

## ODE FOR THE FOURTH OF JULY, 1876

THEY steered by stars the elder shipmen knew,  
And laid their courses where the currents draw  
Of ancient wisdom channelled deep in law,  
The undaunted few  
Who changed the Old World for the New,  
And more devoutly prized  
Than all perfection theorized  
The more imperfect that had roots and grew.  
They founded deep and well,  
Those danger-chosen chiefs of men  
Who still believed in Heaven and Hell,  
Nor hoped to find a spell,  
In some fine flourish of a pen,  
To make a better man  
Than long-considering Nature will or can,  
Secure against his own mistakes,  
Content with what life gives or takes,  
And acting still on some fore-ordered plan,  
A cog of iron in an iron wheel,  
Dumb motor in a clock-like commonweal.  
They wasted not their brain in schemes  
Of what man might be in some bubble-sphere,  
As if he must be other than he seems  
Because he was not what he should be here,  
Postponing Time's slow proof to petulant dreams:  
Yet herein they were great  
Beyond the incredulous lawgivers of yore,  
And wiser than the wisdom of the shelf,  
That they conceived a deeper-rooted state,  
Of hardier growth, alive from rind to core,  
By making man sole sponsor of himself.

James Russell Lowell.

The old-fashioned way of "clearing the blood" in the Spring was to take liberal doses of a mixture of sulphur and molasses. Nobody knows the reason for the almost universal faith in this formula, for modern medicine declares that it is of practically no value, but our grandparents kept their faith in it for many years.

The modern physician knows that certain toxins do accumulate in the system during the winter. These toxins are caused by lack of out-door exercise, and by a diet too rich in meats and other concentrated foods. The modern way to remove the toxins and clear the system during the Spring months is to use

# STANOLAX

(HEAVY)

## *for constipation*

Stanolax [Heavy] is a pure, carefully refined, heavy bodied mineral oil. It lubricates the intestinal tract, making elimination easy and restoring normal intestinal activity.

Stanolax [Heavy] is not a purgative or a cathartic. It does not increase the flow of intestinal fluids, but attains its results by purely mechanical means. It is not habit forming; in fact, the dosage can be gradually decreased after the first few days, and in most cases, eventually be discontinued altogether.

Stanolax [Heavy] is a safe and sure relief for constipation.

### **To Dealers**

### **STANOLAX** [Heavy]

offers you an excellent profit and a steady repeat business. Write for our proposition.

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**Standard Oil Company**

**Indiana**



# MICHIGAN TRADESMAN

Forty-fourth Year

GRAND RAPIDS, WEDNESDAY, JUNE 29, 1927

Number 2284

## MICHIGAN TRADESMAN

E. A. Stowe, Editor

PUBLISHED WEEKLY BY  
THE TRADESMAN COMPANY  
GRAND RAPIDS, MICHIGAN

(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.

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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.

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

## THE RIGHTS OF THE CITIZEN.

This year's special and solemn celebration of the 151st anniversary of the Declaration of Independence ought to lead to a more intensive reading of that document. It really meant more than the founding of a new nation. It went beyond the assertion of the right of America to independence and self-government. A great political doctrine was laid down in the Declaration. This had to do not only with a separate national existence but with the kind of rule, the mode of life, which ought to characterize not only the new American Government but all governments. For the "liberty" spoken of in the Declaration implied far more than freedom from British sovereignty. It looked also to the rights of the citizen under a well-ordered system. These were in Jefferson's mind "inalienable." They could not be transferred from the individual to any government—no more to one republican in form than to one monarchical. And among these inalienable rights Jefferson enumerated liberty and the pursuit of happiness.

Could he return to earth to-day he would see our National independence and unity established beyond question or cavil. But what would he think had become of the sacred deposit of individual liberty? The author of the Virginia statute of religious freedom would see intolerance and proscription and bigotry raising their heads in a most offensive and intolerable way. The champion of free speech would see Americans submitting tamely to its impairment. The old Miltonian idea of the citizen who is full-panoplied so long as he is able freely to think and without let or hindrance to express publicly his thoughts on public questions, provided they do not go counter to the laws against sedition and rebellion, seems shrunk to small proportions. The once jealous states meekly

acquiesce in all kinds of Federal bureaucratic interference, and even have surrendered many attributes of their police power, including the right to dictate what their citizens shall eat and drink and wherewithal they shall be clothed.

It needs no laboring of the theme to show that modern political tendencies have eaten deep into the Jeffersonian ideas of the liberty of the individual citizen. As if to give a grotesque turn to the whole process, the political party responsible for some of the deepest inroads upon the doctrines of Jefferson proudly calls itself Jeffersonian. Thus do we continue to build the tombs of the prophets. If after 151 years our independence had been so seriously curtailed as has been the historic conception of our liberties there would be a revulsion and a great outcry. Happily, without these outward signs there is reason to believe that many Americans are turning back with renewed interest and approval to the Jeffersonian conception of life, liberty and the pursuit of happiness and are anxious to recover something of what they have lost or what has been taken away from them.

## CANNED FOODS CONDITIONS.

There is little opportunity to trade now in a big way, as the holder of surplus merchandise no longer is being pressed for money or regards the outlook as so uncertain that liquidation is advisable. Quite the contrary, canners have taken new heart and they have adopted a different policy to fit present market conditions which does not call for sacrificing the several packs whose future until recently was in doubt. The weak sellers who also had burdened themselves with a number of items have reduced their holdings. They can get a better price now on many items than a few months ago and they are inclined to postpone selling until a more favorable season. Meanwhile there has been a change in the policy of buying futures and some trading of fair sized proportions has been going on. For the most part, however, the week's business was more or less for nearby needs and consisted in calls for the staples in fair sized jobbing parcels. Some of the miscellaneous items are harder to find, and when a seller quotes a price it is often discovered that it is for a small block. In other words, statistically the market is in better shape on the line as a whole, than has been realized.

## SEASONAL TEMPERATURE.

With the opening of summer during the past week came some seasonal temperatures which encouraged storekeepers, to whom it brought some belated business. It is recognized, however, that it will take a fairly con-

tinued spell of warm weather to bring trading up to the mark that is usual at this time of year. Much will depend on weather conditions this week. After that will come the vacation and touring periods for many of the store customers, to be soon followed by clearance sales of summer goods. In the matter of men's straw hats, for example, the sales of which have been retarded by the weather, an effort will be made to hold off price cutting until Aug. 1, or July 20 at the earliest. Any agreement of this kind, however, has rarely been lived up to in the past. Price reductions on women's wear, on the other hand, are not the subject of agreement, each store being a law unto itself in this respect. Retailers in general are in a better position this year than they have been, because their purchases were quite sparing and they have no large surpluses to get rid of. The same is true of a number of manufacturers who were more cautious than usual in cutting up in advance of orders. A sudden large demand might find both dealers and makers of such goods unprepared to supply it. Similar conditions prevail in regard to tropical suits for men. Primary markets remain comparatively dull in anticipation of a stimulated business in the next fortnight or so.

Too little attention is being paid to the real war which is going on in Europe at the moment. Recently the women in rural Germany belonging to the Queen Louise Association, the national women's organization, declared that short skirts are a sign of moral degeneracy and began a crusade for long skirts. The women of Berlin resented the imputation, seceded from the organization and organized a short-skirted Louise association. Both associations are intensely nationalistic but they can't agree on the length of their skirts. Now the war has spread to Italy. Formidable numbers of Italian women are reported to have banded themselves together for the purpose of driving knee skirts out of the country. In some parts of Italy school teachers are refusing instruction to girls whose dresses do not reach their shoe tops. Meanwhile the women of Constantinople are having another sort of dress trouble. Certain Moslem legislators are endeavoring to have a law passed which will compel all women of that faith to dress alike, to wear a sort of uniform like the Salvation Army lasses, neat and inexpensive. These nickel nursing statesmen contend that Moslem women are becoming too extravagant and less docile than they were before the veil was abolished. No matter how far they advance, women remain the unquiet sex.

Ambassador Houghton, in a noteworthy address at Manchester, England, has set forth clearly the reasons why an armed alliance of the English-speaking peoples of the world is inadvisable. Such an alliance could only result in similar alliances among other nations and turn the world into the sort of armed camp Europe has been for centuries. Nothing has produced more wars, more economic distress or retarded the progress of that continent more than competition in military power. When the world was more widely separated combinations were necessary for protection against sudden wars, but the improved methods of communication and the existing machinery for peace have made such alliances no longer obligatory. The great need of to-day is not colossal preparation for wars that are to come, but sane limitation of armament. The United States and Great Britain can perform no higher service than to set the example. The peace, happiness and well-being of the world depend upon a sound and cordial understanding between nations, not on arms. This understanding already exists between the American and the British peoples, because the two nations "look out on the world very much from the same point of view and have identical interests."

Any grocer who feels that he should have more trade paper information than the Tradesman affords him—and no merchant can be too well posted along the lines of his business—is recommended to subscribe for the Grocery World, of Philadelphia. This publication has been in existence over forty years and has been edited most of that time by Elton J. Buckley, who has acquired in the meantime a most complete and comprehensive knowledge of every branch of the grocery business. The paper is not quite so large as the Tradesman and the price is \$3.50 per year. Every issue contains live articles on vital topics germane to the grocery business.

Nothing would be more appropriate than to raise a fund in America to be divided equally between the mothers of Nungesser and Coli. Both ladies are understood to be in needy circumstances. France should provide for them liberally, but the French people have many demands made on them at this time and may overlook the needs of these worthy women. It would be a fine thing if 50,000 Americans were to contribute \$1 apiece to this cause. It would, in a way, show our appreciation of the way the French people received our Lindy with open arms and nearly killed him with kindness.



## NINETY-NINE YEARS OLD.

## One of the Most Remarkable Careers Ever Recorded.

The editor of the Tradesman, with his accustomed thoughtfulness in recording things at the proper time concerning men and events, has asked me to contribute something to the columns of the Tradesman concerning Hon. Edward W. Barber, who will celebrate his 99th birthday on July 3, 1927.

The readers of the Tradesman were many years ago accustomed to read things from Mr. Barber's pen which were taken from his versatile writings as editor of the Jackson Patriot. And inasmuch as Mr. Barber has not only a State but a National reputation as a public servant and editorial writer and a political prophet, it is eminently proper that we should, in connection with the announcement of this birthday, say a few words concerning Mr. Barber's wonderful career.

He now resides in Polk county, Florida, whither he went some years ago when he gave up his regular work as editor of the Jackson Patriot. He has enjoyed living in Florida and has not until very recently given up editorial and personal correspondence. He has been in good health, with a clear mind and retentive memory and has been an earnest advocate of the climate and opportunities of Florida to contribute to the welfare of an increasing population. He has had a very clear vision of the possibilities of the State, especially in the field of agriculture. He has busied himself with his pen and has planted orange groves and watched them develop into fruition, and had a thoroughly enjoyable life and has not neglected public service until very recently.

I have been his correspondent for nearly sixty years and he has added very materially to the satisfactions of my life through his wise counsel and well matured pronouncements upon the problems of conservation, civics and social welfare in which I have had an abiding interest.

Mr. Barber was born in Benson, Vermont, in 1828, and when he was eleven years old his father's family removed to Michigan with a colony from Vermont, which found an abiding place in Eaton county and named the town then founded Vermontville. His school education consisted of a few winters in the country school and a year in an academy. Then he started in to earn his own living with an ideal of usefulness in his vision. Leaving work on the farm he went over in 1847 to Marshall and became printer's devil in the office of the Marshall Expounder, which at that time was a leading Democratic paper in Michigan. He served his apprenticeship of three years, which was the custom in those days, and, desiring to see something of the world and reach toward a career, he went to Detroit and connected himself with the Detroit Daily Democrat, which was at that time the leading newspaper in the Northwest. From there he drifted to Kalamazoo and for two years was attached to the Gazette and the Telegraph of that city. He developed a love for the political game

and was an ardent student of politics. One of the things he practiced as a young man was reading aloud, either to other people or by himself. He had a good voice and he was chosen in 1857 as assistant clerk of the Michigan House of Representatives.

His chief was Charles V. Deland, of Jackson, and the record he made as reading clerk led to his selection later on, in 1861, to the clerkship of Michigan House of Representatives, following which his peculiar ability was recognized in a National way and he became reading clerk in the House of Representatives during the 38th, 39th and 40th Congress. He had the thrills which accompanied the calling of the roll for important decisions and often spoke of the tenseness when he called the roll for the final passage of the constitutional amendment for the abolition of slavery and also for the impeachment of Andrew Johnson. He had a retentive memory and I have oftentimes heard him repeat verbatim portions of great speeches which were made in Congress during that war period. My impression is that he is the only living man who sat in congressional halls during that period.

In 1869 he was named superintendent of Internal Revenue for the States of Michigan and Wisconsin. It was in those early years that he became somewhat interested in Florida and, I think, through an accident became the possessor of a considerable area of land in Polk county of that State. It was while looking after this domain, which at that time had a very questionable value, 1873, that he was notified from Washington that he had been appointed Assistant Postmaster General. He served in this capacity until 1877 when he retired from active politics and never afterward was connected in any official capacity with governmental affairs.

He retired to the city of Jackson, making his home there, and became part owner and editor of the Jackson Patriot, where he could be found at his desk usually every working day until the purchase of the Patriot by the Booth Publishing Co., May 26, 1918.

After going to Florida for his permanent home, he contributed in an editorial way to the Jackson News, and I think his name was carried at the head of the editorial page as editor. In the early 80's he became greatly interested in the problems of rehabilitating our State after the removal by lumberman of tremendous areas of timber and by allowing them to go back into the hands of the State, they became a menace rather than an asset. Mr. Barber entered into the discussion of conservation with an ardent spirit and with a wide and accurate knowledge of history of reforestation in foreign countries, and he drew upon his garnered information of the results of forest removal upon agriculture, climate and character of mankind.

He was always deeply interested in the problems developing in growing cities and in his "Meditations and Gleanings," which he carried every Sunday morning for many years in the Jackson Patriot, he dealt with the wide range of problems connected with

political and civic life and public welfare. His pronouncements were original, incisive and constructive and he made a wide reputation in his own State and in the Nation as a great editorial writer upon current topics of interest and value.

At one time, speaking of his birthday, he said: "All I remember about it is that I was in a great hurry to arrive in time to help celebrate the glorious Fourth." He absorbed information upon a wide range of subjects and through his retentive memory had a tremendous fund of information to draw upon in bringing home to his clientage his pronounced views upon all subjects connected with progress in life and government. One of his friends said of him at one time: "His mind is one inexhaustible reservoir of information and wisdom from which he draws every minute in conversation, delighting those who are fortunate enough to be listening, and making his presence a delight and entertainment to his friends."

Mr. Daniel Strange, of whom some things were written in the Tradesman last week, in speaking of the pioneers of Eaton county in a volume he issued last year, said of Mr. Barber: "The proudest product of Eaton county is the Honorable Edward W. Barber, reared in Vermontville from his eleventh year to early manhood, when he became clerk of our State Legislature, then of the United States Congress for a term of years and later Assistant Postmaster General during the Grant administrations, and still later, editor of the Jackson Patriot, where his editorials for their pungency, erudition and perspicacity became famed in many states."

I am inclined, in closing this brief contribution, to make quotations from personal letters which I have received in recent years. Since Mr. Barber became a permanent resident of Florida.

From a letter dated April 14, 1920: "You know so much about Florida that it is like carrying coal to Newcastle to write you about it. Yesterday afternoon we had a glorious rain of about two inches, and to-day it is warm and invigorating. I improve every opportunity to take an outing in an auto and rode up to Lake Wales, five and one-half miles this afternoon, and met a bunch of people who are as well satisfied and contented to abide here as one will find anywhere. It was not a maddening crowd. It seems strange though that this is so new a region. Ten years ago last winter, in all this highland lake district, there was but one settler between Frostproof, ten and one-half miles South of here, and Haines City, over twenty miles North on the railroad from Jacksonville to Tampa, and there were not more than two orange groves along the entire distance of over thirty miles. If I had not seen it in its primitive condition, roadless through the forest, where now is an asphalt highway with only short stretches of forest, I could not realize the changes which have taken place in so short a time, and more land has been cleared and groves planted since the kaiser's war ended than had been cleared and planted before that time.

"Ponce de Leon, over 400 years ago, only twenty years after Columbus, sailed over the ocean blue and found and named Florida, but discovered not the fountain of eternal youth of which he was in quest, but landed at or near St. Augustine. He made other voyages and died on his last one and was buried on the island of Porto Rico. He found in Florida a country where nature never has a season for sleep. It is always flowery, fragrant and attractive. It is a fairy land of green and gold. The sky is blue and seldom hidden from view by the exhalations of earth in the winter. Sail wherever he might over the Seven Seas, never could Ponce de Leon have found a pleasanter region than this. There are but few reminders of winter, no snow, a spring which comes in February, when orange blossoms fill the air with fragrance, and later the golden globes hang on the always dark green trees, and winter is the time of greatest horticultural activity."

From a letter dated June 22, 1920: "The sun at noon is almost directly overhead, for the slant of its rays are only about 250 miles in the 93,000,000 miles of the space traversed by them to reach the earth, so that here one can realize the importance of the shadow he casts upon this whirling sphere. Things are not what they seem to be. At noon our heads point toward the sun; at midnight they point away from it; and yet we appear to be on top at the noon of night as well as at the noon of day, although our heads point downward at the former and upward at the latter. So, I reckon, everything here is an appearance, not a reality, for the real cannot be changeable and must be eternal, not temporal. Physically we are shadows, and physically it is shadows that we pursue, and yet shadows which are essential to physical existence."

From a letter dated March 3, 1921: "Always I have had a good opinion of Professor Roth and was right glad of the opportunity to read one of his breezy letters. I had a few from him in former days, but with a trunk full of others consigned them to a fiery furnace before leaving Jackson. What seemed the most puzzling of questions was the one he asked: 'Must we always be bossed by mediocrity and selfishness, the world over?'

"'Always' is an unlimited time. 'Always' and forever, here on earth, opens up a long look ahead. Can anyone imagine a time when he will not be governed by politics and politicians, using those words in the party sense? Of course, I can see a beginning made in the commission form of government by cities. In them there is less opportunity for the gratification of partisan selfishness, and this is a great gain. It will be a greater gain when the same principle is applied to counties and will supersede the expensive supervisor system, for three men, one of whom will spend all the time at the county seat, can do the business of the county much better than it is now done."

From a letter dated October 2, 1921: "It appears that about the close of the third century of the New Era, the



command to heal the sick became obsolete and inoperative, probably owing to the plunging of the new religion which brought life and immortality to light into the darkness of materialism, represented by the Dark Ages period, and but small progress has as yet been made towards real recovery, although great progress in material things has been made.

"Of course, there has been much progress made in forms of government, but in practical politics there is an abounding selfishness. Therein we see the blind leading the blind into a ditch from which extraction cannot fail to be a serious matter. Here, however, in this sunland, I am so far removed from the turmoil and wranglings and janglings of politics—of wars that are past and preparations for wars and murders yet to be—that I can dismiss them with the remark, 'What fools these mortals be!'

"I have yet to learn that the emphatic four words, 'Thou shalt not kill', are not confined to killing men singly and with malice a forethought, but apply even more emphatically to killing them with modern deadly instruments on the field of battle. For such slaughter the command should read, 'Thou shalt kill' and the more the better, and the greater the earthly glory.

"In spite of all the wholesale killing, there is progress. I am gladdened to see the interest farmer organizations are taking in the affairs of government, instead of the welfare of this or that political party, although they are fooled into believing that taxation and protection are synonyms. Still they are having a much wiser leadership at present than they have had in the past. It needed holding their noses to the grindstone of low prices for their products at the time of the existence of a high emergency tariff, evolved for their special benefit, and to protect them from countries where people are underfed and starving from lack of food.

"The blinded politicians who did this seemed not to know that a high tax on commodities could not increase the ability of Christians, who happen to live in other lands, especially after the devastations of a great war, to buy and pay for our products, and that years must pass before the normal conditions of peace can come. Perhaps the politicians know better than they act and are trying to fool the people while they victimize them. The tariff humbuggery is disguised under the plausible name of 'protection', which is, after all, just plundering one class of citizens for the pretended benefit of another class.

"Here we are, the greatest creditor nation on earth, holding ourselves aloof from other nations, and trying to impose a heavy tax or duty on the products of labor and capital, whereby those who owe us must pay us, if we are ever paid the billions of dollars of indebtedness that accrued as one burdensome result of the war."

From a letter dated July 4, 1921: "Tempus fugit. Here it is Independence Day, July 4, 1921, and on looking at the first ink jabs of your last letter

the date is June 13. Actually as dead as the day I was born, July 3, 1828, ninety-three years ago yesterday.

"It was in the town of Benson, Vermont, that I first saw daylight. My mother's maiden name was Rebecca Griswold, the only daughter of Alvin and Anna Griswold. She was born October 5, 1798, and passed away December 22, 1838. It was a bitter cold day that her abandoned body was buried in the cemetery at Benson, by the side of her fifth son, Rodney W. Barber, born September 13, 1838, and died December 10, the same year. The next year we left Vermont, father, stepmother and four boys, I being the oldest, for Vermontville, Michigan, that State having been my home from the first day of October, 1839, the date of arrival in Detroit, until I came to Florida in November, 1919."

These brief extracts from letters, often reaching 2,000 words, indicate clear thinking, balanced judgment and beauty of diction indicative of an alert mind and an unusual gift of expression. His penmanship at 94 was as perfect as print without a tremor or an error. His life has been filled with valuable services to his fellows. As an object lesson of clean living, great activity, wonderful vitality and sanity in judgment, I know of no more striking

example. If he can round out the century in comfort and happiness. We may indulge the hope that a kind providence will fulfill the desire of his devotees. Charles W. Garfield.

#### Good Word For the Penney Stores.

Monroe, June 25—In reading your Out Around in the June 22 issue I see your remarks on Allegan, to the fact that a Penney concern is going to open there July 1. As one of the Penney stores came to this city a little over a year ago, I know something about them and thought I would tell you just how they operate their business, as you have evidently misjudged them in your remarks.

In their operation they are entirely different than any other chain store, I know they give their managers a better opportunity to acquire stock. They expect the manager to become a citizen of the town they are doing business in.

In our particular case the manager has bought a home in this city. He has joined the retail merchants' organization and gives all of his time for committee work whenever he is called upon. He contributes to every fund that is being raised for the benefit of the city and I understand this is what the Penney Co. order the managers to do.

No man can get the management of one of their stores until he has worked under the management in some other city. I believe that a Penney store going into a city helps it materially to bring business into the city from out laying districts.

They never put on a special sale. How they get away with it, I am free to confess I do not know.

Knowing Allegan as I do, I believe that the merchants will do well to welcome a Penney store and the manager, as I think they will be a great assistance to that wonderfully nice city. C. A. French.

#### Pear Tree 164 Years Old.

Philadelphia, June 17—A pear tree that first bore fruit 164 years ago, and still bears generously, is but one of the many sights recalling the honored memory of John Bartram, first American botanist to achieve fame, seen by recent visitors at Bartram's Garden here.

Alluring plans have been revealed for restoring the garden to its pristine charm by planting there every tree, shrub, plant and flower that flourished two centuries ago, when John Bartram established there the first botanical garden in the United States. Wandering about the five acres of the garden, one sees ancient box trees planted by Mr. Bartram nearly two centuries ago, mulberries, hemlocks, maples and oaks of his own planting, and Christ-thorn, trumpet-vine and ivy and varied other plants flourishing as they did in his day.

The historic garden now is the property of the city. Its charm and beauty, there on rolling slopes stretching down to the Schuylkill River, are open to the enjoyment of all who love trees and plants and out-of-doors.

#### New Issue

\$2,000,000

## Michigan Public Service Company

### First Mortgage Twenty-Year 5% Gold Bonds, Series A

THE ISSUANCE OF THESE BONDS HAS BEEN AUTHORIZED BY THE MICHIGAN PUBLIC UTILITIES COMMISSION. CENTRAL TRUST COMPANY OF ILLINOIS, CHICAGO, TRUSTEE.

*The information below is from the letter of Mr. A. E. Fitkin, President of the Company. For complete information regarding these Bonds, the Company, its business, capitalization and earnings, reference should be made to said letter, copies of which will be furnished upon request.*

**BUSINESS AND PROPERTY:** Michigan Public Service Company, organized under the laws of Michigan, has acquired by consolidation the physical properties formerly owned by seven public utility operating companies supplying electricity and/or water to 60 growing communities in Michigan.

**EARNINGS:** Net Earnings before Depreciation and Federal Taxes, for the twelve months ended February 28, 1927, amounted to \$274,580, or 2.74 times the annual interest requirement on this Issue of First Mortgage Bonds. For the same period there was derived from the electric department of the system 85.5% of the net operating revenues.

**SECURITY:** The First Mortgage Bonds, in the opinion of counsel, are secured by a direct first mortgage on all the fixed properties of the Company now owned or hereafter required, except as to divisional liens, if any, on after acquired property. The bonds to be presently outstanding represent less than 46% of the depreciated valuation of over \$4,370,000. Additional First Mortgage Bonds may be issued under restrictive conditions as set forth in the Trust Indenture.

**SINKING FUND:** The Bonds of Series A will be entitled beginning in 1930 and annually thereafter to the benefit of a sinking fund of an amount equal to not less than 1% of the largest principal amount of Bonds of Series A at any one time outstanding.

Price 96 and accrued interest, to yield about 5.32%

### Howe, Snow & Bertles

GRAND RAPIDS NEW YORK CHICAGO DETROIT ST. LOUIS SAN FRANCISCO

All information given herein is from official sources or from sources which we regard as reliable, but in no event are the statements herein contained to be regarded as our representation.



**MOVEMENTS OF MERCHANTS.**

Kalamazoo—The Naco Corset Co., 157 Lovell street, will be dissolved early in July.

Ann Arbor—The Quality Food Co., has changed its name to the Ye Olde Tyme Sausage Co.

Menominee—The Twin City Packing Co. has increased its capital stock from \$30,000 to \$100,000.

Warren—The State Savings Bank of Warren has increased its capital stock from \$25,000 to \$50,000.

Detroit—R. Cook & Co., 515 Tenth street, warehouse, has increased its capital stock from \$2,000 to \$25,000.

Flint—The Woodin & Barnes Co., 500 North Saginaw street, autos, etc., has increased its capital stock from \$100,000 to \$200,000.

Detroit—Leyes Bros., 3034 Lafayette boulevard, auto parts, supplies, etc., and garage, has increased its capital stock from \$3,000 to \$30,000.

Saginaw—Kraus & Vibert, Inc., write the Tradesman they have no connection with the Paul Krause Clothing Co., as stated last week.

Hart—Thomas Welch & Son have leased their store building to the Government for postoffice purposes and will close out their general stock and retire from retail trade.

Lansing—James O'Connor has purchased the clothing, etc., stock of Redfield & McKeown, 200-202 North Washington avenue, which he sold to them three years ago, after conducting the business for over 25 years.

Saginaw—The Home Furniture Co., 120 Lapeer avenue, has been incorporated to deal in furniture and household furnishings at retail, with an authorized capital stock of \$75,000, \$15,000 of which has been subscribed and paid in in cash.

Detroit—The Detroit Fuel & Supply Co., 5701 East Davison avenue, has merged its business into a stock company under the same style, with an authorized capital stock of \$250,000, all of which has been subscribed and paid in in property.

Detroit—The Douglass Association, Inc., 13109 Riopelle street, has been incorporated to deal in groceries, fuel and builders' supplies, with an authorized capital stock of \$10,000, of which amount \$3,050 has been subscribed and \$1,100 paid in in cash.

Lansing—The Miller Tire Service, 234 North Washington avenue, has been incorporated to deal in auto accessories, tires and radio parts at retail, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Pleasant Ridge—The M. E. Schumacher Coal Co., Inc., Ten Mile Road and Barber avenue, has been incorporated to deal in fuel and building material, with an authorized capital stock of \$25,000, all of which has been subscribed and \$5,000 paid in in cash.

Saginaw—The Home Furniture Co., of Detroit, has leased the entire four-story Wesener arcade building at the corner of Lapeer and Warren avenues and will occupy it July 15, with a complete stock of furniture and household furnishings. The store will be under the management of H. G. Schlafer.

Detroit—The Super Arc Welding &

Collision Service, has merged its business into a stock company under the style of the Super Arc Welding & Body Co., 17-45 Bethune street, with an authorized capital stock of \$25,000, of which amount \$22,500 has been authorized and \$12,000 paid in in cash.

Galien—"Aunt Sarah" Mann, known to hundreds of commercial travelers and Western Michigan residents, has given up her work as a boarding house keeper at the age of 83, after thirty-eight years of continuous service. A fall in her kitchen which fractured two ribs caused her to reluctantly relinquish her work. "Aunt Sarah" is the widow of Dr. Levi Mann, a pioneer physician, who made the "circuit" of Galien, New Buffalo and New Troy, and died in 1888.

Jackson—Edward C. Greene, well-known business man of Jackson, died early Monday morning, aged 78 years. He had been a resident of this city forty-three years. Mr. Greene was born in Townsend, Mass., May 22, 1849, and spent his earlier life at Red Creek, N. Y., where he graduated in 1867 from the academy. He opened a clothing store in Lapeer later in the year, and in 1874 located in Jackson where, under the name of Central City Clothiers (The Three C's), he continued in business several years. The site of the store was the present location of the Dalton Hotel. His latest store was located on North Mechanic street, where he continued in active management until 1925, when he was forced to turn this over to his son, Arthur E. Greene.

**Manufacturing Matters.**

Port Huron—The Moyer Sash & Door Co. has changed its name to the Port Huron Sash & Door Co.

Kalamazoo—The American Appliance Co., 120 West South street, manufacturer, has increased its capital stock from \$10,000 to \$25,000.

Kalamazoo—A certificate of co-partnership has been filed by Jacob H. and Abram O. Sikkenga for the Sikkenga Bros. Sheet Metal Works, 926 Davis street.

Grand Rapids—The Thwaites Dental Manufacturing Co., 310 Metz building, has increased its capital stock from 10,000 shares no par value, to 20,000 shares 7 per cent. preferred, and 10,000 shares no par value.

Detroit—The Sani-Flex Flooring Co., 15514 Cherrylawn avenue, has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in, \$500 in cash and \$19,500 in property.

Saginaw—The Saginaw Cabinet Co., Inc., 915 Wheeler street, has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, \$10,000 of which has been subscribed and paid in in cash.

Detroit—The Mid-West Wire Products Co., 5301 St. Aubin avenue, has been incorporated to manufacture and sell wire lamp frames and other wire specialties, with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed and \$6,000 paid in in cash.

Caro—The Caro plant of the W. N.

Clark Co. expects to begin canning peas this week. Rain last week prevented the opening of the factory sooner. The company has 400 acres of early peas and 400 acres of late peas under contract. It is expected the pack will all be completed before July 25.

Detroit—The American Gear Co. has merged its business into a stock company under the style of the American Gear Co. of Michigan, with business offices at 212 South Horton street, Jackson, with an authorized capital stock of \$25,000 common and \$25,000 preferred, all of which has been subscribed and paid in.

Coldwater—Through the efforts of the Coldwater Industrial Club, the Hillsdale Manufacturing Co., of Hillsdale, has been induced to open a plant here for the manufacture of boys' pants. The plant will utilize the plant of the Princess Manufacturing Co., abandoned sometime ago. The management states that it is planned to make 1,000 pairs of pants per day. One hundred and fifty persons will be placed on the pay roll when the plant opens for business July 11.

Ionia—The Ionia Pottery Co. is considering the addition to its line of pottery—a variety that is unique and interesting from a standpoint of novelty and natural beauty. It is known in the West as the products of specimen masonry and includes such articles as vases, pin trays, lamps, smoking sets, paper weights, candleholders, ink wells and flower jars. The articles are made by the Black Hills Specimen company at Custer, South Dakota, the founder of which organization is M. E. Nystrom.

**Anticipate Advance Requirements During August Break.**

Written for the Tradesman.

Reports from the corn belt indicate that very little progress has been made by that cereal during the past two weeks. The old saying has been that corn should be knee-high to a horse by the 4th of July, while as a matter of fact this year it is not over three or four inches high and possesses a very unsatisfactory color. Some of the crop reporters say they have never seen a similar condition and the old timers claim the crop has the poorest outlook on the whole, it has had for fifty years.

These reports are extremely bullish in character and have caused sharp advances. Market on corn yesterday jumped 6½c per bushel. Wheat followed in sympathy to the extent of 2c per bushel.

The Winnipeg market on wheat advanced recently, due to some increase in export business and to the fact that Broomhall complained of unfavorable weather in Australia with correspondingly reduced yields.

Late estimates indicate a total reduction in the yield of winter wheat in Oklahoma, Kansas and Ohio of seventy-two million bushels, compared with a year ago, and an increase in Nebraska, Missouri and Illinois of thirty-six million bushels. A net loss of thirty-six million bushels compared with last year, in these six states. The

crop in Michigan is in splendid condition even better than a year ago and with favorable harvesting conditions we will probably produce approximately eighteen million bushels of wheat, slightly more than last year.

While the spring wheat crop seeding was late, and somewhat reduced in the Canadian provinces, conditions since have been favorable and our spring wheat crop particularly will probably be considerably larger than a year ago, so that the United States crop of both spring and winter wheat will probably equal last years totals. The Canadian spring wheat crop from present indications will be from fifty to one hundred million bushels less.

Of course, the wheat crop in North America is not yet made and until it is actually garnered we will not actually know the amount produced, but prospects are for a fair crop. With corn, however, it is different. Undoubtedly this cereal will be a short crop and high priced, and undoubtedly wheat will act in sympathy with corn to a greater or less extent.

We believe in reasonably high prices. It seems advisable to keep requirements well covered for another thirty days and from present indications any substantial break in wheat during August will provide an excellent opportunity to anticipate requirements on both wheat and flour, for three or four months in advance. Lloyd E. Smith.

**Corporations Wound Up.**

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Elizabeth Ann Shop, Port Huron.

Rochester Development Co., Rochester. Chemical City Rayon Corp., East

Chine. Texas Co., Detroit. Reliable Smelting & Refining Co., Grand Rapids.

Andrews-Rulison Co., Lansing. Central Mill & Warehouse Co., Lansing.

Galesburg Paper Box Co., Inc., Galesburg.

Moseley Bros., Inc., Grand Rapids. Annite Products, Inc., Detroit. Detroit-Niagara Heating & Ventilating Engineers, Detroit.

Kinney-Rome Co., Chicago-Detroit. Balba Sales & Service Co., Lake Odessa.

**Merchant Hickmot Celebrates Semi-Centennial Graduation.**

Grand Haven, June 25—Will J. Hickmot, of Mendon, a merchant there for some years, attended the graduation exercises of the Grand Haven high school at the Country Club at Spring Lake Friday evening, June 24. It was the golden anniversary of Mr. Hickmot's graduation at Grand Haven, and there were three of the seven graduates present of the year 1877—Lucy Rice Reynolds, of Sturgeon Bay, Wisconsin; Mrs. Francis Parks Reynolds of Grand Haven, and Mr. Hickmot. They had a class reunion of their own at Khardomah Lodge the evening before, and recalled many of the incidents of their younger days. Mr. Hickmot addressed the graduates and made a very impressive speech. About two hundred were present. Mrs. Hickmot and their son, John, accompanied Mr. Hickmot. L. J. Koster.



### Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.70 and beet granulated at 6.60.

Tea—The market during the past week has been very dull. In spite of the strength of the primary markets, there is no snap to buying and holders are rather pressing for sale. Prices have not slumped to any extent in this country, however, but they are possibly lower than they would have been had the demand been better. Practically all teas are firm in their primary markets.

Coffee—The market, speaking particularly of Rio and Santos, has had another easy week, with most varieties of Rio and Santos, green and in a large way, a shade under a week ago. American buyers are afraid that Brazil is not going to be able to hold prices up in the face of large crops. Very high grades of Santos coffees are not very abundant and they are standing on their own feet. Mild coffees are quite steady. Jobbing market for roasted coffee is about unchanged for the week, with a fair demand.

Canned Fruits—Fruits have maintained their firm position all week without resulting in new developments worthy of mention.

Canned Vegetables—Spot and future tomatoes are on the same basis except for three, which rule a trifle higher on carryover because they are closely sold up in the South. There is business going on in both offerings. Peas are firmer in tone than at any time so far this year and there is some buying of old pack, but as the market has been closely cleaned up and is higher there is less opportunity to pick up bargains. Southern stringless beans and spinach are more or less withdrawn by canners.

Dried Fruits—There was not much change in Oregon prunes during the week as the activity in them was not pronounced, but replacement costs are below the spot market and with the general improvement in the prune market holders are looking for advances in the near future. Sulfur bleached raisins are in such restricted supply that they are held more firmly for fancy and extra fancy. Bulk stocks of other varieties are being reduced so much that additional goods on the Coast are being sought. There is little interest in new crop at the moment as business has already been done and the trade is waiting for the opening prices from the association. Peaches have been rendered firmer and higher by the covering out of spot holdings by the successful bidders for recent institution business. Holders have revised their prices fully  $\frac{1}{2}$ c and believe that the recent quiet market will eventually give way to a healthier situation since replacement costs make spot prices seem low. This is especially so as new crop is above the present range. Apricots are mainly held by second hands, who are peddling them out as needed without any heavy demand in any one quarter. The fruit is too high to move freely and has been for some time so that the usual channels of distribution have been narrowed.

Canned Fish—Maine sardines will be advanced another 10c on July 1, while imported fish are tending toward higher prices because of market conditions abroad and here. Salmon is more active in a jobbing way and holes are being cut into spot stocks of reds and pinks, which is putting them in line for a price betterment. Shrimp is sparingly offered on the spot with little chance of a change in the situation until early fall, when new goods will begin to come in. Tuna is being sought as the summer demand is felt.

Salt Fish—New Norwegian and Irish mackerel have been received. As the quality is up to the usual standard and the price is reasonable, compared with last year, there is a good demand, especially for fat fish. The extent of supplies of foreign and domestic mackerel is uncertain, but according to present estimates the tonnage will not be as heavy as last year in either Norway or Ireland, with the season so well advanced that there is little likelihood of a change in the situation to upset calculations. There are no old fat fish left. All of the early salted fish in Gloucester have been sold, which makes the general mackerel situation favorable. Other salt fish are unchanged.

Beans and Peas—Very few changes in the market for dried beans. Pea beans are steady to firm and so are red kidneys, although as the week closes even pea beans, which have been the firmest thing for some time, were slightly easier. The demand for dried peas is poor. California limas are weaker. Dried peas are selling slowly, at unchanged prices.

Cheese—The demand for cheese in spite of the summer is only moderate. The market is steady, without incident.

Nuts—Interest this week is chiefly divided between the Brazil nut situation and the shelled almond and walnut firmness. Brazils are the first nut of the new crop to be offered in a big way and already the market is considered as established since the opening prices of importers have been accepted by the buying trade of the country, even though they are on a high level. Considerable business had been booked s. a. p. and this has been so freely confirmed that some of the importers find their unsold tonnages less than they expected them to be. Now the coming almond and walnut crops are being studied. The almond situation is in good shape as carryover of domestic is light and there are no excessive holdings of foreign almonds here or abroad. There is more interest in Nonpareils, Drakes and Neplus for the early fall markets. The California walnut situation has not been as favorable for several years as there are so few nuts around even now that a complete cleanup is assured. Most of the business until new crop will be taken care of with imported walnuts. In shelled nuts, almonds and walnuts have been gaining in strength which has been registered by a stiffening of spot prices. Shellers abroad are not seeking business but when they do quote they have higher ideas than present ruling prices in New York.

Rice—As it is getting toward the end of the present crop year, there is a natural hesitancy to buy in a big way either here or for shipment from the mill. Yet stocks held by the wholesale and the retail trade are uniformly light, which caused a daily demand for present needs. With every prospect of a close clean up of carryover and a moderate sized crop in prospect there is no price cutting going on in the average and better grades.

Syrup and Molasses—The demand for grocery grades of molasses is poor, as is seasonable. Prices are unchanged. Barbadoes molasses, on the contrary, has advanced. Sugar syrup is in light supply and is steady, although the demand is light. Compound syrup is feeling stronger, on account of a strong corn market, without a marked change for the week.

### Review of the Produce Market.

Apples—Baldwins command 75c@ \$1.25 per bu.; Northern Spys, \$2@3 for good; \$3.75 for fancy; \$4.50 for extra fancy. Delicious in boxes, \$3.75.

Asparagus—\$1.40 per doz. bunches.

Bananas—6 $\frac{1}{2}$ @7c per lb.

Beans—Michigan jobbers are quoting as follows:

|                  |       |        |
|------------------|-------|--------|
| C. H. Pea Beans  | ----- | \$5.75 |
| Light Red Kidney | ----- | 7.50   |
| Dark Red Kidney  | ----- | 6.90   |

Beets—\$3 per crate for Iced Calif.

Butter—The supply of fine fresh creamery butter is rather light and the demand is keeping it cleaned up right along, this keeping the market steady. Undergrades are very plentiful and are selling at the regular price. Jobbers hold fresh packed at 40c, prints at 41c. They pay 24c for No. 1 packing stock.

Cabbage—Home grown, \$2 per bu.

Cantaloupes—In full supply on the following basis:

|                |       |        |
|----------------|-------|--------|
| Jumbos         | ----- | \$4.50 |
| Standards      | ----- | 4.00   |
| Jumbo flats    | ----- | 1.85   |
| Standard flats | ----- | 1.50   |

Carrots—\$3 per crate for Iced Calif.

Cauliflower—\$3.50 per doz.

Celery—Home grown is now in market, commanding \$1 per bunch. It is very small in size. Rough Florida, 4 to 6 doz., \$11 per crate; Bermuda \$13.50 per Jumbo crate.

Cherries—\$3 per 1 qt. crate for either sweet or sour. The crop of both will be very short in this locality.

Cocanuts—\$1.10 per doz.

Cucumbers—\$1.25@1.35 per doz. for home grown hot house.

Eggs—The supply of fine fresh eggs is light, as the receipts have been rather small during the week. In consequence, the market has advanced 1c per dozen. Undergrades of eggs are not wanted and have to be pushed for sale. Local jobbers pay 22c for strictly fresh.

Egg Plant—\$3 per doz.

Garlic—35c per string for Italian.

Grape Fruit—\$4.50@5.25 per crate for Floridas.

Green Onions—Home grown silver skins, 20c per buch.

Lemons—Quotations are now as follows:

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

Lettuce—In good demand on the following basis:

California Iceberg, 4s, per bu. --\$6.50

Outdoor leaf, per bu. ----- 80c

New Potatoes—Virginia stock commands \$6@6.50 per bbl.

Onions—Texas Bermudas, \$3.75 per crate for yellow and \$4 for white; Egyptian, \$6 per 100 lb. bag.

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

|     |       |        |
|-----|-------|--------|
| 100 | ----- | \$7.50 |
| 126 | ----- | 8.00   |
| 150 | ----- | 8.00   |
| 176 | ----- | 8.00   |
| 200 | ----- | 6.50   |
| 216 | ----- | 6.00   |
| 252 | ----- | 4.50   |
| 288 | ----- | 4.25   |
| 344 | ----- | 4.00   |

Red Ball, 75c cheaper.

Peppers—Green, 75c per doz.

Pieplant—\$1.50 per bu. for home grown.

Pineapples—Are held as follows:

|     |       |        |
|-----|-------|--------|
| 18s | ----- | \$5.50 |
| 24s | ----- | 5.50   |
| 30s | ----- | 5.00   |
| 36s | ----- | 4.50   |

Poultry—Wilson & Company pay as follows this week:

|             |       |     |
|-------------|-------|-----|
| Heavy fowls | ----- | 20c |
| Light fowls | ----- | 15c |

Radishes—20c per doz. bunches for home grown.

Spinach—90c per bu.

Strawberries—Home grown, \$3 per crate of 16 qts.

Sweet Potatoes—\$1.75@2 per hamper for Delaware kiln dried.

Tomatoes—Southern stock, 90c per 6 lb. basket. home grown hot house, \$2.25 per 10 lb. basket.

Veal Calves—Wilson & Company pay as follows:

|        |       |     |
|--------|-------|-----|
| Fancy  | ----- | 17c |
| Good   | ----- | 16c |
| Medium | ----- | 13c |
| Poor   | ----- | 10c |

Watermelons—45@65c for Georgia stock. The crop is reported to be large.

### John I. Bellaire Changes Location.

Manistique, June 26—Having purchased the J. P. Propst interest in the new Manistique 10-cent store, John I. Bellaire is preparing to enlarge his business to accommodate the increase in trade, and plans to move shortly into new quarters adjacent to the Ford garage on Cedar street.

The store was started several weeks ago by Mr. Bellaire and Mr. Propst, occupying a small building on Oak street. Recently arrangements were made to occupy the larger and more central location, and on Monday of this week a deal was closed whereby Mr. Bellaire took over Mr. Propst's share in the venture and became sole owner. The new down-town store will be under his management, as was the one on Oak street, and the stock will be increased in the spacious new quarters.

### Time Works Wonders.

First Wedding Guest: What is that sweet murmuring from the front of the church?

Second Wedding Guest: That's a bunch of June brides.

First Wedding Guest: And what is that rasping noise from the back of the church?

Second Wedding Guest: That's a bunch of last year's June brides!

## IN THE REALM OF RASCALITY.

## Questionable Schemes Which Are Under Suspicion.

Milan, June 23—We have been approached by a representative of Beardsley & Sons Detective Bureau Co., of Muskegon, for the collection of bad accounts, checks, notes, etc. Any information concerning the above will be greatly appreciated.

Benge Dept. Store.

We have repeatedly warned our readers to have no dealings with this concern, which is utterly unreliable. One glance at any member of the trio is sufficient to determine their status. They offer membership certificates for a certain sum per year—anything they can get—on the assurance that if they do not make good on collections, they will return the money paid for membership, together with 8 per cent. interest. The rate of interest is usurious and renders the contract void. This department has undertaken to get money back for its clients many times, but has never succeeded. You cannot get blood out of a turnip or money back from a hungry crowd which have eaten it up.

Gera, June 22—Kindly note that the Apple Hat people came across with the \$1. If you wish you can publish this in the Tradesman.

E. W. Riethmeier.

Walkerville, June 25—Herewith I send you an appeal for aid. If it is one-tenth what the reading carries, they are in need of it, but the relief agencies must know of this before now.

E. L. Bunting.

The above letter was accompanied by a piteous appeal for assistance signed by a woman. The appeal originates from the mountain regions of Kentucky. No references are given in the letter and to all appearances the request for aid comes from an individual source. Our understanding in the matter is that the Government and Red Cross, under the direction of Herbert Hoover, are furnishing aid to everyone in actual need and that matters of this kind should be brought to the attention of those organizations, instead of private individuals who might let their sympathy run away with their better judgment.

The Postmaster General has issued a fraud order against the Florazona Corporation of New York City, debarring it from the use of the mails, and notifying postmasters to return to their senders all letters addressed to Florazona Corporation, with the word "Fraudulent" plainly written or stamped on the outside of such letters.

"Bathe and Grow Thin. Be Fashionable. Be Healthy. Be Comfortable."

"Lose a Pound a day."

"Simply dissolve Florazona, a fragrant powder in your bath, and one-half to one pound of excess fat just melts away through the pores."

"This great scientific European gland discovery is recommended by physicians, nurses and thousands of delighted users. Contains no epsom salt, no alum."

These and similar blurbs introduced to the "stylish-stouts" the latest piece of hokum in the obesity cure field. It

is hard to understand how the public can be so ignorant of the most elementary facts of physiology as to believe that obesity may be reduced by putting something in the bath water. Yet the perennial popularity of this particular type of "obesity cure" shows that such ignorance is common.

On March 23, the Florazona Corporation of New York City was called on by the Postoffice Department to show cause why a fraud order should not be issued against it. The case came up for hearing on May 16, when Jacob L. Grubel, a New York attorney, appeared in Washington to defend the concern. The promoters of the Florazona enterprise were not present, nor were any witnesses produced by their counsel.

Owosso, June 25—Edward Putnam, of Owosso, charged with forgery and attempting to pass a forged check, was remanded to the county jail at the conclusion of his examination Thursday, in default of \$2,500 bail. It is alleged that he attempted to pass a forged

check for \$25 on S. S. Sprooff, local restaurant owner several weeks ago. Sprooff identified Putnam as the man who presented the check, and Herman Newman testified that Putnam tried to pass the same check on him.

Hillsdale, March 25—Mrs. Minnie Baker of Camden, this county, is in the county jail here charged with having passed several bad checks on local business houses in the past two weeks her last work being done late Tuesday afternoon. A check to the First National Bank for \$54; Charles H. Swift Grocery, \$25; \$45 at the Kroger grocery and one which she attempted to pass at Wood and Seybold, jewelers, are among her bad paper issuances. Her husband also was taken by sheriff's forces, charged with using wrong automobile plates on his car.

Cheboygan, June 25—Will you advise me if Murine, recommended as an eye wash, is a reliable remedy?

C. S. C.

The report of the American Medical Association's chemist upon the composition of Murine, showed it to be variable in composition, but to consist essentially of about 12 grains of borax

and a small amount of golden seal to the ounce of water. There is nothing harmful in these drugs used in an eye lotion, and borax, which is similar to boric acid, makes a soothing solution. The astringent properties of golden seal might add something. The quackery exhibited by the purveyors of this nostrum consists, fortunately, not in the danger which its use may involve, but in the extravagant claims made for it and the assumption that it is worth the price asked. The price charged at the time of this report was \$1 an ounce, while its estimated cost was five cents per gallon. If you will get 10 grains of boric acid at your druggist's and add it to one ounce of pure soft water, you will have a soothing solution for inflamed eyes which may be safely used at frequent intervals by means of an eye dropper or by being poured directly from the bottle. Its cost will be so small that you can afford to waste some of it and it may be depended upon to do all the good that "Murine" can do. Your home-

## A M E R I C A

**R**ESTING securely upon the inalienable rights of man—upon the age-enduring foundations of Justice, Honor, Liberty and Order.

**Cherishing ideals that inspire unselfish devotion to the common welfare of mankind.**

**Blending the best elements of many peoples into a citizenship broadened by its tolerance.**

**Fostering a spirit of self-reliant industry that gains the sure rewards of worthy achievement.**

**Providing unlimited opportunities for individual development and organized endeavor.**

**Progressing so surely that yesterday's vision is overtaken by to-day's realities.**

**Serving mankind and the ages with an example of self-government and independence that gives substantial hope for the future of the whole human race.**



made remedy will lack the psychological value of the literature wrapped about a bottle of "Muline," but, if you can dispense with this, you will be as well off in body and better off in pocketbook. You may have read in Mark Twain of "Colonel Sellers," who proposed to put on the market his "Infallible, Imperial, Oriental Optic Liniment and Salvation for Sore Eyes," "The Medical Wonder of the Age." This character still lives and will continue to flourish until some practical method is found for doing away with medical quackery without infringing upon individual rights. A happy time which seems yet far in the future.

The Bodeker National Detective Agency, of Birmingham, Ala., has issued the following bulletin regarding the woman of many aliases whose portrait was published in last week's Tradesman:

"One hundred dollars reward will be paid for the arrest of the woman whose photograph appears hereon and which is a good likeness of her. She is described as follows: Age 30 to 35 years, height 5 feet 10 in., weight 130 pounds, slender build, brown hair with slight reddish tinge. This woman speaks with a decided Northern or Eastern accent. She has used the following aliases: Mrs. Stella Haynes, Mrs. W. W. Guard, Mrs. S. F. Gates, Mrs. H. M. Franklin, Mrs. Ellen Parker, Miss Virginia Wilson, Miss Susan G. Davis, Florence Wilson, W. E. Anderson and many other aliases.

"This woman is an expert check operator and her usual method in passing worthless checks is to open a small account at some local bank in the city she intends to operate, and when called on for references requests the merchants to call up the bank. While operating in Birmingham, Ala., she rented a room from a private family having a telephone, and as additional reference would write street address of residence and telephone number on back of checks, but she never occupied the rented room.

"This woman is usually accompanied by a man, two small children and a colored nurse, the woman working alone in passing checks, leaving the children and nurse at some hotel."

Work done by a whiner never won a prize in a store contest.

#### Artificial Pearls Promise Well.

Present indications point to an unusually successful season for artificial pearls this Fall. Not only are there many signs that necklaces of this type again will be in high favor, but there promises to be a good demand for artificial pearl bracelets, sautoirs, scarfpins and earrings as well. Necklaces and "button" earrings to match have been moving well, and predictions are general of a continuance of the vogue for them. Among the novelties offered here are three strands of artificial pearls of varying lengths fastened by a single clasp. These strands run, for example, 16, 18 and 20 inches long, and in the more popular-price ranges are quoted at \$25 to \$50. They are said to have sold well this month as gifts for girl graduates and also presents for June brides.

#### Precious Stone Market Dull.

Not for some time has the demand for precious stones been lighter than it is now. None of the colored gems is really active. Emeralds, which had been the market leaders for quite a while, have quieted down, but remain very firm in price. Some movement in the poorer qualities of rubies is seen, but the sale of the finer rubies is limited by their scarcity and high cost. There is a fair number of one to three carat rubies of high quality on the market, but when it comes to stones of seven or eight carats and up, the story is different. Only one really fine ruby of over eight carats is known to be available here. It weighs nine carats and the wholesale price is based on \$7,000 a carat.

#### Call For Beach Garments.

Warm weather has stimulated orders on bathing suits, and a pretty fair volume of such business is now said to be reaching wholesalers. The demand covers both men's and women's merchandise, with novelties running strong in both types. Coolie coats to be worn on the beach are likewise in active request and many stores throughout the country are having an excellent turnover of these garments. The present season marks their sale in a big way.

#### Chinese Jade Jewelry Liked.

An excellent season for Chinese jade jewelry is presaged by the improved demand for it that has been seen of

late. It is made up in a variety of articles, the most favored of which are women's brooches. In pendants and as stones for rings jade is also popular. Prices vary with the article and the quality of the jade in it, but they are for the most part within the reach of women of moderate means. Apple green is the most preferred shade. In addition to articles for personal adornment a nice business is being done at the moment in millinery ornaments of jade. Taken as a whole, this branch of the trade is in better shape than for some time, and promises to continue so.

#### Handbags Selling at Retail.

Handbags continue to constitute active selling items at retail, and re-orders for seasonal merchandise are still a factor. Both pouch and under-arm types are selling freely, with the reptile leathers and imitations of them still strongly favored. White bags for Summer sports wear have met with a good call and continue to be reordered. Manufacturers are preparing Fall lines which will be ready for buyers immediately after the Fourth. A continued vogue for reptile effects is anticipated by manufacturers, at least for the early part of the season.

#### Knitted Sports Garments.

The call for knitted outerwear garments of the sports types continues good. Re-orders for two and three piece ensembles are being actively placed, the consumer turnover being described as excellent. Zephyr and boucle effects, tinsel and novelty stripings are leading in many styles. Skirts are of harmonizing or contrasting shades. White and pink tones are doing particularly well, but there is also an active interest shown in the pastel colors.

#### Dimity Frocks Taking Well.

Manufacturers of children's wear have been having a good call for dimity frocks in sizes from 2 to 6. Re-orders from many stores have been received for this merchandise, which is expected to sell well at wholesale for some weeks to come. The favored styles show deep hems, touches of hand embroidery and smocking. The garments in most demand are priced to retail at about \$1.95 and \$2.95.

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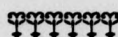
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# SHREDDDED WHEAT

### THE COTTON MARKET.

A study of the weather map from day to day is the basis for most of the changes shown in the cotton quotations. Prices have shifted, but usually not to any large extent, and they average a pretty high level. Not so much attention is paid to the possible effect of the recent floods, it being generally recognized that this was overdone while the calamity was at its height. Perhaps too much emphasis is now being placed on the possible injury to the new crop from the boll weevil. At any rate, at this period everything affecting the crop must remain largely a matter of conjecture. The first tangible data, showing the acreage under cultivation, will not be issued by the Department of Agriculture until July 9, and these of themselves will not mean much. Meanwhile the taking up of the old crop goes on at a fairly good pace. Consumption by foreign and domestic spinners bids fair to make a new record. While the weather has until recently tended to check the sales of cotton goods at retail, it is generally conceded that more of them will be sold this year than for a long time previously. Primary markets are still well occupied on old orders, and the disposition is to hold prices firmly and to advance them as occasion offers. This is shown in the case of many constructions of gray goods and also of wanted finished fabrics. A little flurry was caused during the past week by a reduction in the price of certain branded bleached muslins "now in stock," but this was changed within twenty-four hours by an advance to former levels. In knit goods, heavy and balbriggan underwear are more in demand and there is greater call for outerwear and bathing suits. Hosiery business is rather spotty, but comparatively large sales of the cheaper varieties have taken place.

### WOOLS AND WOOLENS.

Little change in the wool situation is noted from week to week. Public auction sales abroad will not begin for about a fortnight, the first of them being in London starting on July 5. In this country much of the clip has already been taken up by dealers. The domestic mills continue to buy as their needs require. Imports are mainly of carpet wools. In the week ended with June 18, the total quantity brought in was 4,283,924 pounds, of which 3,355,449 pounds were carpet wools. More reorders from clothing manufacturers are being received by the mills, but the season has not yet come up to the mark because retail clothiers have been loath to order for fall until after they have done better with the light weight goods they have on hand. It is noteworthy that the depression in the woolen industry is not confined to this country. In Great Britain a similar condition prevails. In a statement prepared by the West Riding Chamber of Commerce and submitted to the Canadian Tariff Advisory Board it is said that the widespread under-employment of the wool textile industries of most countries has been due to general causes, "such as the re-

duced proportion of the domestic budget spent on clothing; direct and indirect effects of impoverishment following the war; excessive fluctuations in the price of wool; the unprecedented reduction in the quantity of wool clothing in ladies' wear, etc." With the exception of the "impoverishment," this statement fits in here. Tropicals for next year will shortly be formally opened, and the domestic mills are busy in preparing fabrics for the next lightweight season. Women's wear weaves are as yet moving slowly.

### WARNING AGAINST WAR.

If the League of Nations should warn Russia or any other nation that war upon one country will be regarded as war upon all, the most formidable weapon yet forged to prevent war would be revealed. Even Germany would not have ventured to throw down the gauntlet to the rest of Europe.

Yet the limitations of a warning of this kind are as apparent as its formidability. It can be used only when a single nation or a very small group of nations is the aggressor, and unmistakably the aggressor. If hostilities develop between two nations in such a way that neither can without doubt be termed the aggressor, the problem becomes much more difficult.

There are two danger zones in Europe just now. One is Russia; the other Jugo Slavia, Albania and Italy. For the League to issue a warning to a non-member like Russia is a comparatively simple matter, although not so simple as to be undertaken lightly. But to drop a hint in the direction of members is a more delicate step. Whatever is done to smooth the situation in Southern Europe, for a while at least, will be done in the old quiet fashion of diplomacy.

With two powder magazines preparing, the League may deem it wise to publish a general declaration against warlike movements. The effect of such a declaration would depend upon the degree of determination that was supposed to be behind it. Whether it would halt Mussolini, for instance, in his avowed ambition for Italy, is highly questionable.

Even against Russia agreement upon such a warning is not easy. Germany wishes to avoid the appearance of encircling Russia with a "ring of steel." Perhaps the mere suggestion of so impressive a warning will be enough to give Moscow a realization of the folly of the policy of terrorism.

### TWO HUNDRED YEARS OLD.

It is fitting that at the bicentennial celebration of the American Philosophical Society, now holding its annual meeting in Philadelphia, leading authorities should review the progress in the Western Hemisphere for the past two centuries. Closely interwoven with the story of that progress is the history of the society itself, which has been an outstanding agency in our scientific development.

Founded by Franklin in 1727 and then known as the Junto, it was conceived for the purpose of "promoting useful knowledge." There were to be

at least seven members—a physician, a botanist, a chemist, a mechanic, a geographer and a general philosopher, besides the officers. They were to discourse on great natural questions and propound the results of their investigations in an atmosphere free from bickering. The value of such an organization was soon recognized, but it was not until 1743 that the American Philosophical Society as such came into being. Pennsylvania later bestowed on it a grant of land for its meeting place. Its roster has numbered eleven Presidents of the United States—eight of whom were members before they attained to that office—fifteen signers of the Declaration of Independence, four Supreme Court Justices and seven Nobel Prize winners.

The American Philosophical Society enters its third century old in achievement but young in spirit and outlook.

### SAVING EYESIGHT.

Almost anybody who was asked what he considered his most precious possession would say his eyes. Our sympathy goes out to those who have lost their sight more quickly and in larger measure than to persons deprived of any other faculty. There is special satisfaction, therefore, in reading of the progress which is being made in reducing blindness.

During the eighteen years since the origin of the movement for conservation of vision, according to the annual report of the National Committee for the Prevention of Blindness, the percentage of children in schools for the blind who have lost their sight because of babies' sore eyes—the chief cause of blindness—has been cut in two. Pre-school eye clinics are being established for the examination of the eyes of children who are too young to read. Fourteen years ago there were only two sight-saving classes in this country; that is, classes for the education of children with seriously defective vision. Last year the number had risen to 265. This is progress, but it is no more than the beginning of what ought to be done as rapidly as possible. In the opinion of the committee there ought to be nearly twenty times as many of these classes. Sight conservation work has made it possible for large industrial plants to save 92 per cent. of the time previously lost as a result of eye accidents and 99 per cent. of the expense incurred. Every consideration urges the speedy extension of this philanthropic and economic service.

Ontario's new liquor law is reported to be starving the bootlegger and fattening the blind pig. Formerly, the men conducting road houses or blind pigs were the best customers of the bootleggers. The illegality of the sales resulted in enormous profits and the bootleggers did a land office business. But the law has brought about a radical change. The blind pig men find that they can buy better liquors at lower prices than the bootleggers can afford to sell them. While at first there were serious obstacles to overcome, the ingenuity of the dealers in illicit liquors was equal to the task.

The greatest difficulty resulted from too few government stores, compelling those who wished to purchase liquor to remain in line for hours. The men conducting the piggeries met this condition of hiring a half-dozen agents—time is nothing to blind pigs—to wait until they could purchase the maximum quantity. This assures them a far more regular supply and better goods than the bootleggers were ever able to provide. The provision of the law prohibiting drinking in public or anywhere else than in the home or temporary domicile of the buyer was easily evaded. The road house men simply set up a few beds over or behind their bars and turned their blind pigs into temporary homes for those who have the price of a drink. The beds are never occupied, but are as much a safeguard against interference from the authorities as the historical sandwich was in the days of the Raines law hotels in New York City. Meanwhile, the blind pig men conduct their business under greater security than they did under the old law. They know that the government cannot get a conviction against them without proving a sale, and so they sell to none except their regular customers. Naturally they call the new law a cinch.

The current Mental Hygiene Bulletin, organ of the National Committee for Mental Hygiene, calls attention to one of the glaring evils of our time, the activities of thousands of self-styled vocational psychologists and analysts, "medicine men" of the mind and spirit. The success of these men is made easy by the fact that practical psychology of the soundest and most scientific sort is still in its infancy, and its most intelligent followers have to be wary of making claims for it as a cure for human ills and misfortunes. The fakers are held back by no scruples; they boldly claim the ability to make every man a Napoleon, J. P. Morgan, Shakespeare and Beau Brummell rolled into one, merely for the payment of a certain sum of money, usually cash down. "Inspirational psychology" of this kind is so obviously ridiculous that one is bound to wonder at its success, but its appeal springs from innate human vanity, a quality that is hard to curb. Its reductio ad absurdum, a world filled with men and women all of overwhelming personalities and all striving for the same prizes, of which in the nature of things there never can be more than a limited number, is enough to make any reasonable human being see the folly of its claims. The fact that medical science, with its centuries of history, is still chock-full of silly goings-on indicates the difficulty of trying to eradicate such fakes, which, as the Bulletin points out, too often carry the endorsement of men and women of intelligence and prominence. The final reliance is upon the common sense of the individual. Mental and spiritual panaceas are no more likely to cure than physical panaceas, which lost their popularity when the lid was clamped on patent medicine advertising.

Even a lion doesn't fight unless he has to.



## OUT AROUND.

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

There are five automobile routes to travel in making the distance from Grand Rapids to Saginaw. One is via Howard City, Edmore and Alma; a second via Greenville, Stanton, Ithaca and St. Louis; a third via Belding, Sheridan, Carson City, Pompeii, Ithaca and St. Louis; a fourth via U. S. 21 to St. Johns, thence North to St. Louis; a fifth via U. S. 16 to Williamston, thence North to Owosso, East to Flint and thence to destination. I was asked last week to meet the President and Secretary of the Michigan Wholesale Grocers Association at Saginaw and selected the second named route, without prejudice to the others.

The first stop was at Greenville, where I replenished my supply of oil for the crank case. While this was being accomplished I walked across the street and added two names to our list—Peter Hansen and H. J. Rasmussen.

Greenville always looks good to me. There is no finer business street in a city the size of Greenville anywhere in Michigan than the main street of that city. The merchants as a whole are prosperous and happy. The banks are sound and progressive. The manufacturing interests of the city are managed by energetic men of vision and determination. What more could any city ask?

The next stop was at Ithaca, where I discovered the cleanest and most wholesome Standard Oil station I have found in Michigan except the one at the corner of North College avenue and East Leonard street, Grand Rapids. I happen to know that the Standard Oil Co. wants all its stations kept in the best possible condition, but some men do not seem to have the knack of keeping their surroundings scrupulously clean and inviting.

I was in hopes of finding Charles G. Graham at his palatial home, but he was still absent in Detroit, attending to the details of establishing a new business which I hope to be able to announce in the near future. The Graham home is one of the finest residence properties in Ithaca and I trust some good use of it can be made in the near future. It has a commanding appearance, with beautiful white columns in front and surrounded by large and wonderful trees. With a little overhauling it could be made over into a hospital, community house, home for children or home for aged persons. Unless I am very much mistaken, the enterprising citizens of Ithaca will not permit this attractive place to remain vacant very long.

I have known a good many men in my day, but I have never met a more likable friend than Charley Graham, who covered Michigan twenty-five or thirty years as general salesman for the J. V. Farwell Co., Chicago, and who just naturally gravitated into the highest office which can be bestowed by the Grand Commandery, Knights Templar, of Michigan. He not only possesses a sunny temperament and a happy disposition, but he is a Worker

from Workville and one of the most painstaking business men I have ever known.

At St. Louis I found that Bliss Brooks had increased his store space three fold since I called on him a year ago. His store betokens the character of the man and is very attractive in appearance.

At Wheeler the hardware store of C. W. Landshaw impressed me as being one of the most complete establishments of the kind in the State, considering the size of the town.

Merrill presents a very inviting appearance. Two new residences are in process of construction on the main street.

John MacFarland, the grain elevator operator, has been granted a patent on the MacFarland conditioner, a bean cleaning machine which utilizes a process which will materially advance the work of cleaning beans. Frank Walcott, of Wheeler, is associated with Mr. MacFarland in placing the new machine on the market. Machines are already in operation and have proven successful. Two are in use at the MacFarland plant at Merrill and others are being constructed for installation at Alma, Wheeler, Breckenridge, Hemlock and Port Huron.

Saginaw always looks good to me. Her broad residence streets, beautiful homes, well-kept lawns and surroundings and wonderful trees give one the impression that she is a much older city than she really is.

The Bank of Saginaw has let a contract for the construction of a bank building to be located at the corner of Warren and Federal avenues. It will embody the latest and most up-to-date ideas in bank construction. In erecting such a building the directors are not only keeping pace with the progress of Saginaw, but are giving material expression to their faith in the future of their city and her continued growth.

The Consumers Power Co. announces that it will erect a commodious office building across the street from the location of the Bank of Saginaw.

My first visit to Saginaw was in 1872—fifty-five years ago. I was then clerking in a general store at Reed City. Many additions to our dry goods stock came from the wholesale department of James Livingston, who was then engaged in trade at Saginaw. I have forgotten where the Livingston store was located and no one I met Saturday or Sunday could enlighten me or even recall that there ever was a merchant by that name in Saginaw. I began to think I was the sole relic of a long lost age.

I have visited Saginaw at least once a year ever since 1872 and have noted her growth from a small town to a city of commanding importance with much interest and satisfaction.

Of course I called on Charles Christenson, who occupies four stores on Court street. He started in the grocery business in one store in 1886—forty-one years ago—and has expanded his operations by the addition of dry goods and hardware lines. He made me acquainted with his wife and sister, who both render him valiant

support in the administration of his establishment. Mr. Christenson served the Michigan Retail Grocers and Meat Dealers Association two years as President and did much to elevate the standard of the organization and inspire the members to grasp bigger things and accomplish new achievements.

Incidentally, I called on Chas. A. Alter, who has conducted a grocery store at 1839 Madison street for eighteen years. He has a choice collection of neckties, sent him by alleged Indian fighters, blind men and cripples, but proposes to follow the advice of the Tradesman as expressed in the Realm of Rascality department and make no returns except on the basis of \$1 per. He is a convert to the theory that such a penalty is the only way the pernicious practice can be broken up.

My real mission to Saginaw was to discuss a new plan the Michigan Wholesale Grocers' Association will probably put into execution as soon as it has been formally adopted at the annual meeting, which will be held in Detroit the last week in July. Until that time I am not at liberty to discuss the matter, either editorially or personally.

The return trip Sunday afternoon was made via St. Louis, St. Johns, Ionia and U. S. 16. I never saw the country looking so green and beautiful during the third week of June as it does this year. All crops and vegetation are late, of course, but there is no suggestion of lack of moisture anywhere. The only thing which suggests a seasonable departure from greenness is the wheat fields, which are beginning to show indications of the golden harvest.

No matter which way we looked, either en route to Saginaw or return, the wood lot was in evidence, adding glory and symmetry to landscape. My appeal to Arnold Mulder, the celebrated novelist and expounder of Holland traits and character, to explain why the Holland people had not preserved this precious heritage of the Almighty, brought forth the following response:

Holland, June 22—Sorry I'm not an authority on Dutch woodlots, as it would be a pleasure to answer your question if I could. All I can do is guess.

The probabilities are that you have the answer yourself, in your article. The Dutch peasant in the Netherlands cultivated every inch of his tiny farm. When he came here he probably looked upon the forest as his enemy. Certain it is that he burned a large amount of valuable timber just to get rid of it and to be able to put the land under cultivation. I suppose, like the rest of us, he failed to take the future into consideration. Arnold Mulder.

I wish we had a law in this country—and enforced it the way it is enforced in France and Germany—prohibiting any one from destroying a tree unless he at the same time plants another tree to take its place.

There was a time when we all stood in awe of the big car, because its size and clumsiness made it difficult to handle and dangerous when not managed by a master hand. That day has passed. By refinement in construction and scientific adjustment the large car

is now as easily controlled and as skillfully manipulated as cars half the size. We no longer dread to meet the big car. The mantle of fear has passed to the ford, largely because it is mostly driven nowadays by children and people who have no just conception of the rules of the road, the rights of others or those nice distinctions which differentiate the gentleman from the person who is hardly entitled to that title. The moment I discover a ford nowadays I assume at once that I have met my master and give the vehicle a wide berth, the same as I would undertake to avoid a wild animal in the jungle. I think I am now the second oldest driver in Grand Rapids—I mean that only one man in Grand Rapids to my knowledge has driven longer than I have—and every year I have learned to treat the ford with increasing respect, because it is so seldom dominated by men of intelligence and courtesy. E. A. Stowe.

## Perpetual Motion Once More.

A youth of 18 in Auckland, New Zealand, has solved the venerable problem of perpetual motion—at least so he says. What he has invented is a contrivance with much to recommend it. For one thing, it requires no fuel and has no springs. Such things as fuel and springs have always proved, in greater or less degree, drawbacks in connection with the demonstration of perpetual motion, viewed in the light of a scientific principle.

There is everthreatening possibility that fuel may one day be exhausted, thus making the motion of a machine not quite perpetual enough to fit the ideal requirements. Then, too, fuel presupposes an agent of one sort or another, whose business it would be to feed the fuel in; and what assurance can be given that this agent, or stoker, will be on the job perpetually? Those who saw the German film "Metropolis" will remember how much depended upon the human operator at a kind of queer switchboard, and what happened when he crumpled up in exhaustion.

To springs also attach various minor disabilities, and the subject rouses painful memories in the history of perpetual motion. Such disabilities are, perhaps, very serious, yet enough, certainly, to make the skeptical exclaim "Aha!"

The young man in Auckland has had nothing to do with either fuel or springs. The invention appears to be a kind of motor—or is, at any rate, a machine that supplies motive power to anything from a clock to a factory, extreme flexibility as regards size being possible. For clock use it is said to be compressible into the space of a box a few inches square.

Unfortunately, there is still an objection that may prove a very tiny gnat, if not a fly, in the amber of the inventor. For he says that once his invention is set in motion it will go on working perpetually—unless some part of the mechanism breaks.

Inability to go to work fresh and determined every morning is not because there is something the matter with the morning. The trouble dates farther back.

## SHOE MARKET

### An Effective Stock Index.

It is certainly annoying to the average customer to be waited on by a green clerk who is as yet unacquainted with his stock. Not only are there delays of one kind or another but there is also bred in the mind of the customer an uncertainty as to the man's ability to fit him properly. A merchant in Dayton, Ohio, has obviated all this by posting up in an inconspicuous place in the store a detailed index of the stock. While a clerk is looking for a certain shoe, he can quickly glance at the index and ascertain its location without asking other clerks or wasting time.

### Customers Select Location.

Wishing to move to a new location, a merchant in Atlanta, Ga., wrote to his customers and prospective customers about the matter. He enclosed with his letter a sheet on which were listed the various locations available and asked his customers to check the one which would be most advantageous to their needs. Stamped-addressed envelopes were also included to make it easy for customers to reply.

Not only did this plan help the merchant to choose the most satisfactory locality, but it also stimulated his customers, who otherwise would not have troubled about the matter, to take an interest in his new address.

### Building Good Will.

Whenever any of the staff of the Young Men's Shop, of Rochester, N. Y., hears that a patron is ill, a basket of fruit or a carton of cigarettes is immediately sent to the customer. To the basket is attached a card which expresses the hope of the store that the recipient will soon recover from his illness.

Naturally, when the man finally gets out of bed, he makes it a point to stop at the shop and thank the boys there for their thoughtfulness. The idea certainly builds good will.

### Co-operation Pays Here.

There are two retailers in Spartanburg, S. C., who are firmly convinced that inter-co-operation pays. One is a men's wear store, the Cannon & Fetzer Co., by name; the other is a drug emporium called Ligon's. For a long time, each of these concerns has devoted one of its windows to the display of merchandise kept by the other. A small announcement indicates where the goods can be secured.

As the stores are located in different parts of the town, this exchange of displays gives their window advertising wider latitude.

### Very Cheap Cotton Hose Wanted.

One of the features of current business in hosiery is the increasing demand from the South and from the Mississippi flood area for low-end cotton hose that sell from the mill at 87½ to 90 cents a dozen. The latter figure is now the more general, due to advances recently made, and the goods it covers retail at 15 cents a pair. There is also a good call for women's cotton hose of a slightly better quality to re-

tail over the counter at 25 cents a pair. Low-end mercerized goods are also selling. Quite a few jobbing buyers are still trying to order at the old prices the lines that have been advanced, but with little luck. In one case an order for a substantial quantity of cheap hose was presented at the old price, but rejected. The buyer thereupon offered to double the order if the advance were split with him, and after quite a little argument his proposal was accepted.

### Muslin Cut a Surprise.

Not for some time has any price change in the cotton goods trade caused more surprise than the cuts of one-half and three-fourths of a cent a yard that were made on Wednesday of last week on certain well-known branded lines of 4-4 bleached muslins. Although announcements of the reductions specified that they covered only goods on hand, the fact that they were made in the face of a higher cotton market was considered unusual. At the same time, it was said that the firm which handles these lines are good merchandisers, and that they knew what they were doing when they made the cut. At the lower levels the goods represent an excellent "buy," and whatever surplus there may be is not expected to last very long. Competing concerns apparently do not intend to follow suit. On the contrary, an executive of one of the most important bleached goods houses said yesterday that plans were being laid to put through another advance unless a sharp break comes in cotton.

### Wash Goods Novelties Revived.

Not only is a good business being done at the moment in low-end cotton and rayon mixtures for Fall delivery, but the hotter weather of the last several days has stimulated the call for the sheerer and high-priced cloths of this type for prompt shipment. Such quick deliveries are wanted in some cases that express shipments are specified. Reports conflict about the volume of cotton and rayon dress fabrics that are available at the present, but the indications are that if surpluses exist, few of them are in the hands of the mills. Some of the latter are so well covered on these materials that all they have to sell right now are odds and ends that are put out as bundle goods.

### Many Reorders for Sports Wear.

No let-up is noted in the active call for sports attire and re-orders continue to be widely distributed over a number of items. Two and three piece ensembles retain marked favor. The slip-over sweater is also much liked, as are novelty blazer jackets in varied color combinations. The strength of the demand for the blazer garments has proved a surprise to manufacturers, who have been forced to increase production to meet orders for quick delivery. White flannel skirts also are meeting with good consumer turnover.

You may be clever enough to be successful in handling employees who are your relatives, or in working for a relative, but if you are you are the exception.

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### The Third Term Spook Is Walking Again.

Grandville, June 28—Why can such things be in a land of supposed common sense, and the fact that however perilous a three times elected president might be, there is no immediate prospect of such a thing taking place.

Everybody and his neighbor knows that Coolidge has been elected but once to the presidential chair. His serving a few months of the unexpired term of President Harding does not constitute a second term. Nobody can, by the straining at a hair, declare such nonsense, and yet men are around waving the third term bugaboo, thinking to frighten the people. It can't be done.

Even when a genuine third term argument was on in 1880 and General Grant was put forward for a third term, people were not so badly frightened as one would suppose. Throughout the convention of that year nearly a majority—306 I believe was the number—stood sturdily by the Old Commander throughout many days of balloting and fierce argument. The Old Guard was sturdily true to the General and had he been nominated, instead of Garfield, the world would not have come to an end, nor would the United States been sunk.

This silly stressing of the dangers of a third term has become nauseating to the limit. Of course, in the present instance, there is really no third term argument, and those who advance it only show the shallowness of their position as against the renomination of the present incumbent of the White House.

Many things may happen between now and the assembling of the next National convention to nominate a president. However, should Coolidge retain his health and prove a willing sacrifice for the good of his country, there are not enough third term shouters to make a raffle in opposition.

It is the man and not the number of terms to look at and be considered. Suppose the civil war had continued another four years and Lincoln had lived, would it have been dangerous to the Nation to have elected him for a third consecutive term? Nobody believes that.

Third termism is a sham of the flimsiest kind and never ought to have a place in American politics. The necessity for a third term may never arise, yet should it come about, he is an untrue American who would shunt it aside to make room for an untired man at a critical time in the life of the republic.

Most of the kickers against three terms for President come from men within the candidate's party who hope to shun a living issue and hoodwink voters into believing a three times elected President would peril the life of the Nation. The opposition party, of course, would be glad of such an issue, since the most flimsy arguments oft times changes public opinion.

A president who has served his country well for one term is usually entitled to renomination and election. If he makes a success of two terms, why should it be imagined that the third time would prove dangerous to the welfare of the Nation. All bosh, of course.

However, when the third term bugaboo is made much of when no third term is in view, the downright imbecility of the contention is made manifest. Very few people can be persuaded to believe that a few months in the White House constitutes a full term of the presidency.

The opposition to the renomination of Coolidge on such ground hasn't a foot to stand on. If this constitutes the sole reason for his defeat, he is as good as renominated and elected in advance.

The question of a third term will not be up next year. It is hailed far and

wide just now to stampede the public, but it will not work.

The President is, doubtless, enjoying his outing among the Black Hills and is troubling his mind very little with political questions, and less troubled because of this third term talk which will, doubtless, drop out the little end of the horn before the day for the National convention arrives.

The enemies of the president will have to find something more to the point than this third term ghost to frighten supporters away from the silent man from Vermont, who in some respects resembles Grant, although he is better posted than was the General in the political aspect of affairs in the Nation.

The Democrats, if consistent, will not lay a stone in the way of the third term spook, since even such a silly outcry will bring votes to their mill, providing Coolidge gets the nomination for a second time.

It has been said that a lie well stuck to is as good as the truth. This last resuscitation of the old third term cry is doubtless put forward with understanding that repeating a lie over and over may aid in deceiving honest men who have been taught from infancy that a third term for any man to the presidency of the United States is worse than murder.

It is possible that the president may disappoint some of his enemies by quietly refusing to run for even a second term, in which case all the ammunition burned in firing the public heart against the horrors of a third term will have been wasted.

I believe that General Grant was the only candidate up for a third nomination at the hands of his party. Even Roosevelt's attempt to stampede the country in 1912 was his overweening desire to secure the presidency for a third term, his enemies said. Not true, however, since he had had but one elective term, having inherited several years of McKinley's second term.

The cry of "third term" is a false one in the present instance, and will not work out as its authors hope and expect.

Old Timer.

### Got the Recipe, But Slightly Mixed.

During one of those rainy days in April, a farmer's wife of this vicinity is said to have asked her husband to copy a radio recipe that was being given. The husband did his best, but another station butted in and as he could not "tune it out" did the best he could. One was broadcasting the morning exercises and the other the recipe. This is what he got: "Hands on the hip; place one cup flour on the shoulders. Raise knees and depress toes, and wash thoroughly in one-half cup of milk. In four counts raise the lower legs and mash two hard boiled eggs in a sieve. Repeat six times. Inhale one-half teaspoon baking powder and one cup flour, breathe naturally and exhale and sift. Attention! Jump to a squatting position and bend white of an egg backward and forward over head and in four counts make a stiff dough that will stretch at the waist. Lie flat on floor and roll it into a marble the size of a walnut. Hop to a standstill in boiling water, but do not boil into a gallop afterward. In ten minutes remove from fire and dry with a towel. Breathe naturally, dress in warm flannels and serve with fish soup.

The fellow who makes his environment his excuse for remaining little lacks one of the very essentials that make a man big in any position.

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ASSOCIATION OF COMMERCE BUILDING  
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December 8, 1926

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*J. H. Smith*  
MANAGER

JH:AC

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## FINANCIAL

### Era of Equity Financing Lies Just Ahead.

It takes no more than a comparison of the bond tables printed in the newspapers before the war and now to understand the romantic expansion in foreign loans. Thirteen years ago, in 1914, the foreign issues listed on the New York Stock Exchange could have been counted on the fingers of two hands. There were an Argentine issue, a small Japanese group, some Mexican bonds, a Chinese loan, a City of Frankfort obligation and a Russian issue rarely dealt in. It is no uncommon sight nowadays to find transactions daily on the Stock Exchange in 170 different foreign bonds. The annual turnover in foreign securities meanwhile has grown from \$3,500,000 to more than \$1,000,000,000.

Dr. Max Winkler, who attained his reputation as an authority on foreign financing while with Moody's Investors Service, but who now is vice-president of Bertron, Griscom & Co., Inc., has just prepared an analysis for the Foreign Policy Association in which he reveals some underlying trends not heretofore emphasized. Time was when our foreign loans took the shape of United States Government loans to foreign jurisdictions. Later, investors here began to loan money to foreign governments. More recently our investors have begun to loan to foreign corporations and in 1926 for the first time in history our loans to foreign corporations exceeded in size those to foreign governments. As recently as 1921 foreign governments got nearly four times as much here as foreign corporations but last year the corporations borrowed \$1,120,000,000 as against \$630,000,000 by the governments.

Thus, the present period in our foreign financing represents primarily capital put up by investors in exchange for corporation bonds, but Dr. Winkler is one who predicts that the largest and most important era in foreign financing is yet to come. He figures that our investments in foreign corporations equity issues eventually will transcend in importance anything heretofore done in the flotation of bond issues. To what a volume such financing may attain in years to come is roughly suggested by the recent rise in foreign borrowings here. These latter aggregated \$544,000,000 in 1923, \$1,589,000,000 in 1924, \$2,206,000,000 in 1925 and \$1,892,000,000 in 1926. So far in 1927 at around \$800,000,000 foreign bond flotations here represent a volume twice that for corresponding 1926 months.

The 1926 addition has raised America's investments abroad to \$12,855,000,000. Substantially more than half that amount represents investments in Europe and Canada, the former leading by a small margin with \$3,597,000,000. Well over a billion dollars is invested also in Cuba, in Mexico and in South America. Germany in 1926 took a larger slice of our foreign capital offerings than any other country but in even that instance the German corporation issues reached a total more than three times that of the German government issues. As never before

our bankers are studying foreign conditions and, fortunately, as never before, they are seeking to protect American investors against the flotation of issues not adequately secured.

Paul Willard Garrett.  
[Copyrighted, 1927]

### Unexpected Turn Upward Represents Jump in Farm Values.

A slight advance in the mid-June index of wholesale commodity prices, compiled by the National Bank of Commerce in New York, may make the prophets who had predicted further recessions pause. It will be recalled that this institution earlier in the year set out to construct an index of leading commodities peculiarly sensitive to change for its value as a barometer of the price level. Extended back to cover the period since the beginning of 1919 the bank's curve has forecast the turns of the Department of Labor Statistics weighted index so faithfully that many people now follow it for what it reveals of the probable future movement of the price level.

After its sharp jump late in 1924 the bank's curve began to fall in January, 1925, and it has been moving toward lower levels almost ever since. Since late last year this compilation has been falling much more rapidly than those less sensitive. Based on past performance a continued decline in the bank's curve would forecast a further substantial reduction in the general price level as revealed through the Bureau of Labor Statistics figures. Whether the fractional upturn in the bank's curve during the last month is a temporary alteration of the general downward tendency or represents a permanent turn for the better nobody knows. Apparently, the improvement reflects chiefly the somewhat unexpected but pronounced rise in cotton, corn and wheat.

Coming as it has at a time when the depression in agricultural prices threatened to undermine confidence in all industry the rise in these staples inspires new hope for the future. Cash wheat has jumped 15 cents a bushel since the middle of April. Corn has risen about 30 cents a bushel since the end of March. Cotton has advanced roughly 4 cents a pound since early December. Of the twenty-three commodities carried by the bank ten were higher in June than a month ago, five remained unchanged and eight were lower. Among those that lost ground during the month were rubber, lead, silk and sugar.

It has been the practice of most authorities in the past to prepare their charts on commodity prices with relation to the prewar, or 1913, position. Thus, when the Bureau of Labor Statistics a few days ago announced that the May level of prices was 144, the figure meant that prices were 44 per cent. above 1913. In its new index the National Bank of Commerce, however, accepts the three-year average, 1923-1925, as 100. The idea is that in this period commodity prices became fairly well established after the post-war deflation and that the level then really bears a closer relation to present prices than that of fourteen

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

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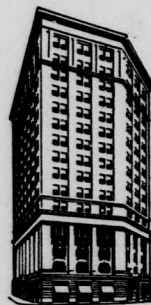
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years ago. On this basis the present price level stands at 85.4.

Paul Willard Garrett.  
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#### Ratio of Net Profits to Market Prices High.

No one in Wall Street is old enough to recall when the first attempt was made to forecast market movements on the New York Stock Exchange; yet each new thought or theory advanced invariably commands a certain degree of attention. It is regrettable that so much effort in that connection heretofore has been expended in the interest of the speculator and so little, relatively, applied to the solution of the investor's problems.

Occasionally, however, the investor has received his day in court, and this has usually culminated in the accomplishment of worth-while and lasting results. In an endeavor to make a constructive contribution along that line, P. H. Whiting & Co. have applied the principle of earnings to market values, and the results are interesting if perhaps not entirely convincing.

In a research which they conducted recently it was discovered that the ratio of net earnings applicable to dividends on 100 of the better grade stocks traded in on the New York Stock Exchange to that of their market prices at the end of 1926 was higher than at any time since 1923. In other words, they found that the purchaser of such stocks in 1926 received more in the way of earning power for his money last year than he did in either 1925 or 1924.

From this, they calculated that stocks were really cheaper in 1926 than they were in the previous two years, even though their prices per share of stock were much higher. Stocks used included such issues as United States Steel common, American Telephone and Telegraph, General Electric, Pennsylvania Railroad, General Motors, Standard Oil Company of New Jersey, etc.

Since the first of this year, of course, the prices of securities have advanced materially, while earnings have been holding about on a steady course. It is therefore entirely likely that the ratio of earnings to market values today would not make as satisfactory a showing as they did six months ago. It is safe to assume, however, that, using earnings exclusively as a measuring stick, current prices are not so much out of line as they would appear otherwise.

While it is undoubtedly wise to study values from many angles in addition to earnings before arriving at definite conclusions, earnings should by no means be underrated in making such a study.

The ratio of earnings to market prices during the past six years were as follows: 1921, 14.06; 1922, 12.83; 1923, 9.44; 1924, 11.82; 1925, 11.09, and 1926, 10.44. Ralph Hendershot.

[Copyrighted, 1927]

Golf is a great game to play, but before taking it up consider whether you can resist the temptation to neglect your business for a sport you are fond of.

#### A Correction.

Grand Ledge, June 27—In your issue of June 22 you omitted naught (0) from what I wrote with dire result, leading a careful critic to think I had written a reckless and inexcusably erroneous statement.

You print 40 where I wrote 400. In Chas. W. Garfield's letter I am quoted as saying a 40 per cent. tariff multiplies the price of product five fold, which is, of course, very absurd. It multiplied by 1.40; a 100 per cent. tariff doubles the cost. If it does not add to the price of domestic products as well, there is no protection to the farmers' wool (or other product), whatever the tariff may be.

It seems incredible that there ever was a tariff of 400 per cent., but there really was such a tariff on pearl buttons. A merchant importing \$1000 worth must pay \$4000 to land them, making the cost \$5,000, and this to "protect" an industry.

If "the foreigner pays the tax", \$4,000, and still sells the buttons for \$1,000, can you think of a statement more absurd? Thirty-five years ago half the people in America were made to believe this absurdity and impossibility. To-day I know of but one intelligent man in Michigan who believes it and he an ex-senator.

That same tariff that imposed 400 per cent. on buttons added 86 per cent. on woolen cloths or shawls worth over 80c per pound; 125 per cent. on woolen cloths or shawls worth over 40c per pound; 150 per cent. on woolen cloths or shawls worth less than 30c per pound and thus of the three the highest rates were on the cheapest goods, that poor families must purchase.

The U. S. Supreme Court said, 20 Wall., 657, "to lay with one hand the power of the government upon the property of the citizen, and with the other to bestow it upon favored individuals, is none the less a robbery because it is done under the forms of law and is called taxation."

Daniel Strange.

#### Appraisal of Wm. H. Jones Estate.

Appraisal of the estate of the Wm. H. Jones discloses a total value of \$303,125.51, distributed as follows:

##### Bonds.

|                                       |             |
|---------------------------------------|-------------|
| \$ 8,050 4th Liberty                  | \$ 8,219.50 |
| 6,050 3d Liberty                      | 6,110.50    |
| 1,000 1st Liberty                     | 1,030.00    |
| 5,050 2d Liberty                      | 5,050.00    |
| 13,000 Sinclair Pipe Line             | 12,220.00   |
| 5,000 St. Paul-Kansas City            |             |
| Shore Line                            | 4,500.00    |
| 3,000 St. Louis & San Francisco R. R. | 3,000.00    |
| 8,000 Consumers Power Co.             | 8,000.00    |
| 5,000 Bethlehem Steel                 | 4,500.00    |
| 2,000 Wyoming School                  | 2,000.00    |
| 2,000 Swiss                           | 5,000.00    |
| 2,000 Ill. Central R. R.              | 1,500.00    |
| 5,000 Ill. Central                    | 4,850.00    |
| 5,000 Kingdom of Netherlands          | 5,100.00    |
| 5,000 Simmons Hardware                | 4,500.00    |
| 5,000 G. R. Gas Light                 | 4,500.00    |
| 5,000 Grand Trunk Ry.                 | 5,500.00    |
| 4,000 Kingdom of Norway               | 4,000.00    |
| 5,000 Canadian Northern               | 5,600.00    |
| 5,000 Grand Trunk Ry.                 | 5,250.00    |
| 5,000 Great Northern                  | 5,750.00    |
| 5,000 Argentine                       | 5,000.00    |
| 5,000 U. S. of Brazil                 | 4,750.00    |
| 5,000 Trinity Methodist Church        | 4,900.00    |
| 3,000 Cin. Ind. & West. R. R.         | 3,100.00    |
| 3,000 Gateworth Investment Co.        | 2,850.00    |
| 3,000 Morton Hotel                    | 2,700.00    |
| 2,000 Swedish                         | 2,000.00    |
| 1,000 Belgium                         | 950.00      |

##### Stocks.

|                                  |             |
|----------------------------------|-------------|
| 1133 1/2 Wm. A. Berkey Furn. Co. | \$28,333.35 |
| 50 Baxter Laundry Co.            | 450.00      |
| 2000 Northland Lumber Co.        | 20,000.00   |
| 52 Kent State Bank               | 15,600.00   |
| Mutual Home & Sav.               | 25,615.00   |
| 10 Kent Country Club             | 100.00      |

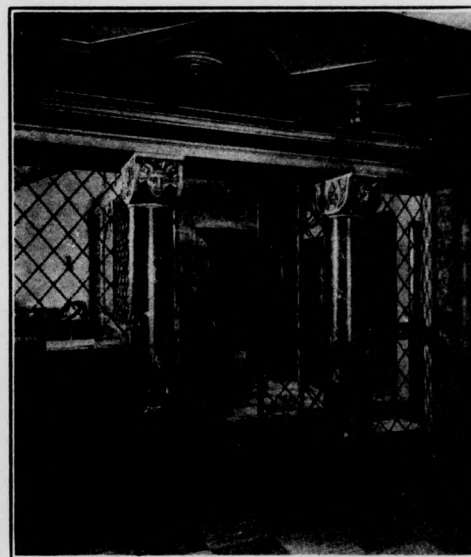
##### Notes and Accounts.

|                             |             |
|-----------------------------|-------------|
| Wm. A. Berkey Furniture Co. |             |
| Account                     | \$43,832.08 |
| Notes                       | 26,280.60   |
| Berkey Jones, Notes         | 5,787.50    |
| Paul Jones, Notes           | 625.00      |

##### Real Estate.

|                 |          |
|-----------------|----------|
| Lands in Canada | 5,000.00 |
|-----------------|----------|

The interesting accounts of what people in all walks of life have accomplished and are accomplishing fill one with a desire to do big things.



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Tornado—Automobile—Plate Glass

### Old Banker Deplores Some Modern Practices.

The old banker sat back in his chair, stroked his few remaining locks and remarked:

"The banking business ain't what it used to be. Forty years ago the banker was a demi-god. His word was law. His opinions were widely quoted and invariably respected. Now he is regarded as a greedy demon, anxiously awaiting an opportunity to destroy any customer who crosses his path. Why is this so? Because the banker has made it so. He has been so obsessed with the idea that his bank must make money—and lots of it—that he has resorted to practices which the old-time banker would scorn to be a party to. The first thing we did along that line—and one of the worst, because it is so petty—was to adopt the plan of computing interest by the day, instead of by the month or year. We were aided in this by the fraudulent interest tables prepared by shysters who ought to be in jail. By means of this cheating system we collect yearly interest for 360 days. It makes the banks a little extra money, to be sure, but it stamps the brand of Shylock on the brow of every banker who is so small and mean and grasping as to resort to the practice. As though this pernicious abuse of authority was not enough to array the public against us, some bankers are now forcing young business men who do not know any better to pay interest on their loans in advance. There is no possible excuse for this practice this side of highway robbery. The advance payment has not been earned. It is not earned until the borrower has had the use of the money he pays for the full period embodied in his note. To force him to pay for the use of something he does not get is arrant dishonesty. The banker who resorts to such a practice will have something to answer for when he has his final accounting with St. Peter. The men—God forgive me for using that term in this connection—who wax fat on ill gotten gains from the sources I have mentioned call me an old fogey and a back number because I will not fall in line with what they call modern methods; but I am now so near the Hereafter that I can almost hear the voices on the Other Shore and I do not propose to jeopardize my chance of Heaven by filching a few dishonest dollars from the people who believe in my honesty and have never been asked by me to give me something for which I have rendered no equivalent."

### Finds Little Good in Metric System.

The extent that the metric system is in use in the several countries cited is to my mind a matter of greater importance than the mere fact that the countries have "adopted" the metric system.

I am informed that even in France the metric system, adopted more than 170 years ago, does not even now find general application, it being used principally in the larger cities and manufacturing centers, the country districts still adhering to a large extent to the former units of measurement and weight (inch-pound).

Information obtained from countries commonly known as "metric" indicate that for the most part the people still adhere to their former units of measurement or else mix them with the metric units.

Should our Congress adopt the metric system of weights and measures as our sole standard, could we reasonably expect conditions to be any better than those now existing in other so-called pro-metric countries, including the mother country of the system?

Admittedly the metric system is not universally applicable in this country, so that it cannot be expected to entirely supersede our present system but merely exist in addition thereto; certainly a condition not to be looked forward to with confidence.

The project to replace "inch" screw product with "metric" screw product cannot prove otherwise than disastrous to this country, not only throughout the period of transition but thereafter, with the multiplication of standards that would exist and be in use.

Had the metric system marked advantages over our present English system, it most likely would have gradually superseded the latter in a natural manner long ago. That it has not is evidence that as a system for general use throughout the country the nation neither desires nor needs it. The interlocking of the several systems—linear, volume and weight—is of no material advantage to the country at large and the decimal features of the system are enjoyed at the present time in the smaller divisions of the several units of our present system of measures.

If it is granted that our English system has the practical advantages of a decimal system, where much computation is involved, what further advantage can there be in its replacement by the metric system?

I believe the answer is none—merely chaos.  
Philip B. Gale.

### Sky Lines.

What lies beyond the sunset?  
In yonder evening sky  
What paths are there—untraveled yet?  
Do stars bid stars "good bye?"  
Then journey in their courses far  
To visit yet another star  
And this old world forget

What lies beyond the sunset?  
I know that yester-night  
Beyond I saw where oceans met  
Then stretching out of sight  
Where golden islands and a strand  
Which looked so like a fairy land  
That I shall not forget.

What lies beyond the sunset?  
A universe, they say;  
And worlds anew are forming yet  
Along the Milky Way;  
Where Time is naught, and Tide no more  
With great eternity before,  
Which could an earth forget.

"What lies beyond the sunset?"  
A little child enquired,  
"Do dollies there have mammas yet?"  
"Do mammas too get tired?"  
"Come, let us go and see some day,  
Then, if we like it, we can stay,  
And this big world forget."  
Charles A. Heath.

### Model Arson Law.

Michigan believes that it has improved on the Model Arson Law adopted by eight American states this year. Michigan's new law goes into effect August 25. It is probably the shortest arson law ever passed and is greatly condensed by omitting specific references.

"Over Fifty Years of Service"

1. Prevention of Fire
2. Payment of Loss
3. Lowest Cost to Insured

These are the three major considerations in Central Insurance Service. Through skilled fire prevention engineers, we give our policy-holders unusually efficient cooperation in the elimination of fire hazards and prevention of loss. Ample resources, backed by a reputation for fair adjustments and prompt settlement of honest claims, assure payment of loss. Our dividends to policy-holders represent an actual saving of 30% in their insurance cost.

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"My experience as clerk of the Court has demonstrated to me the folly of appointing the average individual to perform Estate services. In cases coming under my discretion, I favor and recommend the appointment of a Trust company."

It is the exception rather than the rule for an individual to be informed about an Executor's duties and the management of Estates. Yet a thorough understanding of these duties is necessary for proper administration.

An Executor should, furthermore, have ample time and equipment to perform his duties. He should be financially responsible and prepared to carry out the terms of a Will without delays or interruptions.

We will be pleased to send our booklet "Descent and Distribution of property" explaining the responsibilities and duties of an Executor.

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The first Trust Company in Michigan



### Detroit Prevention Bureau.

The Detroit Fire Prevention Bureau organization has a chief, Mr. Goldwater, and two assistant heads. Eight men are permanently detailed to the bureau and ten are temporarily detailed to it. These ten men are those who have passed the examination for positions as lieutenants. Before they may be assigned to their stations as officers, they must get eight months' training in a fire prevention bureau and must satisfy the head of that bureau that they are thoroughly grounded in fire prevention. The Detroit plan insures that all officers in the department receive uniform instruction as to what constitutes a fire hazard and how to correct it. Mr. Goldwater criticized cities which send out men to do inspection work without thorough training. He also advised rotating inspectors over different routes. He is a firm believer in the fire school which will train in making out fire reports. The fire commissioners of Detroit have given the fire prevention bureau an appropriation of \$2,000 a year for the purchase of educational material. With these funds the bureau purchases magazines, books, apparatus for demonstrating dust explosions, static electricity, and other hazards.

Detroit has had great success with its arson squad and the Detroit plan of fighting arson has now been adopted by a number of other cities. Fire Marshal Goldwater says that he cannot conceive how any modern fire department can operate without an arson squad wherever the problem of incendiarism had to be met.

### Chinese Fire Departments Lay Hose Before Fire.

J. C. Huston, United States consul at Hankow, China, stated in a recent address that arson conditions in that country are very bad.

"There seems to be no fear of being caught burning stock to collect insurance," he said. "All the neighbors seem to know that if the merchant's stocks are not moving at a profit, or some financial depression has struck him, he will have a fire as a natural resort for indemnification. In some instances, even the local fire department has expected the fire, laying hose and preparing apparatus in advance in order to protect the neighborhood from disaster at least. If the local fire department makes ready its equipment, then the insurance firms know that there is to be a fire, and can take the proper steps. But arson convictions are harder to get, even under these circumstances, than many would expect."

### Fire Fighting Car.

Negaunee will be the headquarters of the department of conservation forest fire fighting truck assigned to Upper Michigan.

The truck is one of two recently purchased by the department of conservation for use in combating forest fires.

The other will operate out of Gaylord, in the Northern half of the Lower Peninsula. The vehicles are of the high speed type and capable of traveling 60 miles per hour. They are

equipped with high speed gasoline pumps with 20 foot intake hose and 1,000 feet hose lines.

The pump on each truck is mounted on the rear of the vehicle, but may be readily detached and moved to the water supply. In addition to the power pump, each truck carries six hand pumps, each with a tank capacity of 10 gallons. A supply of water for the hand pumps also may be carried in two tanks holding 90 gallons each which are built onto the truck. A "middle buster" plow, so-called because it throws furrows both ways from the colter, is carried for use in back-firing against creeping ground fires moving through grass, pine needles or leaves. Shovels, axes, water pails and two cross-cut saws make up the remainder of the equipment. The cars are painted an olive drab color and carry the words, "Department of conservation—Forest Fire Division" in red and white on their sides.

### Advertising Plan.

Merchants in towns where the local fire department has an arrangement for responding to rural fire alarms have an excellent advertising opportunity in the telephone card which gives the fire department telephone number. This advertisement may take the form of a piece which will fit directly on the phone under the mouthpiece or may take the form of a small wall card. It should carry nothing more than the message, "In case of fire call No.—," and then the name and address of the advertiser.

### Eliminate Rubberized Floors.

The New York Fire Department is seeking to eliminate the use of linoleum or rubberized floors in New York City. Members of the department say that during conflagrations this type of floor gives off a very dense smoke and that the feet of the firemen stick to the material. This type of flooring is used quite often over floors of incombustible material. The contention of the fire departments is that use of linoleum and rubberized floors nullifies to some extent the value of the incombustible material.

### Boy Scouts Help.

During a discussion on the cigarette hazard, Chief J. N. Sullivan of Utica, said that the Boy Scouts in his city were instructed to step on lighted matches, cigars or cigarettes which had been thrown away carelessly and this in such a way so that the man who had thrown the lighted match or cigar away might see them do it. It was reported that some cigarettes are on the market which are made so that they will burn only up to bands which are placed around the cigarette near its tip.

### Michigan Convention.

Members Michigan State Firemen's Association will hold their annual convention this year at Lansing July 12 to 14 inclusive.

### Hydrants Are Targets.

Smashing of fire hydrants by careless drivers is said to cost the city of Philadelphia \$6,000 a month.

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**Manufacturers Mutual Insurance Company**  
 Assets \$3,194,142.55      Surplus \$1,552,912.80  
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 POLICIES ARE CONCURRENT**  
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 1st and July 1st at Hanover National Bank, New York City.**

### FINANCIAL STATEMENT

|                                          |                |
|------------------------------------------|----------------|
| Real Valuation (Estimated)               | \$2,000,000.00 |
| Assessed Valuation (1925)                | 1,131,000.00   |
| Total Bonded Debt (Including this issue) | 75,000.00      |

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## DOLLS PAST AND PRESENT.

## American Indians Had Them Before Columbus Arrived.

The term doll, "a puppet representing a child, usually a little girl, used as a toy by children, especially girls," is applied in a general way to a great variety of images many of which did not originate as playthings. Whatever may be the origin of dolls in themselves, playing with dolls is a world-wide amusement of girls, one of those many imitations and dramatizations of the actions and employments of adults which underly the sports and games of childhood.

"While all dolls did not descend from toys, such I am sure were the first dolls used by children in their play," said Stewart Culin recently. "Dolls were among the first invention, if they were not the first invention with which children should be credited. They borrowed or improvised the doll from something near at hand, but the idea was theirs, and such is the ancestry of the doll with which our children play, the doll made now by our American manufacturers; a simple, practical effigy of a baby that can be dressed and tended. No other form of doll will ever replace it."

How the doll thus created, became the symbol of the maternal instinct and as such the object of elaborate folk lore, is explained by Mr. Clin, Curator of Ethnology at the Brooklyn Museum. It was offered by women to their gods to secure offspring and ward off evil from an expected child. Employed as the emblem of an individual it was used to work harm.

With such associations it was natural that the doll, the child's toy, became confused with the idol, the object of worship, the emblem of divinity. The erroneous assumption that the word doll is an abbreviation of idol lent color to the idea. No such confusion need exist as to the origin of our everyday doll baby, nor of secular dolls in general, according to Mr. Culin. They are not degenerate idols. They have had no higher estate.

"I do not doubt that such natural dolls existed among the American Indians before the time of the Columbian discovery," he said. "Like children in other lands the little Indian girl delights in a doll, although the native dolls they play with for the most part appear to be inspired by European importations. At the same time the Indian dolls we know to be of Indian origin originated as idols and idols they remain."

The Brooklyn Museum possesses the largest and most perfect existing collections of carved and painted wooden dolls of the Pueblos. These dolls represent the masked and costumed personators of the gods who take part in the native ceremonies and are made by them among the Hopi and Zuni in the men's communal chambers in anticipation of the public performances known to us as dances. They are given to very young children by the maskers on these occasions. Subsequently they are treasured for the child, not employed usually as playthings, but hung up on the wall of the living room.

Regarded as sacred, their sale is forbidden.

The masks worn at these dances hark back to the bird-tree gods of old Mexico from whence it is thought the Pueblo rituals were derived. There is a suggestion of tree gods in the rigid attitude maintained by the dancers and in their collars of spruce boughs as well as the boughs they carry. Similar in origin and significance to the dolls are the so-called prayer sticks, male and female, which are made in enormous quantities at the same time as the dolls and set up in shrines.

Among the Keres Indians in Laguna and Cochiti the ceremonial dolls are simple flat tablets, or cylindrical billets agreeing closely with the prayer sticks. The Navajo Indians who occupy the surrounding country look with superstitious respect upon the Pueblo dolls and employ a wooden effigy representing a Hopi doll to work evil upon an enemy. Mr. Culin said he had looked for the flat and for the billet doll and their origin, among other Indian tribes, finding them in the Lake Country in California among the Pomo whose original native doll was a slat of red wood with shell beads for eyes, which little girls nurse upon a bed of Indian hemp fiber in a wicker cradle.

"If we consider the migration of symbols," he said, "we may conclude from concrete evidence, that everything has traveled everywhere. I found a counterpart of the Pueblo Indian billet doll, made with the same face cut at an angle in Japan at the celebrated Kameido temple, where is the often-pictured moonshaped bridge and the wistaria bowers near the City of Tokio. This object, which is pictured by Mr. Shimizu in his remarkable book on Japanese toys, is said to represent the bullfinch and is sold at the annual festival of the temple where it figures in a kind of forecasting or augury.

"Like our American Southwest, Japan supplies us with a special kind of doll and with another explanation of ceremony, performed by the Imperial doll origins. In the old Shinto cleansing Court, shaved willow sticks were set up by the water side as a means of expiation and purification, the same shaved willow sticks that survive among the Ainu in northern Japan as god symbols. These shaved sticks supplied with paper clothing are the source of an upright doll that figures among the personages of the girl's annual doll festival. Again, dressed in paper, and the shavings employed as hair, it is found in pairs as a toy throughout the Japanese islands from Loo Choo northward."

No other country has as many kinds of dolls as Japan nor supplies as much detailed information concerning them. In no other country are dolls taken so seriously. The ancestral tablet with the name of the deceased is akin to the Pueblo slat doll. The Japanese doll festival, the girls' festival that takes place on the third of the third month, is peculiar and distinctive. Elaborately dressed dolls, representing the Emperor and Empress, with guards and court ladies and musicians are then brought out and ranged on shelves

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covered with a red blanket. For days before the toy shops are gay with brilliant colored new dolls in preparation for the festival. The dolls are called hina, which means a young bird.

There are two kinds—one, seated figures called dairi hin, or courtier dolls, referring to the Emperor and Empress, and the other standing figures of men and women called kamibina, "paper dolls" or tatebina, standing dolls. Both kinds with their accessories are made by special artisans. Their clothes are securely fastened on them by their makers and they are not undressed and dressed by their owners as are ordinary doll babies. The material for these clothes is especially woven in miniature patterns.

The dolls themselves are preserved carefully in families and handed down for generations. There is invariably a principal pair of sitting dolls which represent the Emperor and Empress. With them are associated others, the rank of which is fixed, although their number is not determined. Next to the Imperial personages come two military officials with arrows. Court ladies serving wine and playing musical instruments follow and are succeeded by five court musicians and by three traditional dolls who represent footmen, the lowest rank of court servants, called "drunkards of the three humors." These drunkards have red hair.

In addition to the dolls are more or less numerous toys representing furniture and utensils, primarily of the court, but now extended to all the things used in the daily life of women. At the present day the individual dolls are mounted on wooden stands covered with matting and faced with brocade like the seats used of old by nobles. A pair of miniature folding screens or a curtain is placed back of the Imperial pair, while a large curtain suggesting the curtains before the Imperial throne is draped above and in front of the platform. Little diamond-shaped cakes are offered to the dolls and served afterward for a kind of ceremonial feast both for dolls and children. The doll festival is a social affair for little girls and is prolonged for several days during which they pay visits.

On the fifth of the fifth month the boys have a festival at which dolls representing military personages are displayed. Among them are the Chinese hero called Shoki in Japanese. Kintaro of the popular folktale; Monotaro, and famous warriors like Yoshitsune and Kato Kiyomasa. These dolls are less stereotyped than those used at the girls' festival and are secondary to the objects displayed with them of which the most important is a suit of armor.

"I might tell you about the Buddha toy and its migrations and enlarge upon the dolls of Japan," said Mr. Culin. "I might discuss the dolls of savages and the dolls of antiquity and the many doll-like objects with which our museums abound. There are the Nativity dolls with their settings and accompaniments with the Magi and their servitors, for instance.

"Let me return instead to our practical, present-day doll which we are now making for ourselves in America

instead of importing as in the past from Germany. I am appealed to constantly for advice about making dolls and toys. As far as American dolls and toys go their chief fault is their failure to appeal to the imagination of the child. Boys are given mechanical contrivances as the only things suitable to them, whereas many do not care for such things but would be vastly stirred and interested, even by dolls, that connected up the stories they should read. All children love to play kings and queens. All children love the romance that centers around courts and princes. Our children's dolls and toys lack the spice of romance. A doll becomes a personality to a child if given a chance.

"Study the favorite doll of any nursery. You will find it is not the last expensively dressed mechanical contrivance but some old worn defaced thing, which, lacking definite physical qualities has thereby become plastic so that it takes on color and feeling the child's imagination imparts to it. The chubby-faced doll with real hair and self-closing eyes is an adult's idea of what a child should like and not a child's idea at all. This suggests that it is hopeless to give children finely finished ornamental dolls which, indeed, I do not believe.

"The doll, I think, should be a symbol with which the child's imagination may play. The ceremonial dolls of Japan that were brought out with much solemnity once a year are not without counterparts in this country to those of us who have been fortunate enough to be shown the doll that could not be played with and was kept in grandmother's bureau drawer or the top of a great-aunt's wardrobe."—N. Y. Times.

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### Novel Accessories Are Shown.

Artificial flowers have received a touch of the modern. No longer are there centers of some soft yellow fabric wound and pressed to look like pollen stems. Instead little heads, rounded and painted to show a new hair comb; an extreme facial makeup or a saucy expression peep out from among soft, floppy petals or stand as if alone in other flowers with petals opening wide about them.

These new figures are not confined to flowers worn on sports costumes, but are placed as centers for large fluffy blooms of chiffon and georgette that are to be worn only with evening dresses. The daytime wear flowers of muslin, linen, organdie and cretonne, too, have these centers. Felt and leather are materials chosen for those favoring the more sturdy specimens. The heads are the work of a widely known artist who has also designed little buckles to adorn narrow belts made of imitation alligator in a variety of colors including red, blue, green, purple, tan, brown and black. Buckles are made in one and two sections; when two are used the figures form a complete design, such as a couple dancing, playing tennis or engaged in some other sport.

Pins to wear on new dresses are large and in odd shapes and made of stones in unusual color combinations. For instance, light green quartz stones in cabachon shapes are set side by side, or to be more accurate, placed to alternate with ones in light gray that reflect a golden light. In fact it seems that the larger they are, the more fashionable they appear at the moment. In square shapes, full ovals and real oblongs, the stones appear larger and set out in place of the fine inlay work seen so much recently in marcasite work.

A cigarette case made of sterling silver is covered with leather, but differs from those of last season, the part holding the cigarettes being covered with light green sharkskin, and the cover that snaps open and closes by a mere pressure of the finger has an extra long projecting side that comes down on the front side of the case in a triangle.

### Novel Extras For Summer Shoppers.

This is the one time of the year when accessories play perhaps their most important part in the assembling of a costume. Most women have decided on the color scheme they are going to follow in their Summer clothes and the number of dresses for their wardrobes. The selection of accessories is wisely left to the last, for they must be chosen with an eye to supplementing different frocks.

Bags of course are important and are no longer confined to the merely practical. They have decided style value and color importance, these bags, and

must be chosen with the same discretion as a pair of shoes or a hat and with a definite purpose in mind.

For wear with a very formal afternoon frock that requires some black, there is a large square envelope of suede. The outside flap has a square cut-out so that a very delicate tab may be drawn through and turned down to serve as part of the fastening. This tab and the metal work about the cut-out part form the only embellishment on the bag. The tab is of finely engraved crystal mounted on a silver frame set entirely with marcasite work, and matches the work used to finish the square. The bag is lined with black silk moire and is fitted with purse, mirror and powder case. Another bag of a squatty pouch shape is made of soft black suede, but has color treatment in its frame, which by the way is of very yellow amber. The corners of the frame are set in a sunburst design of tiny pearls in graduated sizes. The handle is of the suede and the lining matches the amber frame.

Smart town costumes or sport suits, of course, require an entirely different bag, and for such purposes there is one of shining black alligator. It is patterned after the oblong melon shapes, showing cleancut lines that bring into prominence the narrow piping and a neat band along the opening is of water snake. A short loop serves for a handle when it is carried in the hand, but for the most part bags of this size and type are more often seen tucked under the arm.

To carry at a tea or at a lawn party there are bags of gay colors and indescribable charm. Among them smart little designs of floral damask just from Paris. These are obtainable in many shapes and colorings, though the light colors predominate. White or the pastel shades are most employed in the backgrounds, while the tiny little flowers are in the brightest of colors. Medium-sized envelopes are exquisitely finished and show no trace of any other trimming or embellishment. The pouch shapes are rendered in self-covered frames, or mounted on very inconspicuous metal ones in gold and enamel finishes.

### Silk Hosiery Irregular.

Not for a long time has there been more irregularity to the demand for various types of silk hose than is now apparent. While some of the mills, principally the smaller ones, are figuratively starving for business, others are sold ahead for some time. One of the biggest mills in the country, for instance, is sold up solidly on full-fashioned goods for the next five weeks, and in a large way for the next two or three months. The popular-priced lines are apparently more active than the finer goods. A feature of the former is the increasing call for thread silk goods—silk-to-welt—to retail at \$1 a pair. In some cases they are so badly wanted that orders are coming in by wire. Seamless pointed heel stockings also are good sellers. Fiber hose with "step-up" and pointed heels are wanted, but are the only fiber items that are really in demand.

### Necklace Fasteners Are Fancy.

Particular attention is being paid abroad to fasteners for expensive necklaces as a result of the bobbed-hair vogue. They are very costly for fine jewelry, special workmanship being expended on them. With the "Eaton crop," which is very popular on the other side, the back of a woman's head and neck is very conspicuous. While it is impossible to inspect anything worn around the neck very closely from the front, in a crowd or seated at a table the fastener at the back comes into full view. The result is the working out of more elaborate fasteners than those seen in the days when "woman's crowning glory" was still a crown. Platinum and diamonds are among the materials with which the new works of art are wrought.

### Rug and Carpet Lines Moving.

Rug and carpet lines are moving well from all accounts. The slowest sellers in the various offerings appear to be seamed Wiltons. Seamless Wiltons are being taken freely, both by jobbers and the larger retailers, and seamless axminsters are also moving extremely well. In at least one instance a large producer of both types of goods is running double shifts to keep up with the demand for them. Geographically the buying is about as well balanced as it is in a merchandise sense, although it was said yesterday to be yet too early to say definitely what the flood sections of the South will produce in the way of business. In other parts of the country buying by retailers is particularly good.

### Broadcloth Shirts Lead.

Retailers are still featuring shirt sales, and turnover of this merchandise has resulted in the clearance of much stock in the wholesale market. Broadcloth styles lead from a volume standpoint, with white the leading shade. A growing call for oxford shirts is noted, and these types are expected to sell particularly well at retail during the early Summer. Collar-attached and collar-to-match models in novelty printed and figured materials are holding a strong position in the higher-priced merchandise. Leading manufacturers are booking Fall orders in a satisfactory way, it was said yesterday, with most of the advance business coming from the larger specialty shops.

### Belt Re-orders Coming In.

Makers of women's leather belts are getting some nice re-orders on their Summer lines. White kid belts are most in demand, according to manufacturers represented in the United Belt League of America, and next to them are combinations of white with colors. The demand is so large that immediate deliveries are out of the question with some houses. Open orders and rush orders have been piling up within the last few weeks, and for this reason the showing of Fall lines will be deferred until the Summer is well advanced. The current season promises to wind up as one of the most successful experienced for some time.

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**Fall Millinery Outlook Bright.**

The outlook for an excellent Fall millinery season is particularly bright. Among the materials that promise to play important parts in new hats of the better kinds are a lightweight fabric known as velour soleil and a member of the felt family, with a shiny surface, that is known as feutre glace. Felts are expected to repeat in a large way and the position of satin hats for the new season seems well established. As to colors, black will unquestionably be an important factor, and much is thought of the so-called fur shades. For the early season blue is well regarded, and American sponsors of the share of red called Vionnet rouge say it will take well. Trimmings again will be notable for their lack of elaborateness. Simple ribbon trims and some use of glycerined feathers are predicted, and novel metallic ornaments set with rhinestones are particularly well thought of. They take a number of shapes, one of which is a tiny umbrella. This has the ribs set with rhinestones and a knob at the end of the handle in the form of a small artificial pearl.

**Rug Orders Coming in Well.**

Men on the road with Fall lines of carpets and rugs are sending in good business, with seamless Wiltons and axminsters topping the demand in the higher-priced goods. The increase in the demand for Wiltons is particularly pleasing to makers of these goods, who attribute it to the rather remarkable improvement in designing and coloring the new lines. Seamed axminsters are not doing so well as they might, but the fruits of better styling of velvet rugs are being borne in the shape of good-sized orders. In the low-end goods tapestries are reported more active than they were for Spring. An increasing call for the better grades of carpets for home use and for those grades designed primarily for contract work is a feature of current business. Sales of seasonable specialties in rugs are picking up after a rather slow start, which was due to the weather.

**Tie Silk Trends For Fall.**

Small, closely patterned designs are silks for Fall, which was opened last week. Stripes have given way to polka dots, checks and variations of geometrical figures. Stylers of this line believe a vogue for light backgrounds in neckwear, when worn with a dark suit, is indicated. The outstanding new shade featured is a dark maroon, somewhat on the order of a raisin color. Dark green shades are expected to continue their popularity through the Fall season. Red is given much attention, both alone and in combination. Blue continues staple. The various patterns in the line are divided into groups, each being given a descriptive title. Included are bankers', Indian, undersea, Persian, Chinese, radio and sports groups. The fabrics include bengalines, satins, suede velours, failles and brocades.

**Slow Gain in Doll Orders.**

Not a great deal of additional business has been reaching domestic doll manufacturers. Factories are working on the advance business placed earlier

in the year, although schedules have been somewhat interrupted by labor difficulties. The trade looks for substantially increased business during the next two or three months, particularly from the large department stores which manufacturers say, have been holding back their orders. If further delay is experienced manufacturers say it will be difficult to take care of the late demand owing to the short manufacturing time which will remain. Imports of dolls are not a serious factor at present. The mamma and infant types of speaking dolls with so-called unbreakable heads dominate.

**Fine Necklaces Selling Better.**

Although the call for single fine pearls and for high-grade matched pairs for "additions" is rather limited in this market at the moment, there has been a noticeable improvement in the sale of fine pearl necklaces since the first of June. The favored length right now seems to be about seventeen inches, although longer strings are called for occasionally. Some demand for matched pearl earrings and necklaces is reported, but considerable difficulty is being experienced in getting enough fine gems of earring size to supply it. Usually these are wanted sufficiently large to match the principal pearl in the necklace. The vogue for visible ears is given credit for the call for the earrings.

**Satin Crepe Is Favored.**

Satin crepe is being touted as a leading dress fabric for Fall and this weave is being featured in plain colors by many manufacturers. The Parisian couturiers are reported as using this silk extensively in the models being prepared for the new season. From the retailer's standpoint it is said that a satin crepe season would provide a stimulus to business by bringing forward a staple fabric that can be profitably merchandised. The fabric has the added advantage of being reversible. Plain crepes will also be pushed actively, the range extending from georgettes to pebble crepes, romaines and failles, with crepe de chine and flat crepe outstanding. Plain and printed velvets are receiving much attention.

**Trends in Novelty Jewelry.**

Fall lines of novelty jewelry for the coming season are almost ready and will be shown to buyers early next month. It is believed that metal effects will continue to dominate, as has been the case during the Spring with jewelry of the type sponsored by Premet and other couturiers. Offerings of stone set merchandise will be made, however, and rhinestone and crystal effects are expected to be prominent. Choker and sixty-inch pearl necklaces are considered likely to "repeat" during the Fall. Snakeskin and other reptile effects worked out in bracelets and dress and hat ornaments will be shown.

**Pajama Vogue Expected For Fall.**

Manufacturers of women's negligees anticipate a big business in pajamas this Fall. This expectation is based upon figures showing the increased sale of them in big department stores last season, and also on advices from Paris.

The first showings of quilted robes for the new season will be made within the next fortnight, with some houses waiting until after the Fourth of July for their formal openings. These robes will be offered in a number of novel materials, as well as in silk and silk and rayon combinations. Fancy stitching will mark many of the new models by way of trimming.

**Summer Hats Selling Well.**

The present movement of distinctly Summer hats in the millinery trade leaves no doubt regarding the success of the season. Large hats of paillason straw continue to top the demand for the better varieties, with a strong demand for large Milan shapes also apparent. Hair hats of the large, floppy type are coming to the forefront very rapidly. In hats of the "knockabout" type, felt is the leading material and white the favored shade. In general millinery black is one of the strongest colors at the moment, with white, pink and hydrangea also running close to the top of the list of favorites.

**Towel Sales Very Active.**

There is no lessening in the demand for Turkish towels. Colored border effects continue to outsell plain whites in a large way but the call for both is keeping the leading producers busy. Some of the mills are sold into August on white towels, with the production of colored borders covered in some instances into October. The favored colors in the borders of the cheaper towels are blue, rose, gold, green and lavender, in the order named, but in the more expensive merchandise green stands out strongly. The best selling goods in the latter class are those retailing up to 69 cents or thereabouts.

**Foulards Featured in Ties.**

Foulards are being actively featured in men's neckwear, and this type of tie is expected to have a strong run of popularity during the Summer. Dots, stripes and varied novelty effects are shown in the large array of patterns. Bow ties of foulard silks are also meeting with consumer favor, and the indications are that the turnover of bow ties will compare with any previous season. The vogue for sports attire is a stimulating factor in their sale. Sets of matching ties and handkerchiefs and, in some instances, hosiery are being offered.

**Still Producing Tropical Suits.**

Men's clothing manufacturers are continuing to produce tropical worsted suits. Orders have been coming through from many retailers who have been dilatory in their purchases. Present indications are that a normal turnover will absorb the stocks in the hands of both manufacturers and retailers. A sudden spell of continued warm weather would even make for a shortage of the merchandise for quick delivery, it was said yesterday. Two and three button coats are about equally preferred, with the three-piece styles actively sought.

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Written for the Tradesman.

An experienced merchant writes:  
"I am thinking of putting my business on a cash basis and I write to ask your advice. Now I am obliged to carry many accounts from thirty days to six months. Would it be feasible for me to charge credit accounts a certain percentage for such carrying charge, one per cent. to be for thirty days and straight seven per cent. per annum, or perhaps six per cent., until the account is settled?"

This letter is typical. It reflects the disposition of merchants to seek some cut-and-dried method which can be planned, set running and then go on automatically without care or further thought. But it can not be done. These men overlook the important fact that any system must be instituted and that thereafter it must be watched constantly to keep it in gear. There is just no way to avoid thought, watchfulness and work, regardless of what plan you may devise.

This applies especially to the cash business. Let no man think it does not. For particularly in a small community and where a man has been in business for so many years that literally everybody in the neighborhood knows him personally, the institution of a change to cash is one big job. It is also a continuing job for a long time. Much determination must be shown and kept up rigidly by the man who decides to sell for cash exclusively, if he is to make the plan a success.

Then is not the credit business the best to have? I think it is. I think individual credit is more desirable than cash for too many reasons to detail. I also think that credit rules are so much better understood everywhere now than formerly that it is much easier and safer now to carry accounts than ever before.

It must go without saying, of course, that I mean a credit business conducted properly. For there is no use discussing recklessly extended, unwatched, unchecked credit any more than there would be to talk about a cash business which was permitted to drift into any old kind of business.

So it is perfectly correct for this man to tighten up on old accounts while establishing absolutely rigid rules for all new credit.

It may then be said in general that long-term retail accounts are not for any merchant to carry these days. That system has passed out altogether. It has gone with the old sock and the china teapot savings bank. Farmers to-day look like town folks. They drive the same cars, wear late cut clothes and have checking accounts at banks. Farmers kick characteristically now as always; but not only have they daily mail and daily newspapers, good roads and good cars, but farm credit has been set up and farmers are

as able to borrow with as great facility as any city man.

Men who need financing through a season now can get funds from their banks on the right basis. That is banking business. Thus they can borrow and pay cash to any merchant, same as any merchant borrows and discounts big bills.

As margins have become narrow, towns close together and the motor car making all of them closer than we ever dreamed they could become, with population becoming dense everywhere, merchants simply cannot operate on the old system. The days of annual settlements have gone out with the covered wagon, the ox cart and the buffalo. Nobody knows this better than farmers of to-day's generation: and the small-town folks are getting wise to it also.

The change must be a gradual process, handled with the merchant's best thought, tact and ability. He must, as indicated, adopt rigid rules. Say he must go on a rigid 30 day basis for all new accounts. Such accounts must also be opened in strict accordance with present day practice in regard to investigation, references, the time when to be paid and—very important—the agreed limit of the monthly bill. All these questions must be covered in a written application, preferably filled in by the new customer or at least written in by the merchant in the applicant's sight and always signed by applicant with full name.

This in itself is a splendid check on and test of the applicant. If he manifests any impatience over such examination, that is a clear red-light signal for you to go no farther with him or her. But let the final element be impressed—pleasantly, but none the less emphatically—that bills are payable in full when due. A formula may be adopted, like this: "Now, you understand, Mr. Smithson, that we are always glad to welcome good credit. We want to do all the business we can with folks who pay their bills. Our bills are due at the end of each month and it is our rule to consider payment made the first few days of the month—in full—as ok; but the tenth is our limit." All of this can be said finally with all the smiles you like, so long as it is said plainly, distinctly and understandingly.

But just remember that your rules must be rigidly observed and lived up to or you might better quit before you start. Any new account should be watched closely the first few months to see that it is paid strictly within ten days and paid in full. Usually your chance to check on a new one comes at the end of the first month. He comes in and pays \$24 on a \$30 account, promising to pay the balance next month.

That is your chance. Accept the \$24 and credit it on the bill. Then say: "Well, that ends our deal, Mr. Smithson." He will be surprised and may protest; but tell him frankly that such is not the understanding—and pull out and show his application with all notations including a reminder of the way you said payment was due each month

(Continued on page 31)

## M. J. DARK & SONS

INCORPORATED  
GRAND RAPIDS, MICHIGAN

Direct carload receivers of  
UNIFRUIT BANANAS  
SUNKIST - FANCY NAVEL ORANGES  
and all Seasonable Fruit and Vegetables

## ON TO OMAHA — AND IDEAS!

Be sure to attend the annual convention of the National Association of Retail Grocers at Omaha, Nebraska, June 20th to 23rd.

Find out what the other fellow is doing. Get together and swap ideas with your brother tradesmen!

Remember: Omaha . . . June 20-23rd. Make it part of your vacation trip! Get in touch with your local secretary or ask your Fleischmann man.

THE FLEISCHMANN COMPANY  
Fleischmann's Yeast Service

Don't Say Bread

— Say

HOLSUM

# HEKMAN'S

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

COOKIE CAKES AND CRACKERS ARE MOST DELICIOUS AND WHOLESOME.

YOU WILL FIND A HEKMAN FOR EVERY OCCASION AND TO SUIT YOUR TASTE.

## MASTERPIECES of the Bakers Art

 Hekman Biscuit Co.  
Grand Rapids, Mich.



## MEAT DEALER

### Selling Meat Is An Art.

In a survey of retail meat selling in the United States recently it was found, among other things, that many high school boys were engaged as clerks and that in many cases they know little or nothing about the practical end of the meat business. It may be assumed that in every case where these boys were employed the desire of the store owner was to hold the good will of patrons by giving them what they wanted as to quality and cut in such a manner that the meat bought would be attractive. Unless clerks or others who wait on consumers know the retail meat business they cannot be expected to give fullest satisfaction and it often happens that trade drifts elsewhere. Contrary to what seems to be a more or less popular belief among those who are not in a position to know the trade or craft of cutting and selling meat, it is a very difficult trade to learn thoroughly and considerable time must be spent in close study and application before one entering the field is competent to wait on trade if selecting, cutting and giving information are necessary. There is no attempt made here to discourage young men from entering the field of retail meat selling, but, on the contrary, we believe encouragement should be given to those who see in such industry a vocation. There are opportunities for the beginner to do other work besides waiting on trade when he commences the work, however. General work around the shop, taking and delivering orders when a competent meat salesman and cutter puts up the order, skinning calves, cutting and trimming meat under competent direction, making tests according to pre-arranged plans, and other similar work will keep him busy and familiarize him with the more intricate process of waiting on trade. When there is a rush in the shop, especially on Saturdays, he can sell meat already prepared with no dissatisfaction to anyone. If he is a bright young man it will not be very long before he will get an insight into the business so that he can be a real help in keeping the shop running up to its desired efficiency. He should be taught neatness, courtesy, consideration for buyers' wishes, honesty in methods and on the whole the advantages of the application of highest ideas. It is often found that young men who like the work and try to learn make the very best kind of salesmen and cutters in a reasonable length of time.

### Are Meat Clerks Becoming Better Salesmen?

In talking to the manager of a large chain store meat retailing system the question was broached as to whether meat cutters are as capable to-day as the men of several years ago. Some one expressed the opinion that they are not. The manager of the chain store system replied that he did not entirely agree with the opinion. He said that they may not be quite so competent as meat cutters, but are better salesmen. In his opinion the men who were es-

pecially noted for their ability to cut meats were lacking in some of the essentials of good salesmanship. This brings to our mind the thought often expressed that it is difficult to secure in one man all the virtues needed for work behind the block in the modern retail meat market. Some of these virtues are honesty, diplomacy, courtesy, enthusiasm, neatness, ability, personality, loyalty, cheerfulness, and punctuality. A great many men may possess these qualities to some degree, but it is next to impossible to find them all well pronounced in any one man. It is because of this fact, as well as for other reasons, that specialization is resorted to where possible. The qualities that make for good salesmanship may be very high in one man, although he may be a very poor workman and cut his meat in an unprofitable and unappealing manner. Conversely, the excellent meat cutter may not have the ability to wait on trade. He may not like to do it, and so have no enthusiasm for that part of meat distribution. It is often found that girls and women make very excellent clerks where no meat cutting is required. In many cases they have a far better understanding of the use that meat can be put to than men, and make sensible suggestions that are appreciated by customers. Their use in meat retailing is not general because most retail shops need men who can cut meat. In many large retail meat stores men are employed for meat cutting and other men for selling. In most cases the men whose chief duty is to sell do little finishing jobs when necessary, such as drawing chickens, taking out bones, cutting a few chops off of a roasting piece, etc. What will the future show us with respect to meat dispensing? Will it become more and more a process demanding specialists? Some well-informed men think so. In this, meat stores must not lag behind other lines.

### Hides, Pelts and Furs.

|                        |      |
|------------------------|------|
| Green, No. 2           | 11   |
| Green, No. 1           | 12   |
| Cured, No. 1           | 13   |
| Cured, No. 2           | 12   |
| Calfskin, Green, No. 1 | 16   |
| Calfskin, Green, No. 2 | 14½  |
| Calfskin, Cured, No. 1 | 15   |
| Calfskin, Cured, No. 2 | 13½  |
| Horse, No. 1           | 3 00 |
| Horse, No. 2           | 2.00 |

### Pelts.

|            |       |
|------------|-------|
| Lambs      | 50@75 |
| Shearlings | 10@25 |

### Tallow.

|       |    |
|-------|----|
| Prime | 07 |
| No. 1 | 07 |
| No. 2 | 06 |

### Wool.

|                   |     |
|-------------------|-----|
| Unwashed, medium  | @30 |
| Unwashed, rejects | @25 |
| Unwashed, fine    | @25 |

### Difference of Opinion.

A lawyer was examining a witness who wouldn't answer satisfactorily. The lawyer was trying to prove that a Mr. B. was a liar!

Finally he pointed his finger at the witness and said: "Don't you know that Mr. B. is the biggest liar in this county?"

The witness replied: "Well, I don't know, some say he is and some say you are."

It isn't enough to be merely good; be good for something.

## VINKEMULDER COMPANY

Grand Rapids, Michigan

Distributors Fresh Fruits and Vegetables

Latest Arrivals — Strawberries, Pineapples, New Potatoes, Valencia Oranges, Texas Onions.

*Putnam's*

THE GOOD CANDY

AGENTS FOR

LOWNEY'S

NATIONAL CANDY CO., INC.  
PUTNAM FACTORY

## GRAND RAPIDS PAPER BOX Co.

Manufacturers of

SET UP and FOLDING PAPER BOXES

GRAND RAPIDS MICHIGAN

Always Sell

LILY WHITE FLOUR

"The Flour the best cooks use."

Also our high quality specialties

Rowena Yes Ma'am Graham Rowena Pancake Flour  
Rowena Golden G. Meal Rowena Buckwheat Compound  
Rowena Whole Wheat Flour

Satisfaction guaranteed or money refunded.

VALLEY CITY MILLING COMPANY

Grand Rapids, Michigan

THE BEST THREE

AMSTERDAM BROOMS

PRIZE *White Swan* Gold Bond

AMSTERDAM BROOM COMPANY

41-55 Brookside Avenue,

Amsterdam, N. Y.

*Uncle Jake says -*



Better a napkin under the chin than egg on the shirt-front.

Better to use

K. V. P. DELICATESSEN

a paper that protects, preserves and causes your customers to speak well of your store, than to slip-shod it and allow your competitors to run away with your trade.

Please ask us for samples and prices.

KALAMAZOO VEGETABLE PARCHMENT CO., KALAMAZOO MICH., U. S. A.

## HARDWARE

Michigan Retail Hardware Association.  
President—C. L. Glasgow, Nashville.  
Vice-Pres.—Herman Dignan, Owosso.  
Secretary—A. J. Scott, Marine City.  
Treasurer—William Moore, Detroit.

### Things the Hardware Dealer Can Do In July.

Written for the Tradesman.

With the arrival of July, it is sound policy for the hardware dealer who has made a dead set on his seasonable goods during June to push still harder in order to clear out these lines. It is always better to sell than to hold goods over until another year. Good salesmanship and persistent pushfulness early in July will materially reduce and perhaps eliminate the need for clearance sales in August and September.

Hence, the warm weather goods should be strongly featured throughout the month. Hammocks, garden seats, lawn swings, refrigerators, lawn mowers, garden hose, screen doors—all these lines will pay for pushing right now.

The fact should be borne in mind regarding seasonable goods, that the time to push lines successfully is while the season is young. It never pays to wait for the demand. You have to plunge in ahead of time, advertise, display the goods, talk them up to customers, and get the demand started.

Suppose a housewife would like a new refrigerator. The old one after many years is giving just tolerable satisfaction, and is far inferior to the new model. If, at the beginning of the season, her attention is caught by a display, advertisement or demonstration of your new refrigerator, she is then and there a likely prospect.

But if you wait until the hot weather is half through, she is apt to argue: "We've got this far without spending the money. Better worry along with the old refrigerator a few weeks more, and buy a new one next year." This tendency will be enhanced by the fact that with most homes, as the year progresses, new demands involving money constantly spring up.

So it will pay you always to feature your seasonable goods early in the season. Never save your best displays, your best advertising copy or your most aggressive personal efforts until the last.

In selling a good many hot weather articles, a stunt that is often helpful in clinching a sale is to offer a free trial. Suppose a customer is interested in a new lawn mower. His old mower, you readily surmise, is most unsatisfactory. Yet he hesitates. One dealer meets the situation this way:

"Let's forget about buying and selling entirely. We'll send this lawn mower up. You cut your lawn with it. Try the old one and then try the new one. If you don't like this one, let us know and we'll take it back and it won't cost you a cent."

A friend who heard the dealer making this proposition commented afterward:

"You can't afford to do that, can you? When a lawn mower comes back after being run over a lawn once or twice, it's practically second hand, I wouldn't want to buy it."

The dealer chuckled.

"True enough," he said, "but—they don't come back. There's no selling argument so convincing as to let the prospect use the old article and the new one side by side. Without such a comparison, the old mower might seem tolerable. The comparison convinces 99 prospects out of 100 that they can't live without the new one."

That is the formula of a dealer who handles gas and electric ranges. He spends very little time in selling talk.

"The best way," he says, "is to let us set this range up and connect it for you. Then you try it a week, and see how you like it. If you don't want it, we'll take it right out and it won't cost you a cent."

Very few ranges put in on that basis ever come out.

Of course the free trial cannot be allowed to prospects indiscriminately. There are, unfortunately, some people who can't be trusted. But these are comparatively few.

One dealer in connection with the free trial stunt has a "demonstration gas range." It is frankly second hand; has been in use for years. It is not as up to date as the one he is trying to sell. But he deliberately suggests a trial with this one. His argument is:

"You want to see, not what this range will do the first few weeks when it's new, but how it will act after it's been in use for years. That way, you get a real, severe, critical test. Our range can stand it. If you find it does not stand such a test, you know that it's safe to buy the new range."

However, most dealers will find it better to put in for home demonstration the article they are actually trying to sell. The psychological effect of the brand new article is tremendous and incalculable. So, too, is the psychological effect of the dealer's willingness to subject his article to a practical test.

Such home demonstrations, however, can most advantageously be staged early in the season.

In July the merchant should continue to make a strong effort to capture the trade of the summer camper and tourist. The popularity of outdoor camping and tourist trips is steadily increasing. By means of attractive displays and intelligent advertising the hardware dealer can do a lot to encourage such pastimes. Camping out is a fine way to spend the vacation; and as practically all the equipment required is found in the hardware stock or can be supplied by the hardware dealer it will pay the dealer to cater to this trade. A camping window in July—a tent, an imitation camp fire with pot and tripod, some camp enamelware, fishing rods, picnic baskets, etc.—will do a good deal to stimulate activity on the part of the man who hesitated while it was still June and weather conditions were a bit uncertain.

For the week of July 4, and particularly for the National holiday, a patriotic display is eminently in order. Use flags and bunting this week, not for any profit the display will bring, but to express your good, sound Americanism. This isn't just a mat-

ter of dollars and cents; it is a matter of patriotism to show your colors.

July is one of the holiday months. What provision are you making this year for your own summer outing? Are you planning for it?

Of course "the business can't get along" without you. We'll take that for granted. But just consider this. If you died, the business would have to get along without you.

Every man needs a good holiday at least once a year. Two weeks ought

## SEPTIC TANKS

Reinforced concrete construction  
Approved by State and  
City Authorities,  
\$29.50 and up.

Circular mailed upon request.

**GRAND RAPIDS SEPTIC  
TANK CO., Inc.**

2100 Grandville Ave., S. W.  
Dial 3-8993 or 2-2434

## BROWN & SEHLER COMPANY

"HOME OF SUNBEAM GOODS"

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep lined and

Blanket - Lined Coats

GRAND RAPIDS, MICHIGAN

If You

are interested in buying or selling  
a hardware stock write or call on  
us.

**Foster, Stevens & Co.**  
Founded 1837

GRAND RAPIDS 61-63 Commerce Ave., S. W. MICHIGAN

WHOLESALE HARDWARE

### THE TOLEDO PLATE & WINDOW GLASS COMPANY

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

All kinds of Glass for Building Purposes  
501-511 IONIA AVE., S. W. GRAND RAPIDS, MICHIGAN

## Michigan Hardware Co.

100-108 Ellsworth Ave., Corner Oakes  
GRAND RAPIDS, MICHIGAN



Wholesalers of Shelf Hardware, Sporting  
Goods and  
**Fishing Tackle**



to be the irreducible minimum. Get away from your business for at least that long; and for the same period get your business away from you.

Really, there are not so very many men who, when they stop to think, do believe that the business can't get along without them. The great trouble is that so many men who nominally go away for a vacation continue to worry about the business all the time they are away and insist on keeping in touch with it by mail or even by wire. That is why so many business men get no benefit from their holidays.

A very successful business man started some 32 ears ago with a capital of \$250. He put \$50 into goods and \$200 into advertising. The other day he sold out his business for \$700,000. In the interval he stuck resolutely to at least one axiom. It was this:

"So far as I am concerned, when I walk out of this store at 6 o'clock at night, the business ceases to exist for me until 8 o'clock the next morning."

Another successful business man in my town finished his schooling at 12 and started in business at 18 with \$100 capital. He is close to a millionaire—which isn't so bad for a small town retailer. Yet he takes a trip to the other side of the world once a year. He has always taken his holiday, has always traveled, and from year to year his itinerary has grown longer and carried him further from the store.

I could show you on the other hand a dozen men who can hardly tear themselves away from their stores because "the business can't get on without me" and who depend chiefly upon the forbearance of the banker.

What is the moral? Probably, that it pays to break away every now and then from business, and to make the break complete. Never let your business run you; but rather, see to it that you run your business.

So don't hesitate to take a reasonable holiday; and see to it that your helpers take theirs. While you're gone, put in charge of things the very best man you have; and give him full responsibility. Make the very best arrangements you can devise, leave the fullest instructions you can think of—and then get away somewhere beyond the reach of telegraph, telephone, rural free delivery and all business worries.

There is probably a good opening for one active hardware dealer in every city to make a specialty of repairing lawn mowers and carrying a stock of repair parts. One city firm, for instance, has a machine for grinding mowers and one year sharpened about 500 mowers during the summer season. The charge for sharpening and completely overhauling runs around \$2. The constant call for repair parts has also led this dealer to lay in a stock of the parts most often called for. These he supplies to other dealers at a discount off list price, enabling them to save delay in securing repairs and at the same time giving him a fair profit.

Electric specialties can be successfully featured as hot weather lines. The electric fan, of course, is eminently timely. On a particularly hot day, an electric fan makes a striking adjunct

of a window display. Here is a suggested electric fan display:

Across the back of the window is shown a row of fans with the bigger sizes on the outside and smaller sizes in the center. To each fan are attached wide ribbons on which are printed in plain letters the words "KEEP KOOL." These ribbons flutter and whip about in the breeze generated by the fans. The flutterings of the whole row of fans are a feature certain to attract attention. In each corner of the window, thrown in heaps, are all kinds of old-fashioned fans, from the advertising fan down to the old palm leaf. On each pile of fans is a show card with the legend: "Why Fan yourself when the electric fan will fan you for three cents an hour?" In the foreground of the window the two words "Keep Kool" are written in cotton batting. A lot of literature describing the merits of the fans displayed is used to relieve the heaviness of the display. Across the top of the window is an attractive banner in colors featuring the two words "KEEP KOOL" while down the sides of the window are borders reading "For Three Cents an Hour." Inside the store two big fans are arranged so that every one entering the store can feel the cool breeze. This is another stunt to drive home the "Keep Kool" argument. A customer feeling the breeze just at the moment when he enters the store goes a long way to clinch a sale.

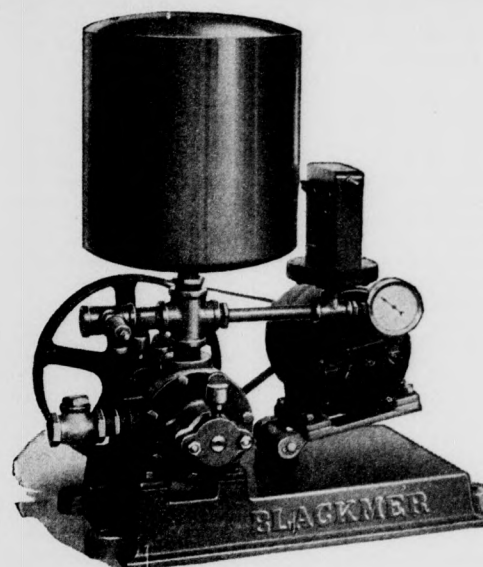
Hammocks and similar summer lines should also be pushed at this time. One dealer for a window display has set up a hammock containing a fully dressed wax figure secured from a local clothing store. With the use of a pillow and a newspaper the occupant of the hammock is made to appear as though he had been reading and had laid aside his paper for a few minutes to take a nap. A show card suggests in a few words the comfort obtained in hot weather from a hammock.

Victor Lauriston.

#### A Gentleman.

The true gentleman is the man whose conduct proceeds from goodwill and an acute sense of propriety, and whose self-control is equal to all emergencies; who does not make the poor man conscious of his poverty, the obscure man of his obscurity or any man of his inferiority or deformity; who is himself humbled if necessity compels him to humble another; who does not flatter wealth, cringe before power or boast of his own possessions or achievements; who speaks with frankness, but always with sincerity and sympathy and whose deed follows his word; who thinks of the rights and feelings of others rather than his own; who appears well in any company and who is at home when he seems to be abroad—a man with whom honor is sacred.

It is not work that kills men; it is worry. Work is healthful; you can hardly put more upon a man than he can bear. Worry is rust. It is not the revolution that destroys the machinery, but the friction.—Henry Ward Beecher.



## A Revolutionary Advance in Home Water System Design

The heart of any water system is the pump. Heretofore, in home water systems it has been customary to use a small piston pump with leather valves, leather packing, etc.

### BLACKMER HOUSE WATER PUMP

300 Gallons per Hour

Special introductory price

**\$110.00**

F. O. B. Grand Rapids, Mich.

Price includes 1/4 h.p. 110 V. 60 cycle A.C. Single Phase Motor or 32 V. D. C. Motor. If you do not have electric current available write for prices on gasoline engine outfits.

Blackmer has revolutionized the design of these systems by using their regular No. 1 pump ordinarily rated at 1200 gallons per hour, but reduced in speed to furnish only 300 gallons per hour, which is more than enough for ordinary household use. Thus a large sturdy pump working at only 1/4 its normal capacity has a very light task and gives long troublefree service.

Furthermore, this Blackmer Pump has no valves — no leathers — no delicate adjustments. It takes up its own wear automatically.

The ability of Blackmer Rotary Pumps to deliver their rated capacity for an almost unbelievable length of time without attention, has earned for them an international reputation. They are in use in every civilized country on the face of the globe.

Ask for free booklet.  
Reliable dealers wanted

## Blackmer Rotary Pump Co.

1809 Century Ave.  
Grand Rapids, Michigan

## AUDITS-SYSTEMS-TAX SERVICE

LAWRENCE SCUDDER & CO.  
ACCOUNTANTS AND AUDITORS

924-927 GRAND RAPIDS NAT'L BANK BUILDING, GRAND RAPIDS, MICH.

313 PECK BUILDING, KALAMAZOO, MICHIGAN

452 W. WESTERN AVE., MUSKEGON, MICH.

New York - Chicago - St. Louis - Washington - Philadelphia - Boston

## COMMERCIAL TRAVELER

### Plate Dinners Headed For Perpetual Discard.

Denver, June 25—I am glad to see by the Hotel Gazette that Eastern caterers are discontinuing the practice of serving "plate" dinners. In hotel parlance this is called "trough feeding." It is an insult to the intelligence of such as patronized cafes and is a hold-over from the days of war profiteering, when so many people were interested in giving the least possible service for the money they took in.

"Trough feeding" defined means serving the meat and vegetable course on a china plate divided by partitions. It was originally conceived for service in the good old days when "slop shops" were in evidence on West Madison street, in Chicago, and the plate, itself, as well as cutlery, were fastened to the table to prevent pilfering.

On my trip out this time I selected the Chicago & Northwestern and Union Pacific railroads to Denver. It was an error. I should have selected some other line—the Burlington, for instance, on which I made my return trip last winter. The Northwestern-Union Pacific officials who dispatch passenger traffic should travel over the Burlington and Santa Fe and learn the requirements of a discriminating public.

Hereafter, in choosing a route to the Pacific, I would be inclined to look at the list from the following angle:

Santa Fe, Burlington, Southern Pacific, Denver & Rio Grande, Northwestern and Western Pacific.

The Santa Fe, by a long odds, gives the best service in every particular and the Burlington follows it closely, as does the Southern Pacific.

The Denver & Rio Grande gives you rare scenery and poor meals at high prices, but its equipment is comfortable.

The Northwestern-Union Pacific, provides a fast schedule, but its equipment is untidy and dining car service is too "skimpy." Their dining car prices are no higher than the others, but portions are too small for the normal individual.

Without the Feather River Canyon, the Western Pacific could be accused of obtaining money under false pretenses.

When I was in California last winter, social stratas were torn asunder over the conviction of Miss Charlotte Whitney, of that State, a woman of high standing and character, for belonging to a communist society and she was in a fair way to spend a term in the penitentiary of that State.

I notice that Governor Hunt has pardoned her. The California law having been upheld by the U. S. Supreme Court, there was no other escape for a very estimable lady. Miss Whitney was not charged with doing or advocating anything to overthrow the government. She simply, as a social worker of high social standing, had joined the organization with the fond hope that she could do something to make it better, and was arrested. She had the sympathy and support of some of California's best and most powerful citizens, but she was technically guilty, according to California courts, and the national body concurred in the decision.

While Judge Brandeis concurred in the decision, he wrote an opinion differing from the reasoning of the majority of that court, and Judge Holmes agreed with him. It is one more of the great contributions of these men to the understanding of a free government. Judge Brandeis is "unable to assent to the suggestion that assembling with a political party, found to advocate the desirability of a revolu-

tion by mass action at some date necessarily far in the future, is not a right within the protection of the fourteenth amendment."

To courageous self-reliant men, "with confidence in the power of free and fearless reasoning applied through the processes of popular government," Judge Brandeis declares, "no danger can be deemed clear and present unless it is so imminent that it may befall before there is opportunity for full discussion. Now there has not been that peril of danger from merely belonging to a communist party in California or in Kansas, where a similar law is in effect."

The great trouble is we invite new dangers in the attempt to ward off distant ones. We can exchange this danger of too much license for the danger of too much suppression. The laws of both California and Kansas were passed at a flood tide of actual hysteria in this country, and the worthy Judge condemns this, even though he upholds the right of a state to pass such laws.

Perhaps the spectacle of sentencing to the penitentiary a woman from whom no man, woman or child fears anything whatever, will have the effect of sobering us up. No law or treaty—nothing that is only paper—can make any government or people safe against the dangers that threaten any organization or society. In attempting such means we run the risk of forgetting that only in understanding, only in bringing together people's ideas about what is right and just can there be any real safety.

I congratulate Governor Hunt on the action he has taken, and he will travel far with me if he also uses his influence in having such law modified.

In a recent issue of the Hotel World, a correspondent makes this statement: "I may be wrong, but I believe the Michigan Hotel Association is the originator of the Association membership roster, which hangs in the lobbies of over 500 Michigan hotels."

You are correct, Mr. Correspondent. At a meeting of the Michigan Hotel Association, held at the Pantlind Hotel, Grand Rapids, in December, 1921, the writer introduced such a resolution, which was promptly passed, and promptly on April first such a roster was supplied, framed, to each member whose dues were paid in full. The 1926 roster contained 547 names of actual paid-up members.

It is a good thing and other state associations who have adopted it, have found it so. Frank S. Verbeck.

### Lindy Reception Boosts Lemon Prices.

New York, June 17—Many lemon dealers will recall Lindbergh day as one encircled on the calendar with red, so far as the trade was concerned. Most holidays in the warm months shoot the prices up as a matter of fact, but the youthful flier, whom millions applauded, in turn brought the lemon into its own. The demand was so great that quite a flurry occurred.

Buyers anticipated the demand to some extent and started bidding up the price as early as last Thursday. The hot spell over the week-end also created an extra demand. When Monday broke, clear and warm, lemon prices touched the highest level in two years. Offerings were insufficient in many instances to supply the demand, and boxes of 348 lemons advanced \$1 and more a box.

Ordinarily ten or twelve carloads of lemons per day suffice for metropolitan requirements, but several more could have been used on Monday, if they had been available. The demand for oranges also received a big impetus and prices advanced to the highest levels of the year.

The more you do for others, the more you do for yourself.



### Warm Friend Tavern Holland, Mich.

140 comfortable and clean rooms.  
Popular Dutch Grill with reasonable prices. Always a room for the Commercial traveler.

E. L. LELAND, Mgr.

## MORTON HOTEL

Grand Rapids' Newest  
Hotel

400 Rooms -:- 400 Baths

### RATES

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

"A MAN IS KNOWN BY THE  
COMPANY HE KEEPS"

That is why LEADERS of Business  
and Society make their headquarters at the

## PANTLIND HOTEL

"An entire city block of Hospitality"  
GRAND RAPIDS, MICH.

Rooms \$2.25 and up.

Cafeteria -:- Sandwich Shop

**In Detroit  
It is the Tuller  
For Value**

Facing Grand Circus Park,  
the heart of Detroit. 800  
pleasant rooms, \$2.50 and up.  
Ward B. James, Manager.  
DETROIT, MICH.

## HOTEL TULLER

### On Beautiful Torch Lake Pere Marquette Beach Hotel

Spend your vacation in one of  
Nature's most restful places. The  
view from this point cannot be sur-  
passed. Fishing and bathing.

Beautiful Bungalows to Rent  
and for Sale. All Furnished.

Address: HELENA, MICHIGAN

## WESTERN HOTEL

BIG RAPIDS, MICH.  
Hot and cold running water in all  
rooms. Several rooms with bath. All  
rooms well heated and well venti-  
lated. A good place to stop. Amer-  
ican plan. Rates reasonable.  
WILL F. JENKINS, Manager

## NEW BURDICK

KALAMAZOO, MICHIGAN  
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.

## HOTEL OLDS LANSING

300 Rooms 300 Baths

Absolutely Fireproof

Moderate Rates

Under the Direction of the  
Continental-Leland Corp.

GEORGE L. CROCKER,  
Manager.

## Wolverine Hotel

BOYNE CITY, MICHIGAN  
Fire Proof—60 rooms. THE LEAD-  
ING COMMERCIAL AND RESORT  
HOTEL. American Plan, \$4.00 and  
up; European Plan, \$1.50 and up.  
Open the year around.

## 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

## Columbia Hotel

KALAMAZOO

Good Place To Tie To

## Four Flags Hotel Niles, Michigan

80 Rooms—50 Baths  
30 Rooms with Private Toilets  
N. P. NOWATT, Mgr.

## Occidental Hotel

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

## CODY HOTEL

GRAND RAPIDS  
RATES—\$1.50 up without bath.  
\$2.50 up with bath.  
CAFETERIA IN CONNECTION

## HOTEL KERNS

LARGEST HOTEL IN LANSING  
300 Rooms With or Without Bath  
Popular Priced Cafeteria in Con-  
nection. Rates \$1.50 up.  
E. S. RICHARDSON, Proprietor



### Items From the Cloverland of Michigan.

Sault Ste. Marie, June 27—The tourists are starting to arrive. Each day shows quite an increase. The camp is filling fast and the numerous small stores located near the camp are doing a nice business. Looks as if we will have a record breaking year. The hotels are filling fast and the new O'Jibway Hotel is coming along faster than expected. It looks now as if they will be opened before the close of the season.

The steamer Manitou from Chicago arrived here to-day on her first trip of the season with freight and passengers. The boat makes stops en route at Ludington, Manistee, Traverse City, Charlevoix, Petoskey, Harbor Springs, St. Ignace, Mackinac Island and DeTour. This makes an ideal summer trip. The steamer remains here six hours, affording plenty of time to see the locks and ferry over to the Canadian Soo, where liquid refreshments may be had.

Arthur J. Fair, prominent business man and a member of the firm of A. Westin & Co., Newberry, died at his home at Newberry, June 22, following a paralytic stroke Saturday. Failing health compelled Mr. Fair to retire from active business two years ago and last winter he spent several months in Florida. He returned to Newberry two weeks ago. Mr. Fair was born in Thorold, Ont., and moved to St. Ignace when he was 12 years old. Nineteen years ago he moved to Newberry and for ten years has been a partner in the A. Westin Co., conducting a large general store, where Mr. Fair looked after the meat market. He is survived by his widow and two daughters, his aged mother, one sister and a brother, Mark Fair, the well-known meat merchant at St. Ignace. The remains will be buried at St. Ignace and will be in charge of the Masons.

Peter Kott, postmaster and general merchant at Raber, was a business caller this week, taking back a large truckload of merchandise.

Bankers and trutles must have hard shells or they would not survive.

The half holiday at DeTour is now on Thursday and the traveling salesmen should take notice, as it is a long trip from Pickford to DeTour, only to learn that the next stop is Cedarville. Several salesmen lost the day last Thursday. The merchants usually make for the woods on that day, so as to escape being called on at their homes. In former years one could make Drummond in case of a closed day at DeTour, but with the closing down of the lumbering there, there remains only one store at Drummond and the business is limited, so that with the ferry charge added to the Drummond trip makes it unprofitable to make the trip at present.

D. W. Draper, who suffered a severe loss by fire several weeks ago, has opened a new bakery and grocery in the Brown block, 730 South Ashmun street. The new place is neatly arranged with plenty of daylight in the bakery and all modern machinery. Mr. Draper is able to produce the finest of baked goods and home made pastry in the city.

It is more fun to buy something than to be sold something.

Albert Lehman, of DeTour, has completed building his new brick block and expects to get into the grocery business in one of the stores in the near future. The new building adds to the attractiveness of the main street.

Ham Hamilton, of the Pickford Grocery Co., at Pickford, is making an auto trip through Northwestern Canada. He expects to be away about one month.

Everything considered, including ourselves, none of us has a very hard time of it.

A. Jabour has opened a new store at 201 West Portage avenue, which

will be devoted to the sale of ladies dresses, silk hose, silk garments and underwear. Mr. Jabour needs no introduction to the public, as he has been in other lines of business here for many years and has been one of our successful merchants.

Fred Shaw, member of the Gamble-Robinson-Shaw Co., is on a motor trip to Grand Rapids and other places in Southern Michigan, accompanied by his family in their new Studebaker. They expect to be away two weeks.

The Reavesta tea room, owned by Robt. X. MacArthur and M. K. Gray, will be opened to the public next week. It is located at the intersection of Hay Lake and County road. They will make a specialty of chicken and fish dinners, serve light lunches, also operate a gas filling station in connection. The first meal will be served on Wednesday. It is only a short distance from the tourist camp.

William G. Tapert.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, June 27—Word was received here last week of the death of J. Henry Dawley on June 25. He was a former resident of this city, but for the past three years has resided in Fort Loma, California. Mr. Dawley was a member of the Masonic order, belonging to Valley City lodge. He was also a member of Lily lodge, Knights of Pythias. Mr. Dawley had been a traveling salesman for the past thirty years and was born Jan. 4, 1860. He leaves two brothers, Albert E., at 732 Lockwood, and George W., at 915 Hovey. Funeral services and burial were in California.

Homer R. Bradfield and L. V. Pilkington are in Columbus, Ohio, attending the meeting of the Supreme Council of the United Commercial Travelers. The delegates from every Grand Council in the United States and Canada will be present at this convention, as it is the law making body for the organization.

The Michigan Trust Co. has submitted an offer of 40 cents on the dollar to the creditors of Simpkins Specialty Shoppe. This amount is more than the company realized from the assets of the estate, which is supplemented by a substantial cash contribution from Earl D. Stoll, conditional on his being freed from the partnership relation he sustained to Simpkins.

Hershell Brown is in Detroit this week attending the annual meeting of the American Seed Trade Association.

The West Drug Co. has purchased the drug stock of John E. Bachelder, on Madison avenue near Hall street.

### Uncle Louie Back To Charlevoix For the Summer.

Charlevoix, June 27—From all appearances the season of 1927 will be a good one. I was one of the first guests at the Elston cottage and our mutual friend, Uncle Joe Lowenbach, of Alexandria, Va., arrived yesterday. Most all of the summer guests will come early. The Elston cottage will open for business on July 1. Main street is ready for the tourists. Several new stores are being opened and a new bakery has been started.

C. J. Garn has opened up his fancy fruit and vegetable store.

Mrs. Bridge has opened her new gift and novelty shop.

Robert Valeaux is operating a new bake shop under the name of White House Bakery, and the Charlevoix sport shop is under the management of Frank Hoffman, of Petoskey.

Mrs. Kutche is starting her little French Novelty Shop.

Most of the hotels are being opened at present or will be by the Fourth of July.

Mr. Jacobs complains that you stopped sending him the Tradesman. He liked the paper and is now missing it. Better send him the Tradesman again. The address is H. B. Jacobs, 205 Bridge street.

Addie Hollye has her gift shop ready for business. She kept it open during the winter season and is now glad that the summer will help business along.

The Belvedere Hotel is again under the management of Mrs. Sears.

The Inn is under the management of Mr. Creamer.

The Hallett Inn is under the management of the Hallett Brothers. It is conducted by Mr. Hallett and the Hotel Charlevoix by Mrs. Winter.

The Fountain City Hotel has now opened for the 1927 season with a good booking for its eighteenth season for the Bedfords. The hotel has been remodeled and a goodly number are coming for the eighth and tenth season. This hotel is wonderfully located between two lakes for hay fever patients.

I called on our neighbors, Mr. and Mrs. Arthur Von Dolcke, proprietors of the Charlevoix Beach Hotel, and enjoyed a pleasant visit with them. They are expecting a good summer. The bookings are all that can be expected and the preparations they have made for the coming season are exquisite. The reception room, parlor and sun parlor of the place are all newly equipped and furnished. Everything is spick and span and the dining room now has a seating capacity for about 400. All the cottages belonging to the hotel have been painted inside and outside and the lawns and gardens belonging to the establishment are showing that the mild winter did not impair the foliage or injure the trees. A rose garden has been planted and lawn furniture has been placed to make this spot one of the most attractive ones in Charlevoix.

L. Winternitz.

### Late News From the Metropolis of Michigan.

Detroit, June 27—John A. Lahey, director and at one time department manager for A. Krolik & Co., of this city, returned to his former duties last week, assuming charge of the notion department for that house. Mr. Lahey tendered his resignation some months ago announcing that he would devote his time to his real estate interests in Detroit, and probably would have continued in the role but for the unforeseen illness of David Scheyer, who had charge of the notions and kindred departments, sections of which were formerly under the control of Mr. Lahey, and who was recalled to fill the vacancy left by Mr. Scheyer's illness. Mr. Scheyer, who is vice-president of A. Krolik & Co., was stricken on the eve of an European buying trip about three months ago. His condition will not permit his taking an active interest in the business affairs of the house for some time, according to reports.

Two clearance sales were held by local wholesale dry goods houses last week. According to statements by executives of each firm, Day Krolik, president of A. Krolik & Co., and I. Davidson, of Davidson Brothers, the sales volume was in excess of similar events held during the same period of 1926, although it is admitted that mercantile conditions are not as satisfactory as last year. Buyers generally were looking for low priced merchandise which could be used for sales to stimulate their business. The staple yard goods and underwear and hosiery departments received the heaviest demands from the visiting merchants, al-

though all other departments in these houses reported a satisfactory trade.

James M. Golding.

### Ham and Eggs Justified By Science.

Washington, June 27—The traditional combination of ham and eggs has a scientific justification, according to the conclusions reached as to the result of a series of nutrition experiments conducted by Ralph Hoagland, biochemist in the Bureau of Animal Industry of the U. S. Department of Agriculture.

Among the most important experiments are those dealing with the mysterious but essential food substances known as vitamins. The work has shown lean pork to be rich in vitamin B, but, on the other hand, low in the fat-soluble vitamin A. But when one considers that so many pork products are commonly eaten with eggs, which are rather low in vitamin B but rich in vitamin A, the nutritive value of the combination is apparent.

Thus meals containing ham and eggs, or bacon and eggs, furnish a liberal supply of these two important food elements, besides fat, protein, minerals and other desirable constituents.

To produce results, a garden must be cultivated. So must happiness.

### 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.

### I. VAN WESTENBRUGGE

Grand Rapids - Muskegon

Distributor

### Nucoa

The Food of the Future

CHEESE of All Kinds

ALPHA BUTTER

SAR-A-LEE

BEST FOODS Mayonnaise Shortening

HONEY—Horse Radish

OTHER SPECIALTIES

Quality-Service-Cooperation

ASK FOR

**KRAFT CHEESE**

A variety for every taste

SHIP BY

**ASSOCIATED TRUCK LINES**

GRAND RAPIDS

LANSING

DETROIT

**OVERNIGHT SERVICE**

Every Load Insured

Bonded Drivers



## DRUGS

Michigan Board of Pharmacy.  
President—James E. Way, Jackson.  
Vice-President—J. C. Dykema, Grand Rapids.  
Director—H. H. Hoffman, Lansing.  
Coming Examinations—Detroit, June 21, 22 and 23; Marquette, Aug. 16, 17 and 18.

### Clandestine Attempt To Curtail Grocer's Sales Defeated.

If there was a joker in the proposed Pepper lye bill, now pending in Congress—and there is plenty of ground to suspect there was—it seems as though the alert legislative committee of the American Grocery Specialty Manufacturers' Association has blocked it. It has at least prevented the practical politicians of the drug trade from shutting the grocers off from the right to sell washing chemicals—a term that might have been stretched very far indeed.

The bill (Senate 2320) proposed that hereafter a poison label be required on household lye, ammonia water and other listed articles. It was proposed by the American Medical Association, has passed the Senate and is now before the House.

A similar bill has been favorably reported by the House Committee on Interstate and Foreign Commerce and the American Medical Association proposes similar State legislation. In fact, such legislation is already a law in several states.

"Smelling a rat," the specialty men have proposed an amendment, covering both the Pepper bill and the State laws, providing in effect, that lye, ammonia water and subject articles of like use, labeled to comply with it, may be sold by any dealer, wholesale or retail.

This would prevent the consequent enforcement of state pharmacy laws to limit their retail sale to druggists and the American Medical Association has accepted the following amendment:

"Household products for cleaning and washing purposes subject to this act and labeled in accordance therewith, may be sold, offered for sale, held for sale and distributed (in interstate and foreign commerce or in this State, as the case may be) by any dealer, wholesale or retail."

The American Medical Association has joined in requesting Congress so to amend the Pepper bill and has agreed so to amend the model State bill, which will be widely offered this

winter. Those who have recognized as dangerous the prevalent activity of State and local pharmacy boards to prevent retail grocers selling ordinary family remedies in original package, will realize how important a victory this is for the grocery trade.

The Specialty Manufacturers are also joining in the effort to defeat the enactment of the proposed "country of origin" labeling bill, on the ground that it is needless interference with the pure food law and opens the door wide for a very dangerous precedent in that sort of label legislation.

Incidentally, it seems to have disclosed that it is merely one more trick to enact a super-tariff measure, so far as restriction of improved products is concerned. It develops that the bill was originally proposed in the interests of the California walnut growers, but has already been jumped at as a valuable weapon by domestic producers of nuts, raw fruits and vegetables and rice.

It looks a good deal like the fifty-seven varieties of exclusion proposed under the "plant embargo" regulations of the entomology end of the horticultural board. Failing to shut out foreign products under the tariff laws, the growers are resorting to schemes like these—fortified by popular prejudice against foreign products generally—by declaring on the label their foreign origin.

The specialty men assert that many such products do not claim anything whatever as to origin, wherefore there is no deception in the use of foreign goods; further, that the tariff law in requiring country of origin to be stated on the original package does not apply to goods after being received and repacked here.

In any event, the present food laws are inadequate for public protection, especially where misrepresentation occurs, and this law would even govern products labeled with statements not untruthful. Attempts to amend the Federal Food and Drugs Act would tend to weaken its broad application by setting up specific articles for application, and such measures have always heretofore been defeated out of consideration for that principle.

In redoubling its efforts to promote opposition to the proposed bill pending in Congress, to require that point of origin of all food ingredients be

given on the label, the National Wholesale Grocers' Association cites a few illustrations of the way the bill would work out in practice, which show its cumbersome character if not its uselessness and absurdity. Here they are:

"Mixed nuts, 100 pounds net weight. The nuts contained in this package consist of the following varieties of nuts:

"Brazil nuts grown in Brazil, 10 pounds; filberts grown in Italy, 12 pounds; walnuts grown in France, 12 pounds; almonds grown in Spain, 12 pounds; walnuts grown in Manchuria, 12 pounds; pecans grown in Mexico, 12 pounds.

"Travelers fruit baskets, usually put up by fruiterers, would be required to be labeled as follows:

"This basket contains: Oranges grown in Spain, 6 ounces; Persimmons grown in Japan, 4 ounces; Grape fruit grown in Cuba, 8 ounces; grapes grown in Belgium, 8 ounces; fresh figs grown in France, 6 ounces; apricots grown in France, 4 ounces.

"Chocolate almond bars: The almonds contained in this bar are a mixture consisting of California almonds and one-eighth ounce fancy Jordan almonds grown in Spain.

"Shelled salted nuts for fancy table use would be required to bear a label reading as follows:

"Mixed salted nuts, 1 pound net weight. Consisting of the following varieties, among others, grown outside the United States:

"Pecans grown in Mexico, 1 ounce; Brazil nuts grown in Brazil, 1 ounce; cashew nuts grown in Africa, 1 ounce; pistachio nuts grown in Turkey, 1 ounce; filberts grown in Italy, 1 ounce; Jordan almonds grown in Spain, 1 ounce; walnuts grown in Manchuria, 1 ounce; walnuts grown in France, 1 ounce; almonds grown in Italy, 1 ounce."

Failure so to label the packages would subject the shipper to the penalties prescribed in the Federal Food and Drugs Act.

### Mouth Hygiene in Grand Rapids.

Grand Rapids recently completed one of the most thorough inspections on record of mouth hygiene conditions among school children.

The inspection was carried out under the direction of Dr. C. C. Slemons,

health officer of Grand Rapids, and the examining was done by members of the school dental service. All children from the kindergarten through the eighth grade, in both public and parochial schools, were included.

The results, while not unexpected, were very enlightening.

Grand Rapids has exceptional health conditions. It is one of the finest residential cities in the United States, with an unusually high percentage of home owners. It has a stable and intelligent industrial population. Slums, as the term is generally used, do not exist.

But in spite of these advantages, only 872 out of the 25,503 children examined—a little over 3 per cent.—were pronounced entirely satisfactory from a mouth hygiene standpoint, that is, in need of neither filling, extraction, nor cleaning. Almost one-half of the children, 12,930, were classed as urgently in need of attention. In one school of average size, for instance, only two children passed the examination with flying colors.

The survey showed 51,924 cavities in deciduous, temporary, teeth and 12,191 abscessed deciduous teeth. The seriousness of this situation is very apparent, if only from the viewpoint of school work. No child can do justice to himself if his system is undermined by the poison from an abscessed tooth. Neglected first teeth are not only dangerous in themselves but they pave the way for later troubles.

The report on permanent teeth was equally discouraging. Examiners found a total of 39,336 cavities in need of immediate care if the teeth were to be saved. They found 41,571 incipient cavities in pits and fissures, the best field for preventive dentistry. Abscessed permanent teeth totalled 2,307 all of them in need of immediate extraction. Orthodontia was needed by 1,098 children.

There is no question, in the case of Grand Rapids, as to what action will be taken to remedy the conditions found. Dr. Slemons has an exceptional health department and he and his dental staff have the unqualified support of an interested and progressive dental society that has already gone on record in favor of all phases of children's dentistry, including care of deciduous teeth and early filling of pits and fissure defects. The superintendent of the city



GRAND RAPIDS  
STORE EQUIPMENT  
CORPORATION  
GRAND RAPIDS - MICHIGAN

GRAND RAPIDS  
SHOWCASE CO.

Succeeding



WELCH-WILMARTH  
CORPORATION

DRUG  
STORE  
PLANNING  
Recommendations to fit  
individual conditions.

DRUG STORE  
FIXTURES  
Planned to make every  
foot of store into  
sales space.





schools and his teaching staff are ready to co-operate to the fullest extent. Moreover, the city-wide organizations, parent-teacher groups and clubs of all types, are interested and informed.

Grand Rapids' findings, while startling, are in no way different from those reported from other cities and other states. Dental defects are invariably found in from 85 to 95 per cent. of school children. The fact that such a high percentage of children needed immediate dental attention in a school system so well cared for and in a city with such favorable conditions, merely shows what may be expected from less fortunate communities.

### Fifteen Tips For Good Windows.

1. Keep your windows clean. Have them washed frequently. If your own employes haven't the time, get outside help. It will pay.
2. Don't crowd your window.
3. Avoid the other extreme. Too little in a big window will cause the merchandise to be "lost."
4. Card holders are useful. They'll keep price cards from falling over on their faces.
5. Make your display attractive to the eye—and the purse—but don't make it so "pretty" the merchandise is forgotten in admiration of the "trimmings."
6. Make your store front reflect you. It is the exterior which most people see. Impressions are made by exteriors.
7. Put the emphasis on the goods, not on the decorations.
8. Use art only to create a desire to buy the goods displayed.
9. Be sure your window lighting is the best obtainable.
10. Have the backing of your window high enough to shut off view of the store interior.

11. Dust out the window space frequently.

12. Never allow soiled or fly-speckled cards or merchandise to remain on display.

13. To help the eye to travel quickly from a card to the object displayed, connect the two with white tape or ribbon. An arrow will have the same effect.

14. Invest a little money in stands on which to better display your merchandise. It will pay.

15. Empty cigar boxes make good "building blocks" to erect most any size or shape foundation for a display.

### When Nobody Knows.

When nobody's looking,  
When nobody knows,  
When nobody's booking  
A charity pose,  
When no one mistrusts it,  
As any one knows,  
'Tis a beautiful hit  
To hand out a rose.

When nobody knows it

When nobody cares,  
When nobody shows it  
In the press of affairs,  
When nobody's sorrow  
To nobody's known  
Don't wait till to-morrow  
Till kindness is shown.

When nobody's living

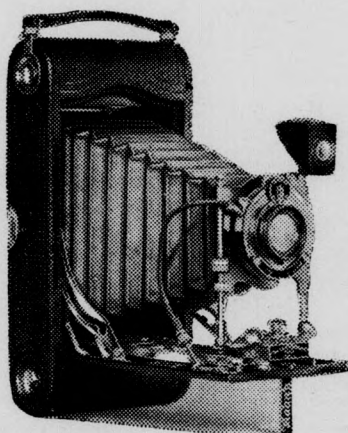
Quite up to their best  
When nobody's giving  
In kind that's so blest,  
That is, if it looks so  
To you "from the road,"  
It is timely, you know,  
To lighten some load.

When nobody's calling,

When nobody hears,  
When nobody's falling,  
When no one's in tears,  
It is then one may lift  
Away burdens in care  
Of the prayers all adrift,  
God only knows where.  
L. B. Mitchell.

### Has Weathered Many Fires.

Customer—Are you quite sure this suit won't shrink if it gets wet on me?  
Clothier—Mine friend, effery fire company in the city has squirted vater on dat suit.



## GENUINE Eastman Kodaks

We are special  
Distributors for  
KODAKS and FILMS

### Brownie Kodaks

No. 0 ..... Retail \$2.00 Each  
No. 2 ..... Retail 2.50 Each  
No. 2A ..... Retail 3.50 Each  
No. 3 ..... Retail 4.50 Each  
No. 2C ..... Retail 5.00 Each

### Vest Pocket Kodaks

No. B ..... Retail \$5.00 Each  
No. KFL ..... Retail 10.00 Each  
No. AFL ..... Retail 15.00 Each  
No. SDS56 ..... Retail 20.00 Each  
No. SDS45 ..... Retail 25.00 Each

### Pocket Kodaks Series 11

No. 1 Single ..... Retail \$12.50  
No. 1 Double ..... Retail 16.00  
No. 1A Single ..... Retail 14.00  
No. 1A Double ..... Retail 18.00  
No. 1A D. S. A. ..... Retail 23.00

ALL IN STOCK FOR  
QUICK SHIPMENTS

**Hazeltine & Perkins Drug Company**  
Manistee MICHIGAN Grand Rapids

## WHOLESALE DRUG PRICE CURRENT

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

|                       |               |                       |               |                   |       |
|-----------------------|---------------|-----------------------|---------------|-------------------|-------|
| <b>Acids</b>          |               | <b>Cotton Seed</b>    |               | <b>Belladonna</b> |       |
| Boric (Powd.)         | 12 1/2 @ 20   | Cubebs                | 6 50 @ 75     | Benzoins          | 22 25 |
| Boric (Xtal)          | 15 @ 25       | Elgeron               | 7 50 @ 75     | Benzoins Comp'd   | 22 40 |
| Carbonic              | 34 @ 40       | Eucalyptus            | 1 25 @ 1 50   | Buchu             | 22 16 |
| Citric                | 53 @ 70       | Hemlock, pure         | 2 00 @ 2 25   | Cantharides       | 22 52 |
| Muriatic              | 3 1/2 @ 8     | Juniper Berries       | 4 50 @ 4 75   | Capsicum          | 22 44 |
| Nitric                | 9 @ 15        | Juniper Wood          | 1 50 @ 1 75   | Catechu           | 21 44 |
| Oxalic                | 16 1/2 @ 25   | Lard, extra           | 1 55 @ 1 65   | Cinchona          | 22 16 |
| Sulphuric             | 3 1/2 @ 8     | Lard, No. 1           | 1 25 @ 1 40   | Colchicum         | 21 80 |
| Tartaric              | 50 @ 60       | Lavender Flow         | 6 00 @ 6 25   | Cubebs            | 22 76 |
| <b>Ammonia</b>        |               | Lavender Gar'n.       | 85 @ 1 20     | Digitalis         | 22 04 |
| Water, 26 deg.        | 06 @ 16       | Lemon                 | 4 50 @ 4 75   | Gentian           | 21 35 |
| Water, 18 deg.        | 05 1/2 @ 13   | Linseed, raw, bbl.    | @ 90          | Guaiac            | 22 28 |
| Water, 14 deg.        | 04 1/2 @ 11   | Linseed, boiled, bbl. | @ 93          | Guaiac, Ammon.    | 22 04 |
| Carbonate             | 20 @ 25       | Linseed, bld, less    | 1 00 @ 1 13   | Iodine            | 21 25 |
| Chloride (Gran.)      | 09 @ 20       | Linseed raw, less     | 97 @ 1 10     | Iodine, Colorless | 21 50 |
| <b>Balsams</b>        |               | Mustard, artif. oz.   | @ 35          | Iron, Clo.        | 21 56 |
| Copaiba               | 1 00 @ 1 25   | Neatsfoot             | 1 25 @ 1 35   | Kino              | 21 44 |
| Flr (Canada)          | 2 75 @ 3 00   | Olive, pure           | 4 00 @ 5 00   | Myrrh             | 22 52 |
| Flr (Oregon)          | 65 @ 1 00     | Olive, Malaga,        | 2 85 @ 3 25   | Nux Vomica        | 21 80 |
| Peru                  | 3 00 @ 3 25   | yellow                | 2 85 @ 3 25   | Opium             | 25 40 |
| Tolu                  | 2 00 @ 2 25   | Olive, Malaga,        | 2 85 @ 3 25   | Opium, Camp.      | 21 44 |
| <b>Barks</b>          |               | green                 | 2 85 @ 3 25   | Opium, Deodorz'd  | 25 40 |
| Cassia (ordinary)     | 25 @ 30       | Orange, Sweet         | 5 00 @ 5 25   | Rhubarb           | 21 92 |
| Cassia (Salgon)       | 50 @ 60       | Organum, pure         | @ 2 50        |                   |       |
| Sassafras (pw, 50c)   | @ 50          | Organum, com'l        | 1 00 @ 1 20   |                   |       |
| Soap Cut (powd.)      | 30c           | Pennyroyal            | 3 25 @ 3 50   |                   |       |
| <b>Berries</b>        |               | Peppermint            | 6 50 @ 6 75   |                   |       |
| Cubeb                 | @ 1 00        | Rose, pure            | 13 50 @ 14 00 |                   |       |
| Fish                  | @ 25          | Rosemary Flows        | 1 25 @ 1 50   |                   |       |
| Juniper               | 11 @ 20       | Sandelwood, E.        | @ 100         |                   |       |
| Prickly Ash           | @ 75          | I.                    | 10 50 @ 10 75 |                   |       |
| <b>Extracts</b>       |               | Sassafras, true       | 1 75 @ 2 00   |                   |       |
| Licorice              | 60 @ 65       | Sassafras, art'l      | 75 @ 1 00     |                   |       |
| Licorice, powd.       | 50 @ 60       | Spearment             | 8 00 @ 8 25   |                   |       |
| <b>Flowers</b>        |               | Sperm                 | 1 50 @ 1 75   |                   |       |
| Arnica                | @ 75          | Tany                  | 9 00 @ 9 25   |                   |       |
| Chamomile (Ged.)      | @ 60          | Tar USP               | 65 @ 75       |                   |       |
| Chamomile Rom.        | @ 50          | Turpentine, bbl.      | 57 @ 77       |                   |       |
| <b>Gums</b>           |               | Turpentine, less      | 68 @ 81       |                   |       |
| Acacia, 1st           | 50 @ 55       | Wintergreen,          | 6 00 @ 6 25   |                   |       |
| Acacia, 2nd           | 45 @ 50       | leaf                  | 6 00 @ 6 25   |                   |       |
| Acacia, Sorts         | 20 @ 25       | Wintergreen, sweet    | 3 00 @ 3 25   |                   |       |
| Acacia, Powdered      | 35 @ 40       | birch                 | 75 @ 1 00     |                   |       |
| Aloes (Barb Pow)      | 25 @ 35       | Wintergreen, art      | 75 @ 1 00     |                   |       |
| Aloes (Cape Pow)      | 25 @ 35       | Worm Seed             | 6 00 @ 6 25   |                   |       |
| Aloes (Soc. Pow.)     | 65 @ 70       | Wormwood              | 9 00 @ 9 25   |                   |       |
| Asafoetida            | 50 @ 60       |                       |               |                   |       |
| Pow.                  | 75 @ 1 00     |                       |               |                   |       |
| Camphor               | 96 @ 1 02     |                       |               |                   |       |
| Guaiac                | @ 80          |                       |               |                   |       |
| Guaiac, pow'd         | @ 90          |                       |               |                   |       |
| Kino                  | @ 1 10        |                       |               |                   |       |
| Kino, powdered        | @ 1 20        |                       |               |                   |       |
| Myrrh                 | @ 60          |                       |               |                   |       |
| Myrrh, powdered       | @ 65          |                       |               |                   |       |
| Opium, powd.          | 19 65 @ 19 92 |                       |               |                   |       |
| Opium, gran.          | 19 65 @ 19 92 |                       |               |                   |       |
| Shellac               | 65 @ 80       |                       |               |                   |       |
| Shellac Bleached      | 85 @ 95       |                       |               |                   |       |
| Tragacanth, pow.      | @ 1 75        |                       |               |                   |       |
| Tragacanth            | 1 75 @ 2 25   |                       |               |                   |       |
| Turpentine            | @ 30          |                       |               |                   |       |
| <b>Insecticides</b>   |               |                       |               |                   |       |
| Arsenic               | 08 @ 20       |                       |               |                   |       |
| Blue Vitriol, bbl.    | 20 @ 07       |                       |               |                   |       |
| Blue Vitriol, less    | 08 @ 15       |                       |               |                   |       |
| Bordea, Mix Dry       | 13 @ 22       |                       |               |                   |       |
| Hellebore, White      | 18 @ 30       |                       |               |                   |       |
| powdered              | 18 @ 30       |                       |               |                   |       |
| Insect Powder         | 35 @ 45       |                       |               |                   |       |
| Lead Arsenate Po.     | 14 1/2 @ 26   |                       |               |                   |       |
| Lime and Sulphur      | 3 @ 22        |                       |               |                   |       |
| Dry                   | 3 @ 22        |                       |               |                   |       |
| Paris Green           | 22 @ 28       |                       |               |                   |       |
| <b>Leaves</b>         |               |                       |               |                   |       |
| Buchu                 | 85 @ 1 00     |                       |               |                   |       |
| Buchu, powdered       | @ 1 00        |                       |               |                   |       |
| Sage, Bulk            | 25 @ 30       |                       |               |                   |       |
| Sage, 1/4 loose       | @ 40          |                       |               |                   |       |
| Sage, powdered        | @ 35          |                       |               |                   |       |
| Senna, Alex.          | 50 @ 75       |                       |               |                   |       |
| Senna, Tinn. pow.     | 30 @ 75       |                       |               |                   |       |
| Uva Ursi              | 20 @ 25       |                       |               |                   |       |
| <b>Oil</b>            |               |                       |               |                   |       |
| Almonds, Bitter,      | 7 50 @ 7 75   |                       |               |                   |       |
| true                  | 7 50 @ 7 75   |                       |               |                   |       |
| Almonds, Bitter,      | 3 00 @ 3 25   |                       |               |                   |       |
| artificial            | 3 00 @ 3 25   |                       |               |                   |       |
| Almonds, Sweet,       | 1 50 @ 1 80   |                       |               |                   |       |
| true                  | 1 50 @ 1 80   |                       |               |                   |       |
| Almonds, Sweet,       | 1 00 @ 1 25   |                       |               |                   |       |
| imitation             | 1 00 @ 1 25   |                       |               |                   |       |
| Amber, crude          | 1 25 @ 1 50   |                       |               |                   |       |
| Amber, rectified      | 1 50 @ 1 75   |                       |               |                   |       |
| Anise                 | 1 40 @ 1 60   |                       |               |                   |       |
| Bergamont             | 9 50 @ 9 75   |                       |               |                   |       |
| Cajeput               | 1 50 @ 1 75   |                       |               |                   |       |
| Castor                | 4 00 @ 4 25   |                       |               |                   |       |
| Cedar Leaf            | 2 00 @ 2 25   |                       |               |                   |       |
| Citronella            | 1 25 @ 1 50   |                       |               |                   |       |
| Cloves                | 2 50 @ 2 75   |                       |               |                   |       |
| Cocunut               | 25 @ 35       |                       |               |                   |       |
| Cod Liver             | 2 00 @ 2 50   |                       |               |                   |       |
| Croton                | 2 00 @ 2 25   |                       |               |                   |       |
| <b>Potassium</b>      |               |                       |               |                   |       |
| Bicarbonate           | 35 @ 40       |                       |               |                   |       |
| Bichromate            | 15 @ 25       |                       |               |                   |       |
| Bromide               | 69 @ 85       |                       |               |                   |       |
| Bromide               | 54 @ 71       |                       |               |                   |       |
| Chlorate, gran'd      | 23 @ 30       |                       |               |                   |       |
| Chlorate, powd.       | 16 @ 25       |                       |               |                   |       |
| or Xtal               | 16 @ 25       |                       |               |                   |       |
| Cyanide               | 30 @ 90       |                       |               |                   |       |
| Iodide                | 4 36 @ 4 50   |                       |               |                   |       |
| Permanganate          | 20 @ 30       |                       |               |                   |       |
| Prussiate, yellow     | 40 @ 50       |                       |               |                   |       |
| Prussiate, red        | @ 70          |                       |               |                   |       |
| Sulphate              | 35 @ 40       |                       |               |                   |       |
| <b>Roots</b>          |               |                       |               |                   |       |
| Alkanet               | 30 @ 35       |                       |               |                   |       |
| Blood, powdered       | 35 @ 40       |                       |               |                   |       |
| Calamus               | 35 @ 75       |                       |               |                   |       |
| Elecampane, powd.     | 25 @ 30       |                       |               |                   |       |
| Gentian, powd.        | 20 @ 30       |                       |               |                   |       |
| Ginger, African,      | 30 @ 35       |                       |               |                   |       |
| powdered              | 30 @ 35       |                       |               |                   |       |
| Ginger, Jamaica,      | 60 @ 65       |                       |               |                   |       |
| Ginger, Jamaica,      | 60 @ 65       |                       |               |                   |       |
| powdered              | 45 @ 50       |                       |               |                   |       |
| Goldenseal, pow.      | @ 30          |                       |               |                   |       |
| Ipecac, powd.         | @ 60          |                       |               |                   |       |
| Licorice              | 35 @ 40       |                       |               |                   |       |
| Licorice, powd.       | 20 @ 30       |                       |               |                   |       |
| Orris, powdered       | 30 @ 40       |                       |               |                   |       |
| Poke, powdered        | 35 @ 40       |                       |               |                   |       |
| Rhubarb, powd.        | @ 1 00        |                       |               |                   |       |
| Rosinwood, powd.      | @ 40          |                       |               |                   |       |
| Sarsaparilla, Hond.   | @ 90          |                       |               |                   |       |
| ground                | @ 90          |                       |               |                   |       |
| Sarsaparilla Mexican, | 32 @ 52       |                       |               |                   |       |
| Glycerine             | 35 @ 40       |                       |               |                   |       |
| Squills               | 35 @ 40       |                       |               |                   |       |
| Squills, powdered     | 60 @ 70       |                       |               |                   |       |
| Tumeric, powd.        | 20 @ 25       |                       |               |                   |       |
| Valerian, powd.       | @ 1 00        |                       |               |                   |       |
| <b>Seeds</b>          |               |                       |               |                   |       |
| Anise                 | @ 35          |                       |               |                   |       |
| Anise, powdered       | 35 @ 40       |                       |               |                   |       |
| Bird, Is              | 13 @ 17       |                       |               |                   |       |
| Canary                | 10 @ 16       |                       |               |                   |       |
| Caraway, Po.          | 25 @ 30       |                       |               |                   |       |
| Cardamon              | 3 75 @ 4 00   |                       |               |                   |       |
| Coriander pow.        | 30 @ 25       |                       |               |                   |       |
| Dill                  | 15 @ 20       |                       |               |                   |       |
| Fennel                | 7 @ 10        |                       |               |                   |       |
| Flax                  | 7 @ 15        |                       |               |                   |       |
| Flax, ground          | 7 @ 15        |                       |               |                   |       |
| Foenugreek, powd.     | 15 @ 25       |                       |               |                   |       |
| Ginger, powd.         | 8 @ 15        |                       |               |                   |       |
| Lobelia, powd.        | @ 1 60        |                       |               |                   |       |
| Mustard, yellow       | 17 @ 25       |                       |               |                   |       |
| Mustard, black        | 20 @ 25       |                       |               |                   |       |
| Poppy                 | 15 @ 30       |                       |               |                   |       |
| Quince                | 1 25 @ 1 50   |                       |               |                   |       |
| Rape                  | 15 @ 20       |                       |               |                   |       |
| Sabadilla             | 60 @ 70       |                       |               |                   |       |
| Sunflower             | 11 1/2 @ 15   |                       |               |                   |       |
| Worm, American        | 30 @ 40       |                       |               |                   |       |
| Worm, Levant          | 6 00 @ 6 25   |                       |               |                   |       |
| <b>Tinctures</b>      |               |                       |               |                   |       |
| Aconite               | @ 1 80        |                       |               |                   |       |
| Aloes                 | @ 1 54        |                       |               |                   |       |
| Arnica                | @ 1 44        |                       |               |                   |       |
| Asafoetida            | @ 2 28        |                       |               |                   |       |



# 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

Galvanized Pails  
Galvanized Tubs

## DECLINED

Pork  
Lamb  
Quaker Milk

### AMMONIA

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

### 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. 12.3  
Paraffine, 6s 14.4  
Paraffine, 12s 14.4  
Wicking ----- 40  
Tudor, 6s, per box 30

### CANNED FRUIT

Apples, 3 lb. Standard 1 50  
Apples, No. 10 4 50@5 75  
Apple Sauce, No. 10 8 00  
Apricots, No. 1 1 75@2 00  
Apricots, No. 2 3 00  
Apricots, No. 2 3 40@3 90  
Apricots, No. 10 8 50@11 00  
Blackberries, No. 10 8 50  
Blueberries, No. 2 2 00@2 75  
Blueberries, No. 10 14 00  
Cherries, No. 2 3 75  
Cherries, No. 2 4 25  
Cherries, No. 10 14 00  
Loganberries, No. 2 3 00  
Loganberries, No. 10 10 00  
Peaches, No. 1 1 50@2 10  
Peaches, No. 1, sliced 1 25  
Peaches, No. 2 3 75  
Peaches, No. 2 1/2 Mich 2 20  
Peaches, 2 1/2 Cal. 3 00@3 25  
Peaches, 10, Mich. 8 50  
Pineapple, 1 sl. 1 75  
Pineapple, 2 sl. 2 60  
Pineapple, 2 br. sl. 2 40  
Pineapple, 2 1/2 sl. 3 00  
Pineapple, 2, cru. 2 60  
Pineapple, 10 cru. 9 00  
Pears, No. 2 3 15  
Pears, No. 2 1/2 3 50  
Plums, No. 2 2 40@2 50  
Plums, No. 2 1/2 2 90  
Raspberries, No. 2 blk 3 25  
Raspb's, Red, No. 10 13 50  
Raspb's Black, No. 10 12 00  
Rhubarb, No. 10 4 75@5 50  
Strawberries, No. 10 12 00

### Baked Beans

Campbells, 1c free 5 1 15  
Quaker, 18 oz. 85  
Fremont, No. 2 1 10  
Snider, No. 1 95  
Snider, No. 2 1 25  
Van Camp, small 85  
Van Camp, Med. 1 15

### CANNED VEGETABLES.

Asparagus.  
No. 1, Green tips 3 75  
No. 2 1/2, Large Green 4 50  
W. Beans, cut 2 1 45@1 75  
W. Beans, 10 7 50  
Green Beans, 2s 1 45@2 25  
Green Beans, 10s 7 50  
L. Beans, 2 gr. 1 35@2 65  
Lima Beans, 2s, Soaked 1 25  
Red Kid, No. 2 1 15  
Beets, No. 2, wh. 1 75@2 40  
Beets, No. 2, cut 1 10@1 25  
Beets, No. 3, cut 1 60  
Corn, No. 2, stan. 1 10  
Corn, Ex. stan. No. 2 1 35  
Corn, No. 2, Fan. 1 80@2 35  
Corn, No. 10 8 00@10 75  
Hominy, No. 3 1 00@1 15  
Okra, No. 2, whole 2 00  
Okra, No. 2, cut 1 65  
Dehydrated Veg. Soup 90  
Dehydrated Potatoes, lb. 45  
Mushrooms, Hotels 35  
Mushrooms, Choice, 8 oz. 40  
Mushrooms, Sur Extra 60  
Peas, No. 2, E. J. 1 65  
Peas, No. 2, Sift. 1 85  
Peas, No. 2, Ex. Sift. 2 25  
Peas, Ex. Fine, French 25  
Pumpkin, No. 2 1 25@1 60  
Pumpkin, No. 10 4 00@4 75  
Pimientos, 1/4, each 12@14  
Pimientos, 1/2, each 27  
Sw't Potatoes, No. 2 1/2 2 25  
Sauerkraut, No. 3 1 35@1 50  
Succotash, No. 2 1 65@2 50  
Succotash, No. 2, glass 2 80  
Spinach, No. 1 1 25  
Spinach, No. 2 1 60@1 90  
Spinach, No. 3 2 25@2 50  
Spinach, No. 10 6 50@7 00  
Tomatoes, No. 2 1 20@1 30  
Tomatoes, No. 3, 1 90@2 25  
Tomatoes, No. 10 6 80

### 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 40  
Paramount, 24, 16s ----- 2 35  
Paramount, Cal. ----- 13 50  
Sniders, 8 oz. ----- 1 75  
Sniders, 16 oz. ----- 2 55  
Quaker, 8 oz. ----- 1 25  
Quaker, 10 oz. ----- 1 35  
Quaker, 14 oz. ----- 1 90  
Quaker, Gallon Glass 13 00  
Quaker, Gallon Tin ----- 9 00

### CHILI SAUCE

Snider, 16 oz. ----- 3 30  
Snider, 8 oz. ----- 2 30  
Lilly Valley, 8 oz. ----- 2 25  
Lilly Valley, 14 oz. ----- 3 25

### OYSTER COCKTAIL.

Sniders, 16 oz. ----- 3 30  
Sniders, 8 oz. ----- 2 30

### CANNED FISH

Clam Ch'der, 10 1/2 oz. 1 35  
Clam Ch., No. 3 ----- 2 50  
Clams, Steamed, No. 1 2 00  
Clams, Minced, No. 1 2 25  
Finnan Haddie, 10 oz. 3 25  
Clam Bouillon, 7 oz. 2 50  
Chicken Haddie, No. 1 3 75  
Fish Flakes, small ----- 1 35  
Cod Fish Cake, 10 oz. 1 35  
Cove Oysters, 5 oz. ----- 1 65  
Lobster, No. 1/4, Star ----- 2 90  
Shrimp, 1, wet ----- 2 00  
Sard's, 1/4 Oil, Key ----- 6 10  
Sardines, 1/4 Oil, k'less 5 50  
Sardines, 1/4 Smoked 6 75  
Salmon, Warrens, 1/4 2 80  
Salmon, Red Alaska 3 10  
Salmon, Med. Alaska 2 85  
Salmon, Pink Alaska 1 85  
Sardines, Im., 1/4, ea. 10@28  
Sardines, Cal. ----- 1 65@1 80  
Tuna, 1/2, Albocore ----- 95  
Tuna, 1/4s, Curtis, doz. 2 20  
Tuna, 1/4s, Curtis, doz. 3 50  
Tuna, 1s, Curtis, doz. 7 00

### CANNED MEAT

Bacon, Med. Beechnut 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. sli. 1 50  
Beef, 3 1/2 oz. Qua. sli. 2 00  
Beef, 5 oz., Qua. sli. 2 75  
Beef, No. 1, B'nut, 4 50  
Beefsteak & Onions, s 3 45  
Chili Con Ca., 1s 1 35@1 45  
Deviled Ham, 1/4s ----- 2 20  
Deviled Ham, 1/2s ----- 3 60  
Hamburg Steak & Onions, No. 1 ----- 3 15  
Potted Beef, 4 oz. ----- 1 10  
Potted Meat, 1/4 Libby 52 1/2  
Potted Meat, 1/4 Libby 92 1/2  
Potted Meat, 1/2 Qua. ----- 90  
Potted Ham, Gen. 1/4 1 35  
Vienna Saus., No. 1/4 1 45  
Vienna Sausage, Qua. ----- 95  
Veal Loaf, Medium ----- 2 65

### 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. 19.15

### BAKING POWDERS

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

### K. C. Brand

Per case  
10c size, 4 doz. ----- 3 70  
15c size, 4 doz. ----- 5 50  
20c size, 4 doz. ----- 7 20  
25c size, 4 doz. ----- 9 20  
50c size, 2 doz. ----- 8 80  
80c size, 1 doz. ----- 8 85  
10 lb. size, 1/2 doz. ----- 6 75  
Freight prepaid to jobbing point on case goods.

Terms: 30 days net or 2% cash discount if remittance reaches us within 10 days from date of invoice. Drop shipments from factory.

### BEECH-NUT BRANDS.

### BLUING

The Original

### Condensed

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

### BREAKFAST FOODS

#### Kellogg's Brands.

Corn Flakes, No. 136 2 85  
Corn Flakes, No. 124 2 85  
Corn Flakes, No. 102 2 00  
Fep, No. 224 ----- 2 70  
Fep, No. 202 ----- 1 75  
Krumbles, No. 424 ----- 3 70  
Bran Flakes, No. 624 2 25  
Bran Flakes, No. 602 1 50

#### 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 ----- 2 85  
Post Toasties, 24s ----- 2 85  
Post's Bran, 24s ----- 2 70

### BROOMS

Jewell, doz. ----- 5 25  
Standard Parlor, 23 lb. 8 25  
Fancy 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

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

### COCOA.

Droste's Dutch, 1 lb. ----- 8 50  
Droste's Dutch, 1/2 lb. 4 50  
Droste's Dutch, 1/4 lb. 2 35  
Droste's Dutch, 5 lb. 60  
Chocolate Apples ----- 4 50  
Pastelles, No. 1 ----- 12 60  
Pastelles, 1/2 lb. ----- 6 60  
Palms 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-que ----- 13 20  
12 oz. Rosaces ----- 10 80  
1/2 lb. Rosaces ----- 7 80  
1/4 lb. Pastelles ----- 3 40  
Langues De Chats ----- 4 80

### CHOCOLATE.

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

### COCOANUT

Dunham's  
15 lb. case, 1/4s and 1/2s 48  
15 lb. case, 1/4s ----- 47  
15 lb. case, 1/2s ----- 46

### CLOTHES LINE.

Hemp, 50 ft. ----- 2 00@2 25  
Twisted Cotton, 50 ft. ----- 3 50@4 00  
Bralded, 50 ft. ----- 2 25  
Sash Cord ----- 3 50@4 00



### COFFEE ROASTED

1 lb. Package  
Melrose ----- 32 1/2  
Liberty ----- 24  
Quaker ----- 39 1/2  
Nedrow ----- 37 1/2  
Morton House ----- 43 1/2  
Reno ----- 34 1/2  
Royal Club ----- 38 1/2

### McLaughlin's Kept-Fresh

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

### Maxwell House Coffee.

1 lb. tins ----- 45  
3 lb. tins ----- 1 33

### Coffee Extracts

M. Y., per 100 ----- 12  
Frank's 50 pkgs. ----- 4 25  
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 do. ----- 4 40  
Carolene, Tall, 4 doz. 8 30  
Carolene, Baby ----- 3 50

### EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 75  
Quaker, Baby, 8 doz. 4 65  
Quaker, Gallon, 1/2 doz. 4 75  
Carnation, Tall, 4 doz. 5 15  
Carnation, Baby, 8 dz. 5 05  
Oatman's Dundee, Tall 5 15  
Oatman's D'dee, Baby 5 00  
Every Day, Tall ----- 5 00  
Every Day, Baby ----- 4 90  
Pet, Tall ----- 5 15  
Pet, Baby, 8 oz. ----- 5 05  
Borden's Tall ----- 5 15  
Borden's Baby ----- 5 05  
Van Camp, Tall ----- 4 90  
Van Camp, Baby ----- 4 75

### CHEWING GUM.

Adams Black Jack ----- 65  
Adams Bloodberry ----- 65  
Adams Dentyne ----- 65  
Adams Calif. Fruit ----- 65  
Adams Sen Sen ----- 65

### CIGARS

G. J. Johnson's Brand  
G. J. Johnson Cigar, 10c ----- 75 00  
Worden Grocer Co. Brands  
King Edward ----- 37 50  
Master Piece, 50 Tin. 35 00  
Canadian Club ----- 35 00  
Little Tom ----- 37 50  
Tom Moore Monarch 75 00  
Tom Moore Panetris 65 00  
T. Moore Longfellow 95 00  
Webster Cadillac ----- 75 00  
Webster Knickerbocker 95 00  
Webster Belmont ----- 110 00  
Webster St. Reges 125 00  
Bering Apollos ----- 95 00  
Bering Palmitas ----- 115 00  
Bering Dellosos ----- 120 00  
Bering Favorita ----- 135 00  
Bering Albas ----- 150 00

### CONFECTIONERY

Stick Candy Pails  
Standard ----- 16  
Pure Sugar Sticks 600s 4 20  
Big Stick, 20 lb. case 20

### Mixed Candy

Kindergarten ----- 17  
Leader ----- 14  
X. L. O. ----- 12  
French Creams ----- 16  
Paris Creams ----- 17  
Grocers ----- 11

### Fancy Chocolates

5 lb. Boxes  
Bittersweets, Ass'ted 1 75  
Choc Marshmallow Dp 1 70  
Milk Chocolate A A 1 80  
Nibble Sticks ----- 1 85  
No. 12, Choc., Light ----- 1 65  
Chocolate Nut Rolls ----- 1 85  
Magnolia Choc ----- 1 25

### Gum Drops

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

### Lozenges

A. A. Pep. Lozenges 17  
A. A. Pink Lozenges 16  
A. A. Choc. Lozenges 16  
Motto Hearts ----- 19  
Malted Milk Lozenges 21

### Hard Goods

Lemon Drops ----- 18  
O. F. Horehound dps. ----- 18  
Anise Squares ----- 17  
Peanut Squares ----- 18  
Horehound Tablets ----- 18

### Cough Drops

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 ----- 23  
Italian Bon Bons ----- 17  
Banquet Cream Mints ----- 23  
Silver King M. Mallovs 1 35

### Bar Goods

Walnut Sundae, 24, 5c 80  
Neapolitan, 24, 5c ----- 80  
Milk, Sugar Ca., 24, 5c 80  
Pal O Mine, 24, 5c ----- 80  
Malty Milkies, 24, 5c ----- 80  
Bo-Ka-To-Ka, 24, 5c ----- 80

### COUPON BOOKS

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

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

### CREAM OF TARTAR

6 lb. boxes ----- 38

### DRIED FRUITS

Apples  
N. Y. Fcy., 50 lb. box 15 1/2  
N. Y. Fcy., 14 oz. pkg. 16

### Apricots

Evaporated, Choice ----- 28  
Evaporated, Fancy ----- 33  
Evaporated, Slabs ----- 25

### Citron

10 lb. box ----- 40

### Currants

Packages, 14 oz. ----- 17  
Greek, Bulk, lb. ----- 17

### Dates

Dromedary, 36s ----- 6 75

### Peaches

Evap. Choice ----- 21  
Evap. Ex. Fancy, P. F. 30

### Pearl

Lemon, American ----- 30  
Orange, American ----- 30

### Raisins

Seeded, bulk ----- 11  
Thompson's s'dles blk 9 1/2  
Thompson's seedless, 15 oz. ----- 10 1/2  
Seeded, 15 oz. ----- 13 1/2

### California Prunes

90@100, 25 lb. boxes ----- 07 1/2  
60@70, 25 lb. boxes ----- 10 1/2  
50@60, 25 lb. boxes ----- 11  
40@50, 25 lb. boxes ----- 12  
30@40, 25 lb. boxes ----- 15  
20@30, 25 lb. boxes ----- 21

### FARINACEOUS GOODS

#### Beans

Med. Hand Picked ----- 07  
Cal. Limas ----- 09  
Brown, Swedish ----- 07  
Red Kidney ----- 07 1/2

#### 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

#### Bulk Goods

Elbow, 20 lb. ----- 09  
Egg Noodle, 10 lbs. ----- 15

#### Pearl Barley

Chester ----- 4 50  
0000 ----- 7 00  
Barley Grits ----- 5 00

#### Peas

Scotch, lb. ----- 05 1/2  
Split, lb. yellow ----- 03  
Split green ----- 08

#### Sage

East India ----- 10

#### Tapioca

Pearl, 100 lb. sacks ----- 09  
Minute, 8 oz., 3 doz. 4 05  
Dromedary Instant ----- 3 50

### FLAVORING EXTRACTS

#### JENNINGS PURE FLAVORING EXTRACT

#### Vanilla and Lemon

Same Price  
1/4 oz. 1 35  
1 1/2 oz. 1 80  
2 1/2 oz. 3 20  
3 1/2 oz. 5 00  
2 oz. 3 00  
4 oz. 5 75  
8 oz. 9 60



### DRINK POWDER LEMON AND ORANGE Just Add Water



Lemonade, 2 1/2 oz. pkg.,  
packed, 24s ----- 1 80  
Orangeade, 2 1/2 oz. pkg.,  
packed, 24s ----- 1 80  
Attractive Counter Display  
Carton.

### SURESET ICE CREAM POWDER



6 Flavors.  
4 1/2 oz., 4 doz. to case 3 60  
Can be assorted with Sure-  
set Jell. Lemon & Orange-  
ade for Drop Shipment.

### 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

**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 Distributor



Nucoao, 1 lb. ----- 21  
Nucoao, 2 and 5 lb. ----- 20 1/2

**Wilson & Co.'s Brands**  
**Oleo**

Certified ----- 24  
Nut ----- 18  
Special Roll ----- 19

### MATCHES

Swan, 144 ----- 4 75  
Diamond, 144 box ----- 6 00  
Searchlight, 144 box ----- 6 00  
Ohio Red Label, 144 bx ----- 4 20  
Ohio Blue Tip, 144 box ----- 6 00  
Ohio Blue Tip, 720-lc ----- 4 50  
Blue Seal, 144 ----- 5 60  
Reliable, 144 ----- 4 35  
Federal, 144 ----- 5 80

### Safety Matches

Quaker, 5 gro. case ----- 4 25

### MOLASSES

**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 75

### OLIVES

Bulk, 5 gal. keg ----- 10 00  
Quart Jars, dozen ----- 6 50  
Bulk, 2 gal. keg ----- 4 50  
Pint, Jars, dozen ----- 3 50  
4 oz. Jar, plain, doz. 1 35  
5 1/2 oz. Jar, pl., doz. 1 60  
9 oz. Jar, plain, doz. 2 35  
20 oz. Jar, Pl., doz. ----- 4 25  
3 oz. Jar, Stu., doz. 1 35  
6 oz. Jar, stuffed, dz. 2 50  
9 oz. Jar, stuffed, doz. 3 50  
12 oz. Jar, stuffed, doz. 4 50  
20 oz. Jar, stuffed dz. 7 00

### PARIS GREEN

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

### PEANUT BUTTER



**Bel Car-Mo Brand**  
24 1 lb. Tins ----- 31  
8 oz., 2 do. in case ----- 29  
15 lb. pails ----- 27  
25 lb. pails ----- 27

### PETROLEUM PRODUCTS

Perfection Kerosine ----- 13.6  
Red Crown Gasoline, Tank Wagon ----- 14.7  
Solite Gasoline ----- 17.7  
Gas Machine Gasoline ----- 37.1  
V. M. & P. Naphtha ----- 19.6  
Capitol Cylinder ----- 39.1  
Atlantic Red Engine ----- 21.1  
Winter Black ----- 12.1



**Iron Barrels**  
Light ----- 65.1  
Medium ----- 65.1  
Heavy ----- 65.1  
Special heavy ----- 65.1  
Extra heavy ----- 65.1  
Polarine "F" ----- 65.1  
Transmission Oil ----- 65.1  
Finol, 4 oz. cans, doz. 1 50  
Finol, 8 oz. cans, doz. 2 25  
Parowax, 100 lb. ----- 9.3  
Parowax, 40, 1 lb. ----- 9.5  
Parowax, 20, 1 lb. ----- 9.7



Semdac, 12 pt. cans 2 70  
Semdac, 12 qt. cans 4 60

### PICKLES

**Medium Sour**  
Barrel, 1600 count ----- 17 00  
Half bbls., 800 count ----- 9 00  
5 gallon, 400 count ----- 4 75  
**Sweet Small**  
30 Gallon, 3000 ----- 42 00  
5 Gallon, 500 ----- 8 25  
**Dill Pickles**  
900 Size, 48 gal. ----- 22 00  
1100 Size, 48 gal. ----- 27 50

### PIPES

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

### PLAYING CARDS

Battle Axe, per doz. 2 75  
Bicycle ----- 4 75  
**POTASH**  
Babbitt's, 2 doz. ----- 2 75

### FRESH MEATS

**Beef**  
Top Steers & Heif. ----- 18  
Good Steers & H's ----- 15 1/2  
Med. Steers & H's ----- 15  
Comm. Steers & H's ----- 14 1/2  
**Cows**  
Top ----- 15  
Good ----- 14  
Medium ----- 13  
Common ----- 12  
**Veal**  
Top ----- 19  
Good ----- 18  
Medium ----- 16  
**Lamb**  
Spring Lamb ----- 33  
Good ----- 30  
Medium ----- 27  
Poor ----- 25

### Mutton

Good ----- 18  
Medium ----- 16  
Poor ----- 13

### Pork

Light hogs ----- 12  
Medium hogs ----- 12  
Heavy hogs ----- 11  
Loins, Med. ----- 20  
Butts ----- 16  
Shoulders ----- 13  
Spareribs ----- 12  
Neck bones ----- 06  
Trimnings ----- 10

### PROVISIONS

**Barreled Pork**  
Clear Back ----- 30 00@32 00  
Short Cut Clear ----- 31 00@33 00  
**Dry Salt Meats**  
D S Beilles ----- 18-20@20-22

### Lard

Pure in tierces ----- 13 1/2  
60 lb. tubs ----- advance 1/4  
50 lb. tubs ----- advance 1/4  
20 lb. pails ----- advance 1/4  
10 lb. pails ----- advance 1/4  
5 lb. pails ----- advance 1  
3 lb. pails ----- advance 1  
Compound tierces ----- 12  
Compound, tubs ----- 12 1/2

### Sausages

Bologna ----- 16  
Liver ----- 14  
Frankfort ----- 19  
Pork ----- 18@20  
Veal ----- 19  
Tongue, Jellied ----- 35  
Headcheese ----- 18

### Smoked Meats

Hams, Cer., 14-16 lb. @24  
Hams, Cer., Skinned ----- 25 1/2  
16-18 lb. ----- 25 1/2  
Ham, dried beef ----- 33  
Knuckles ----- 33  
California Hams ----- 16 1/2  
Picnic Boiled ----- 20  
Hams ----- 22  
Boiled Hams ----- 33  
Minced Hams ----- 19  
Bacon 4/6 Cert. ----- 24

### Beef

Boneless, rump 28 00@30 00  
Rump, new ----- 29 00@32 00

### RICE

Fancy Blue Rose ----- 06 1/2  
Fancy Head ----- 09  
Broken ----- 03 1/2

### ROLLED OATS

Silver Flake, 12 New ----- 2 25  
Process ----- 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 ----- 3 75  
Sacks, 90 lb. Cotton ----- 3 80

### RUSKS

**Holland Rusk Co.**  
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  
doz. ----- 1 40  
Wood boxes, Pure ----- 29 1/2  
Whole Cod ----- 11 1/2

### HERRING

**Holland Herring**  
Mixed, Keys ----- 1 15  
Mied, half bbls. ----- 9 50  
Mixed, bbls ----- 17 00  
Milkers, Kegs ----- 1 25  
Milkers, half bbls. ----- 10 25  
Milkers, bbls. ----- 19 00  
K K K K Norway ----- 19 50  
8 lb. pails ----- 1 40  
Cut Lunch ----- 1 65  
Boned, 10 lb. boxes ----- 15  
**Lake Herring**  
1/2 bbl., 100 lbs. ----- 6 50  
**Mackerel**  
Tubs, 100 lb. fancy fat 24 50  
Tubs, 50 count ----- 9 00  
Pails, 10 lb. Fancy fat 2 00  
**White Fish**  
Med. Fancy, 100 lb. 13 00

### SHOE BLACKENING

2 in. 1. Paste, doz. ----- 1 35  
E. Z. Combination, dz. ----- 3 35  
Dri-Foot, doz. ----- 2 00  
Bixby's, Doz. ----- 1 35  
Shinola, doz. ----- 90

### STOVE POLISH

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

Black Silk Paste, doz. 1 25  
Enameline Paste, doz. 1 35  
Enameline Liquid, dz. 1 35  
E. Z. Liquid, per doz. 1 40  
Radium, per doz. ----- 1 85  
Rising Sun, per doz. 1 35  
654 Stove Enamel, dz. 2 80  
Vulcanol, No. 5, doz. ----- 95  
Vulcanol, No. 10, doz. ----- 1 35  
Stovoll, per doz. ----- 3 00

### SALT

Colonial, 24, 2 lb. ----- 95  
Colonial, 36-1 1/2 ----- 1 25  
Colonial, Iodized, 24-2 ----- 2 00  
Med. No. 1 Bbls. ----- 2 60  
Med. No. 1, 100 lb. bg. ----- 85  
Farmer Spec., 70 lb. ----- 90  
Packers Meat, 50 lb. ----- 57  
Crushed Rock for ice cream, 100 lb., each ----- 85  
Butter Salt, 280 lb. bbl. ----- 4 24  
Block, 50 lb. ----- 40  
Baker Salt, 280 lb. bbl. ----- 4 10  
24, 10 lb., per bale ----- 2 45  
35, 4 lb., per bale ----- 2 60  
50, 3 lb., per bale ----- 2 85  
28 lb. bags, Table ----- 42  
Old Hickory, Smoked, 6-10 lb. ----- 4 80



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



### SOAP

Am. Family, 100 box ----- 6 30  
Export, 100 box ----- 4 00  
Big Jack, 60s ----- 4 50  
Fels Napha, 100 box ----- 5 60  
Flake White, 10 box ----- 3 80  
Grdma White Na, 10s ----- 3 85  
Swift Classic, 100 box ----- 4 40  
20 Mule Borax, 100 bx ----- 7 55  
Wool, 100 box ----- 6 50  
Jap Rose, 100 box ----- 7 85  
Fairly, 100 box ----- 5 50  
Palm Olive, 144 box ----- 11 00  
Lava, 100 box ----- 4 90  
Octagon ----- 6 00  
Pummo, 100 box ----- 4 85  
Sweetheart, 100 box ----- 5 70  
Grandpa Tar, 50 sm. ----- 2 10  
Grandpa Tar, 50 lge. ----- 3 50  
Quaker Hardwater ----- 2 85  
Cocoa, 72s, box ----- 2 85  
Fairbank Tar, 100 bx ----- 4 00  
Trilby Soap, 100, 10c ----- 7 30  
Williams Barber Bar, 9s ----- 60  
Williams Mug, per doz. ----- 48

### CLEANSERS



80 can cases, \$4.80 per case

### WASHING POWDERS

Bon Ami Pd, 3 dz. bx 3 75  
Bon Ami Cake, 3 dz. 3 25  
Brillo ----- 85  
Climaline, 4 doz. ----- 4 20  
Grandma, 100, 5c ----- 4 00  
Grandma, 24 Large ----- 3 75  
Gold Dust, 100s ----- 4 00  
Gold Dust, 12 Large ----- 3 20  
Golden Rod, 24 ----- 4 25  
Jinx, 3 doz. ----- 4 50  
La France Laun., 4 dz. ----- 3 60  
Luster Box, 54 ----- 3 75  
Old Dutch Clean. 4 dz ----- 4 00  
Octagon, 60s ----- 3 20  
Rinso, 40s ----- 3 20  
Rinso, 24s ----- 5 25  
Rub No More, 100, 10 oz. ----- 3 85  
Rub No More, 20 Lg. ----- 4 00  
Spotless Cleanser, 48, 20 oz. ----- 3 85  
Sani Flush, 1 doz. ----- 2 25  
Sapolio, 3 doz. ----- 3 15  
Soapine, 100, 12 oz. ----- 6 40  
Snowboy, 100, 10 oz. ----- 4 00  
Snowboy, 24 Large ----- 4 80  
Speedee, 3 doz. ----- 7 20  
Sunbrite, 72 doz. ----- 4 00  
Wyandotte, 48 ----- 4 75

### SPICES

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

### Pure Ground in Bulk

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

### Seasoning

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

### STARCH

**Corn**  
Kingsford, 40 lbs. ----- 11 1/2  
Powdered, bags ----- 4 50  
Argo, 48, 1 lb. pkgs. ----- 3 60  
Cream, 48-1 ----- 4 80  
Quaker, 40-1 ----- 07 1/2

### Gloss

Argo, 48, 1 lb. pkgs. ----- 3 60  
Argo, 12, 3 lb. pkgs. ----- 2 95  
Argo, 8, 5 lb. pkgs. ----- 3 35  
Silver Gloss, 48, 1s ----- 11 1/2  
Elastic, 64 pkgs. ----- 5 35  
Tiger, 48-1 ----- 3 50  
Tiger, 50 lbs. ----- 06

### CORN SYRUP

**Corn**  
Blue Karo, No. 1 1/2 ----- 2 42  
Blue Karo, No. 5, 1 dz. ----- 3 33  
Blue Karo, No. 10 ----- 2 10  
Red Karo, No. 1 1/2 ----- 3 73  
Red Karo, No. 5, 1 dz. ----- 3 71  
Red Karo, No. 10 ----- 3 51

### Imit. Maple Flavor

Orange, No. 1 1/2, 2 dz. ----- 3 15  
Orange, No. 5, 1 do. ----- 4 41  
Orange, No. 10 ----- 4 21

### Maple

Green Label Karo, ----- 5 19  
Green Label Karo ----- 5 19

### Maple and Cane

Mayflower, per gal. ----- 1 55

### Maple

Michigan, per gal. ----- 2 50  
Welchs, per gal. ----- 2 80

### TABLE SAUCES

Lea & Perrin, large ----- 6 00  
Lea & Perrin, small ----- 3 35  
Pepper ----- 1 60  
Royal Mint ----- 2 40  
Tobasco, 2 oz. ----- 4 25  
Sho You, 9 oz., doz. ----- 2 70  
A-1, large ----- 5 20  
A-1, small ----- 3 15  
Capers, 2 oz. ----- 2 80

### Zion Fig Bars

Unequalled for  
Stimulating and  
Speeding Up  
Cooky Sales

Obtainable from Your  
Wholesale Grocer

Zion Institutions & Industries  
**Baking Industry**  
Zion, Illinois

### TEA

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

### Gunpowder

Choice ----- 40  
Fancy ----- 47

### Ceylon

Pekoe, medium ----- 57

### English Breakfast

Congou, Medium ----- 28  
Congou, Choice ----- 35@38  
Congou, Fancy ----- 42@42

### Oolong

Medium ----- 39  
Choice ----- 45  
Fancy ----- 50

### TWINE

Cotton, 3 ply cone ----- 33  
Cotton, 3 ply pails ----- 35  
Wool, 6 ply ----- 18

### VINEGAR

Cider, 40 Grain ----- 26  
White Wine, 80 grain ----- 20  
White Wine, 40 grain ----- 20

### WICKING

No. 0, per gross ----- 75  
No. 1, per gross ----- 1 25  
No. 2, per gross ----- 1 50  
No. 3, per gross ----- 2 00  
Peerless Rolls, per doz. ----- 50  
Rochester, No. 2, doz. ----- 2 00  
Rayo, per doz. ----- 75

### WOODENWARE

**Baskets**  
Bushels, narrow band, wire handles ----- 1 75  
Bushels, narrow band, wood handles ----- 1 80  
Market, drop handle ----- 95  
Market, single handle ----- 95  
Market, extra ----- 1 60  
Splint, large ----- 8 50  
Splint, medium ----- 7 50  
Splint, small ----- 6 50

### Churns

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

### Pails

10 qt. Galvanized ----- 2 50  
12 qt. Galvanized ----- 2 75  
14 qt. Galvanized ----- 3 25  
12 qt. Flaring Gal. ----- 5 00  
10 qt. Tin Dairy ----- 4 00

### Traps

Mouse, Wood, 4 holes ----- 60  
Mouse, wood, 6 holes ----- 70  
Mouse, tin, 5 holes ----- 65  
Rat, wood ----- 1 00  
Rat, spring ----- 1 00  
Mouse, spring ----- 30

### Tubs

Large Galvanized ----- 8 75  
Medium Galvanized ----- 7 50  
Small Galvanized ----- 6 75

### Washboards

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

### Wood Bowls

13 in. Butter ----- 5 00  
15 in. Butter ----- 9 00  
17 in. Butter ----- 18 00  
19 in. Butter ----- 25 00

### WRAPPING PAPER

Fibre, Manila, white ----- 05 1/2  
No. 1 Fibre ----- 08  
Butchers D. F. ----- 06 1/2  
Kraft ----- 07 1/2  
Kraft Stripe ----- 09 1/2

### YEAST CAKE

Magic, 3 doz. ----- 2 70  
Sunlight, 3 doz. ----- 2 70  
Sunlight, 1 1/2 doz. ----- 1 35  
Yeast Foam, 3 doz. ----- 2 70  
Yeast Foam, 1 1/2 doz. ----- 1 35

### YE



### Handicaps of Smaller Retailer in Men's Wear.

How can the smaller retailer of men's wear increase the prestige and sales turnover of his store? This question was asked an executive of an organization credited with achieving marked success in the retailing of men's wear. The answer this executive made stressed the fact that the smaller stores are not following up the basic reasons for the success and efficiency of the larger men's wear shops, particularly the metropolitan chains of stores.

"It cannot be denied that the smaller stores have made some progress in their sales and merchandising methods in recent years," said this executive. But the bigger stores are still far ahead of most of the smaller establishments and, unless the latter fully wake up to this condition, the trend of consumer buying will be still more heavily against the favorable growth of the smaller or neighborhood store.

"It seems to me that the small store has allowed itself to become a place where a consumer buys something that he must get right at the moment because he forgot or was unable to visit the larger shop. It has, in other words, become a kind of 'last resort' store instead of a place to which the community resident first turns when he needs new merchandise.

"Now it may be argued that there are many reasons for this situation. It may be said that the smaller store cannot afford to carry the big stocks of a large competitor or have as fancy an entrance or elaborate window displays, that he cannot hire smooth-tongued clerks to sell his merchandise, and so on. These things are all probably very true and they are factors that have a marked influence on the consumer.

"But in my judgment, the smaller retailer has allowed himself to be swayed too much by these things, which he can overcome if he really desires. It is entirely possible for the alert retailer to combat these objections very effectively. Note that I said alert retailer, not one who is content to drag along from day to day, as so many of the proprietors of smaller stores seem willing to do. It is a mystery how some of these stores manage to survive.

"This more or less lackadaisical attitude or, perhaps, 'inferiority complex,' is what really must be fought against rather than the various theoretical merchandising obstacles in the path of the small retailer who aims at operating a store that effectively meets the needs of his local community.

"How? Well, by adopting the very same methods that the big competitor has developed in order to do business on an active scale or even to survive. The best defense of the small store, to paraphrase a military truth, is for it to take the offensive—to fight for its rightful share of the local trade.

"Right at the start, the big competitor has sensed the value of putting up the best front to consumers that it knows how. It does this by an excellent window display. It is only entitled to be called excellent if it sells goods. But how many small retailers

arrange anything like a good window display—one that sells goods?

"In all too many cases, the small retailer fills his window with an ill-assorted array of merchandise, with a few price reductions serving as bait to sell some goods. But the main appeal which does not need to be expensively made, of showing effectively that that store is equipped to serve the local consumer's needs, misses fire and the consumer passes by. It is idle to say that the small retailer cannot do much better in his window displays because he is handicapped. For that matter every one, no matter who, is handicapped in some ways. The skill lies in overcoming the handicap. He must develop such skill if he is to be a good merchant.

"Then, too, strange as it may seem, some small retailers pursue selling methods that tend to discourage further visits by the consumer who does come into the store. How many consumers have been turned away by delays, irritating mannerisms, unintentional discourtesies, lack of merchandise that should be in the store, being forced to wait for change while the storekeeper goes next door for it, etc., it would be hard to say. But each time these things happen it makes one more confirmed avoider of the local store.

"These things show up numerous small retailers as crude in method and behind the time in the operation of their stores. These tactics annoy the consumer who has been trained by now to expect better service. There is a store I know of where the proprietor is generally in the rear doing God knows what, and has to be summoned to the front of his store to wait on customers by the cries of his children outside or the call of his wife. Meanwhile, the consumer waits and forms a pretty poor idea of the service that retailer gives. This may be an extreme case, but it frequently happens, and thoroughly illustrates the point.

"Finally, the small retailer frequently makes serious mistakes in the merchandise he offers his local customers. In the case of his big competitors, the merchandise offered is expertly selected and is fully in accord with the tastes and needs of the consumers they aim to serve. That these stores are successful indicates that their merchandise is right.

"But, sad to say, the smaller retailer lays in a stock of merchandise that may or may not sell. He has made nothing that could be called a real study of the wants and preferences of his particular community. Some of the goods sell and others remain on the shelves for months and perhaps years. The consumer sees the goods look old and their presence serves a deterrent to the building up of a reputation for desirable merchandise. The smaller retailer must buy on the basis of what his trade wants and not solely on his own ideas or the persuasion of some glib wholesale salesman.

"The local retailer, in addition, frequently makes the mistake of stressing price too strongly. In some neighborhoods this is undoubtedly the thing to do. But in many cases the building

up of a reputation for quality at a fair price is far more effective and profitable. The truth is that too many retailers underestimate the buying power and desires of the consumers they should attract to their stores.

"The most successful small store I know of stresses quality and fair prices, has a neat and effective window display, an attractive, but not ridiculously expensive, entrance and counter layout and uses efficient and courteous methods in dealing with customers. The store makes money because the proprietor studied his locality, bought his merchandise carefully and had no 'inferiority complex' that clouded his conception of what a good small store should be."—N. Y. Times.

### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, June 21.—On this day was held the final meeting of creditors in the matter of Mastenbrook & Grove, Bankrupt No. 2422. The bankrupt was not present or represented. The trustee was present. Petitioning creditors were represented by Travis, Merrick, Warner & Johnson. Claims were proved and allowed. The report and account of the trustee was considered, approved and allowed. An order was made for the payment of expenses of administration, as far as the funds on hand would permit, there being no funds for the payment of dividends. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date and the case will be closed and returned to the district court in due course.

On this day also was held the final meeting of creditors in the matter of Mastenbrook-Grove-Cartier Co., a corporation, Bankrupt No. 2481. The bankrupt corporation was not represented. The trustee was present. Certain creditors were present in person. Claims were proved and allowed. The final report and account of the trustee was considered, approved and allowed. Expenses of administration were approved and ordered paid, as far as the funds on hand would permit. There were no dividends for general creditors. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date and the case has been closed and returned to the district court as a case without assets other than such as apply to administration expenses.

In the matter of Peter Hopp, Bankrupt No. 2550, the trustee has filed a return showing no assets in this estate and the case has been closed and returned to the district court as a case without assets.

In the matter of J. Thomas Deacey, Bankrupt No. 3045, the expenses of administration to date have been ordered paid.

June 23. On this day was held the sale of assets in the matter of Grand Bowling Academy, etc., Bankrupt No. 3144. The bankrupts were not present, but represented by Hilding & Hilding. The trustee was present in person. Creditors and bidders were present in person. The property located at 341 Monroe avenue, Grand Rapids, was sold to Jack Kosofsky, of Detroit, for \$800. The sale was confirmed and the meeting closed without date. An order for the payment of expenses of administration has been made.

June 27. On this day was held the first meeting of creditors in the matter of Herbert Major, Bankrupt No. 2903. The bankrupt was present in person and represented by Frank J. Powers, attorney for the bankrupt. 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 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 Walter B. Dudley, Bankrupt No. 3166. The bankrupt was present in person and represented by attorney Homer H. Freedland. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined, without a reporter. No trustee was appointed. The 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 Joseph Boos, Bankrupt No. 3173. The bankrupt was present in person and represented by attorney Charles G. Turner. One creditor was present in person. 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. 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 Norman R. F. Johnson, Bankrupt No. 3038. The bankrupt was not present in person or represented. One creditor was present in person. One claim was proved and allowed. No trustee was appointed. The first meeting then adjourned without date and the case has been closed and returned to the district court as a case without assets.

June 27. On this day was held the first meeting of creditors in the matter of Marcus O. Riddle, Bankrupt No. 3168. The bankrupt was present in person and represented by attorney C. W. Ketchum. No creditors were present or represented. One claim was proved and allowed. The bankrupt was sworn and examined, without a reporter. No trustee was appointed. The first meeting then adjourned without date and the case has been closed and returned to the district court, as a case without assets.

### 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—HOTEL, complete equipment. A-1 business year round. Ill health reason for selling. Address Mrs. Stevens, Wilson House, Harbor Beach, Mich. 613

FOR SALE—Hussman, Gruendler and Standard makes freezer display cases; butchers' coolers, grocers' boxes; 100 sets complete bar fixtures. Priced right. St. Joseph Transfer Co., St. Joseph, Mo. 614

FOR SALE — Store located in good farming country. 5½ miles to nearest town. Have been here twenty-three years. Telephone 707P13, Allegan Exchange. Wm. Milheim, Miner Lake, Mich. 615

FOR SALE—HOUSE, STORE—BUILDINGS AND HARDWARE STOCK of the Estate of Wm. R. McMurray, Ada, Michigan. The stock of hardware, stoves, agricultural implements, wire fencing, etc., the well known business, and the house, store buildings and premises of the late Mr. McMurray, in the village of Ada, Kent County, will be sold, either together or the stock separately. Address inquiries and offers to WILLIAM C. HOPSON, ADMINISTRATOR, 220 Ellsworth Avenue, Grand Rapids, Mich. 616

For Sale—Men's SILK scarves, \$4.25 doz. Gypsy patterns. Address Sol Raduziner, 40 E. 22 st., New York City. 617

For Sale—Four dark oak revolving floor clothing cabinets. Grand Rapids make, one piece plate glass top. C. L. Pettibone, Howell, Mich. 618

FOR SALE—Stock of groceries and fixtures. Doing good cash business. 424 Willow St., Lansing, Mich. Phone No. 51598. 595

FOR SALE OR RENT—AURORA, Ill., population 45,000. Right on Broadway. The George Lane store. Can secure good lease at reasonable rent. \$10,000 will finance this store. Hurry for this opportunity. Average sales \$50,000. George Lane, Aurora, Illinois. 608

For Sale—General store and meat market in small town on railroad near South Haven. Building, fixtures, and stock. Living rooms upstairs. Reason, ill health of owner who wants to change climate. Address No. 609, c/o Michigan Tradesman. 609

STOCK AND STORE FOR SALE—We wish to sell our building, lot, fixtures and stock. This place is situated right in the heart of what is getting to be one of the most popular resort and fishing sections in Western Michigan. This of course, gives us a very fine summer resort business besides our regular farmer trade, which is very good the year round. We will sell the stock on an inventory priced at the wholesale price today, plus freight (probably about \$4,500). The lot, building and fixtures we will sell for \$3,500, preferably cash for the whole thing but to good, responsible parties terms might be arranged for the buildings and fixtures. The stock, however, must be a cash sale. R. E. Hodgins, Peacock, Mich. 610

### CASH For Your Merchandise!

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

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



### Certain Troubles Which Must Be Worked Out.

(Continued from page 20)

in full. However it may work out, whatever you determine to do in the light of what he does, you have established your rules, strengthened your position and made your credit system just that much stronger.

But beware! The time to take a loss and close an account is right at the start of trouble. It is a fact that it is better to lose \$4.50 than \$50; but this needs emphasis, because many merchants do not seem able to grasp that truth.

No merchant to-day should extend long credit and charge interest. Such system is gone. As indicated, your customers must get funds from their banks. If unable to do that, they are not desirable credit for any merchant—and, another thing hard for merchants to get, desirable credit—the best credit, gilt edge credit is the only kind you want to have on your books. Let the cheap skates go elsewhere.

As to the old accounts now on your books, with long-winded habits and considerable balances, work those out individually. Take note of them each as a separate individual case to have your painstaking personal attention. Talk, write or visit each one and go over things according to your knowledge of the character of each.

Get those folks to paying something regularly on their past due bills. Insist on reduction—and take drastic measures if steady reduction is not accomplished. Clean these up one by one; and once they are squared up, put them onto the same schedule as the new ones. Such as you feel you cannot handle that way, put on a cash basis and keep them there.

This is the only way. There is no other system. Credits in Kokomo are the same as in Boston; in Medford as in St. Louis; in Red Bluff as in Chicago; in Chincoteague as in San Francisco. The rule is: Settlement in full every 30 days—no balance permitted and no sidestepping. It is a plain issue and customers understand it now; the goods are supplied, plus service, by the merchant, and when the bill comes due it must be paid.

Too bad, perhaps—yet is it?—that there is no short cut. But there is not. This is the only way.

Paul Findlay.

### Greatest Shame Which Confronts the American People.

Grandville, June 28 — Although America is said to be the land of the free and the home of the brave, there are some inconsistencies in that statement to which exception might be taken.

The late burning to death of two negro prisoners in Missouri brings to mind some of the worst atrocities perpetrated by the Sioux Indians in early settlement days. Nothing more barbarous in history has been recorded than some of these burnings of negroes at the stake for some real or fancied offense.

We boast of American equality, tolerance and fair dealing. Cease that boast, good citizen, and go hang your head in shame at this latest crime against humanity and the black race.

Fred Douglas, at one time a slave, said he had traveled over Europe by public conveyance and otherwise and

never once during the time had he been reminded of the color of his skin. Once back in America and he was reminded at every turn that he was of the despised black race, considered despite his personal probity and intelligence, an inferior being, unfit to associate with gentlemen and ladies of the white race.

That prejudice has been brought down through the ages to the present hour. Our treatment of the black man may well be designated as America's disgrace. Those who have a black skin are put upon and insulted wherever they go, North, South, East or West.

These slights and ill treatment are not merely from the lower strata of white society, but come from even the supposed better class and marks the American as one of the most intolerant persons on earth.

Two negroes accused of crime were being taken by night under official guard to a place of security, when a thousand whites mobbed the officers, tore the prisoners from their hands, after which they paraded the principal streets of a Missouri town, making a display of their heroism, after which they took their victims into the open country, bound them to a telephone pole, saturated their clothing with gasoline and applied a match.

Glorious celebration, was it not? A thousand white, reputable citizens, dancing around the burning, screaming negroes until death stilled their outcries. And these victims of the white man's malice had been convicted of no crime, only accused. We might look for the like in China, perhaps, but in free America, with Flag day being celebrated all over the land, this fanatical sight is calculated to chill the blood and cause the man with a conscience to ask why such things be in free America.

Hatred of the black man could go no farther. Why is it allowed to go so far in this land of ours? Not one of this mob will be punished. In fact, it seems that they were only carrying out the sentiments of the Southern people. All this in a Christian land whose church spires pierce the heavens in every community, where American hymns to God are sung and where we are supposed to abound in Christian fellowship and kind feelings.

Back in civil war days it was not so much to be wondered at perhaps that mobs of white people were permitted, unmolested, to burn colored orphan asylums and shoot down the escaping inmates as they rushed screaming into the open air. But now, after the lapse of more than half a century, with free schools and the utmost freedom of thought, that such things be is passing the understanding of the common man.

Is a man less a man because of the accident of birth? Does the color of the skin make an outcast of its possessor? Even if this were so, would it excuse the superior race in a war of murder and torture upon the black citizen?

Speaking of the black man as a citizen, even though the Constitution of our country denominates him thus, he has no rights as a citizen and has ever been discriminated against by our very solemn and supposed to be fair minded white population.

Ours is the great republic of the world. Right here, under the aegis of the flag we have so recently been celebrating, are ten million people, ten million constitutional citizens, who have no rights the other hundred millions are bound to respect. The Dred Scott decision decided that before the civil war and nothing since has come to pass to alleviate that decision of the Supreme Court at Washington.

How can our church-going men and women get down on their knees and ask God to bless and prosper our country while such horrible crimes as this negro burning are permitted, even winked at by the lawful authorities of

the Nation? Although ours may be the greatest Nation on earth, its professions of freedom and justice are in spots a farce of the baldest description.

Perhaps we need another John Brown to awaken our people to the enormity of their sins.

Such crimes by the mob are usually South of Mason and Dixie's line, yet right here in the North, even in Michigan, may we not say Kent county, this pitiable and senseless hatred of the black man exists to a considerable degree.

There are several hundred members of Congress elected to serve the people of the United States, and yet, among that number, our ten million black citizens have not a single representative. Is not this a suppression of freedom that roused our Revolutionary fathers to open rebellion one hundred and fifty years ago. It surely is, and it is a matter of wonder that these black men, silent in their homes, do

not plot against a government of which they are supposed to be a part, yet have not a word to say about governing.

The inhuman and unjust treatment of our colored population is the blackest spot to-day on the escutcheon of our republic.

Old Timer.

### Word Was Too Big For Her.

The wife of a traveling salesman was becoming alarmed over his absence. Several days had passed, and no word had come from him. One day she remarked to Norah, the hired girl: "I wish I knew something of my husband's whereabouts."

Norah's face brightened, and she replied: "Well, I kin tell ye, ma'am. They've not been sent home from the laundry yit."

## This Bank's Business

consists in supplying funds and facilities for the use of its customers, encouraging worth while business enterprises, handling accurately, promptly and courteously such financial transactions as may be entrusted to its care.

Its steady and substantial growth through 56 years evidences Grand Rapids' approval of the part this bank plays and has played in the business life of its community.

### GRAND RAPIDS SAVINGS BANK

"The Bank Where You Feel At Home"

16 Convenient Offices

## At Ramona Park

### Ramona Theatre - KEITH VAUDEVILLE

TWICE DAILY AT 3 P. M. AND 8:30 P. M.  
RESERVED SEATS AT POPULAR PRICES  
FOR RESERVATIONS TELEPHONE 22624  
PROGRAM CHANGES THURSDAY AND SUNDAY

### DANCE IN RAMONA GARDENS With Lew Caskey's Feature Orchestra

### RIDE THE DERBY RACER With Its Thrilling Dips

VISIT THE MYSTIC CHUTES, THE FUN HOUSE, 'N EVERYTHING

**BRING THE FAMILY**



## DOUBLE DEALING.

**Martin De Graaf Ordered To Make Immediate Restitution.**

After the Wolverine Metal Specialties Co. had gone into the hands of the Michigan Trust Co. as receiver, it was learned that the organization had been looted by its manager, Martin De Graaf, of cash and property to the amount of several thousand dollars. As soon as this defalcation was established, suit was brought against the defaulter in behalf of the stockholders and directors of the company. The case was tried before Judge Perkins, in the Kent Circuit Court, where De Graaf claimed that the cash he clandestinely abstracted from the treasury the day the receiver was appointed by the court was applied to the liquidation of an alleged indebtedness due him from the company. Judge Perkins held that he had no business to make such disposition of the funds of the organization and ordered the immediate return of all stolen funds, records, tools, etc. De Graaf thereupon asked for a rehearing, alleging that the money belonged to his wife, instead of himself. As this plea involved the element of perjury, one time or the other, Judge Perkins promptly silenced the attorney of the defaulter by the following remarks:

I am going to sign this order. You can do anything you have a mind to with it. I cannot tolerate this double crossing of the court one way or the other. De Graaf is estopped by every rule of law to come in and make this claim and he should make reimbursement to the company. His wife, as a creditor, should stand with the other creditors of the company. As Treasurer of this company he had no right or authority to draw this money out while receivership proceedings were pending and pay his wife's claim, even if they were so. But it is not so according to the record as it stands in this court up to the present moment. The claim now made—that the obligation was a debt due the wife and not due the husband—is diametrically opposite to all of the pleadings filed and diametrically opposite to the arguments heard before in this matter and I cannot tolerate that sort of double crossing. If this man, De Graaf, was acting in good faith with this court, his answer to the petition and his attitude on the hearing of this case in the first claim should have been correct. He knew then, as well as he knows now. And after I had made the order to attempt to avoid the operation of the order by claiming his wife as a creditor, I cannot stand for it, and I won't stand for it, and you may take your remedy whatever that remedy may be.

The order of the court is as follows:

This cause having come on to be heard upon a petition filed herein by the Michigan Trust Company, Receiver of the Wolverine Metal Specialties Co., alleging, among other things, that prior to the appointment of the Receiver for the Wolverine Metal Specialties Co., Martin De Graaf was and now is the President and Treasurer of said defendant company, and that as such officer and Treasurer of said Wolverine Metal Specialties Co. he had on hand at the time of the appointment of said Receiver, the sum of \$2,272.22 in cash, which he held as Treasurer of said company, and which belonged to the said Wolverine Metal Specialties Co.; that in addition to this amount it was alleged in said petition that during the years, 1925, 1926 and 1927, he also appropriated money and funds of said

company in the following amounts: \$2,411.49, \$670.39, \$300, \$600, \$250, \$500 and \$400, which he received as an officer and Treasurer of said company, but which amounts he did not have on hand at the time the Receiver was appointed, and after hearing the allegations of the parties and the Court being advised in the premises.

It is hereby ordered that the said Martin De Graaf, the Treasurer of the Wolverine Metal Specialties Co., forthwith turn over to the Michigan Trust Company, Receiver of the said Wolverine Metal Specialties Co., the sum of \$2,272.22, the cash of said company, which he had on hand at the time of the appointment of Receiver in this cause, and that he also turn over to the said Michigan Trust Company any and all property, books, records, letters, patent, which he has in his possession or under his control belonging to the said Wolverine Metal Specialties Co.

It is further ordered that so far as the items of \$2,411.49, \$670.39, \$300, \$600, \$250, \$500 and \$400, which it is alleged said Martin De Graaf appropriated and converted to his own use, the said Michigan Trust Company, as Receiver, is hereby authorized to take such action for the collection thereof as it shall be advised is proper.

Willis J. Perkins,  
Circuit Judge.

**Prison Walls Don't Look Good To Rouse.**

Guy W. Rouse went into Police Court Tuesday and waived examination for his appearance for either trial or sentence in the Superior Court. A week ago his attorney stipulated with the Prosecuting Attorney that, in consideration of Rouse being given one week's time to "put his house in order," he would plead guilty to the charge of embezzlement in the Superior Court and accept sentence to such a period as the presiding judge may see fit to pronounce. Unfortunately, the law limits the sentence to two and one-half to five years, which can be reduced two months per year by good behavior.

Now that prison bars loom up before him Rouse pretends to be unusually concerned over his inability to earn money to make good his stealings. This is an entirely new attitude for him to assume. He expressed no anxiety about the people he had betrayed and pauperized while he was an inmate of the most expensive sanitarium in California; while he lived at the most expensive apartment house in Los Angeles; while he purchased a big automobile and drove around with all the eclat and assumption of a millionaire. It is a safe bet that the money Rouse will ever repay his victims will not put them on Easy street. If he was sincere in his anxiety to make good, he could turn over to them the \$50,000 he showed the Los Angeles contractor who was solicited to erect a mansion for him at Pasadena.

Mrs. Rouse recently sold her home on South College avenue for \$19,000 cash. It was mortgaged for \$6,000, so she has \$13,000 equity to add to the \$25,000 she received from the sale of her Reed's Lake property a few months ago. Grocers and others who hold Rouse's notes for goods furnished him while he was a resident of Grand Rapids are given the stony eye when they appeal for payment from either Rouse or his wife. If Rouse really has the \$50,000 in liquid securi-

ties he displayed to the contractor in Los Angeles, and his wife has \$38,000 she has received in equities from her former husband's estate, she will probably not suffer while Rouse is paying the penalty of his criminal career at Jackson prison.

The last Saturday Rouse was in Grand Rapids as Manager of the Worden Grocer Co. he addressed the traveling men of the house as usual. At the conclusion of his remarks, he referred to the fact that a 10 cent can of sardines had been missed from the sample room. "If any of you men took that can of sardines," remarked Rouse, "remember there is only one word for such an act. That word is thief. Do you hear me? Thief is the word." Coming from a man who had already plundered the house to the extent of a quarter of a million dollars, this expression was somewhat peculiar.

A regrettable feature of the crime is that Rouse has never expressed one word of regret over his actions. Instead of being penitent, he continually repeats the lying statement, "All I did was for the good of the Worden Grocer Co." No one but a knave or a fool could make such a statement. Claude Hamilton insists that he is a fool. The writer inclines to the opinion that he is a knave and that his temperament is such that perpetual restraint in prison is the only way the public can ever be protected from his knavish activities.

Certain stockholders of the Worden Grocer Co. who have, to some extent, been interested in seeing that Rouse received some measure of punishment for his gigantic defalcation, have formed a compact alliance to see to it that he serves the full term in prison to which he will be sentenced. Any attempt on the part of his friends to secure his release before the time his sentence is completed will result in his facing another warrant the moment he is liberated and steps out from prison doors. It is understood that the Government contemplates similar action in the event of his friends being so illy advised as to attempt to lessen the term of his imprisonment.

With the exception of a few fool friends who still stand by Rouse, despite his approach to penal servitude for embezzlement, all who are familiar with the situation have only words of commendation for the man who affixed his name to the complaint which brought Rouse back to Michigan for punishment. The complaint was signed by Edward D. Winchester, an uncle of the criminal, whose private fortune was greatly impaired by Rouse's clandestine stealings. Five additional men—all leading citizens of the Second City—stood ready to join Mr. Winchester in performing this duty, but the Prosecuting Attorney decided that one name was all that was necessary.

**Time Loan.**

Abe approached Ikey in great excitement and said, "Ikey, I want you to lend me \$20 for ten minutes. I only want it for ten minutes."

Ikey studied him for a moment, and replied: "Vell, if you only want it for ten minutes—wait ten minutes and then you won't want it at all.

**Treading On Dangerous Ground.**

The Globe Products, Inc., Chicago, certainly possesses a degree of assurance which indicates that its gall is in working order. For some months it has been voluntarily sending out belts to both country and city merchants without any authorization and subsequently inventing them to the recipients at \$12.75 per dozen. Merchants who are thus "favored"—if they happen to be readers of the Tradesman and believe in pursuing the policy of penalization originally suggested by this publication—promptly write the crooks that they can have the goods back by calling for them or sending \$1 to pay for the trouble they have made the recipients.

Notwithstanding the recent ruling of the Postoffice Department that the merchants who receive unauthorized and unwanted shipments are under no obligation to return them, the Globe sharpers are now sending these hard-told claims to collection attorneys, who mail out a formidable looking blank, printed in red ink and employing legal phraseology, threatening suit within a certain time if payment is not made forthwith.

Under the ruling above named, these blanks are unmailable and render the attorneys using them liable to prosecution for misuse of the mails.

They also open the door for prosecution under the charge of attempted blackmail.

A Grand Rapids legal firm has been induced to participate in these illegal practices, but the Tradesman withholds their name from publication until they be seen and shown the dangerous ground on which they are venturing. If, after a full explanation, they still insist on continuing their propaganda of threatening letters, persons who receive such illegal documents will be advised to lay the matters before the U. S. District Attorney for appropriate action.

**Not the Man Referred To.**

Grand Rapids, June 24—Naturally public attention is centered these days in your articles on the Rouse matter.

I am perfectly willing to stand my share of any criticism that may attach because I went on the bond of an old boyhood friend. I refuse to subscribe to your dictum that I thereby condone what he has done and wish to assure you very emphatically that I do not.

In one of your articles you refer to a local friend who created some disturbance in the Trust Company and protested against the manner in which Mr. Rouse was brought back from the West. My long connection with the Trust Company and your failure to name the person so referred to, has given rise to the thought on the part of some people that you might have referred to me.

I am a stockholder in the Trust Company and one of the largest stockholders and a director of the Michigan Trust Company Building and if I had any protest to make on this or any other matter, I would have done it privately to the officers.

You have deprecated my suggestion that any suspicion might attach thereto, but nevertheless with the serious charges referred to against the individual who created the disturbance, I would ask you to make a correction of this impression. Claude Hamilton.

Mr. Hamilton was not the man who created the disturbance.



# Why Sacrifice Profits

It is not necessary when you stock and sell well-known merchandise on which the price has been established through years of consistent advertising.

In showing the price plainly on the package and in advertising

**K C**  
**Baking  
Powder**  
**25 ounces for 25¢**  
(more than a pound and a half for a quarter)

*Same price for over 35 years*

we have established the price—created a demand and **insured your profits.**

You can guarantee every can to give perfect satisfaction and agree to refund the full purchase price in which we will protect you.

**Millions of Pounds Used by the  
Government**

## It's getting hot!

With the weather settling down to real heat, women are again preparing cool drinks for the family.

Let the hot weather build sales for you on Domino Powdered Sugar. This is a profit item which is well worth pushing. Its economy, the fact that it does not settle like granulated sugar, its quick-melting qualities, are all advantages which your customers will appreciate. Get back of Domino Powdered for real profits on sugar.

**American Sugar Refining Company**

*"Sweeten it with Domino"*

Granulated, Tablet, Powdered, Confectioners, Brown;  
Domino Syrup

## Collections

### BONDED COLLECTORS

#### YOUR PROBLEM:

How to SALVAGE your DELINQUENT AND SLOW PAYING ACCOUNTS.

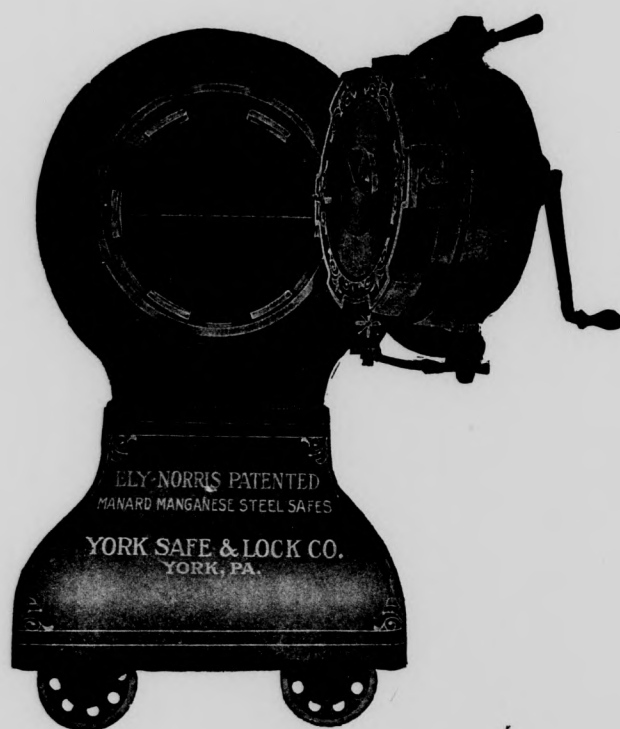
#### THE SOLUTION:

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



## On the Bargain Counter

We have two Ely-Norris safes, similar to the accompanying illustration, which we wish to dispose of at sacrifice sale. They are absolutely burglar proof and can be depended to carry any bank or business house through the most trying ordeal. The safes are not second-hand, but slightly shop worn.



**GRAND RAPIDS SAFE COMPANY**  
Grand Rapids