the field plates and the filler is entirely done away with. In designs such as this, leave the outside edge of the field plates unnailed, until the filler is slipped under the field plate. In cases where a moulding is used, nail the edge of the plates, as the bead on the inside edge of the moulding goes over the bead on the plate.

"However, before putting on the moulding, it is absolutely necessary to put the filler on first. Measure from the center of the bead on the edge of the plates out toward the cornice, the required width of the moulding, then measure out from the wall the required projection of the cornice, and the space which is left will be the exact width of the filler required. If this measures exactly 16 inches, the manufacturer would send 18 inches, which would allow the filler to run one inch under the moulding and one inch under the flange of the cornice.

"Having finished the filler, put on the moulding, care being taken not to press too hard on the moulding, as this tends to flatten it out, and consequently it will cover more than the required distance, with the result that a straight line cannot be obtained. This is one of the most unsightly defects in connection with steel ceilings, because the moulding, being deeper than the ceiling plates, stands out more prominent than any other part of the ceiling. Therefore, the erector cannot exercise too much care when putting on mouldings,

"After the moulding comes the cornice. Here is where the ordinary ceiling erector falls down, especially when he attempts the mitres. In the first place, the top and bottom line must be kept perfectly straight and true. If using a 12 inch cornice, all that is necessary is to run a strip of wood (of the required size) along the wall 12 inches from the ceiling to the bottom of the strip; then commence the cornice from a corner, using an inside mitre. Do not forget to keep the joints lapped away from the strongest light, the same as with the field plates. Where the joints occur it is of assistance to the amateur to use a wood bracket as a backing in behind the cornice, so that the joints can be nailed tightly. After having put the wooden strip on the wall perfectly straight, the bottom of the cornice must come straight and true, and by keeping the center of the bead on top of the cornice along the chalk line on the ceiling, the cornice must line up perfectly straight."

The most effective means of getting steel ceiling business is to go after it personally. Canvass for old buildings, and keep a sharp lookout for new buildings where steel ceilings are likely to be needed.

Outside of stores and public buildings, there are opportunities in sanitary kitchens. The use of steel ceilings for kitchens is still comparatively new; but business can be developed in this direction by going after it.

Victor Lauriston.

Prejudice.

Prejudice is a pernicious product of a deficient information in combination with excessive illogic. It judges and condemns in advance of facts and prostitutes principle to passion. It consciously incriminates others and unconsciously inculcates one's self and thus wields the double edged weapon of a twofold curse. It sows animosity and antagonism where patriotism and piety require amity and co-operation. If you are a good Christian, Jew or American, you must supplant prejudice with justice, first in yourself and then in others. Judge no group by one of its individuals or any individual before you are properly informed. If you find a man really not as he ought to be, don't straightway damn him and all of his color, country, or creed. Rather be sufficient of a good Christian, Jew or American to aid him with your example and influence to become what he should. To be prejudiced is to be primitive and pernicious.

Alexander Lyons.

Always Busy.

A man got stalled with his automobile in a mud hole and while making a desperate attempt to get out, a small boy appeared with a team of horses.

"Want me to haul you out, Mister?"

"How much do you want?"

"Three dollars."

After the work had been done, and the money had been paid, the motorist asked, "Do you pull out many cars here?"

"About twelve a day on the average," the boy replied.

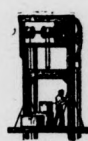
"Do you work nights too?"

"Yes, I haul water for the mudhole."



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

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Grand Rapids, Michigan

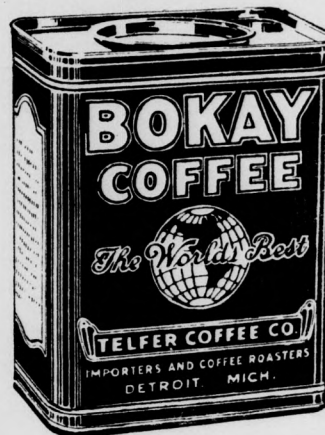


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Graham and Corn Meal

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The Sunshine Mills
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RED ARROW

The best bread flour.

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HONEY—Horse Radish

OTHER SPECIALTIES

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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."

COMMERCIAL TRAVELER

Is It True All the World Hates America?

Grandville, July 27—"All the world hates us," says a writer of note when speaking of America's foreign relations.

This is really too bad, and yet what has America done to merit this inexplicable hatred? Is it because we entered the kaiser's war and saved these haters of ours from being annihilated at the hands of brutal Germany?

It is easily conceivable that Germany and its disestablished kaiser do not overly love the United States, but that France and England should teach this doctrine of hate to the rising generation of their respective countries is something quite passing the understanding of ordinary people.

Hating enemies has always been considered legitimate, but to turn the cold shoulder to a friend and exhibit spite when that friend's name is mentioned is not quite understandable.

For many decades the friendship of France and the American republic has been conceded, and for this there was a cause. When Washington and his men were beleaguered and in need; when the cause of the rebellious colonies of North America were in the slough of despair there came to their aid the sons of France. The name of LaFayette shines brighter and brighter as time speeds along, and for Americans not to love France seems unbelievable.

The time came when America had opportunity to repay the French nation for its aid to us in the hour of our National birth. How that opportunity was improved, how the American soldier won laurels in battling for the safety of France and England in the days of the world war has long become a matter of history.

Yankee men and Yankee guns saved the day in that gigantic struggle in Europe when French and English armies were backing down, falling back, defeated and disheartened before the legions of Germany and Austria.

This is a fact of history, not the unsupported yarn of a newspaper writer. The whole world knows all that story of the struggles of the allied armies to hold their own before the advancing forces of the kaiser. There is no disputing the fact that both England and France owe their present national existence to the United States. Not only men but money flowed in a vast river to the rescue, and because this Nation, swamped with debts herself which she expects to liquidate at the earliest possible moment, asks for a fair settlement of debts contracted for the necessities of life, she is derided as a base money greedy Shylock and declared to be worthy only the hatred of those she sacrificed thousands of lives and millions of money to aid.

All the world hates us, we are told. What, then, must we do to regain the love and respect of that world we saved from universal destruction?

Would the canceling of all these foreign debts regain the love of that world which has, in a few brief years, for gotten the sacrifices made by America in her behalf?

Even were this true, we should be mere catiffs to accept a settlement at such a price.

We see in the English snarl against America the cropping out of that illy concealed hatred of John Bull which has never been fully concealed under the lion's skin. The Britisher seems never quite able to forgive her colonialists for giving her such an unmitigated thrashing in those Revolutionary days when George Washington won his spurs as the ablest fighter on this continent.

Forget and forgive is not in the lexicon of your regular Britisher. He cannot forget, much less forgive, not even after his national life has been saved at the hands of America.

Exact justice would consign Britain to demolition. The German tiger was not killed at Verdun or on any of the other battle fields of the kaiser's war. He is growing in strength and desire for revenge as time passes. When the moment is ripe for this blood thirsty tiger to re-open his claws then let Britain as well as France beware.

There will be no American "Shylock" then to come to the rescue. Britain and France are inviting their own destruction by playing unfairly at this stage of the game with the United States. The more than a hundred million people occupying the forty-eight states of the American union have memories as well as passions, and the present snarling, slurring treatment meted to them by peoples they at one time befriended will not be forgotten.

America will look out for herself in the future. Even were there any truth in the sneer of "Shylock," which there is not, it ill befits France and England to fling the mean slur. These two nations, nominally friends, have no call to feel bumptious at this period in their careers.

The question of who won the kaiser's war has been bruited, but no one nation has quite dared to make that claim for itself, unless it may be the English, who are never backward about making claims, however absurd.

The world war was won. In the winning the United States played an important part, a part that she may not play in the next world war which is coming faster than many good people imagine. To think that Germany will be forever content to forgive and forget is to hold futile thoughts of what the future has in store for the world.

When next the French and English find themselves in the clutch of another life and death struggle will the present hating of America tend to lead that great country to come to the rescue?

It behooves these snarlers across the water to think on these things when speaking of America and the settlement of honest debts contracted for their own national salvation.

Old Timer.

To Unload Frozen Merchandise.

Sometimes the frank truth well told is good advertising psychology for the retailer. Few people would believe you if you told them you always bought wisely—that you never had any slow sellers or goods not up to your regular requirements in quality. Then why not get rid of your "frozen merchandise in such a frank above-board manner that your store will be remembered.

Close-Out Section. A merchant had been in the custom of clearing out, once a month, many articles which were not quite up to the highest standards. In this way he disposed of goods which he had on hand, which were smudged or not as inviting in appearance as when new. He had various titles for these sales—"Smudged Sales," "Seconds Sales," "Slightly Misshaped Goods," etc. He noticed that many persons were in the store at these sales who did not come in at other times. Thereupon he decided he wanted to get them to come in oftener. He set aside a small section of space and here he placed day by day, or as fast as it accumulated, the slightly defective goods. In this way he got people into the habit of dropping into the store in search of bargains and as he had his stock nicely arranged, was able to attract their attention to his regular stock.

HOTEL CHIPPEWA

European Plan
MANISTEE, MICH.

HENRY M. NELSON, Manager
New Hotel with all Modern Conveniences—Elevator, Etc.
150 Outside Rooms
Hot and Cold Running Water and Telephone in every Room
\$1.50 and up
60 Rooms with Bath \$2.50 and \$3.00



WHEN IN KALAMAZOO

Stop at the

Park-American Hotel

Headquarters for all Civic Clubs

Excellent Cuisine
Turkish Baths
Luxurious Rooms
ERNEST WALKER, Mgr.

In KALAMAZOO, MICHIGAN is the famous NEW BURDICK

In the Very Heart
of the City

Fireproof
Construction

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

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.

GRAND RAPIDS PAPER BOX Co.

Manufacturers of

SET UP and FOLDING PAPER BOXES

GRAND RAPIDS MICHIGAN

OPEN ALL YEAR

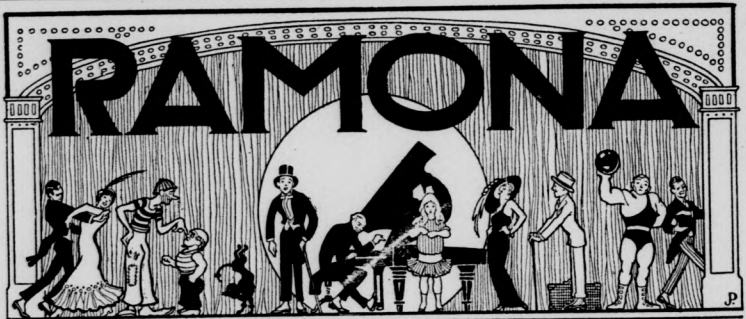
THE OTTAWA HOTEL

Ray Lugenbell, Mgr.

European Plan

Cheboygan, Mich.

Rates \$1.50 up



THE RENDESVOUS OF REFINED AMUSEMENT SEEKERS

Daily Matinee 3:00. Nights 8:30.

Box Office Phone 22496.

KEITH-ALBEE New York VAUDEVILLE

Introducing Six High Grade Acts

Matinees, 10c, 20c, 30c.

Nights, 20c, 25c, 50c

Downtown Ticket Office: Peck's Drug Store

New Show Thursday

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.

HELP THE COTTON INDUSTRY.

At a meeting of representatives of the various cotton manufacturing interests held in New York City last Wednesday an organization was started of what is termed the Cotton Textile Institute. This is the result of conferences which had been going on for some time and which had as their purpose the co-operation of the various mills toward securing correct and complete data as to production and demand for cotton goods and also to avert needless and destructive competition among the producers. For some time past the business has not been as profitable as it should be, and in some instances it has been at a loss. Some kind of adjustment of supply to demand, it was felt, was necessary to correct things. On the face of things, the purpose appears laudable enough. A possible snag ahead would be the chance of running afoul of the anti-trust laws if any attempt is made at fixing uniform prices, such as was tried in the so-called "open price" associations. Without any concert of arrangement, however, a like result has been achieved, one mill after another making the same prices after these had once been announced. Any organized effort to regulate and fix the respective output of mills would also be unlawful and will, presumably, not be attempted. Aside altogether from these tabooed measures, there will be scope enough for the activities of the institute, which are declared to be "economic in character." One source of discord is also avoided in the declaration in the articles of association that "legislative and political questions shall be excluded."

WHAT THE FIGURES SHOW.

Trade statistics for the fiscal year which ended on June 30 show that the United States sold goods to the rest of the world in excess of what it bought by an amount of \$287,000,000. During the preceding year this balance was more than a billion dollars. These figures are worthy of comment from two points of view.

First, they show that the rest of the world is paying its debts to us as a creditor nation. The small balance of 1926 was caused by an increase of imports by \$642,000,000 and a decrease in exports of \$111,000,000. A creditor nation must expect its merchandise imports to increase, even to the extent of balancing off exports entirely.

This tendency may be taken as natural. But there is a second point of view not to be ignored as natural and inevitable. Secretary of Commerce Hoover points out that the increase in imports means dollars rather than quantities of goods, and that much the same goes for the decrease in exports. In plain words, we paid some high prices for what we bought and received some low prices for what we sold. Secretary Hoover mentions rubber in the first category, grain and cotton in the second.

To redress this abnormal balance will take time. The tendency will be for the United States to produce its own rubber and reduce its exportable surplus of grain and cotton. Our trade is bound to show such abnormal-

ities until the proper economic adjustments are made.

GARMENT BUYERS CAUTIOUS.

Many were reminded by the weather during part of last week that Summer has yet a long lease of life, perhaps even longer than the two months still given it by the calendar. The result was to send belated purchasers out in quest of seasonable garb or to replenish stunted wardrobes. While the first effects were felt by the retailers, the ultimate ones were soon made apparent to the manufacturers of garments and accessories and in the primary markets, which stirred with some unwonted activity. Those buyers who have already placed their orders are merely vanguard of the hosts who are expected to visit the New York market in the course of the next four or five weeks. In that period much buying for Fall, and for Spring as well, is anticipated. No more disposition is shown for forward buying than has been the case for a long time. Jobbers, as well as retailers, are holding off as long as they can in order to take advantage of any price recessions that may occur and also to avoid tying up their capital any longer than need be. But all the indications at present are that prices will be maintained on the rather low levels that have been set. This applies especially to the textiles, where the hesitancy on the part of buyers is most marked. There appears, however, no way to change the present buying methods, not even by the old device of lowering prices to the minimum. Only if a rising market was seen to be inevitable would there be a stimulus to hastening purchases.

Not satisfied with the rise in the thermometer, Poultney Bigelow has worked himself up to fever heat over "The Star-Spangled Banner." Mr. Bigelow has discovered that no one ever thought of calling this song the American National anthem until an Irishman found that it contained a clumsy insult to England. With considerable acerbity, Mr. Bigelow insists that the words and music of the song be given to the Irish for use as the national anthem of the Free State. It is rather curious that the English themselves have shown far less antagonism to the words of "The Star-Spangled Banner" than their friends in the United States. The British have no illusions regarding the mistakes of their rulers in their two wars with this country. When the Irishman, Shaw, produced his "Devil's Disciple" in London, the British flocked to see it, despite its reflections on Gentlemanly Johnny. The Briton of to-day cares less about who writes our songs than he does about who writes the terms of our international credits.

"Well," said the dying Scotchman, who was making his will, "you'd best put in a clause about my employees. To each man who has worked for me for twenty years I give and bequeath \$1,000."

"But," said the lawyer, "you haven't been in business twenty years."

"I know, mon, but it's good advertising."

A SICK INDUSTRY.

Nothing was done toward solving the coal problem in Congress. The several bills introduced came to nothing. Despite the condition of the soft-coal industry, the only interest now being shown in it is displayed by the Administration.

There is plenty of coal. Winter is afar off and the public is not concerned about fuel supply. Nevertheless, it ought to be remembered that coal is a sick industry and that on March 21, 1927, the Jacksonville agreement between soft coal workers and mine owners comes to an end. There is peace in the coal fields now; but unless all the signs are wrong, next year may see one of the hardest-fought strikes in American labor history.

The hearings before the House Committee on Interstate and Foreign Commerce and the report made by the Harding Fact-Finding Commission have brought out all the information needed in shaping coal legislation. This legislation need not be revolutionary or sweeping. It should give to the President authority to control distribution in an emergency.

Power to seize the mines is unnecessary. While the mine union is one of the most powerful in America, non-union mines are producing about 60 per cent. of the soft coal now mined and can raise production to at least 70 per cent. of the national requirements in an emergency.

Duncan McCall Mitchell tells of a friend encountering a Scotchman, just back from the Florida golf courses, struggling up Broadway dragging an alligator.

"What're you doing with the alligator?" he asked.

"The son of a gun has got my ball," replied the Scotchman.

**HOTEL OLDS
LANSING**

300 Rooms 300 Baths
Absolutely Fireproof

Moderate Rates

Under the Direction of the
Continental-Leland Corp.

GEORGE L. CROCKER,
Manager.



**Hotel
Whitcomb**
AND
Mineral Baths

THE LEADING COMMERCIAL
AND RESORT HOTEL OF
SOUTHWEST MICHIGAN
Open the Year Around
Natural Saline-Sulphur Waters. Best
for Rheumatism, Nervousness, Skin
Diseases and Run Down Condition.
J. T. Townsend, Mgr.
ST. JOSEPH MICHIGAN

**TAKING
INVENTORY**

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

OCCIDENTAL HOTEL

FIRE PROOF
CENTRALLY LOCATED
Rates \$1.50 and up
EDWARD R. SWETT, Mgr.
Muskegon Michigan

HOTEL DOHERTY

CLARE, MICHIGAN

Absolutely Fire Proof Sixty Rooms
All Modern Conveniences

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

CODY CAFETERIA

Open at 7 A. M.

TRY OUR BREAKFAST

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

Columbia Hotel

KALAMAZOO

Good Place To Tie To

WESTERN HOTEL

BIG RAPIDS, MICH.

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

WOLVERINE HOTEL

BOYNE CITY MICHIGAN

Fire Proof—60 Rooms
THE LEADING COMMERCIAL
AND RESORT HOTEL
American Plan \$4.00 and up;
European Plan, \$1.50 and up.
Open the year around.

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

HOTEL RICKMAN

KALAMAZOO, MICH.

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

JOHN EHRMAN, Manager

HOTEL HERMITAGE

European

Room and Bath \$1.50 & \$2

JOHN MORAN, Mgr.

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.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

Henry Smith Floral Co., Inc.

52 Monroe Ave.

GRAND RAPIDS, MICHIGAN

PHONES: Citizens 65173, Bell Main 173

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.

Household Helps via the Drug Store.

Mr. Druggist, you have a number of means in your store that are of practical use in household management. Remember, that when you appeal to the housewife, you appeal to the whole family.

You would do well to have Housewives' Week at your store occasionally or periodically. Your method of advertising, however, must be unique and carry a forceful message to the women of your community.

A good way to stimulate interest in the drug store as an aid in household management would be: to ask the women of your community to bring in to your store, in written form, household helps that call for use of any product, sold at the drug store. These helps to be used in future advertising.

Serve a free drink to each lady who brings you a written household help via the drug store.

This will prove an effective means of bringing new ladies to your store and incidentally they will make several purchases.

During the week in which you feature these household helps, have your window and show cases unusually attractive, displaying on the counters goods of interest to women in general; beauty preparations, toilet goods, etc.

Your window displays should be in keeping with the slogan: "Household Helps via the Drug Store."

The following household helps may be used in an effective window display:

Have the floor of your window or windows covered with a plain bright red or purple satin, or brilliant colored crepe paper.

Place each substance mentioned in the household helps in a small glass dish. Place the dish on a small lace paper doily. The doilies and the dishes may be bought at the 10 cent store.

Household helps that are in liquid form should be in a bottle, the bottle resting on a lace paper doily. Have the method of using the household help typewritten on a small piece of paper and place this in front of the substance or liquid called for in the household helps.

A lump of pure camphor, placed in the drawer or cabinet with your silver, will prevent it from tarnishing. Pure lump camphor also prevents steel from rusting.

To make your windows sparkle with cleanliness, first clean the inside of the glass with lukewarm water, using no soap whatsoever. Then use the following solution on the outside of the window: one ounce of pulverized whiting, one ounce of ammonia, one pint of water. Apply with a soft cloth, letting it dry on the glass. Then rub off with a clean dry cloth, using a circular motion.

One aspirin tablet added to one quart will preserve the beauty of cut flowers much longer. Florists use aspirin in large quantities for this purpose.

A flashlight moved along under a tray of eggs from the incubator is the easiest and quickest method of testing eggs.

When cleaning oil mops: dip in soap suds to which has been added a quarter cup of household ammonia.

Apply three coats of clear waterproof varnish to the wall behind the stove instead of tacking up oilcloth to protect the wall finish. You will find it very satisfactory.

To keep coffee hot for the members of the family who breakfast late: pour coffee into thermos bottles and leave on the table where the late-comers may help themselves.

Nothing will clean lettuce, spinach, or other greens as quickly as a bath spray attached to the kitchen faucet. Place the greens in a colander and drench them thoroughly, lifting and turning the leaves over and over. The sand, grit and insects will disappear rapidly, leaving the greens crisp and fresh.

A few drops of denatured alcohol added to the last rinse water will keep white stockings from turning yellow.

To prevent your wax candles from melting in extreme warm weather, give them two coats of clear shellac. Place a hairpin in the bottom of the candle, holding the hairpin while painting.

When finished grasp the hairpin with a pair of pliers. This makes a support for candles until they dry.

When a caster in a chair or couch becomes loose, fill the hole with putty and insert the shank of the caster in it.

Bandages are the very best things to

use for facing children's dresses and petticoats. Being perfectly straight they make even hems and they come in all sizes. One bandage will do for two or three dresses.

When sewing fine materials on the machine, a roll of crepe paper is a help and time-saver. It is inexpensive and much easier to use than cutting strips of ordinary paper.

To keep windshields or windows free from ice: dip a cloth or sponge in wood alcohol and rub over the window or wind shield, rubbing thoroughly, covering all of the surface.

Save all your pieces of white goods no matter how small they may be. When you are dyeing garments in bright colors, put some of these white scraps in the dye pot. You will always have a supply of bright colored material for applique or quilt patches.

A good method for treating old floors is to use one part linseed oil to three parts kerosene oil. Apply to the floor with a soft woolen cloth. Floors treated in this manner once a week will resist mud spots and will look much better than if soap and water were used in treating them.

Elsie Sutherland Williams.

Get Ready for the Hold Up Man.

Almost every newspaper we pick we read of some druggist being held up and robbed. In the city of Newark there were over ten druggists held up in one week.

So every druggist should be prepared for a hold-up or do something that will frighten the hold-up men away. The greatest number of these hold-ups I have noticed have been early in the morning when the druggist opens his store or late at night when he is closing.

In a store where I was employed the druggist had an electric bell, the button of which was on the floor back of his cash register, and by stepping on it it rang in his home next door.

One night the druggist was closing up when two men entered. One asked for change of a dollar bill and as the druggist rang up his register to get it, one of the men struck him on the head with a lead pipe, but the blow was a glancing one and the druggist had presence of mind and stepped on the bell, his wife and daughter ran in the back door and the hold-up men were

frightened away without getting anything.

Another druggist has a large dog and after his clerk goes home for the night he calls the dog into the prescription room. He took his day's receipts home with him each night, so one night just as he had placed his money in his pocket and started to put out the lights, a man entered and pointed a revolver at him and demanded his money. The druggist gave a low whistle as if surprised, the dog sprang from the prescription room and on to the hold-up man and bit him so badly he had to spend a month in the hospital.

Still another pharmacist, a man of over seventy years old, placed an old iron mortar on a self over the door leading to his prescription room. This mortar and pestle was a relic over a hundred years old and weighed over sixty pounds.

One night two men came in the store. One asked for a package of Epsom salts. He turned to get it and when he turned back to wrap it up he found himself looking into two revolvers and heard a sharp command for him to hold up his hands. They then forced him back in his prescription room and as one kept him covered with his revolver the other went out and tried to open the till, but it was such an old fashioned one he could not get it opened, so he called to his pal to bring the druggist out to make him open the till. As he came out of the room, with his hands still in the air, he felt the old iron mortar. He quickly grabbed it and brought it down on the robber's head, cutting a deep gash and knocking him unconscious, and as the mortar crashed to the floor, making a terrible noise, it frightened the other robber, who took to his heels.

A policeman was summoned but they had to have a physician to sew up the robber's head and revive him. The newspapers had a big write-up about the hold-up and the capture by means of the old iron mortar, which the druggist placed in his window.

He would swell up with pride as he pointed out some of the hold-up man's hair that still adhered to the mortar.

Another druggist had been an officer in the army and had become an expert pistol shot and in the cellar of his store he had a target and he still kept himself in practice.



**WELCH-WILMARTH
CORPORATION
GRAND RAPIDS, MICH.**

*Store Planners, Designers and
Manufacturers of Finest Store
Fixtures in the World.*

DRUG STORE PLANNING

*Recommendations
to fit individual
conditions.*

DRUG STORE FIXTURES

*Planned to make
every foot of store
into sales space.*

One night three men entered his store. Each drew a revolver and pointing them at the druggist ordered him to hold up his hands. Instead he grabbed his revolver and fired at them. They quickly took to their heels, but not before he had wounded each one of them so they were easily captured.

A hold-up man's nerves are at the highest pitch when making a hold-up and any noise, as the ringing of a bell, knocking over of a table, putting your foot through a pane of glass, will put him to flight.

Get your policeman friend to give you one of his old night sticks or purchase a club or black jack and hang it near your cash register.

William R. Kent, Ph.G.

Resorcin in Hair Washes.

This is said to lessen the formation of dandruff and useful when the scalp

is in a very open and relaxed condition, but great attention must be paid to the strength of the preparation, for it has been shown that while a 1 to 3 per cent. solution hardens the skin, a 10 to 50 per cent. solution destroys it. Moreover, its continued use will stain the hair a greenish tinge. For these reasons it should not be used in solutions, but only in a salve or pomade containing not over 10 per cent.

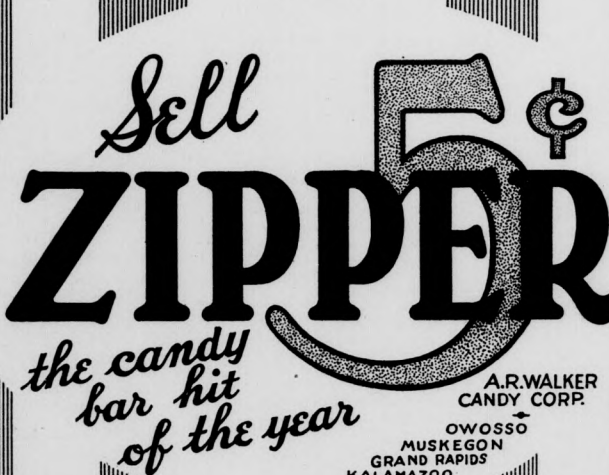
Chinese Depilatory.

Quicklime -----	16 oz.
Pearlash -----	2 oz.
Liver of Sulphur -----	2 oz.

Reduce it to a fine powder and keep it in a well-closed bottle.

When Dispensing Suppositories.

When dispensing a prescription for suppositories, include in the package a thin rubber finger cot.



Sell

ZIPPER

the candy bar hit of the year

5¢

**A.R. WALKER
CANDY CORP.**

**OWOSSO
MUSKEGON
GRAND RAPIDS
KALAMAZOO
DETROIT**

Summer Specialties

Better Place Your Orders Now For

INSECT DESTROYERS DRY CLEANERS
WALL PAPER CLEANERS
CHAMOIS SKINS HAT CLEANERS
SPONGES STRAW HAT COLORING
SHOE POLISHES DYES SHOE DYES
SHOE BRUSHES FEATHER DUSTERS

**Window Brushes, Window Rubbers,
Vacuum Bottles, Etc.**

SHERWIN-WILLIAMS PAINTS
Complete Line Everything They Make

SPORTING GOODS

Baseball, Tennis, Golf Goods—Full Line

BATHERS SUPPLIES
Hats, Caps, Slippers, Water Wings, Ear Drums,
Water Balls, Bandeau's, Suit Carriers, Etc.

FOUNTAIN SUPPLIES
Everything for the Fountain. If you have no catalogue
write for one.

Hazeltine & Perkins Drug Company

Manistee

**Wholesale Only
MICHIGAN**

Grand Rapids

WHOLESALE DRUG PRICE CURRENT

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

	Acids	Cotton Seed	1 65@1 75	Belladonna	@1 35
Boric (Powd.)	-- 12½ @ 20	Cubebes	6 50@6 75	Benzoins	@2 10
Boric (Xtal)	-- 15 @ 25	Elgiron	9 00@9 25	Benzoins Comp'd	@2 65
Carbolic	34 @ 40	Eucalyptus	1 25@1 50	Buchu	@2 55
Citric	50 @ 65	Hemlock, pure	1 75@2 00	Cantharides	@2 85
Muriatic	3¼ @ 15	Juniper Berries	4 50@4 75	Capsicum	@2 20
Nitric	9 @ 18	Juniper Wood	1 50@1 75	Catechu	@1 75
Oxalic	15 @ 25	Lard, extra	1 55@1 65	Cinchona	@2 10
Sulphuric	3¼ @ 8	Lard, No. 1	1 25@1 40	Colchicum	@1 80
Tartaric	40 @ 50	Lavender Flow	8 00@8 25	Cubebs	@2 00
		Lavender Gar'n	85@1 30	Digitalis	@1 80
		Lemon	4 00@4 25	Gentian	@1 35
		Linseed, raw, bbl.	@ 95	Ginger, D. S.	@1 30
Ammonia		Linseed, boiled, bbl.	@ 98	Guaiaac	@2 20
Water, 26 deg.	08 @ 16	Linseed, bld. less 1	02@1 15	Guaiaac, Ammon.	@2 00
Water, 18 deg.	07 @ 13	Linseed, rw. less 1	05@1 18	Iodine	@ 95
Water, 14 deg.	06 @ 11	Mustard, artifil. os.	@ 35	Iodine, Coloreless	@1 50
Carbonate	20 @ 25	Neatsfoot	1 25@1 50	Iron, Clo.	@1 35
Chloride (Gran.)	09 @ 20	Olive, pure	3 75@4 50	Kino	@1 40
		Olive, Malaga,		Myrrh	@2 50
		yellow	2 75@3 00	Nux Vomica	@1 55
Balsams		Olive, Malaga,		Opium	@2 30
Copaiba	85@1 25	green	2 75@3 00	Opium, Camp.	@ 85
Fir (Canada)	-- 2 55@3 30	Orange, Sweet	2 50@3 25	Opium, Deodor'd	@2 50
Fir (Oregon)	-- 1 55@2 00	Origanum, pure	@ 2 50	Rhubarb	@1 70
Perru	1 00@1 25	Origanum, com'l	1 00@1 20		
Tolu	2 25@2 50	Pennyroyal	4 00@4 25		
		Peppermint	22 50@22 75	Paints	
		Rose, pure	13 50@14 00	Lead, red dry	-- 15% @ 15%
Barks		Rosemary Flows	1 25@1 50	Lead, white dry	-- 15% @ 15%
Cassia (ordinary)	25 @ 30	Sandalwood, E.		Lead, white oil	-- 15% @ 15%
Cassia (Saigon)	50 @ 60	L	10 50@10 75	Ochre, yellow bbl.	@ 2½
Sassafras (pw. 50c)	@ 50	Sassafras, true	1 75@2 00	Ochre, yellow less 3c	@ 60
Soap Cut (powd.)		Sassafras, art'l	75@1 00	Red Venet'n Em.	3¾ @ 7
30c	15 @ 25	Spearmint	1 50@1 75	Red Venet'n Ang.	4 @ 8
		Sperm	1 50@1 75	Putty	@ 50
Berries		Tansy	10 00@10 25	Whiting, bbl.	@ 4½
Cubeb	@1 00	Tar USP	65@75	Whiting,	5½ @ 10
Fish	@ 25	Turpentine, bbl.	@ 97	L. H. P. Prep.	2 05@3 25
Juniper	10 @ 20	Turpentine, less 1	04@1 17	Rogers Prep.	3 05@3 25
Prickly Ash	@1 25	Wintergreen,			
		leaf	6 00@6 25	Miscellaneous	
		Wintergreen, sweet		Acetanalid	47 @ 55
Extracts		blich	3 00@3 25	Alum	08 @ 12
Licorice	60 @ 65	Wintergreen, art	60 @ 100	Alum, powd. and	
Licorice, powd.	50 @ 60	Worm seed	9 00@9 25	ground	09 @ 15
		Wormwood	9 00@9 25	Bismuth, Subni-	
Flowers				trate	3 87@4 07
Arnica	@ 30	Potassium		Borax xtal or	
Chamomile (Ged.)	@ 40	Bicarbonate	35 @ 40	powdered	07 @ 12
Chamomile Rom.	@ 50	Bichromate	15 @ 25	Cantharades, po.	1 75@2 00
		Bromide	69 @ 85	Calomet	2 10@2 30
Gums		Bromide	54 @ 71	Capsicum, pow'd	48 @ 65
Acacia, 1st	50 @ 55	Chlorate, gran'd	23 @ 30	Carmine	7 00@7 50
Acacia, 2nd	45 @ 50	Chlorate, powd.		Cassia Buds	35 @ 40
Acacia, Sorts	20 @ 25	or Xtal	16 @ 25	Cloves	50 @ 55
Acacia, Powdered	35 @ 40	Cyanide	30 @ 90	Chalk Prepared	14 @ 16
Aloes (Barb Pow)	25 @ 35	Iodide	4 66@4 86	Choloroform	51 @ 60
Aloes (Cape Pow)	25 @ 35	Permanganate	20 @ 30	Choral Hydrate	1 35@1 85
Aloes (Soc. Pow.)	65 @ 70	Prussiate, yellow	65 @ 75	Cocaine	12 10@12 80
Asafetida	50 @ 60	Prussiate, red	@ 100	Cocoa Butter	55 @ 75
Pow.	75 @ 100	Sulphate	35 @ 40	Corks, list, less	40-10
Camphor	1 05@1 10			Copperas	2½ @ 10
Gualac	@ 90	Roots		Copperas, Powd.	4 @ 10
Gualac, pow'd	@1 00	Alkanet	30 @ 35	Corrosive Sublim	1 71@1 92
Kino	@ 1 10	Blood, powdered	35 @ 40	Cream Tartar	3 @ 8
Myrrh	@ 60	Calamus	35 @ 75	Cuttle bone	40 @ 50
Myrrh, powdered	@ 65	Elecampane, pwd	25 @ 30	Dextrine	6 @ 15
Opium, powd. 13	65 @ 19 92	Gentian, powd.	20 @ 30	Dover's Powde	3 50@4

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

DECLINED

Lard

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

K. C. Brand

10c size, 4 doz. 3 70
15c size, 4 doz. 5 50
20c size, 4 doz. 7 30
25c size, 4 doz. 9 20
50c size, 2 doz. 8 30
80c size, 1 doz. 8 35
10 lb. size, 1/2 doz. 6 75

Freight prepaid to jobbing point on case goods.
Terms: 30 days net or 2% cash discount if remittance reaches us within 10 days from date of invoice. Drop shipments from factory.

BEECH-NUT BRANDS.



Mints, all flavors 60
Gum 70
Fruit Drops 70
Caramels 70
Sliced bacon, large 5 40
Sliced bacon, medium 3 30
Sliced beef, medium 2 80
Grape Jelly, large 4 50
Sliced beef, large 4 50
Grape Jelly, medium 2 70
Peanut butter, 16 oz. 4 25
Peanut butter, 10 1/2 oz. 2 90
Peanut butter, 8 1/2 oz. 1 85
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 80
Cream of Wheat, 18s 3 95
Cream of Wheat, 24, 14 oz. 3 05
Pillsbury's Best Cer'l 2 20
Quaker Puffed Rice 5 60
Quaker Puffed Wheat 4 30
Quaker Brst Biscuit 1 90
Ralston Branzen 3 20
Ralston Food, large 4 00
Saxon Wheat Food 3 90
Vita Wheat, 12s 1 80
Post's Brands.
Grape-Nuts, 24s 3 80
Grape-Nuts, 100s 2 75
Instant Postum, No. 8 5 40

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

BROOMS

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

BRUSHES

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

Stove

Shaker 1 80
No. 50 2 00
Peerless 2 60

Shoe

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

BUTTER COLOR

Dandelion, 2 85

CANDLES

Electric Light, 40 lbs. 12 1
Plumber, 40 lbs. 12 8
Paraffine, 6s 14 1/2
Paraffine, 12s 14 1/2
Wicking 40

Tudor, 6s, per box 30

CANNED FRUIT

Apples, 3 lb. Standard 1 50
Apples, No. 10 4 75
Apple Sauce, No. 10 8 00
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
Blueberry, No. 3 3 00
Blueberries, No. 10 14 50
Cherries, No. 2 3 75
Cherries, No. 2 1/2 4 50
Cherries, No. 10 15 50
Loganberries, No. 2 3 00
Loganberries, No. 10 10 00
Peaches, No. 1 1 50
Peaches, No. 1, Sliced 1 25
Peaches, No. 2 2 75
Peaches, No. 2 1/2 3 25
Peaches, 2 1/2 Cal. 3 00
Peaches, 1/2 Cal. 1 75
Pineapple, 1 sl. 1 75
Pineapple, 3 sl. 2 40
Papple, 2 br. sl. 2 40
Papple, 2 1/2, sl. 3 00
Papple, 1 cru. 2 60
Pineapple, 10 cru. 9 00
Pears, No. 2 1 15
Pears, No. 2 1/2 4 25
Plums, No. 2 2 40
Plums, No. 2 1/2 2 90
Raspberries, No. 2, blk 2 90
Raspb's, Red, No. 10 13 50
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 25
Clam Ch. No. 2 3 50
Clams, Steamed, No. 1 1 00
Clams, Minced, No. 1 2 25
Finnan Haddie, 10 oz. 3 30
Clam Bouillon, 7 oz. 2 50
Chicken Haddie, No. 1 7 75
Fish Flakes, small 1 25
Cod Fish Cake, 10 oz. 1 85
Cove Oysters, 5 oz. 1 65
Lobster, No. 1/4, Star 2 90
Shrimp, 1, wet 1 90
Sard's, 1/4 Oil, Ky 6 10
Sardines, 1/4 OP, Kless 5 25
Sardines, 1/4 Smoked 6 75
Salmon, Warrens, 1/2 2 80
Salmon, Red Alaska 4 25
Salmon, Med. Alaska 3 40
Salmon, Pink Alaska 1 95
Sardines, Im. 1/4, ea. 10 28
Sardines, Im., 1/2, ea. 25
Sardines, Cal. 1 65
Tuna, 1/2, Albocore 95
Tuna, 1/4, Curtis, doz. 2 20
Tuna, 1/2, Curtis, doz. 3 50
Tuna, 1s, Curtis, doz. 7 00

CANNED MEAT

Bacon, Med. Beechnut 3 30
Bacon, Lge Beechnut 5 40
Beef, No. 1, Corned 3 10
Beef, No. 1, Roast 3 10
Beef, No. 2 1/2, Qua. sil. 1 50

Beef, 3 1/2 oz. Qua. sil. 1 90
Beef, 5 oz., Qua. sil. 2 60
Beef, No. 1, B'nut, sil. 4 50
Beefsteak & Onions, 3 45
Chili Con Ca., 1s 1 35
Deviled Ham, 1/4s 2 20
Deviled Ham, 1/2s 3 60
Hamburg Steak & Onions, No. 1 3 15
Potted Beef, 4 oz. 1 10
Potted Meat, 1/4 Libby 5 2 1/2
Potted Meat, 1/2 Libby 9 2 1/2
Potted Meat, 1/4 Qua. 90
Potted Ham, Gen. 1/4 1 85
Vienna Saus., No. 1 1 45
Vienna Sausage, Qua. 95
Veal Loaf, Medium 2 65

Baked Beans

Campbells 96
Quaker, 18 oz. 85
Fremont, No. 2 1 20
Snider, No. 1 95
Snider, No. 2 1 25
Van Camp, small 35
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 7 50
Green Beans, 2s 1 45
Green Beans, 10s 7 50
L. Beans, 2 gr. 1 25
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. 2, 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 37
Mushrooms, Choice 8 oz. 48
Mushrooms, Sur Extra 60
Peas, No. 2, E. J. 1 65
Peas, No. 2, Sift. 1 35
June 1 35
Peas, No. 2, Ex. Sift. 2 25
El. J. 2 25
Peas, Ex. Fine, French 25
Pumpkin, No. 3 1 35
Pumpkin, No. 10 4 00
Pimentos, 1/4, each 12 1/4
Pimentos, 1/2, each 27
Sw't Potatoes, No. 2 1 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 1 05
Tomatoes, No. 2, glass 2 60
Tomatoes, No. 3, 1 90
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 90
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 20
Snider, 8 oz. 3 20
Lilly Valley, 8 oz. 3 25
Lilly Valley, 14 oz. 3 50
Sniders, 16 oz. 3 50
Sniders, 8 oz. 3 50

OYSTER COCKTAIL.

Sniders, 16 oz. 3 50
Sniders, 8 oz. 3 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
Camembert, small tins 2 25
Wisconsin New 24
Longhorn 24

Michigan Full Cream 21
New York Old 1925 33
New York New 1926 28
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
Bechnut Wintergreen 70
Bechnut Peppermint 70
Bechnut Spearmint 75
Doublemint 65
Peppermint, Wrigleys 65
Spearmint, Wrigleys 65
Juicy Fruit 65
Wrigley's P-K 65
Zeno 65
Teaberry 65

COCOA.

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

CHOCOLATE.

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

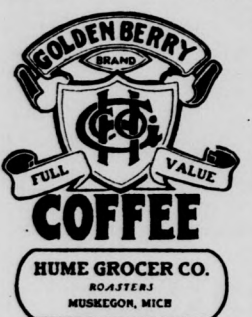
COCOANUT

Dunham's

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

CLOTHES LINE.

Hamp, 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 87
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
8 lb. tins 1 47
Teifer Coffee Co. Brand 42
Bokay 42

Coffee Extracts

M. Y., per 100 12
Frank's 50 pkgs. 4 85
Hummel's 50 1 lb. 10 1/2

CONDENSED MILK

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

MILK COMPOUND

Hebe, Tall, 4 doz. 4 50
Hebe, Baby, 8 doz. 4 40
Carlene, Tall, 4 doz. 3 80
Carlene, Baby 3 60

EVAPORATED MILK

Quaker, Tall, 4 doz. 4 65
Quaker, Baby, 8 doz. 4 55
Quaker, Gallon, 1/4 ds. 4 50
Blue Grass, Tall 46 4 00

Blue Grass, Baby, 96 4 55
Blue Grass, No. 10 4 50
Carnation, Tall, 4 doz. 5 00
Carnation, Baby, 8 ds. 4 90
Every Day, Tall 5 00
Every Day, Baby 4 90
Pet, Tall 5 00
Pet, Baby, 8 oz. 4 90
Borden's Tall 5 00
Borden's Baby 4 90
Van Camp, Tall 4 90
Van Camp, Baby 3 75

CIGARS

G. J. Johnson's Brand
G. J. Johnson Cigar, 10c 75 00
Tunis Johnson Cigar Co.
Van Dam, 10c 75 00
Little Van Dam, 6c 37 50

Worden Grocer Co. Brands

Master Piece, 50 Tin. 35 00
Canadian Club 35 00
Little Tom 37 50
Tom Moore Monarch 75 00
Tom Moore Panatella 75 00
Tom Moore Longfellow 95 00
Tom M. Invincible 115 00
Webster's 37 50
Webster Cadillac 75 00
Webster Knickerbocker 95 00
Webster Belmont 110 00
Webster St. Reges 125 00
Starlight Perlas 90 00
Starlight P-Club 1 25 00
Tiona 30 00
Clint Ford 35 00

CONFECTIONERY

Stick Candy Pails
Standard 16
Jumbo Wrapped 19
Pure Sugar Sticks 600s 4 20
Big Stick, 20 lb. case 20
Mixed Candy
Kindergarten 17
Leader 16
X. L. O. 12
French Creams 16
Cameo 19
Grocers 11

Fancy Chocolates

5 lb. Boxes
Bittersweets, Ass'ted 1 70
Choc. Marshmallow Dp 1 70
Milk Chocolate A 1 70
Nibble Sticks 1 65
No. 12, Choc., Light 1 85
Chocolate Nut Rolls 1 80
Magnolia Choc 1 15

Gum Drops Pails

Anise 16
Champion Gums 16
Challenge Gums 14
Favorite 19
Superior, Boxes 23

Lozenges Pails

A. A. Pep. Lozenges 18 1/2
A. A. Pink Lozenges 16
A. A. Choc. Lozenges 16
Motto Hearts 19
Malted Milk Lozenges 21

Hard Goods Pails

Lemon Drops 19
O. F. Horehound dps. 19
Anise Squares 19
Peanut Squares 18
Horehound Tablets 19

Cough Drops Bxs

Putnam's 1 35
Smith Bros. 1 50

Package Goods

Creamery Marshmallows
4 oz. pkg., 12s, cart. 85
4 oz. pkg., 48s, case 3 40

Specialties

Walnut Fudge 22
Pineapple Fudge 22
Italian Bon Bons 17
Banquet Cream Mints 30
Silver King M. Mallovs 1 50
Walnut Sundae, 24, 5c 80
Neapolitan, 24, 5c 80
Yankee Jack, 24, 5c 80
Mich. Sugar Ca., 24, 5c 80
Pal O Mine, 24, 5c 80
Say Mister, 24, 5c 80
Malty Milkies, 24, 5c 80

COUPON BOOKS

50 Economic grade 2 50
100 Economic grade 4 50
500 Economic grade 20 00
1000 Economic grade 37 50
Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

CREAM OF TARTAR

6 lb. boxes 33

DRIED FRUITS

Apples

N. Y. Fcy., 50 lb. box 15 1/4
N. Y. Fcy., 14 oz. pkg. 16

Apricots

Evaporated, Choice 30
Evaporated, Fancy 36
Evaporated, Slabs 23

Citron

10 lb. box 48

Currants

Packages, 14 oz. 15
Greek, Bulk, lb. 18

Dates

Dromedary, 36s 6 75

Peaches

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

Pearl

Lemon, American 24
Orange, American 24

Raisins.

Seeded, bulk 10
Thompson's seedless 13 1/2
Thompson's seedless, 15 oz. 13 1/2
Seeded, 15 oz. 13

California Prunes

90@100, 25 lb. boxes 9 00
60@70, 25 lb. boxes 9 10
50@60, 25 lb. boxes 9 12
40@50, 25 lb. boxes 9 13
30@40, 25 lb. boxes 9 14
20@30, 25 lb. boxes 9 15

FARINACEOUS GOODS

Beans

Med. Hand Picked 05 1/2
Cal. Limas 13
Brown, Swedish 08
Red Kidney 13

Farina

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

Hominy

Pearl, 100 lb. sacks 3 50

Macaroni

Mueller's Brands
9 oz. package, per doz. 1 30
9 oz. package, per case 2 60
Elbow, 20 lb. bulk 2 40
Egg Noodle, 12 lb. 2 22
Egg Noodles, 6 oz. 2 00
Macaroni, 9 oz. 2 60
Spaghetti, 9 oz. 2 60
Quaker, 2 doz. 2 00

Pearl Barley

Chester 4 50
0000 7 00
Barley Grits 5 00

Peas

Scotch, lb. 05 1/4
Split, lb. yellow 08
Split green 09

Sage

East India 10

Tapleca

Pearl, 100 lb. sacks 07 1/4
Minute, 3 oz., 3 doz. 4 00
Dromedary Instant

GELATINE



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

HORSE RADISH

Per doz., 5 oz. -- 90

JELLY AND PRESERVES
 Pure, 30 lb. pails -- 3 30
 Imitation, 30 lb. pails -- 1 75
 Pure, 6 oz. Asst. doz. -- 1 10
 Buckeye, 18 oz., doz. -- 2 00

JELLY GLASSES

8 oz., per doz. -- 37

OLEOMARGARINE

Van Westenbrugge Brands
 Carload Distributer



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

MATCHES

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

Safety Matches

Quaker, 5 gro. case -- 4 25

MINCE MEAT

None Such, 4 doz. -- 6 47

Quaker, 3 doz. case -- 3 60

Libby, Kegs, wet, lb. -- 22

MOLASSES



Gold Brer Rabbit
 No. 10, 6 cans to case -- 5 70
 No. 5, 12 cans to case -- 5 95
 No. 2 1/2, 24 cans to 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

Brasil, New -- 25

Fancy mixed -- 22

Filberts, Sicily -- 28

Peanuts, Virginia Raw -- 09 1/2

Peanuts, Vir. roasted -- 10 1/2

Peanuts, Jumbo, rstd -- 10 1/2

Peanuts, Jumbo, rstd -- 11 1/2

Pecans, 3 star -- 24

Pecans, Jumbo -- 40

Pecans, Mammoth -- 50

Walnuts, California -- 25

Salted Peanuts.

Fancy, No. 1 -- 14

Jumbo -- 17

Shelled.

Almonds -- 70

Peanuts, Spanish -- 11 1/2

125 lb. bags -- 32

Filberts -- 32

Pecans -- 1 10

Walnuts -- 58

OLIVES.

Bulk, 5 gal. keg -- 8 50
 Quart Jars, dozen -- 5 75
 Bulk, 2 gal. keg -- 3 60
 Bulk, 3 gal. keg -- 5 25
 Pint, Jars, dozen -- 3 25
 4 oz. Jar, plain, doz. -- 1 35
 5 1/2 oz. Jar, pl., doz. -- 1 60
 9 oz. Jar, plain, doz. -- 2 35
 20 oz. Jar, Pl. doz. -- 4 25
 3 oz. Jar, Stu., doz. -- 1 35
 6 oz. Jar, stuffed, dz. -- 2 50
 9 oz. Jar, stuffed, doz. -- 3 50
 12 oz. Jar, Stuffed, doz. -- 4 50
 20 oz. Jar, stuffed dz. -- 7 00

PARIS GREEN

1/8 and 5s -- 21

1s and 5s -- 27

PEANUT BUTTER

Bel Car-Mo Brand

24 1 lb. pails -- 24

8 oz., 2 doz. in case -- 5 1/2

5 lb. pails, 6 in crate -- 12

12 2 lb. pails -- 14

14 lb. pails -- 50

50 lb. tins -- 25

25 lb. pails -- 25

PETROLEUM PRODUCTS

Iron Barrels

Perfection Kerosine -- 14 1/2

Red Crown Gasoline, Tank Wagon -- 19 1/2

Solite Gasoline -- 22 1/2

Gas Machine Gasoline -- 41 1/2

V. M. & P. Naptha -- 24 1/2

Capitol Cylinder -- 33 1/2

Atlantic Red Engine -- 21 1/2

Winter Black -- 12 1/2

Polarine

Iron Barrels.

Light -- 62 1/2

Medium -- 64 1/2

Heavy -- 68 1/2

Special heavy -- 68 1/2

Extra heavy -- 70 1/2

Transmission Oil -- 62 1/2

Finol, 4 oz. cans, doz. -- 1 50

Finol, 8 oz. cans, doz. -- 2 25

Parowax, 100 lb. -- 9 1/2

Parowax, 40, 1 lb. -- 9 3

Parowax, 20, 1 lb. -- 9 7

SENDAC

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

5 gallon, 400 count -- 4 75

Sweet Small

30 Gallon, 3000 -- 42 00

5 gallon, 500 -- 8 25

Dill Pickles.

800 Size, 15 gal. -- 10 00

PIPES.

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

PLAYING CARDS

Derby, per doz. -- 2 75

Dicycle -- 4 75

POTASH

Babbitt's, 2 doz. -- 2 75

FRESH MEATS

Beef

Top Steers & Heif. @ 17 1/2

Good Steers & H. 14 @ 16

Med. Steers & H. 13 1/2 @ 15

Com. Steers & H. 10 @ 12 1/2

Cows

Top -- 14

Good -- 13

Medium -- 12

Common -- 10

Veal.

Top -- 20

Good -- 19

Medium -- 18

Lamb.

Spring Lamb -- 32

Good -- 30

Medium -- 28

Poor -- 24

Mutton.

Good -- 14

Medium -- 12 1/2

Poor -- 10

Pork.

Light hogs -- 19
 Medium hogs -- 20
 Heavy hogs -- 18
 Loins, Med. -- 29
 Butts -- 27
 Shoulders -- 21 1/2
 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

20 lb. tubs -- advance 1/4

10 lb. pails -- advance 1/4

5 lb. pails -- advance 1/4

3 lb. pails -- advance 1/4

Compound tierces -- 17

Compound, tubs -- 17 1/2

Sausages

Bologna -- 15

Liver -- 14

Frankfort -- 19

Pork -- 18 @ 20

Veal -- 19

Tongue, Jellied -- 35

Headcheese -- 18

Smoked Meats

Hams, Cert., 14-16 lb. -- 36

Hams, Cert., 16-18 lb. -- 37

Ham, dried beef -- 34

sets -- 25

California Hams -- 40 @ 44

Boiled Hams -- 54 @ 46

Minced Hams -- 62 @ 20

Bacon -- 37 @ 48

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

1/2 bbls., 35 lbs. -- 2 50

1/4 bbls., 10 lbs. -- 4 50

1 bbl., 25 lbs. -- 10 00

Kits, 15 lbs. -- 1 75

1/2 bbls., 40 lbs. -- 3 50

1/4 bbls., 80 lbs. -- 5 00

Casings

Hogs, per lb. -- @ 63

Beef, round set -- 20 @ 30

Beef, middles, set -- @ 17 1/2

Sheep, a skeln. 2 00 @ 2 25

RICE

Fancy Blue Rose -- 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'num -- 3 25

Nedrow, 12s, China -- 3 25

Sacks, 90 lb. Jute -- 2 90

Sacks, 90 lb. Cotton -- 2 95

Steel Cut, 100 lb. sks. -- 3 50

RUSKS.

Holland Rusk Co.

Brand

18 roll packages -- 2 30

36 roll packages -- 4 50

36 carton packages -- 5 20

18 carton packages -- 2 65

SALERATUS

Arm and Hammer -- 3 75

SAL SODA

Granulated, bbls. -- 1 80

Granulated, 60 lbs. cs. -- 1 60

Granulated, 36 2 1/2 lb. packages -- 2 40

COD FISH

Middles -- 15 1/2

Tablets, 1/2 lb. Pure -- 19 1/2

Tablets, 1 lb. Pure -- 1 40

doz. -- 1 40

Wood boxes, Pure -- 29 1/2

Whole Cod -- 11 1/2

Herring

Mixed, Kegs -- 1 10

Mixed, half bbls. -- 9 25

Queen, bbls. -- 18 60

Milkers, Kegs -- 1 20

Milkers, half bbls. -- 10 25

Milkers, bbls. -- 20 00

K K K K, Norway -- 1 40

8 lb. pails -- 1 60

Cut Lunch -- 1 60

Boned- 10 lb. boxes -- 16

White Fish

1/2

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, July 19.—We have to-day received the schedules, order of reference and adjudication in the matter of Minor F. Shupp, Miles A. Andrus, and Minor F. Shupp and Miles F. Andrus, co-partners doing business as Shupp & Andrus, Bankrupt No. 2965. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt concern is located in Grand Rapids, and their occupations are that of an insurance and real estate dealers. The schedules show assets of Minnor F. Shupp of \$36,208, of which \$266 is claimed as exempt, with liabilities of \$20,657.62, the schedules of Miles F. Andrus shows assets of \$1,431, of which \$281 is claimed as exempt with liabilities of \$4,750.90, and the schedules of Shupp and Andrus shows assets of \$1,503.30 with liabilities of \$3,549.44. The first meeting of creditors will be called promptly, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Mercantile Acceptance Co., Chicago	\$ 894.00
Guarantee Bond & Mortgage Co., Grand Rapids	14,318.40
First National Bank, Kalamazoo	800.00
Hastings City Bank, Hastings	100.00
Glenn Culver, Grand Rapids	165.00
D. W. Merrill, Grand Rapids	165.00
Vern Buxton, Grand Rapids	165.00
Geo. H. Detlor, Grand Rapids	100.00
Anna Thomas, Grand Rapids	100.00
J. H. Cooper, Kalamazoo	75.00
Galesburg Modern Counry Store, Galesburg	170.00
Galesburg Lumber Co., Galesburg	19.00
Producers Fuel Co., Grand Rapids	26.00
Mich. Bell Tel. Co., Grand Rapids	8.12
G. R. Gas Co., Grand Rapids	1.57
Consumers Power Co., Grand Rapids	2.78
Nash-McKeough Co., Grand Rapids	16.00
J. N. Rigerink, Grand Rapids	3.00
Republic Coal Co., Grand Rapids	13.75
Geo. H. Detlor, Grand Rapids	750.00
Glenn L. Culver, Grand Rapids	750.00
A. S. Lorimer, Grand Rapids	500.00
Mr. Snelker, Grand Rapids	15.00

Creditors of Mr. Miles F. Andrus, are as follows:

Mercantile Acceptance Co., Chicago	\$ 900.00
M. F. Shupp, Grand Rapids	1,500.00
Burdette Sutton, Hastings	100.00
Hastings Lumber & Coal Co., Hastings	248.00
Nash-McKeough, Grand Rapids	122.79
M. F. Shupp, Grand Rapids	1,790.00
Producers Fuel Co., Grand Rapids	11.50
Oakdale Coal & Wood Co., Grand Rapids	6.00
Steindler Paper Co., Muskegon	4.06
VanDenBerg Bros., Grand Rapids	12.20
Mich. Bell Tel. Co., Grand Rapids	10.00
Edmunds Elevator Co., Hastings	26.50
Nutrine Candy Co., Chicago	19.85

Creditors of Shupp and Andrus are as follows:

City of Grand Rapids	\$ 21.00
G. L. Culver, Grand Rapids	250.00
Vanden Bosch & McVoy, Grand Rapids	24.78
Jas. A. Jones Agency, Detroit	313.78
Safeguard Insurance Co., Grand Rapids	95.26
Max P. Cobb, Grand Rapids	56.50
Chas. A. Coye, Grand Rapids	66.50
Forbes Stamp Co., Grand Rapids	11.20
Herald, Grand Rapids	45.23
Press, Grand Rapids	208.20
G. R. Window Cleaning Co., Grand Rapids	19.38

Grandville Star, Grandville

Guarantee Bond & Mortgage Co., Grand Rapids	24.55
Heth & Pittinger, Grand Rapids	5.45
Lowell Ledger, Lowell	6.00
Mich. Litho. Co., Grand Rapids	44.80
Newspaper Engraving Co., Grand Rapids	12.24

Novelty Adv. Co., Coshocton, Ohio

Producers Fuel Co., Grand Rapids	137.50
Powers-Tyson Prg. Co., Grand Rapids	4.00
Pyramid Film Co., Dayton	156.00
Turner Abstract Co., Grand Haven	3.78
Tisch-Hine Co., Grand Rapids	28.25
John Van Loo, Grand Rapids	3.00

Vrana Auto Top & Trim Co., Grand Rapids

Zion Ins. & Ind., Zion, Ill.	2.74
Mich. Bell Tel. Co., Grand Rapids	9.00
Consumers Power Co., Grand Rapids	1.85

M. F. Shupp, Grand Rapids

A. S. Lorimer, Grand Rapids	400.00
E. W. Hurley, Grand Rapids	500.00
G. C. Dickerson, Grand Rapids	12.50
G. R. Savings Bank, Grand Rapids	330.00
Kent State Bank, Grand Rapids	170.00
Berlin State Bank, Grand Rapids	200.00

July 19. On this day was held the first meeting of creditors in the matter of William Wagner, doing business as Spring Lake Auto Supply Co., Bankrupt No. 2953.

The bankrupt was present in person and represented by Leo C. Lillie, attorney for the bankrupt. One creditor was present in person. Claims were proved. The bankrupt was sworn and examined without a reporter. C. W. Moore was named trustee and his bond placed at \$300. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of Rufus C. Workman, Bankrupt No. 2940.

The bankrupt was present in person. No creditors were present or represented.

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 will be closed and returned to the district court as a no-asset case.

On this day also was held the first meeting of creditors in the matter of Lewis B. Voke, Bankrupt No. 2950. The bankrupt was present in person, but not represented. 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 first meeting of creditors in the matter of James S. Norris, Bankrupt No. 2949. The bankrupt was present in person. No creditors were present or represented. No claims were proved and allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The bankrupt estate then was closed without date and the matter returned to the district court as a case without assets.

In the matter of Mid-Lakes Paper Co., Bankrupt No. 2676, the amount of dividend to general creditors has been determined to be 4.22 per cent.

In the matter of John J. Karpenia, Bankrupt No. 2959, the first meeting of creditors has been called for August 5.

In the matter of W. R. Goode, Bankrupt No. 2948, the first meeting has been called for August 5.

In the matter of Miles F. Andrus and Minor F. Shupp, doing business as Shupp & Andrus, Bankrupts No. 2965, the first meeting of creditors has been called for August 5.

In the matter of Patrick Donahue, Bankrupt No. 2962, the funds for the first meeting have been received and such meeting has been called for August 5.

In the matter of E. Lee Merrill, Bankrupt No. 2960, the funds for the first meeting have been received and such meeting has been called for August 6.

July 19. We have to-day received the order of reference and adjudication in the matter of The Regent Theater Co., Bankrupt No. 2958. The matter has been referred to Charles B. Blair as referee in bankruptcy. This is an involuntary case.

An order has been made for the bankrupt to file schedules, and upon receipt of the same the list of creditors of said bankrupt will be made herein. The first meeting has been called for August 3.

July 22. We have to-day received the schedules in the Regent Theater Co., of Grand Rapids, Bankrupt No. 2958. The list of creditors in said bankrupt are as follows:

City of Grand Rapids	\$ 13,000.00
Mich. Finance Co., Detroit	500,000.00
Interest on the above	17,500.00
Mich. Finance Co., Detroit	300,000.00
Interest on the above	10,500.00
E. J. Morrissey, Grand Rapids	4,200.00
Phoenix Sprinkler Co., Grand Rapids	1,500.00
Quality Lumber Co., Grand Rapids	263.57
Department of Public Service, Grand Rapids	580.00
Kent State Bank, Grand Rapids	3,000.00
Michigan Finance Co., Detroit	2,680.00
Kent Steel Co., Grand Rapids	unknown
Secretary of State, Lansing	912.50
Mastenbrook Grove Cartier Co., Grand Rapids	unknown

July 22. We have to-day received the schedules, order of reference and adjudication in the matter of Bryan Withers, Bankrupt No. 2966. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Kalamazoo, and his occupation is that of a paper mill employee. The schedules show assets of \$65 of which all appears to be claimed as exempt, with liabilities of \$12,217.66. 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 herein made. The list of creditors of said bankrupt are as follows:

Hilyard Jonker, Constantine	\$123.00
Howard Cranfill Co., South Bend	50.00
Frank H. Clay, Kalamazoo	18.24
Cable Nelson Piano Co., Kalamazoo	12.60
Thos. D. Murphy Co., New York	8.05
T. E. Overton Co., South Haven	24.50
Robt. Chapman Co., Red Oak, Ia.	28.08
Capital Role & Record Co., Chicago	5.88
Walter N. Kotsch Co., Chicago	16.67
Nusbaum Motor Supply Co., Kalamazoo	86.23
C. J. Letsch Electric Co., Grand Rapids	16.00
Forester Music Pub. Corp., Chicago	5.11
Millersburg Finishing Co., Millersburg, Ind.	51.45
Fisher Bros. Paper Co., Ft. Wayne	27.64
Baldwin Piano Co., Indiana	245.00
Q. R. S. Role Co., Chicago	16.75
Udell Works, Indianapolis	4500
Excel Phonograph Co., Chicago	105.00
Schuman Piano Co., Rockford, Ill.	3,284.11
T. R. Pub. Co., Three Rivers	14.00
Mich. Gas & Electric Co., Three Rivers	23.64
White Pigeon Garage, White Pigeon	12.00
Robt. London, Constantine	9.00
Earl Tatt'es, Constantine	60.00
Charles Bryan, Constantine	4.89

Mornings Tire Shop, Constantine

Armstrong Drug Co., Constantine	7.75
Morrison & Wood, Constantine	6.50
Constantine Hardware Co., Constantine	18.08
Hutton & Hotchin Hardware Co., Constantine	1.50
Constantine Co-Op. Assn., Constantine	1.93
Joe Hubbard, Constantine	14.00
Leslie Burke, Constantine	7.00
John Burke, Constantine	27.00
C. C. Haines, Constantine	13.75
Dr. Lim S. Barney, Constantine	15.00
Standard Oil Co., Grand Rapids	52.00
Arthur Wilson, Constantine	10.00
B. A. Dickerson, Constantine	37.32
Arnold Tracey, Constantine	10.20
Mortiz Forrider, Constantine	8.75
Guy Cole, Constantine	6.00
First Com. Savings Bank, Constantine	20.00
	4,075.22

July 20. On this day was held the sale of assets in the matter of Barbacue Lunch, Bankrupt No. 2928. The bankrupts were not present or represented. The trustee was not present or represented. Several bidders were present in person. The property, subject to all liens and incumbrances were sold to E. L. Howard, for \$75. There was little property and the estate is being relieved of the necessity of payment of the liens and mortgages on the property. The sale was confirmed and the meeting adjourned without date.

On this day also was held the adjourned first meeting of creditors in the matter of William J. Winters, Bankrupt No. 2942. The bankrupt was not present or represented. No creditors were present or represented. The meeting was further adjourned by agreement to July 30.

In the matter of Lewellyn & Co., Bankrupt No. 2636, the trustee has been directed to pay the administration expenses to date and the expenses of preservation and care of the encumbered property.

In the matter of Thomas-Daggett Co., Bankrupt No. 2708, the trustee has been directed to pay the expenses of administration to date and the expenses of care and sale of the mortgaged property.

July 26. We have to-day received the schedules, order of reference and adjudication in the matter of N. Norman MacDonald, Bankrupt No. 2967. 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 grocer. The schedules show assets of \$2,700 of which \$450 is claimed as exempt with liabilities of \$1,128.84. The first meeting will be called promptly, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Minnie Mathews, Grand Rapids	\$1,000.00
H. S. Dujiilan, Grand Rapids	780.00
Arbuckle Bros., Chicago	15.00
Blodgett Beckley, Toledo	35.00
Bestman-DeMeester, Grand Rapids	12.95
D. L. Cavara, Grand Rapids	67.90
Chase & Sanborn, Chicago	28.80
M. J. Dark, Grand Rapids	10.50
El Products Cigar Co., Grand Rapids	3.75
G. R. Paper Co., Grand Rapids	26.00
G. R. Wire Products Co., Grand Rapids	10.00
N. J. Heinz, Grand Rapids	2.55
Hekman Biscuit Co., Grand Rapids	30.17
Karavan Coffee Co., Toledo	38.25
Lee & Cady, Grand Rapids	101.58
National Grocer Co., Grand Rapids	199.85
National Candy Co., Grand Rapids	18.20
Rademaker-Dooce Co., Grand Rapids	53.88
Spicalty Candy Co., Grand Rapids	9.95
Vinkemulder Co., Grand Rapids	42.36
Van Westenbrugge, Grand Rapids	11.86
Voight Milling Co., Grand Rapids	10.43
Woolson Spice Co., Toledo	42.08
Worden Grocer Co., Grand Rapids	14.87
Walker Candy Co., Grand Rapids	10.40
Bell Telephone Co., Grand Rapids	7.75
Armour & Co., Grand Rapids	54.48
Boot & Co., Grand Rapids	27.00
H. J. Demmink Co., Grand Rapids	32.28
Bay State Fish Co., Grand Rapids	5.50
C. W. Hunning, Saginaw	22.74
J. A. Mohrhardt, Grand Rapids	24.20
Morris & Co., Grand Rapids	96.60
Plankington Pack Co., Milwaukee	142.55
Swift & Co., Grand Rapids	284.21
Post & Brady, Grand Rapids	50.00
Mrs. Leonaine McDonald, Grand Rapids	700.00

Consumers Power Co., Grand Rapids

Dr. Hy and I, Grand Rapids	4.00
Dr. Whalen, Grand Rapids	40.00
Dr. Rysdorf, Grand Rapids	39.00
Chas. W. Henning & Sons, Grand Rapids	13.00
Cherry St. Service Station, Grand Rapids	30.03
Great Western Oil Co., Grand Rapids	14.86
	10.00

It Brought the Money.

The proprietor of a store at Huntsville, Mo., designated as "The Big Store," recently tried a plan which brought in the money. The man owed him \$6. A statement was sent every month for four months with no results. Finally he sent a statement and put the amount at \$16. The man hastened to the store, with flushed face, to find out about it. He paid the \$6. Any one can try this plan.

"Fruit of the Loom" Advances.

Announcement was made last week by Converse & Co. that, effective on Monday, the price of 4-4 "Fruit of the Loom" bleached muslin would be advanced a quarter of a cent a yard. The last previous formal price on the goods was 17 1/4 cents. This was announced on May 1 to cover May, June and July deliveries.

Corned or Fresh Briskets.

The organized retail meat trade in New York is endeavoring to create greater interest in brisket beef. A card about six by nine inches has been printed with a heading that reads, "Meat Economies for the Housewife," and buyers are asked to "Try a Boneless Pot Roast from Brisket of Beef." Following this request is a recipe for its preparation that reads as follows: Season with salt, pepper and paprika, adding tiny specks of garlic. Brown meat on both sides in close pot (iron preferred). Add a couple of sliced onions, one large tomato or a can of strained tomatoes and one-quarter cup of water. Close lid tight and let meat simmer slowly three to four hours. Remove fat from gravy and thicken with flour. We are glad the retailers picked on brisket as one of the first cuts to talk about, for we quite agree with them that it is all they claim on their card when they say it is sweet, tender and juicy. The trouble with brisket as a wholesale cut when the retailer has found it necessary to sell it to a brisket corned beef manufacturer, has been that many good retailers and equally good meat cutters do not seem to know how to prepare it for home use. As it falls from the carcass it is quite fat, and the fat is located solidly in certain definite parts of it. It has bone, too, but the bone would not be objectionable if the solid fat did not lie between it and the lean portion of the brisket. The higher the quality the more solid fat, and when cut through the bone and fat as it normally grows, the average housewife will discard it as being wasteful. No one objects to the quality of the meat in briskets from corn-fed steers. Any complaint against such meat would be an admission of unfamiliarity with it, for it is a very tender, juicy and altogether luscious section. Fortunately, the lean can be divided from the fat and bone readily by anyone trained in meat cutting. The bone is first lifted and then the fat can be peeled off, leaving a piece lean enough to suit the most particular. The bones find their normal place in the industry, and the fat can be rendered into edible shortening, very much in demand at a fair price. This is really the most economical way to prepare briskets, for if the fat is left on the cut and sold that way, there is sure to be waste of it in the home. Boning and fattening increases the cost, but when the high quality of the cut is considered, whether used as corned beef, pot roast or boiling beef, the price will not be considered excessive. Delicatessen stores use this cut for sliced corned beef quite generally, and they do so because of its high quality and consequent satisfaction.

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Values of Bottom and Top Round Steaks.

An enquirer has asked us why she has to pay the same for the bottom round and the top round as steaks. It is not possible for us to say just why any particular retailer charges what he does for any certain cut, because he is operating an independent business and certain sections find better demand for some cuts than other sections and poorer demand for others. There is, however, usually opportunity for consumer buyers to select the cuts of meat that they find the most economical and best suited to their needs and the cuts that they consider higher in price than their dietetic value warrants may be ignored and they may buy the cuts they prefer instead. A little study of the available meat cuts and meat grades should help immeasurably in this regard and should be given to any earnest housewife by either furnishing the information or telling her how to secure it. In nearly all sections utility of cuts affects their market value and in the metropolitan section, as well as many other places, the demand for corned bottom rounds for cooking in wholesale plants and which are later sold as sliced corned beef in delicatessen stores and other places where prepared meats are sold, maintains a constant demand for them. Bottom rounds are also very suitable for pot roasting and boiling and they are used to a considerable extent for chopped meat. They are not very suitable for steaks, however, and even when cut from steer carcasses of high quality will be found rather tough. The top round is a much better cut for steaking and, while not so tender as the sirloin, porterhouse, or even chuck steak, the flavor is considered excellent, and when the animal is corn fed they will be fairly suitable as to tenderness. In some sections the round is steaked whole, round bone in the center, and when the customer does not wish to buy the whole slice the cutter divides it and sometimes charges the same price for all parts. When this is done the housewife getting the top section has the advantage. Other dealers charge more for the top round, and this practice seems a more equitable method. In other shops or peddling wagons the custom is to slice only the top section, using the tougher bottom part for customers who buy pieces to be cooked longer and slower, as for pot roasting, boiling, etc. If the desire for frugality prompts the housewife to buy moderate priced steaks she should confine her purchases to the chuck.

Green Frankfurters and How They Occur.

Green is unquestionably a popular color for Spring and Summer after a long and colorless Winter, but the pleasure we enjoy at the time when Nature so lavishly displays her handiwork is not extended to the meat we eat. This little talk was inspired by a story told to us this week about green frankfurters. Last Sunday evening our informant sent his little girl out to a nearby delicatessen store for frankfurters for a change for sup-

per, as he told it. When she returned he saw when his wife opened the package that the frankfurters were tinged with green. They were immediately sent back to the store and exchanged for some other kind of meat, but the dealer told the little girl that there was nothing wrong with the frankfurters, and the greenish appearance was due to the spices used in manufacturing. This is a new one, and we thought we had heard them all. We are wondering if the dealer really believed what he told the little girl and if some representative of a wholesale manufacturer gave him the same story at some time. We hardly believe so, but unless the dealer was an outstanding misfit in the meat dispensing end of the industry he knew he was not telling the truth, but was trying to find any kind of an excuse for selling bad meat. Frankfurters do turn green sometimes, and this is one of the problems of the sausage manufacturing business not yet thoroughly solved. Such frankfurters are considered unfit for food by all food inspectors and have practically no commercial value as food. Naturally, all manufacturers are continually trying to prevent the condition, but in spite of all they can do the frankfurters and similar products will turn green once in a while. There are things known to be responsible for the condition, such as use of frozen meat, which does not cure outright and under-cured meat, as well as improper refrigeration, wrong methods of cooling, etc. The problem to the manufacturer exists when he has met all conditions to the best of his ability and still some of his products take on the emerald hue. At all events it is a problem of the manufacturer and dealer, rather than the consumer, and no one should buy and use frankfurters or other sausage that does not appear perfect in every respect. To say the least, health is endangered by any other course. If the condition occurs only once in a while it may be overlooked, but if usual, other dealers should be patronized.

Warns of "Fake" Buyer.

A "fake buyer," operating under the name of "Mr. Jacobs" and claiming to represent L. Klein, Chicago, is now at work in the New York market, according to a prominent resident buying company. Many complaints have been received by this concern to the effect that the man places large "orders" and then proceeds to have a check cashed for him. The checks come back marked "no account." In some instances he asks the manufacturer to refer him to a good place to buy a diamond or a fur coat for his wife. The manufacturer, due to the "order" he has just received, sends him to a friend. The "buyer" then offers a check in payment, at which the friend calls up the manufacturer to find if everything is all right. The big "order" prompts the manufacturer into saying it is, and then the check comes back.

More Neckband Shirts Wanted.

Owing to the backward Spring season and the resultant slow disposal of many shirt lines, converters are said to be offering fewer new styles this

Fall. Lighter grounds prevail in the new offerings, with the semi-colored effects predominating. Neckband shirts are somewhat more in demand. Among several reasons advanced for the gradual waning of the collar-to-match styles, is the fact that the collar usually wears out before the shirt, owing to the fact that it must be laundered more frequently. Although some merchandise is being offered at slight reductions, not much goods of the distress type is in the market.

A carelessly thrown down cigarette is given credit for a \$200,000 fire last month. Don't be responsible for such waste as this; put out your matches and cigarettes before you discard them.

Nothing drives out the little worries like a big worry.




\$650,000

CENTRAL STATES UTILITIES COMPANY

First Mortgage 6% Gold Bonds, Due Dec. 1, 1949, at par and interest to Yield

6%

The Central States Utilities Co., Inc., serves artificial gas to the cities of Monroe, Coldwater, Hillsdale, Grand Haven, Ferrysburg, Spring Lake and Highland Park, Mich. The Company also operates retail gas appliance stores in each city. Properties are appraised at \$1,695,460.50, or a property value of \$2,608.40 for each bond. Has exclusive franchise in each city. Total revenue for year ending March 31, 1926, \$326,176.32; net income \$99,269.97.

A.E. KUSTERER & Co.
INVESTMENT BANKERS
AND BROKERS
MICHIGAN TRUST BUILDING.
CITIZENS 4267 BELL MAIN 2435

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.

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—A good established bakery business with two trucks, on account of ill health in the family. Mrs. Richard Groening, 207 E. Donaher St., Ludington, Mich. 332

For Sale—Country stores write for prices men's cravats. Address No. 333, c/o Michigan Tradesman. 333

FOR SALE—An established business for ten years in a 100 per cent location, live Western Michigan city 15,000 population which is steadily increasing. Stock consists of dry goods, shoes and furnishings. Store 23x110 with basement, tile floor, five or ten year lease. Stock at present inventories \$10,000. Reason for selling, owner leaving city. Address No. 334, c/o Michigan Tradesman. 334

FOR RENT—Store building in a most desirable location, Muskegon Heights, Michigan. Can be used for any business. 24x112 with basement. Will give lease five to ten years. Apply Muskegon Heights Bazaar Co., Muskegon Heights, Mich. 335

For Sale—Dry goods and variety stock. Best location in Michigan. Town 10,000 population. Cash sale, no trade. Inventory about \$10,000. Address No. 336, c/o Michigan Tradesman. 336

FOR SALE—A REAL BARGAIN IN one of the best located general stores in Northern Wisconsin. Write for full particulars. Will consider partnership. Pound Mercantile Co., Pound, Wisconsin. 337

MCCASKEY CREDIT REGISTER, addressing machine, duplicator, multigraph, typewriter, check writer, dictaphones, envelope sealer, adding machine, about half price. Write for details. The Pruitt Co., 117 Mt. N. Market St., Chicago. 338

FOR RENT—Modern store located at county seat town, best location in city. Flat above if desired. Address No. 339, c/o Michigan Tradesman. 339

DISPLAY man and card writer, six years' experience, thoroughly qualified in all types of department store display, desires immediate connection. A-1 references. Address Peter Boemer, Glen View, Ill. 340

For Sale—Plumbing and heating business with opening for good furnace man. Best location. Established 18 years. No limit to business. Is leading firm in this line. Reason for selling, age and health. Have other lines. Take as much as you want. Will invoice and sell or rent building. Write for full details. Box 126, Marengo, Illinois. 341

For Sale—Grocery stock and fixtures. Cream, egg, and poultry business in connection. Corner location. Store building just redecorated, inside and out. This business is located in one of the best farming districts in Northwestern Ohio. Stock and fixtures at invoice. A real proposition for one who wants a business. Very good reason for selling. Address No. 328, c/o Michigan Tradesman. 328

FIRE AND BURGLAR PROOF

SAFES

GRAND RAPIDS SAFE CO.
Tradesman Building

FOR SALE—Grocery store and fixtures which will invoice at about \$2,900. Good location in live town of 2500. Reason for selling, poor health. Address No. 319, c/o Michigan Tradesman. 319

FOR SALE—Up-to-date confectionery and cafe. Good business. Wish to retire. Sell very cheap. Central Michigan, Grand Trunk line. Address No. 316, c/o Michigan Tradesman. 316

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

CASH For Your Merchandise!

Will buy your entire stock or part of stock of shoes, dry goods, clothing, furnishings, bazaar novelties, furniture, etc. LOUIS LEVINSOHN, Saginaw, Mich.

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.

Ethylene Gas Rushes Ripening of Perishables.

Ethylene gas, which has seen recent favor in medical circles as an anesthetic, has found quite a different use in the artificial ripening of green fruits and vegetables. Experiments undertaken at the Agricultural College of the University of Minnesota in co-operation with two wholesale fruit houses demonstrated that green bananas and tomatoes exposed to small proportions of ethylene gas ripened in a shorter time and with much smaller loss than in the usual course of commercial ripening.

The flavor was found to be a considerable improvement over that customarily found in fruits ripened off the tree or vine. This is ascribed by Dr. R. B. Harvey to the fact that ethylene increases the sugar content of the fruits exposed to it. Experiments are in progress to ascertain the possibilities of ethylene with other fruits, such as melons, pineapples, and peaches, that have to be picked green to stand shipping to Northern countries. Certain varieties of apples and even rhubarb are said to be greatly improved by the treatment.

Franciscan Monks Brought First Oranges To America.

A few orange trees, brought from Spain by Franciscan monks in 1769 and planted in mission grounds, marked the beginning of a citrus industry in California which last year approached a turnover of \$100,000,000. The first orchard of any size was planted in 1804 and 1805 near the San Gabriel mission, ten miles from where Los Angeles now is. Four hundred seedlings covered six acres.

Early records say extensive orchards were developed and were exceedingly prolific, although John C. Fremont, who visited the Franciscan establishments after their secularization in 1834, said little remained of the orchards then. The Navel, California's Winter orange, was planted extensively in the '70s on desert land which had been considered worthless. The Navel orange of to-day is one of the big four of citrus fruits. The Valencia orange was brought from the Azores Islands in 1865. Lemons were imported from Australia and Sicily.

New Apple and Shade Tree Pest.

Spokane, July 24—A new apple and shade tree pest is appearing in considerable numbers in the Western part of the State, according to the Bureau of Entomology of the U. S. Department of Agriculture. In technical terms it is a coccid, or species of scale insect. This is its first known appearance in the United States. It has been reported on shade trees in Vancouver, British Columbia, where it was introduced on nursery stock from Europe more than twenty years ago. It was thought practically exterminated by 1910, but unfortunately infestation must have spread to wild growth, resulting in the gradual increase of recent years. The insect is widely distributed in Europe. In the neighborhood of Seattle the pest is appearing in unprecedented numbers and severity, and fruit growers are alarmed.

Schoolboys and schoolgirls now have more than \$30,000,000 deposited in school savings banks, according to the Committee on Thrift Education of

the National Education Association. Most captains of industry and successful men of affairs, when asked to give to young people a recipe for success, are likely to urge the formation of the habit of putting something by against the rainy day. Saving in school banks is a natural prelude to the accumulation of funds in "grown-up" savings banks. It is surprising to note how the custom of saving has developed among Americans since, according to data assembled by the Controller of the Currency, the sixty-one savings banks of 1840 held less than fourteen millions of dollars. That amount has now grown to the same number of billions, and there are today as many individual depositors as there were dollars in the accumulations of 1840. It is a healthy sign of the National prosperity, achieved by a wholesome growth from year to year without artificial inflation.

Debt cancellationists, especially in Great Britain, grasp at all possible straws. So unimportant a thing as the petition of Frederick Peabody to President Coolidge asking that all war debts be wiped off the slate has given impetus to cancellationist comment. But, even though there were considerable corresponding sentiment in the United States—which there certainly is not—such a movement could not hope for recognition at present. The United States, in its handling of these war debts, has attempted to establish a principle: that international debts, no matter how contracted or for what reason, must be paid. In this day of popular government there is no way of establishing this principle save to put it into effect, and keep it in effect until its results are plain, not only to governments but to the people of the countries concerned. Even though the Washington Government believed cancellation to be financially expedient, any move in that direction would be unwise and unsound.

Princeton University has banned the use or possession of motor cars by first year men while in residence and severely limited their operation by upper class men. The Princeton man who uses one must carry a special card issued by the university and such cards are not easy to come by. Purdue University and the University of Illinois have barred the use of student motor cars. The reasons given by the various schools for these rulings are very similar. They include the fact that more cases of discipline arise out of such use and ownership than any other cause, that car ownership has a direct relation to low scholastic standing, that cars are time-wasters and lead to numerous accidents endangering life and property. Is the day coming when the well-known automobile is about to disappear from the hectic tales of the merry collegian?

Kansas wheat, threshed from a mighty and productive acreage, is piled in dull golden hills at Kansas railroad stations. It is waiting for cars, as the line-elevators are crammed with grain and can hold no more. Prices are good, and all would be well in

Kansas if the cars could be had for shipment. More and more of the 140,000,000 bushels that the State will contribute to the National total is coming out of the fields every day. Railway freight offices and the Public Service Commission are besieged by frantic shippers, and even more frantic bankers who have staked their funds on the wheat crop. Rail reports indicate no particular shortage of cars. Did Kansas fail to see the emergency coming? This is not the first time there has been a harvest wait for cars, but this time there seems to be no valid excuse for it.

A few days ago radio was used to direct a freight train of 116 cars over the rails of the New York Central Lines from Englewood, Ill., to Elkhart, Ind. Officials of eleven railroads made the 100 mile trip on the mile-long train and saw the beginning of what may be a new era in train dispatching. The engineer on the locomotive and the dispatcher sitting before his train sheet were in constant voice-communication at all times. Now comes the word that all orders for train movement in the St. Paul station yards will come by radio in the future. The installation of the new devices will be permanent. Not so long ago dispatching by telegraph began giving way to telephone. It is a far cry back from wirelessly verbal directions to the days when trains "flagged" their way over a division.

Don't expect to find the pathway to the top paved.

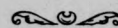
In words too precise and simple to be misunderstood, the United States Court of Appeals has decided that the owners of American ships are not free to violate the Volstead law after they pass the twelve-mile limit and that a vessel cannot engage in a trade she is not licensed for or make a foreign voyage without surrendering her coastwise license. The court held that every nation has the right to bind its subjects to its own laws in every place. The decision puts American rum runners on the same plane as pirates, who may be seized wherever found. Clearly, government protection calls for allegiance in all things everywhere. It cannot be renounced and reassumed to suit the convenience of ship masters wishing to engage now and then in an unlawful business.

The United States is still investing abroad at the rate of about a billion dollars a year. Announcement by the Department of Commerce that \$432,658,000 was put into foreign loans during the first six months of the current year brings out this fact, whereas the impression had been that such operations had fallen off. Loans to Europe have diminished. Perhaps this is the reason for the impression that had arisen. Little attention is paid to the dollars that go to Canada and to Latin America, although both attract them to a much greater extent than Europe. "Abroad" is not Europe alone; and as our dollars go out to the four corners of the earth the question, "What have we to do with abroad?" becomes year by year more strikingly obsolete.

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