

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

EST. 1883

Forty-fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1927

Number 2291

## The Joy of Living

IF nobody smiled and nobody cheered, and  
nobody helped us along,—  
If each every minute looked after himself, and  
the good things all went to the strong,—  
If nobody cared, just a little for you, and no-  
body cared for me.  
And we all stood alone, in the battle of life,  
what a dreary old world it would be.  
Life is sweet just because of the friends we  
have made, and the things which in com-  
mon we share.  
We want to live on, not because of ourselves  
but because of the people who care.  
It's giving and doing for somebody else — on  
that all life's splendor depends.  
And the joy of this world, when we've summed  
it all up, is found in the making of friends.

+3 8+

## The Ways

TO every man there openeth  
A Way, and Ways, and a Way,  
And the High Soul climbs the High way,  
And the Low Soul gropes the Low,  
And in between, on the misty flats,  
The rest drift to and fro.  
But to every man there openeth  
A High Way and a Low,  
And every man decideth  
The Way his soul shall go.

John Oxenham.



**THIS** striking poster is bringing customers to your place of business. Thousands of these posters on highways and city streets are telling the public about this better insect spray. Every dealer in Michigan should stock KIP because—

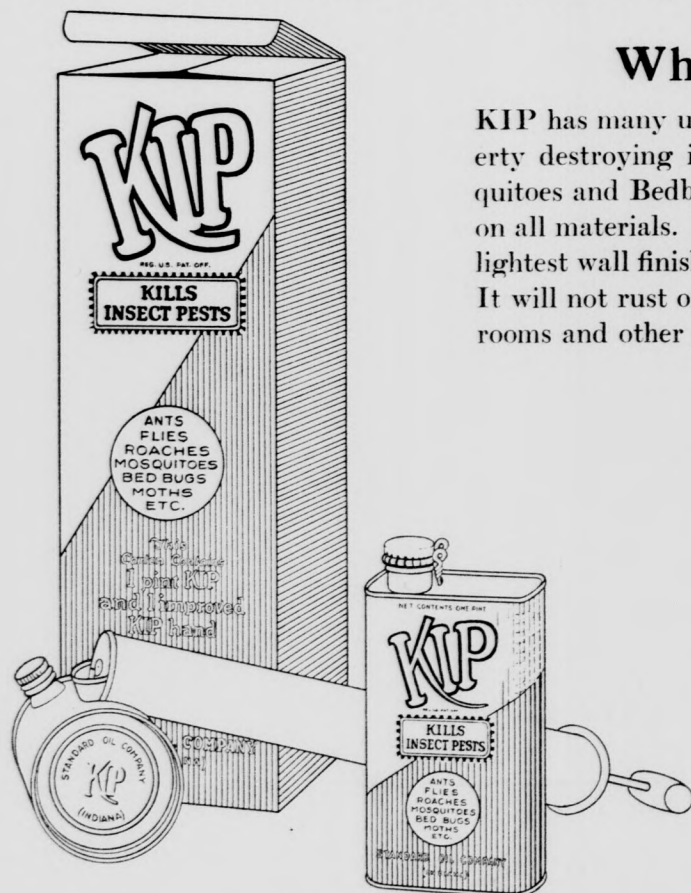
It gives the dealer more profit per sale than any other insect spray,

It is well advertised — Posters, Car Cards, Window Displays and other forms of advertising are telling the story of KIP,

Every day more and more people are reminded about KIP and are giving it a trial,

Convenient distributing points in Michigan enable us to make immediate delivery on a moments notice.

If you are not handling KIP, investigate its sales possibilities at once. Fill out the coupon and ask us to quote prices and explain why KIP brings customers back asking for more.



### What it is and what it does

KIP has many uses. It quickly kills all disease spreading and property destroying insects such as Flies, Moths, Roaches, Ants, Mosquitoes and Bedbugs. KIP may be used freely throughout the home on all materials. For it will not injure the most delicate fabric or the lightest wall finishes. KIP is harmless to humans and household pets. It will not rust or corrode metal. It is excellent for deodorizing bedrooms and other parts of the home.

### To Dealers

Standard Oil Company (Indiana)  
910 S. Michigan Avenue,  
Chicago, Illinois.

Please quote prices and explain why KIP brings customers back asking for more—why the profits from KIP will especially appeal to me.

Name .....

Address .....

Town ..... State.....

# STANDARD OIL COMPANY

(INDIANA)

910 South Michigan Avenue—Chicago, Illinois



# MICHIGAN TRADESMAN

Forty-fifth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1927

Number 2291

## MICHIGAN TRADESMAN E. A. Stowe, Editor

PUBLISHED WEEKLY by Tradesman Company, from its office the Barnhart Building, Grand Rapids.

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.

SUBSCRIPTION RATES are as follows: \$3 per year, if paid strictly in advance. \$4 per year if not paid in advance. Canadian subscription, \$4.04 per year, payable invariably in advance. Sample copies 10 cents each. Extra copies of current issues, 10 cents; issues a month or more old, 15 cents; issues a year or more old, 25 cents; issues five years or more old 50 cents.

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

### GREAT MAN GONE.

#### Sudden Death of Wilder D. Stevens This Morning.

Wilder D. Stevens died early this morning at his residence, 55 North Lafayette avenue. The funeral arrangements will be completed on the return of his son from New York City to-morrow.

In the pioneer days of America, an old man was making his way through unbroken forests and raging streams, across endless plains, to settle beyond the far flung frontier of the Eastern states. In the company of his younger companions, he did his share of the cruel labor, carried his part of heavy burdens. And he did more. Whenever the way was difficult, he always blazed a trail as he struggled along. When one day he stopped and felled some trees back across a raging torrent which they had forded with great difficulty, and one of the men said to him: "Old man, why are you all the time blazing trails, why do you now chop down these trees to make a bridge over this stream which you have waded through and will never cross again? True, it is a dangerous stream, but you are on this side in safety and you will never pass this way again." The old man said: "I do it for those who come after me. I do not need it, but it will be a bridge for them." This is the spirit which has always animated Wilder D. Stevens. He was a bridge builder—bridges for others to use—those who come after him.

Wilder D. Stevens was born at Harrisonburg, Va., April 19, 1844. His father was a native of Vermont. His mother was born and raised in Maine. The father was closely connected with the hardware trade, devoting his time to introducing stores to Southern planters. When Mr. Stevens was three years old the family removed to Lynchburg, Virginia. Seven years later they removed to Grand Rapids, locating in the city in the fall of 1854. They made the trip to Kalamazoo by rail. The remaining fifty miles was



Wilder D. Stevens

accomplished by stage over the old plank road. Mr. Stevens attended the public school for eight years, closing his scholastic career in June, 1862, to enter the employ of Foster & Metcalf, then located on Grab Corners. His first year in the store gave him a thorough knowledge of the rudiments of the business. He acted as general porter, opening shipments as they came and arranging the goods on the shelves. He put up jobbing orders and packed them for shipment to distant customers, thus acquiring a knowledge of what the people required and how the goods would reach their destination in the best possible condition. At the end of his first year in the hardware store, his uncle—Mr. Foster had married a sister of Mr. Stevens' father—asked him:

"Do you want to go back to school or stay in the store?"

"Neither," was the reply.

"All right," said Mr. Foster, "go in the office and work a year under Mr. Post."

Hoyt G. Post was then book-keeper for Foster & Metcalf, continuing in that capacity until 1865, when he became book-keeper for the First National Bank on the organization of that institution. Mr. Stevens found office work more to his liking, but his hours those days were from 6:30 in the morning until 10 o'clock at night. It was often midnight before he knocked off work for the day, because he made it a rule never to leave the office at night until all the transactions of the day had been entered, invoiced and posted.

Mr. Stevens soon became so invaluable to his employer in his new position that when the latter went to Washington in March, 1871, to enter upon his first term as a member of Congress, he gave Mr. Stevens a power of attorney to conduct the business during his absence. There is a beautiful tradition in the town to the effect that Mr. Foster told his friends many times between his election in the fall of 1871 and his taking his seat in the House of Representatives the following March that he would not think of leaving his business if he did not have "Wilder" to look after things while he was away.

In 1872 Mr. Foster sold a third interest to Mr. Stevens and another third to his son, Frank Foster, for \$35,000, each, taking their notes for the amounts. The firm was then changed to Foster, Stevens & Co.

When Mr. Stevens handed Mr. Foster his note, the latter observed that it was made at 10 per cent. interest—the current rate in those days—and requested that the rate be made 7 per cent. instead. The correction was made.

(Continued on page 32)



## IN THE REALM OF RASCALITY.

### Questionable Schemes Which Are Under Suspicion.

The readers of this department are invited to peruse our proposition to the Apple Hat Mfg. Co., published on the nineteenth page of this week's Tradesman. Some merchants may consider it an evidence of weakness on our part to offer such a compromise to our vanquished foe, but we do not so regard it. There is no satisfaction in kicking a dead mule. We have beaten the Apple Hat Mfg. Co. at every stage of the game. The ruling we secured from the Postoffice Department knocked the last prop out from under the nasty business the Apple Hat Mfg. Co. insisted on pursuing. The company now has \$25,000 worth of caps in store in the Middle West rapidly deteriorating in the junk piles of the merchants who have been favored by the St. Louis house with unwanted shipments. In many cases the caps repose in warehouses redolent with the smell of kerosene, lubricating oil, limberger cheese and other aromatic and unaromatic odors. The merchants stand on their rights and refuse to return the goods until the penalty they have exacted on the suggestion of this department is fully satisfied.

Having accomplished our purpose to make this nefarious business of shipping out unordered goods unprofitable, and whipped the Apple Hat Mfg. Co. at every stage of the game, we can now afford to be magnanimous, conditional on the Apple Hat Mfg. Co. making proper apology for its illegal, unethical and utterly despicable conduct in sending out goods unasked and then treating the consignees as common criminals and besieging them with letters which no sane and sensible business would resort to. Two courses are open to the Apple Hat Mfg. Co.—apologizing and get the goods back by agreeing to pay express charges or send \$1 for each illegitimate shipment. The writer has this day sent the following letter to the St. Louis house:

Grand Rapids, Aug. 17—I enclose herewith tear sheet from this week's issue of the Tradesman, containing a proposition which will enable you to retain most of the goods you have shipped into the Middle West under unfair and unbusinesslike conditions.

Permit me to call your attention to the fact that you have five days time in which to act on this suggestion. Unless I receive your affirmative reply by Aug. 22, the warfare will be resumed with increased vigor.

E. A. Stowe.

At the last session of Congress, Representative Watson, of Pennsylvania, introduced a bill prohibiting the mailing of unauthorized goods. The bill passed the House, but was defeated in the Senate. Representative Watson proposes to re-introduce the same bill in the next Congress and believes he will be more fortunate in securing its enactment. With a view to enlisting the co-operation of our local Congressman, we recently wrote Hon. Carl E. Mapes as follows:

Grand Rapids, Aug. 4—I assume you are aware that the mails are loaded down nowadays with unordered and unwanted goods, purporting to be sent

out by cripples, blind people, shut ins and old soldiers.

The situation is getting to be intolerable. Unless this abuse can be curtailed, present methods of distributing merchandise will have to be revised and merchants will have to abandon the sale of many articles.

The Postoffice Department has done all it can do by issuing an order which was published in our issue of July 20. I enclose copy of same.

I cannot understand why the Watson bill failed to pass the Senate.

Can you give me any information on this subject and also inform me how you stand on the subject.

E. A. Stowe.

The reply was exactly what was expected, as follows:

Grand Rapids, Aug. 12—Your letter, with enclosures relative to the Watson bill to prohibit the sending of unsolicited merchandise through the mails, is received.

I do not recall ever having that bill called to my attention before. I do not know what consideration was given it by the Postoffice Committee. I cannot find from my data here that it was ever reported to the House by the Committee.

It seems to me that it is desirable legislation and I shall be glad to give it attention when Congress reconvenes.

Carl E. Mapes.

From time to time, individuals in quest of easy money have hit upon the scheme of sending some article of merchandise C. O. D. to lists of recently deceased persons which they obtain from the obituary columns of the daily newspapers. It is said that this practice is usually successful for a short period of time, inasmuch as families of the deceased pay for the merchandise while in a confused state of mind.

The most recent exponent of this despicable practice is William Goldsmith, who was convicted in the United States District Court charged with using the mails to defraud. Goldsmith made a practice of sending clocks C. O. D. to names which he obtained from the obituary columns. The clocks for which he collected \$7.50 through the mails are said to have cost him \$2.20.

Goldsmith's arrest followed the mailing of a clock to an individual who had been ill in a hospital for more than six weeks prior to his death and consequently not in a position to order any merchandise.

The Better Business Bureau advises as follows, and no other comment is necessary:

As you know there are a number of legitimate clipping bureaus in the country who agree to furnish clippings to individuals or firms at a stipulated price. They undoubtedly fulfill a useful purpose.

During the past year or so there have been a number of so-called "pirate" clipping bureaus organized by individuals operating on a small scale. This is one of the home-work schemes that has flourished through classified advertising. As we understand it the classified advertisement appears advising prospects how they may earn money. In response to their enquiry the prospect is told that the plan will be revealed for \$1. When the dollar is forthcoming the operator advises the purchaser to subscribe to a number of papers, clip notices about individuals and then send them a form card similar to that which you forwarded to us.

The legitimate clipping bureaus furnish their service on a contract basis, but the so-called "pirates" are appar-

## No need to coax Beech-Nut sales

**YOU** never have to coax sales of Beech-Nut Peanut Butter. Too many people like it and buy it regularly for that to be necessary.

More important, Beech-Nut Peanut Butter has an ever-increasing following. It finds its way into new homes daily. And as new uses for this delicious, appetizing food are discovered, its sales increase. Be sure to get your share. Beech-Nut Packing Company, Canajoharie, N. Y.



## Beech-Nut Peanut Butter



### Grocers Should Welcome the Preserving Season

Because it means selling fruit, vegetables, berries, sugar, etc., in larger quantities

*Tell your customers that*

### Franklin Granulated Sugar

*is the best for preserving*

and the result will be increased sales on sugar and many products.

**Franklin Sugar Refining Company**  
PHILADELPHIA, PA.

*"A Franklin Cane Sugar for every use"*



ently preying upon the well-known interest that individuals have in seeing their name in print. The probabilities are that the notices that are offered have been seen by the individuals or firms mentioned. For these and other reasons we question that they may be considered as a legitimate proposition.

We have had a good deal to say in this department about the use of forms by collection agents which simulate legal blanks. W. E. DeGolia, Justice of the Peace at Middleville, sends us the following letter from the Attorney General, which is self explanatory:

Lansing, Aug. 8.—This department is in receipt of your letter of Aug. 6, enclosing a form letter from the National Collection Agency, 4413 Murray Bldg., Grand Rapids, which purports to be in the form of a notice of garnishment. You ask whether they can legally use such a blank. At the present time we are not aware of any statute forbidding this practice. However, Act No. 284, Public Acts of 1927, which will become effective Sept. 5, 1927, provides a penalty for persons serving upon any debtor a notice or demand of payment which simulates any legal process issued out of any courts of this State. It is possible the form enclosed will come within the prohibition of this statute, after the same becomes effective.

William W. Potter,  
Attorney General.

#### Boyne City Drilling For Oil or Gas.

Boyne City, Aug 16—Out on the Charlevoix road, across from Young's State Park, is a tall structure which has some of the characteristics of a Daddy Long Legs, with a stomach ache. It has four long legs with the feet drawn together. There are a lot of cables and lines dangling down inside and they are continually working up and down and every time the big cable lets down, the ground trembles. They tell us that it is an oil drilling derrick. Everybody is watching for the time when a black flood will envelope the derrick and the surrounding country and Boyne City will become the center of a new industry.

Last January a big fellow drifted in here and began talking structures and drifts and faults; Trenton, Dundee and Traverse limes and Antrim shales. We knew about structures—logging camps and sawmills, snow drifts and sand drifts, faults. All our neighbors have faults which stick out like sore thumbs. Our neighboring towns have faults which obscure all their virtues, but we did not know we had any. Then, we know they have lime at Petoskey; in fact, it is so close to the top of the ground that one can not dig a decent grave. And as for shale, there is a place, out on the Advance road, where you can not plough, the shale bed is so hard. There is a big hill, North of town, that is all shale. We have made a lot of brick from it. All these things did not mean a thing to us. When our friend began to talk about oil and gas, the general reaction was that the oil and gas was all in the individual. Then we remembered that there is a place below Boyne Falls where the springs show indications of oil. Down by Deer Lake there is a well which is useless, because the cattle will not drink the water. An old citizen of Walloon Lake has made a nuisance of himself for years, trying to make people believe that if they would drill a hole, he positively knew they would get petroleum.

The inexplicable part of the campaign of our friend Merritt was, that he did not try to form any company and sell a lot of stock. All he asked was permission to drill and explore the land. He insisted that no leases should run more than a definite time unless profitable production was assured. After seven months of con-

stant labor, he has at last got something started. The drilling apparatus is set up and the exploration work is going on. Four drilling outfits are under contract and soon we will know whether our natural resources are all on top of the ground or not.

Charles T. McCutcheon.

#### Good Crop Prospects in Grand Traverse Bay.

Traverse City, Aug. 16—The Metropolitan Co., of New York, opened a chain store here last week. It occupies the former location of the J. C. Penny Co. and adjoins that company's new store. The Metropolitan opened with a sale of fluff rugs (6 feet long) at \$1 per rug.

It is rumored that the Pennsylvania Railroad will use the new depot building of the Pere Marquette in handling its passenger service next year. The old depot is a disgrace to the Pennsylvania and to the community.

Traverse City is a favorable field for a building and loan association. Such an institution would flourish here, properly managed.

Canneries are receiving consignments of cherries in small quantities from Alpena and other comparatively remote regions. Nine cents per pound is the prevailing price.

Several days spent in driving through Benzie, Leelanau and Grand Traverse counties afforded the writer opportunities to view the grain and vegetable fields and the orchards. There will be a large yield of potatoes, a fair yield of corn and beans and a small yield of apples. The farmers have harvested a large crop of wheat, although the acreage devoted to that grain in this region is small. Buckwheat is heavy in the ground. It is well advanced towards maturity. Late frosts inflicted but little damage to crops in the districts traversed.

Resorts are filled with health and pleasure seekers, while tourists may be "reckoned by the dozens," to quote a line from "Pinafore." The season is a record breaker.

Manufacturers are operating their plants with a reduced number of workmen. One of the largest, Johnson L. Randall, manufacturer of fiber furniture, which employs 5500 hands when in full operation, is giving employment to less than one-half that number.

Arthur Scott White.

#### Pearls Lead in Novelty Jewelry.

In the jewelry trade sixty-inch pearl "chokers" in pastel colors are still leading items. Stone-set antique gold and silver costume jewelry is being bought freely, and shoulder pins simulating the fashionable marcasite flower sprays have lately been ordered in large quantities. Much attention is also being given antelope handbags having marcasite trimming. Indications are that the Fall season in novelty jewelry will be very satisfactory, wholesalers say, and the holiday turnover is expected to exceed that of last year.

#### Velvet Demand Continues Active.

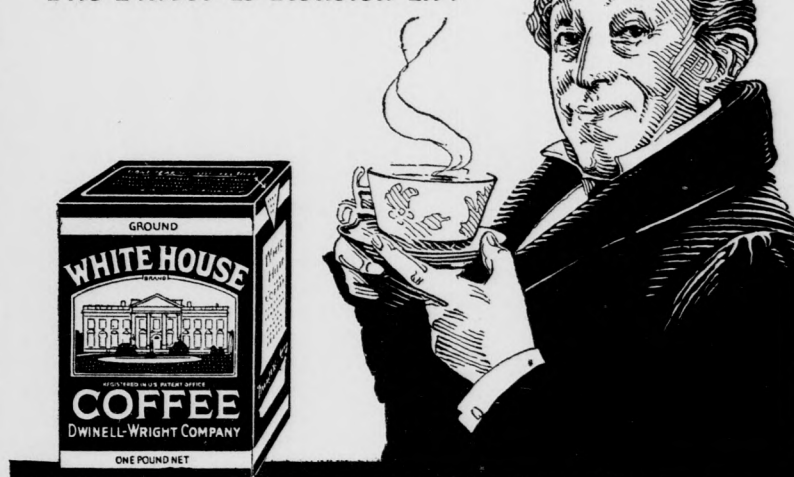
No slackening of interest in velvets is reported in the market here. If anything, the favor shown these fabrics and the dresses made of them is stronger than it was some weeks ago. Transparent velvet particularly, is in high favor, and the indications are that its popularity will continue until well into the Fall season. Chiffon velvet is likewise doing well, the demand for this grade being larger than for several seasons past. Black continues a leading color, with the new browns and blues following.

## WHITE HOUSE COFFEE

Test it by your own Taste!

You can best sell a product that you yourself like best. Test White House Coffee in your own home. Compare it with any other high grade coffee—bar none! We leave the judgment to you. We know you will recommend, **FIRST**, this coffee that is the fruit of 40 years' experience in blending and roasting the choicest coffee bean the world produces.

The Flavor Is Roasted In!



DWINELL-WRIGHT COMPANY

Michigan Distributors—LEE & CADY

Boston - Chicago  
Portsmouth, Va.

## Stock the full Borden line

a complete milk department in itself

## Why Grocers have made Borden's "The Nation's Milk"

1 Borden's is the only house producing a full line of milk products—Eagle Brand, other Condensed Milk brands, Evaporated Milk, Malted Milk. Each helps sell the others.

2 Borden quality is unquestioned. Purity, richness, uniformity—all these are the logical result of Borden methods of production.

3 The Borden Company is the oldest, largest, best-known company in the milk business in the United States. The prestige of its name carries weight with every consumer.

4 Every Borden product is an advertised product.

THE BORDEN COMPANY  
350 Madison Ave., New York, N. Y.



**MOVEMENTS OF MERCHANTS.**

Adrian—The Robert Hixon Lumber Co. has changed its name to the Hixon-Peterson Lumber Co.

Grand Ledge—W. B. Smith has closed out his stock of boots and shoes and retired from trade.

Detroit—Herman Heller, dealer in boots and shoes at 11303 Jos. Campau avenue, has filed a petition in bankruptcy.

Detroit — Morris Stone, 9804 Jos. Campau avenue, boots and shoes, is offering to compromise with creditors at 22 per cent. cash.

Clare—Bart Barrus has sold his grocery stock and store fixtures to E. S. Chaffee, who will continue the business at the same location.

Athens—L. Levinsohn, of Saginaw, has purchased the stock of shoes and rubbers of the Jacob Keene Est. and is conducting a closing out sale.

Carsonville—L. Levinsohn, of Saginaw, has purchased the shoe stock of Michael Greenwald and will conduct a closing out sale on the premises.

Bay City—L. Levinsohn, of Saginaw, who purchased the stock of the Seitner Dry Goods Co. last fall, has sold it to Dan Seitner and Raymond Krohn, of Saginaw.

Lansing—Arthur Schubel has opened the Schubel Cigar Shoppe in his store building at 116 West Michigan avenue, under the management of Ken Searles.

Coldwater—L. Levinsohn, of Saginaw, who purchased the clothing stock of Fletcher & Fletcher and conducted a sale, has sold the balance of the stock to Holden's.

Negaunee—Mrs. Henry Levine has opened a women's and children's ready-to-wear clothing shop in the Burke building, Iron street, under the style of the Economy Store.

Wayland—A. E. Bergman, proprietor of the Blue Lantern Confectionery, has sold his stock and store fixtures to F. J. Bergman, recently of Detroit, who will continue the business under the same style.

Detroit—The Presto Casket & Undertaking Establishment, 1426 Catharine street, has been incorporated with an authorized capital stock of \$2,000, \$1,500 of which has been subscribed and paid in in cash.

Royal Oak—The Royal Oak Music Shoppe, 410 South Main street, has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,000 paid in in cash.

Detroit—The Aetna Steel Co., 3108-09 Book Tower, has been incorporated with an authorized capital stock of \$150,000, all of which has been subscribed and paid in, \$406.48 in cash and \$149,593.52 in property.

Traverse City—The Pine Cone Silver Fox & Fur Farms, with business offices at 523 West 9th street, has been incorporated with an authorized capital stock of 1,000 shares no par value, \$7,600 being subscribed and paid in in cash.

Muskegon—Construction of an addition, which will more than double the size and production of the former Hasper Biscuit Co. plant on Apple avenue, has been started by the Michigan Bis-

cuit Co. The structure will be 66x66 feet and will cost about \$20,000.

Ann Arbor — The McDonald Ice Cream Co., 436 Third street, has been incorporated to manufacture and deal in ice creams, ices and soda fountain supplies, with an authorized capital stock of \$50,000, \$15,000 of which has been subscribed and paid in in cash.

Saginaw — L. Levinsohn has purchased the following stocks and removed them to Saginaw: Dry goods stock of Mrs. E. A. Mason, Charlevoix, stock of general merchandise of Paul Albosta & Son, Swan Creek, and the stock of general merchandise of Mrs. B. E. Foley, Emmet.

Ludington—George A. Drach, former Ludington merchant, goes to San Francisco, Calif., Sept. 1, to take an executive position in the Emporium, said to be the largest retail store on the Pacific coast. For the past three years Mr. Drach has been employed by a department store in Ishpeming.

Detroit—The Office Necessities Corporation, 331 State street, has been incorporated to deal in stationery and office supplies at wholesale and retail, with an authorized capital stock of \$25,000 common and 25,000 shares at \$1 per share, of which amount \$10,000 has been subscribed and paid in in cash.

Detroit — Harrocks & Byron, 1917 Watson street, fuel, builders' supplies, etc., has merged its business into a stock company under the style of the Harrocks & Byron Coal Co. with an authorized capital stock of \$15,000, all of which has been subscribed and paid in, \$2,106.98 in cash and \$12,893.02 in property.

Reed City—J. L. Bonsall has purchased the S. J. Shank drug stock. Mr. Bonsall's old home is in Sheridan. He was formerly connected with the Green stores of Kalamazoo. He is a registered pharmacist, being a graduate of Ferris Institute, Big Rapids. Assisting Mr. Bonsall in the conduct of the store will be Ferris Thompson. Miss Lottie Rice will continue as clerk in the store.

Kalamazoo—Plans are being formulated for the annual picnic of Kalamazoo grocers and butchers to be held Thursday, Aug. 18, at Summer Home park, Long Lake. A committee is at present negotiating for the purchase of an ox, which is to be barbecued for the picnic dinner at noon. An expert chef will be brought to Kalamazoo from Grand Rapids to cook the ox and the process of cooking will start two days before the picnic. The picnic is to be an all day affair with a programme of sports, dancing, ball game, and water events as features. Grocery stores and meat markets will close during the day. Approximately 1,000 people are expected at the outing.

**Manufacturing Matters.**

Detroit — The Raymond Concrete Pile Co. has increased its capital stock from \$1,050,000 to \$3,200,000.

Muskegon—The American Enamelled Magnet Wire, has decreased its capital stock from \$250,000 to \$150,000.

Detroit—The Sauzedde Corporation, 209 East Baltimore avenue, has changed

its name to the Sauzedde Wheel & Brake Co.

Jackson — The Wilbee Concrete Products Co., West Euclid and Sheldon streets, has increased its capital stock from \$15,000 to \$30,000.

Port Huron—The plant of the Yeager Bridge & Culvert Co., which burned last week, will be rebuilt immediately. The company is rushed with orders and will operate an out-of-door plant until its new building is ready.

Grand Rapids—The Marshall Co., corner Wealthy & Front streets, has been incorporated to manufacture and deal in beds, etc., with an authorized capital stock of 50,000 shares no par value, of which amount \$1,000 has been subscribed and paid in in cash.

**Items From the Cloverland of Michigan.**

Sault Ste. Marie, Aug. 16—The influx of tourists is increasing. The camp site is getting to be quite a settlement, but the tourist business seems to vary in different parts of Cloverland. At Cedarville they report good business, while at Hessel, only four miles West, they are having a quiet season. Mackinac Island is not as good as they expected it would be, with the exception of the Grand Hotel, which will entertain about twenty big conventions this summer, making an exceptional season for them. The hotel at Detour is making much extra business for that popular resort. Albany Island is also getting a good share of the tourist trade, as well as local patronage.

Practically all business places, including the banks, closed Thursday, being our civic holiday.

A basic argument for the paving of the highway between the Soo and St. Ignace will be placed before the State Highway Commission in the form of a chart, showing that there is more automobile traveling of the highway in and out of the Soo than ever before. A twenty-four hour count showed that a total of 2,723 automobiles passed the forks of U. S. 2 and M 28 on Ashmun hill.

The product of the blind pig frequently produces symptoms which in a horse would be called blind staggers.

The M. Van Orden Co., of Houghton, always enterprising and abreast of the times, has erected a huge map of the Upper Peninsula on a signboard adjoining the one on the company's filling stations on Sheldon street in Houghton. The map is outlined in color and all the principal highways in the territory are charted and show the new numbers. The routes are so plainly shown that the sign forms an excellent guide for tourists and visitors.

St. Ignace celebrated a giant home coming July 28 to 30. It was a gorgeous affair, which will remain long in the memory of those present. One of the features was a great parade with many floats and decorated autos in line. Groups from St. Ignace, Mackinac Island, Engadine, Gould City, Cedarville and Rexton participated in a pageant on a large open air stage on the ball field during the three evenings. Hundreds of old "Saints" returned to the home town to renew old acquaintance and note the large new Northern hotel and many other changes, which showed that St. Ignace is still on the map and going big.

Dr. Charles McCandless celebrated his twenty-sixth wedding anniversary Sunday, entertaining about twenty-five friends to a fish dinner on the shore of Lake Superior, near Salt Point, which was greatly enjoyed, after which a game of horse shoes was pulled off and another good time was had by all. William G. Tapert.

Oscego—Frank Walters succeeds W. O. Densmore in the grocery business.

**TROUBLE AHEAD IN IRELAND.**

Although it is difficult to condone the manner in which Eamon de Valera and his forty-four followers took their oath of allegiance to the British Crown, their resultant entry into the Dail Eireann is a distinct step forward in the development of the Irish Free State.

So long as these Republicans refused to take the seats to which they had been duly elected almost one-third of the Irish electorate was unrepresented in its legislative body. This situation inevitably tended to create discontent in the country and was a potential threat to Irish stability. With the De Valeraites fulfilling the obligations of the posts to which they were elected—no matter what the immediate effect upon Irish politics—there should be no further barrier to Ireland's settling her political problems by the peaceful method of Parliamentary debate.

In his acceptance of a situation which will almost undoubtedly lead to his own downfall, President Cosgrave has once again given proof that the best interest of Ireland is the only consideration which governs his political life. In commenting upon the decision of the Republicans to enter the Dail he declared it to be "the best thing that has happened to this country in the last five years."

The possible replacement of his government by a coalition, in which Labor and the Redmondites would form a Ministry with the support of the Republicans, was forecast in the request of Labor for a vote of confidence in the present government. President Cosgrave agreed that such a vote could be taken Tuesday, and, in view of his probable defeat, is reported to have added laughingly: "I must not be taken as agreeing to it."

This we should like to consider a significant incident. If the Irish can inject into their politics a little of that humor which is so characteristic of every other phase of their life the future of Ireland is assured. Let us hope that even De Valera may be persuaded by the genial atmosphere of the Dail to take himself a little less seriously and that the battle of wits may be the only form of warfare in which the Irish Free State will henceforth have to participate.

**Got the Turkey at Night.**

Irate Master (to negro servant)—Rastus, I thought I told you to get a domestic turkey. This one has shot in it.

Rastus—I done got a domestic turkey.

Master—Well, how did the shot get in it?

Rastus—I 'specks they was meant for me, sah.

Philip Blumenthal, dealer in dry goods at West Branch, renews his subscription to the Tradesman and says: "Your paper is worth more money and I enjoy reading every issue."

Lansing—The Hudson Grocery Co. succeeds Earl Wright in the grocery business at 415 West Maple street.



### Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.30 and beet granulated at 6.20.

Tea—Some weakness has developed in Indias during the week in primary markets owing to an increase in the new crop. No other material change has occurred this week. Spot business during the week has been dull.

Coffee—Early in the week the market for Rio and Santos coffee showed some strength, but later it went off and the market closed about like it was the week before. Milds are unchanged for the week, but the market is heavy and in buyer's favor. The jobbing market for roasted coffee is about unchanged for the week.

Canned Fruits—Outside of peaches, and perhaps some other packs, the balance of the canned fruit line, from present indications, will show a material shrinkage in production from last year. It is much less a buyer's market than it has been at any time during the past year, and, taken as a whole, traders are optimistic as to the future liquidation of canned fruits. The bug-a-boo of heavy packs and substantial carryovers is far less feared than in many months. No fault can be found with consuming outlets, nor are new packs being quoted at such levels that there is fear that the orderly distribution of canned fruits on a large scale will be interfered with.

Canned Vegetables—Major vegetables are drifting into a better position with peas and corn as the leaders. It is now definitely established that the pea pack in Wisconsin will not be much over 5,000,000 cases, with the rest of the country swelling the total to less than the output since 1921. There are carryover peas to make up part of the sharp deficit compared with last year, but much of this stock has been picked over and the balance is not all of commercial grades which go into regular trade channels. No one realizes the true pea situation better than the canner, which accounts for his firmness as to ideas and selling policies. He prefers to wait to liquidate his merchandise, particularly his top grades. Corn business is difficult to place as canners are reluctant to accept additional orders. A better undertone prevails in new and old pack than at any time this year. The reduced acreage has an important effect upon the sentiment of canners, as well as the lateness of the crop in many producing areas. There will be no heavy production of string beans this season according to present advices. Weather conditions during harvest have been unfavorable and the yield has been a disappointment to canners as well as the price of raw material. Many have been selling against actual packs as they could not forecast their costs or the extent of their outputs. Many of the established canners have sold up and are more or less out of the market for the time being. There promises also to be a curtailed production of many of the minor vegetables because of growing conditions and because canners did not have their usual future business and refused to take a chance on the market.

Dried Fruits—While trading in do-

mestic dried fruits is by no means up to its usual level for the season, the market last week was by no means devoid of interesting developments, and perhaps witnessed events which will later lead to trading of the sort which is desired by grower and packer. The distributor is ready enough to do his part but he wants more assurance than he finds in the situation to-day before he invests a large amount of capital in merchandise which will not be liquidated for several months. Last week the California prune merger plan failed to be adopted and even before it was officially announced that the marketing of the 1927 crop would be on a competitive basis, a drastic cut of 1½ @2c was made on carryover, followed shortly by opening prices on new crop at the usual ½c differential above old fruit. All of the packers are out with quotations on the lowest level in several years and on a bulk basis which means a starvation return to the grower. Apparently prunes have been re-priced more with a view to marketing them than with production at a profit to the producer. Everyone knows that there is a larger supply of prunes in sight than at any time so far in the history of the industry, and the object has been to insure a demand in keeping with the supply. The drastic cut so far has not accomplished its purpose as there has not been extensive covering for later needs by the domestic and the export trade, but buying is bound to come, whether hand-to-mouth throughout the season or on a broader scale as in other years, since it is known that prunes will sell fast at retail. Distributors are naturally waiting to see what will occur after the prices have been out long enough to be tested, as there is more or less uncertainty to values since what appeared to be a low price on other packs has been cut. Certainly all of the water has been taken out of the prune values and there seems to be but one reaction possible. Oregon prunes are being held in abeyance pending the outcome of the California market. There were no interesting developments in other dried fruits last week. The whole market is dull, and restricted buying is going on for Coast shipment.

Canned Fish—Tinned fish shows no change anywhere. Demand fair.

Salt Fish—Mackerel shows no change for the week. Fair demand, considering the hot weather, at steady to firm prices.

Beans and Peas—All varieties of dried peas are dull at unchanged prices.

Cheese—Cheese is firm. Demand is fair, but offerings are small.

Nuts—The nut market, while there is not much passing business on account of the light consuming outlets, is nevertheless firm as stocks throughout the line are in restricted supply, and a quickened demand is anticipated following Labor Day. The chief item of interest during the week was the announcement that the California Almond Growers' Exchange will market its offerings this season through a local office which it has just opened. Heretofore it has used the brokerage system. As the California crop is soon ready to move it is expected that

opening prices will be named in the near future. The spot almond market is firmer and a 2c advance becomes effective to-day on shelled and 1c on unshelled almonds of the exchange packing.

Rice—There was a fair sized jobbing demand for spot stocks of all descriptions, but there is little desire to buy in a big way for mill shipment. The market is usually quiet in late summer but it is regarded as statistically in a good position and an expansion in outlets is anticipated with the advent of fall.

Syrup and Molasses—New Orleans molasses continues rather dull business, with unchanged but fairly steady prices. Sugar syrup is in light demand, but unchanged as to price. Compound syrup is dull and unchanged.

### Review of the Produce Market.

Apples—Transparents and Dutchess, \$1.25 per bu.

Bananas—6@7c per lb.

Beans—Butter, \$2@2.50 per bu.

Beets—Home grown, 30c per doz. bunches; \$1.25 per bu.

Blackberries—\$3.50 per 16 qt. crate.

Butter—Fine fresh creamery has been scarce during the week and has sold well at firm prices. Under grades in fair sale. Jobbers hold fresh packed at 40c, prints at 41c. They pay 24c for No. 1 packing stock and 12c for No. 2.

Cabbage—Home grown, \$3 per 100 lbs.

Cantaloupes—In fully supply on the following basis:

Jumbos ----- \$4.50

Standards ----- 4.75

Standard flats ----- 1.75

Carrots—\$1.25 per bu.

Casaba Melons—\$2.50 per crate.

Cauliflower—\$3 per doz.

Celery—Home grown, 40@60c per bunch according to size.

Cocoanuts—\$1.10 per doz.

Cucumbers—\$1.50 per doz. for home grown hot house, \$1.25 for Illinois hot house.

Dried Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans ----- \$6.30

Light Red Kidney ----- 7.00

Dark Red Kidney ----- 5.70

Eggs—Heat still affects the receipts of eggs and the percentage of fine fresh eggs is light. The week has brought an advance of 4c per dozen. Most of the offerings are of heated, poor eggs which sell poorly at soft prices. Local jobbers pay 28c for strictly fresh.

Egg Plant—\$2.25 per doz.

Garlic—30c per string for Italian.

Grapes—Thompson's Seedless, \$2.25 per crate.

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

Green Peas—\$3 for Telephones.

Honey Dew Melons—\$2.50 per crate.

Lemons—Quotations are now as follows:

300 Sunkist ----- \$9.50

360 Sunkist ----- 9.50

360 Red Ball ----- 9.00

300 Red Ball ----- 9.00

Lettuce—In good demand on the following basis:

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

Outdoor leaf. per bu. ----- 1.25

Musk Melons—Michigan Osage are now in market, commanding \$3.75 for Jumbo and \$3 for Medium.

New Potatoes—Virginia stock commands \$4.50 per bbl.

Onions—Spanish, \$2.50 for 72s and \$2.75 for 50s; home grown are now in market, commanding \$2.75 per 100 lb. sack.

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

100 ----- \$7.00

126 ----- 8.00

150 ----- 8.00

176 ----- 8.00

200 ----- 8.00

216 ----- 7.50

252 ----- 7.00

288 ----- 6.00

344 ----- 4.50

Red Ball, 75c cheaper.

Peaches—\$4.50 per bu. for Elbertas from Illinois and Indiana. The quality of recent arrivals is good.

Peppers—Green, 60c per doz.

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

Poultry—Wilson & Company pay as follows this week:

Heavy fowls ----- 20c

Light fowls ----- 14c

Heavy Broilers ----- 24c

Light W. L. Broilers ----- 16c

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

Spinach—\$1 per bu.

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

Tomatoes—Home grown hot house, \$1.50 per 10 lb. basket; Michigan garden grown, \$1.50 for 20 lb. basket.

Turnips—\$1.25 per bu.

Veal Calves—Wilson & Company pay as follows:

Fancy ----- 20c

Good ----- 19c

Medium ----- 17c

Poor ----- 12c

Watermelons—45@65c for Georgia stock.

Whortleberries — \$4@5 per 16 qt. crate.

### Five New Subscribers This Week.

The following names have been added to the subscription list of the Tradesman during the past week:

City Grocery, South Haven.

S. L. Newnham, Saugatuck.

Lloyd L. Houghton, Clarksville.

C. F. Asiala, Hancock.

Bankers Trust Co., Muskegon.

Battle Creek—The P-C Manufacturing Co., making special tools for pulverizing the soil and preventing weed growth, and which has thus far placed its products extensively throughout eighty-seven counties of Michigan, Ohio and Indiana, has decided to move its plant from Hastings to Battle Creek. Nine acres of land have been leased, subject to purchase, men are now engaged in preliminary work for the building of the new factory, and the company expects to be operating in the new plant within sixty days.

Lansing—Frank W. Brown succeeds Charles Orcutt in the grocery and meat business at 715 River street.



## GROW JACK PINES.

### They Take the Place of Spruce and Cedar.

Frederick Wheeler, the well-known forestry expert, has a son who is connected with the Government Forest Service in Montana. A recent letter to his father contains much interesting information, as follows:

Darby, Mont., Aug 4—The West is O. K., but I'll put in my time for the Government in Northern Michigan. It surely seems good to hear about our own pines and the various happenings on the University tract. Michigan will come back in the timber producing race, I am sure, for its location with relation to the population of the United States and its shipping by water and rail argue strongly for reforestation of its cut-over lands.

Nevertheless, I still feel that the jack pine is going to play a big part in the development of the new forests. The land has lain idle without adequate protection in shade and duff to start right in to produce white pine stands. Jack pine will take hold and build the soil up so much more quickly that there is no large basis for comparison. While admittedly the jack pine is inferior, it will come to maturity very soon and make way for a mixture of pure white pine. The East ought to take as an example the lodgepole of the West. The jack pine and lodgepole are fundamentally the same. When the jack pine is grown in a stand it closely resembles the lodgepole and vice versa. When the lodgepole is grown in the open there is a striking similarity to the jack pine of the plains of Northern Michigan.

The lodgepole is used here for posts and poles. When dry it is a super firewood. In poles or posts it shows very little taper, and when peeled it seems subject to decay only when placed in the ground. A great many of the fences here are built on top of the ground. The posts proper are about four a half feet long instead of the seven or thereabouts of the East. About six inches from the top a hole, perhaps an inch and a half in diameter, is bored through and a smaller stick of nearly the same length fitted to it. Then five or six rails about two to three inches in diameter are nailed to the outside of the post. The whole fence leans in onto the smaller stick and a single pole is nailed on that to support it and to keep the cattle from rubbing off the outside poles. I saw such a fence up the valley that was still in active use, having been built more than twenty years ago. The lower ends of the posts had rotted off, of course, from contact with the ground, and the lowest pole was resting on the rocks, but the fence stood and the upper poles were as sound as ever. Now tell me, do you know of any fence in Michigan that has stood that long? Another practice, almost compulsory because of the granite fragments scattered everywhere, is when building barbed wire fences to fill the hole around the post with rocks—this allows all water to immediately drain through and a number of years is added to the life of the pole. Creosote doesn't seem to be used a great deal.

Jack pine, then, ought to be grown for these various uses, and not only grown for that purpose, but really used. It could take the place of the spruce and cedar for the local needs and the better timbers could be shipped out. Then, too, jack pine as pulp has a definite future. The latest articles prove that it can be used and at a great saving. Waste of all sorts is being worked into pulp or a sort of compressed board. This latter is gaining favor, as its hardness and toughness is varied by the degree of pressure used in its making.

On this particular mountain the South and West seem to be pretty well

covered with Douglas fir. Lower down is some yellow pine. To the East and North there are heavy stands of lodgepole. In going through this one can walk for several hundred yards at a time on down stuff. This is mostly quite small—about five inches for an average. Then, too, at least one out of every ten trees in sight has the marks of porky teeth on it, and probably a fifth of these are completely girdled. It is surely hard on the forests, for they seem to pick the most lengthy and sturdy timber.

It is hard to tell much about tree growth here. A lot of the fir near the top have double leaders—some three or four. The lodgepole is quite uniform, but the season starts so late that the growth is not nearly finished. I'll get some records towards the end of the month. Our pines at the farm certainly did well. Congratulations.

As to form, the branches of the fir drop so as to form an obtuse angle. It makes quite a problem in trail building, for limbs that sweep over one's head when walking are attached so far up that it is necessary to climb the tree to get at them. The limbs of the lodgepole jut out at an angle varying from 90 to 70 deg., seldom less. They seem to be quite tough under the axe.

The trail work is extremely interesting, but classed as common laborer's work. The location is first completely laid out by the ranger in charge. He is accompanied by the trail foreman. From then on the latter is in charge of the project. The first step is to locate a camp, generally not more than two miles from work at the farthest. Camp is moved when work progresses beyond that limit. When actual work is started the right of way is first cleared, a minimum of six feet and an average of about eight. Brush is cleared out overhead high enough to clear a man on a saddle horse. All slash is piled, to be burned on trails used by the public. Lesser trails are treated differently—the brush is scattered out—down hill.

On Class A trails a tread is built where the trail is on a side hill. This is usually about fifteen or eighteen inches wide. It is done with a grub hoe. The surplus dirt and rock are piled on the outside to protect the bank. On Class C trails such work is done only on slopes where pack stock is unable to get a footing, 80 per cent. and over. Grades on the main trails run about three or four per cent. The side trails and way paths are allowed forty per cent. (maximum), with average about fifteen per cent. Such steep grades have to be broken with switch backs or stretches of lesser grade to provide resting places. The maximum is limited to one hundred yards. The trails are all blazed every hundred feet with the standard Forest Service marks.

I intended to tell you some in this letter about the roads. They can wait though. It will be enough to say that they keep a fairly even grade by swinging up into the gulches which enter the main valley and that, for the most part, they are built of the decomposed granite which is so common here. This material allows the water to drain off quickly and the roads are dry after a rain in no time.

Philip Wheeler.

### It Worked.

The customer owed the druggist \$4.75. Despite the bills sent out each month or several months, the reminders brought no return. The druggist changed his tactics. He sent the customer a bill for \$14.75 and got action immediately. In came the customer, red in the face, demanding explanation. He paid the \$4.75, however, and he did it before leaving. Not a bad idea, is it?

## BEACHVIEW HOUSE



The above cottage at Harbor Springs, Michigan. One hundred thirty-five feet of water front on Little Traverse Bay, Lake Michigan is offered for quick sale at only \$100 per front foot. The building is well built of very best material, full basement, solid brick first story, fully heated with hot water. Large brick garage. The buildings alone would cost to replace more than double price asked for the whole property.

**R.P. HOLIHAN, Owner**

Harbor Springs, or 1300 So. Saginaw Street, Flint, Michigan

## WORDEN GROCER COMPANY

**The Prompt Shippers**

IT WON'T BE LONG  
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BE PATIENT

You'll Be  
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## WORDEN GROCER COMPANY

**Wholesalers for Fifty-seven Years**

OTTAWA at WESTON

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THE MICHIGAN TRUST COMPANY, Receiver



### Some Things Which Must Never Be Forgotten.

Grandville, Aug. 11—Your cutting review of my article entitled "Being honest is always the best policy," rather surprised me. I cannot help thinking a war on Germany made by the United States as early as 1914 would have been very unpopular in America.

I call to mind the fact that Wilson was re-elected "because he kept us out of war," even as late as 1916. The sinking of the Lusitania at that time was sufficient cause for war, but was oiled over to suit certain patriots.

I had really forgotten that our country had a signed agreement to secure the neutrality of Belgium. This being true we would, of course, been justified in going to war when that little country was invaded by the German armies. As to the plans of the kaiser to conquer America as soon as the allies were disposed of, of course that may have been mere bombast.

It is really true, however, that America did not enter the kaiser's war because of friendship for the allies, but rather in defense of her own rights in the matter which were assailed on the ocean.

If the United States repudiated her agreement in 1914 that shows how foolish it is to enter into international bargains with regard to possible future wars in time of peace. Perhaps your caustic criticism of my French article is just, yet I can't help thinking that for the United States to stand for the forgiveness of all debts to the allied countries, making the tax payers of this country responsible would be piling it on pretty thick.

I am not above admitting that I make mistakes sometimes. Possibly we should assume the debt owing us by France, as also the accounts we hold against England and Belgium, but it will be a hard matter to convince ordinary Americans that this is the right thing to do.

I am writing this from almost a sick bed and my ideas may be a little confused. I trust you will forgive all mistakes and remember that Old Timer is still in the ring for future articles for the Tradesman. J. M. Merrill.

I am not disposed to enter into extended discussion with my venerable and much respected contributor, but there are some essentials which I must make clear before the controversy raised by Old Timer is closed.

If the chief executive of this country in 1914 had been a man of virile force like Cleveland or Roosevelt, the kaiser would never have invaded Belgium. Either executive would have commanded the kaiser to halt in his onward sweep in language the bloody brute would have understood and obeyed. The kaiser realized the kind of a Presi-

dent we had at that time and proceeded on his ruthless mission without protest or any misgiving as to the outcome.

Cleveland and Roosevelt were born leaders. When great questions arose, they settled them quickly and effectively. The people implicitly believed in the mastership of these men and gave hearty assent and support to their actions.

Wilson was a moral coward who followed the people, instead of leading them. He was clearly pro-German at the beginning of the conflict, as was shown by his infamous neutrality proclamation which naturally enraged the American people. Every action he took contributed to the prolongation of the war, such as signing the infamous Adamson (8 hour) law and exempting walking delegates from the operations of the draft. He placed the purchase of material and its preparation for use and shipment in the hands of school teachers, theorists and idealists, instead of availing himself of the services of able and experienced business men.

When Cleveland smote the infamous Debs and his Pullman strike, the people (aside from trades unionists) stood back of him to a man. When he commanded England to halt in the Venezuela controversy, the people applauded his stand and stood ready to back him up.

When Roosevelt took hold of the Panama canal and proceeded to execute the greatest constructive undertaking the world has ever seen, the people stood back of him almost to a man.

Wilson saw that war was inevitable, but he did not lift a hand to prepare for it. The result was that the conflict cost the country five times as many lives and ten times as much money as would have been the case if we had had a business man in the Presidential chair, instead of a school teacher theorist who confined his protests to Germany to beautiful rhetoric and high sounding phrases, instead of shot and shell.

The plan of the kaiser to conquer America was not bombast. When the writer was in Washington in 1911 he was taken to the Navy Department by Senator Townsend and shown Admiral Dewey's report to his chief, in which he related the interview he had with von Goetzen in Manila Bay. The

cousin of the kaiser stated substantially as follows:

"In about fifteen years my master will start a war which will result in the extinction of Belgium, the occupation of France, the humiliation of England and the invasion and subjugation of the United States."

This prediction—uttered with the approval of the kaiser—was known to every public man in Washington, including the then President. Yet Wilson—knowing that the kaiser planned to invade and subjugate this country—made no move to put the country in readiness for the conflict by getting it on a war basis. One word from him in 1914 would have set the country afire and produced a reaction which would have staggered the bloodthirsty monarch on the German throne and probably ended the war at the boundary of Belgium.

It is to be hoped that this country may never again be so unfortunate as to have a school teacher President. An idealist executive is useless in times of peace and in times of stress he depends on paper messages when the situation requires iron balls and steel shells.

E. A. Stowe.

### Leisure Hour Jottings From Our Charlevoix Correspondent.

Charlevoix, Aug. 16—Mr. and Mrs. Finsterwald invited me for a trip in their Chevrolet to Petoskey and Harbor Springs and I was glad to have the chance to visit those places with them. Our first stop was at Petoskey and I visited Vahan M. Guleserian, the M. Altoonian & Co. bazaar, and also the Montgomery Sisters. All of the three mentioned are friends of mine who do summer business at Petoskey and winter business at St. Augustine, Florida. They stated that the trade this season is not so good as it was last year. After leaving Petoskey we passed through Bay View and landed in Harbor Springs, where I had the pleasure of renewing my acquaintance with William J. Clarke, President of the Harbor Springs Bank, who recalled the time, about thirty years ago, when I first introduced Fleischmann's yeast in Harbor Springs. He also recalled the pleasant visit we had with them three years ago when Mr. and Mrs. Stowe, of the Michigan Tradesman, visited this section of the country. Mr. Clarke stated that he enjoyed reading my reports on Charlevoix the Beautiful and said he would be pleased if I would also come over to Harbor Springs now and then and give them a similar write up in the Michigan Tradesman. I regret that I am unable to comply with his request, because Harbor Springs and surroundings are

well worth while being talked about.

From there we took a trip over the same road which we traveled in those days and greatly admired the wonderful improvement which has taken place since in road work. In those days we could hardly pull the good machine through the sand and gravel, and now our little Chevrolet had nice smooth traveling until we reached a place called the Log Cabin, on the Lake Shore Drive, which is owned by B. K. Packer, who served us with a good chicken and steak dinner. My intention was to visit the Old Trail Tavern, but since my friends stopped at the Log Cabin, we enjoyed luncheon there. Mr. Packer is a congenial host and while the noon trade is rather light, he stated that the evening dinners and dances are well patronized at his place.

Before returning home we stopped at the Terrace Flower Gardens, owned by H. S. Hoover & Sons, Harbor Springs, and enjoyed inspecting their green houses and flower patches. They deal in cut flowers, box flowers and other floral display. One of their specialties is the money plant, or the honesty plant.

F. F. Taylor, Vice-President of the Illinois Merchants Trust Co., of Chicago, is spending a few days with his family at Sequanota and enjoying his well deserved outing in this section.

The Charlevoix hospital tag day Saturday was a success. I am informed that the contributions reached over \$1,000.

B. Herman, of the Central drug store, asked me to loan him my large Indian pictures for an exhibit and I complied with his request. My Seminole Indians are now in his window. Similar pictures of mine can be found in the Field museum in Chicago, the Florida State museum in Gainesville, Fla., and in the Museum of Indians of America in New York.

L. Winternitz.

### Skirt Does For Umbrella.

Moslem women of the lower classes in Stamboul wear as a street costume three or four skirts beneath their flowing tcharshafs, and carry no umbrellas. When it rains a woman merely slips off a superfluous skirt and folds it round her veiled head. If accompanied by husband or child the woman takes off another skirt and drapes it round her companion.

### Whale of a Difference.

The supervisor of a Western railroad received the following note from one of his track foremen:

"I am sending in the accident report on Casey's foot when he struck it with the spike maul. Now, under 'Remarks,' do you want mine or do you want Casey's?"

Don't lumber up your shelves with slow moving "sleepers" for which there is no demand. There is quick turnover and daily profit in

TTTTTTT

# SHREDDED WHEAT



### DESTROYED BY TAXATION.

Recent attempts at re-organizing certain New England textile mills which were not on a paying basis have brought up anew the difficulties under which the industry has been laboring. One of these is the matter of local taxation, on which great stress was laid in an address prepared by the National Association of Cotton Manufacturers. The statistics used by the association were mainly those compiled for the year 1926 by the National Industrial Conference Board. They show, among other things, the large toll exacted by state and local taxes. To this exhibit was added something about the high assessments for taxing purposes placed on mill properties. The instance was given of two such plants whose assessed valuation on the tax books totaled more than \$9,450,000, but which when sold realized only \$1,200,000. There is no question that the high taxes on cotton mills in various New England States had much to do with driving some of these establishments down South and putting others out of existence. But too much emphasis may be placed on this phase of the matter. It is not so long ago that New England cotton manufacturers were complaining that the labor laws in vogue there put them at a disadvantage with their Southern competitors, and they made up a pretty fair case. The truth of the matter is that there have been a number of causes contributing to the reduction in number of the Eastern mills and encouraging their removal to the Southern States.

This does not, however, belittle the fact that excessive valuations of mill properties, coupled with high rates of taxation, have tended to make the operation of such plants unprofitable. The attitude of the local governments in the New England States was somewhat different from that prevailing down South. In the former the mills were looked upon as a fixture that was bound to remain, whatever happened. In many instances the mills were the most valuable properties in the town or city where they were located and, as such, were naturally singled out by the tax gatherer. Added to this was the fact that in recent years various new ways of spending the money received for taxes were devised, among them being those fixed by the so-called social welfare legislation. The mills were looked upon as an easy source from which to obtain this money. So long as cotton manufacturing was very profitable these exactions could be met. When, however, the conditions changed and the profit margin was whittled down near to the vanishing point, the exodus of the mills began. The managers of these properties found that many Southern communities were willing to offer all kinds of inducements to secure the establishment of the factories within their borders. These included relief from much taxation among other things, the principal purpose sought being to provide employment for workers and so build up towns. A number of Eastern mills took advantage of the offers made,

with the result that now more cotton is produced down South than manufactured in New England.

### HE PERSONIFIED STEEL.

Rumors of Judge Gary's impending retirement from the chairmanship of the United States Steel Corporation, although denied, had given the public an intimation that his strength was failing. Yet the news of his death is a shock. He had come to occupy a unique position in the world of industry and finance. Officially the head of what was generally regarded as the leading business unit in the country he was much more than his title implied, important as that was. He had become in a sense an institution.

Just as steel has been looked upon as the barometer of the Nation's economic condition, so Judge Gary was looked upon as personifying steel. For years his pronouncements upon the occasion of the quarterly dividends of the Steel Corporation and at other times, such as his departure for Europe or his return, have been accepted as authoritative reports of the general business situation and outlook. It is difficult to think of one of these dividend meetings without him.

The choice of a successor to Judge Gary will not be easy. Probably there is no man possessing exactly his combination of qualities—extraordinary business ability, together with firmness rivaling that of the product with which his name was associated, joined with a supple tactfulness and crowned with an air of authority which made his title of "Judge" seem appropriate despite the fact that he had left the Federal bench for a private executive post. His career is an integral part of the history of the great corporation he guided.

### SMALL ORDERS HIT MILLS.

Among the various objections to small and frequent buying on the part of retailers that have been made by manufacturers and jobbers is the increased burden this puts on their shipping departments, not only in labor but in expense as well. Yet it is doubtful if many of them have ever taken the trouble to determine just how large that expense is.

Were this effort made it would probably show results as surprising as those brought to light by a member of the National Association of Hosiery and Underwear Manufacturers and forwarded by him to that organization. Careful study of packing and shipping data in the plant of this member showed that it costs 23 cents a dozen to pack and ship two dozen pairs of stockings. The costs of handling other quantities run this way: Three, four or five dozen, 16 cents a dozen; six, eight or twelve dozen, 7 cents; eighteen, twenty-four or thirty dozen, 4 cents, and forty, fifty or sixty dozen, 3 cents.

Figuring sixty dozen to the case, this means that the cost of packing and shipping a full case is \$1.80, whereas the cost of packing and forwarding a full case quantity in two-dozen lots is \$6.90. On this basis, unless some extra charge is made for handling the goods or a higher price is received for them, it is apparent that much of the profit made on them is absorbed.

### WILDER D. STEVENS.

Wilder D. Stevens came here in 1854 and a willing youngster in his uncle's hardware store, was doing up shingle nails before those of us under 66 years of age were born. Within his memory the first steam railroad came to Grand Rapids as a connecting link with the outside world, succeeding the stage coach and river boat. He saw kerosene take the place of sperm oil and the candle and then the coming of gas and electricity. He saw the city's first street cars and the passing from horse power to cable and then to electricity. The telegraph, the telephone, the phonograph and the radio were novelties each in its turn during his lifetime. He saw the passing of the ox team and the horse in favor of the automobile and truck. Not a building remains in the down town district that was here when he entered business; he saw Grand Rapids in the making. He saw the city streets pass from dirt to cobble paved, then to cedar block, asphalt and brick, and city water and city sewers were within his memory. From the same store windows he saw the soldiers march away to three wars. The pageantry of the years passed his door from village to small town, from small town to metropolis, and during all these years Mr. Stevens was always the same—the same in character, principles and spirit—ever useful as a citizen, helpful as a friend and an outstanding example of honorable success.

During all of these years the welfare and advancement of his business was ever his first thought. There was no task so great, no burden so heavy that he was not at all times glad to assume it, if, by so doing, he could further its interests, and his associates well knew how largely its success was due to his unflinching efforts. Of striking presence and pleasant address, great analytical powers, deliberate in his conclusions, of unswerving integrity, and of great courtesy of manner, he embodied in himself all of the characteristics of a great merchant.

One of Mr. Stevens' most marked characteristics was the spirit of kindness which actuated him in all his dealings with men and women. He never uttered a harsh word in his life. The writer knew him intimately over fifty years and never knew him to indulge in sarcasm or indirect references which have a double meaning—words apparently applied to an absent party, but really uttered to stab and wound the person addressed. Mr. Stevens could speak plainly on occasion, but he always aimed to express himself in such a manner as not to give offense.

### WHO WAS COLUMBUS?

Last Columbus Day certain Spanish historians burst out with new evidence to show that Christoforo Colombo was really Cristobal Colon, a native of Galicia and therefore a good Spaniard. There have been stories for years that instead of being an Italian Columbus was a Portuguese Jew.

Now comes a new theory, backed by a distinguished South American historian. Luis Ulloa, former director of the National Library in Lima, Peru, that the discoverer of America was in reality a Catalonian of good birth

whose name was Joan Colom. Joan Colom was a corsair in the service of King Rene of Anjou, of a hardy, seafaring race which in the Middle Ages produced renowned navigators, cartographers and explorers.

Senor Ulloa believes that the gallant member of King Rene's navy changed his name from Joan to Christoforo, o. Christ-bearer, in honor of his mission to the undiscovered lands in the West. As an ex-enemy of Spain, he would naturally have changed his name in undertaking service under Ferdinand and Isabella.

It was while Senor Ulloa was investigating the theory that Columbus was born in Galicia that he unearthed evidence of his Catalan origin. He contends further that Raymond Llull, the great medieval scholar and mystic of Catalonia, furnished the inspiration for the epochal discovery.

Senor Ulloa has assembled all his proofs into a book which, following its publication in Barcelona, will be brought out everywhere else, including America. Until all the evidence is in hand we shall all have to reserve a verdict.

We may all be grateful, too, that we can postpone a heating controversy until a more gracious season.

### SURE SIGN OF BETTER DAYS.

A full blossom of racial prejudices is lynching. Legislation will help to get rid of this barbaric trait. But the real change required to abolish lynching is a change of heart of public opinion in the sections where practiced, and change of hearts of individuals. These roots of intolerance are deep in human nature and are shot full with emotion.

What are the sources of these bigotries? Where did we get the present prejudices that we now have? It is a long, tedious, complicated history. We have our present bundle of prejudices from our parents, school teachers, ministers, friends, newspapers, magazines, pictures, motion pictures, books, radio, politics, government, the social heritage and certain tendencies within human nature itself.

To eradicate these intolerances is an intricate, difficult and very long process. However, if every person who considers himself a good friend and a lover of God should begin at once to refuse to give voice to action, emotion and deed to any prejudice, a superb start would be made.

Roots of prejudices will only be destroyed when other roots grow in the same soil. The first of these seeds to germinate and grow is "God is no respecter of persons," which includes every race, religion, color and nation. The human race is the common denominator of all. Humanity has fundamentally more in common than in differences. When these seeds grow, the roots of intolerance will be stifled out."

The man with the average mentality, but with control; with a definite goal, and a clear conception of how it can be gained, and above all, with the power of application and labor, wins in the end.—W. H. Taft.



## OUT AROUND.

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

Just as we were starting on our regular weekly Out Around Saturday, we received a telegram from John I. Gibson, of Battle Creek, stating that he would arrive on the noon train. As Mr. Gibson had only just returned from Europe, where he spent three months in England, Ireland, Holland, Belgium and France, we knew he would be so full of first hand information regarding those countries that we could devote the afternoon very pleasantly and profitably to listening to the recital of the things he saw and the conclusions he reached on his twelfth trip to the other side since leaving Belfast in 1885. He has written several special articles on his trip for the Tradesman, one of which appeared last week and one of which is printed in this week's paper. A third article on the Ulster-Scotch will appear in our issue of next week. I have frequently had occasion to comment on the remarkable Scotch-Irish strain which originated in Northern Ireland from the blood mixture of the two peoples. It produced a race of men which has never been surpassed in this world for shrewdness, conservatism, progressiveness and stability. Greater in many respects than the genuine Irishman or pure blooded Scotchman, the Scotch-Irishman is in a class by himself. I have never known one to fail in business and I have known of many cases where men of this strain have achieved marked success.

Mr. Gibson's primary object in going to Europe this year was to attend the International Rotary convention at Ostend, Belgium, which was made up of 6,550 delegates from forty-two countries. Ostend was selected for the meeting place because it is cool, being located on the North Sea, and also because it has ample hotel facilities and an assembly hall (Kursaal) which seats 8,000 people. The formal address of welcome was by King Albert, who came from Brussels, fifty miles away, in an ordinary car without any gold lace or other trappings of royalty. He came without attendants. Even his chauffeur was devoid of a uniform. The king came with a carefully prepared address of welcome, written in French, but his reception was so cordial and his attitude so democratic that he threw his manuscript aside and spoke in most fluent English for about thirty-five minutes. When his countrymen recognized him and hailed him as "Long live the King," the Rotarians responded by shouting, "Long live Albert." The convention lasted from Monday until Thursday. The next two days were spent in Brussels, where the crown prince gave the delegates a reception in the royal palace. The reception was devoid of all formality, everyone being made to feel that the King and his family were democratic in their tastes and methods.

Mr. Gibson had been to Belgium before, but he never saw the common people more busy than this year. Every available foot of ground is utilized for buildings or crops. Transportation of freight and land products

is largely by canals and dog teams. If the owner has but one dog, wife or child frequently take the place of a second dog.

Mr. Gibson thinks that King Albert deserves great credit for the remarkable manner in which he stabilized the currency of the nation. He was given full authority to act in the matter and handled the question in a masterly manner.

Americans who are acquainted with the life history of King Albert feel a keen interest in his career, because he imbibed his democratic ideas largely from this country. The second son in the family, he had no expectation of ever becoming a king. He came to this country with the intention of becoming an American citizen. While he was working as news reporter on a Minneapolis daily paper, word reached him of the death of his brother, which made him heir to the throne on the death of King Leopold. He immediately left for Belgium to prepare for the kingly career in store for him. His heroic action during the kaiser's war made him the foremost figure in that gigantic conflict and the best loved and most highly respected monarch in the world.

Mr. Gibson found fewer poor people and beggars in Holland than in Belgium, but intensive cultivation of every inch of ground was everywhere in evidence.

In France Mr. Gibson found the grape crop seriously injured in some sections by heavy storms, hail and blight. He thinks the closing of the regular market in the United States against French wines by reason of the Volstead law is more than made up by the enormous quantities of wines consumed in France by American tourists, many of whom are disgusting because of the gluttonous habits they pursue in France and the reckless manner in which they throw around money and bestow tips, whether deserved or not. Their actions in these directions have been so reprehensible that they have made it very hard for Americans of moderate means and refined taste to travel comfortably. Because of the exercise of these traits, shop keepers and others who come in touch with American tourists have two prices for everything they have for sale—one for natives and other Europeans, and from 25 to 50 per cent. higher schedules for Americans, who frequently pay pounds for the same articles and service that people of other nations obtain for shillings.

English people certainly have reason to feel keenly the results of the kaiser's war. Out of every dollar raised by taxation, 30 cents goes to America to pay the principal and interest on the war debt Great Britain owes this country. Mr. Gibson says the English people think well of Prime Minister Baldwin and are following his movements in Canada with great interest and satisfaction. He regards Lloyd George as a mountebank and does not believe he will ever again gain ascendancy in the English government. He has not made good on a single promise he made the English people during the war. He promised to hang the kaiser. Later he promised

to send him to St. Helena for the remainder of his life. He has no regard for his word and the English people who believe in integrity of action and candid statement have no use for him.

The English people as a class are very fond of the Prince of Wales, but his remaining heart free is a good deal of a puzzle to them. Because he speaks six or eight languages fluently and is familiarizing himself with the methods, customs and peculiarities of every English dependency, he will enter upon his duties as king more fully informed and better equipped to face and solve the difficult problems which will confront him from time to time than any monarch who ever ascended the English throne.

King George and consort gave a reception to the officers and honorary members of the Rotary organization at Buckingham palace while the delegates were in London en route home.

The Free State of Ireland is yet on trial. It may succeed and it may not. If the Spaniard de Valera succeeds in accomplishing his ends, he will again plunge Ireland into anarchy and chaos.

Ulster is prospering, despite the tariff wall the Free State has set up between the two.

Mr. Gibson was born in Warings-town, County Down, Ireland. He left Belfast in 1885 and went to New Zealand on account of the ill health of his wife. The long sea voyage and the change in climate restored her health, so in 1887 they went on to Samoa, Honolulu and California, where they located in Oakland. Mr. Gibson found employment with a publishing house there, which two years later sent him to London as their European representative. He remained in England six and a half years, when they returned to this country, settling in Battle Creek, where he took the position of superintendent of the Review and Herald publishing house. Four years later he retired from this position to take the position of superintendent of construction of the present Sanitarium building. On the completion of this work he accepted the position of Secretary of the Battle Creek Chamber of Commerce, remaining there six years. For the next ten years he acted as Manager of the Western Michigan Development Bureau, which he built up to a remarkable degree of efficiency and effectiveness. Seven years ago he was prevailed upon to return to Battle Creek and again assume the secretaryship of the Chamber of Commerce, which he voluntarily relinquished May 1 of this year.

Mr. Gibson will make an announcement as to his future plans in the course of a week or ten days.

No man among my many acquaintances is more versatile, more companionable and more thoroughly genuine in all the relations of life than John I. Gibson. I have known him many years and worked with him under many difficult conditions. I have never known him to shirk a duty or fail to discharge any obligation which confronted him in a masterly manner. He is well grounded in English and American literature and can recite from memory every poem Kipling has

ever written. He has lived a useful life and has every reason to regard the future with hope and complacency.

I have had occasion in times past to both commend and condemn the Allegan county road commission for its good and bad methods in handling road improvements under its jurisdiction. For some reason the cut-off on U. S. 131 at Moline was not completed last year, as I think it should have been, so travelers have been obliged to utilize the old roadway around the sharp and dangerous corner in the village. That is not so bad, but the absence of any dust arrester on the mile of gravel roadbed has rendered it almost intolerable—the only disagreeable feature on the 150 mile stretch from Mottville to Howard City. How men who are so considerate in many things and do so well under many circumstances could overlook this disgraceful situation is more than I can understand.

E. A. Stowe.

## The Unearned Increment.

Written for the Tradesman.

John O. Thompson, editor and publisher of the Dexter Leader, has been a printer for forty-one years. He says he knows of only one man in Washenaw county who has been in the printing business longer than himself.

When I quoted to him a statement made by a Tradesman correspondent that through the sale of a piece of property he had "got ten thousand dollars which he did not earn, and some one would have to earn ten thousand dollars which they would not get," Mr. Thompson said he could not accept that proposition without thinking it over.

This set me to thinking and I cannot believe that this is a general rule or result when profits are made by rise in value of property. For ages we have commended the man who has foresight to invest money in property which in time brings him handsome profits. In many cases the buyers are well satisfied and never lose by paying the prices asked. Who and where are the losers?

Another time investment is made with every indication of future profit, but something else develops to counteract, some new trend diverts the natural, logical growth of development of the section, and after years of waiting, planning, expense and extraordinary effort, the investor finds himself defeated—a loser. No one can be pointed out as profiting at his expense, no one robbed him. He was just as wise as the one who gained by a similar venture.

It seems to me that he who makes a handsome profit without any effort and knows that others have earned that for him is in honor bound to return it to the public in some enterprise which will benefit every citizen, provided, of course, that he never can discover the individuals who earned it.

E. E. Whitney.

## No Occasion For Argument.

"Nola, will you marry me?"

"Doug, I must tell you I'm a somnambulist."

"That's all right—you can go to your church and I'll go to mine."



## SHOE MARKET

### Putting New Life Into Window Displays.

Did you ever feel that your window displays were too common-place? Most of us do, and rightfully. It is hard to make ordinary merchandise displays look different, and so we fall into the habit of permitting them to be ordinary. We take out one window and put in another, sometimes without even troubling to vary the arrangement.

In fact we've seen some shoe displays where we suspected that that plan had been followed numerous times, because changing the position of the standards and pedestals would have involved a little work with the dust cloth!

And then we wonder why our windows do not produce better results!

Some of us in an effort to vary the deadly monotony go too far in the other direction, and put in so many trick features and attention getters that it is hard to tell whether we're selling shoes or something else. Even this has its virtue, for it at least stops the passer-by, but the ideal window is the one that can still get attention without detracting too much from the actual merchandise.

One merchant in an Illinois city has this problem fairly well solved, and he does it with backgrounds. He changes his background design almost as often as he changes his display, and his backgrounds are so good that they get attention and still direct the window shopper to the shoes in front of it.

Recently he put in a window of sports shoes, and for a background he had a map of the local country club golf course, drawn on canvas in the map style we see so frequently in current advertising. There were numerous clever captions on the map referring to peculiarities of the local course that every golfer would recognize. And from a few of these spots on the map ribbons led to particular shoes in the exhibit. By the side of each shoe was a little card tying up the idea.

### A Brand New Auction Sale Idea.

Here's an idea, writes a merchant, that was very successful. We had a considerable number of odds and ends in stock. One and two pairs of a style, some dead numbers, and the usual accumulation of stuff that's hard to dispose of.

We put it all on a large table in the center of the store, with a large shipping tag attached to each pair. Over the table was a card reading "Auction Table—Set Your Own Price." In smaller letters was the explanation that customers could select any pair of shoes on the table, write down their name, the date and the price they were willing to pay for the shoes, and leave them on the table. If no other person offered to pay more for the shoes inside of a week, the bid was declared a sale and the shoes sold at the price offered by the customer.

The table created a lot of interest. Many of the shoes were bid for at ridiculous prices, but few of them went for the first bid. Folks who had made

a bid dropped in every day or so and looked to see if anyone had bid over their first offer.

The store enjoyed a lot of publicity from the scheme, and sold practically all of the shoes. Next dull season the auction table will be used again.

### Advertising Claims That Are Unfair.

Here's a method of adjusting hosiery and shoe claims used by one store that usually satisfies the customer and is not quite so much of a burden on the store.

It is used only in cases where the customer is apparently partly to blame for poor service on the part of the shoes or hose. Merchandise showing defects is of course, replaced; but goods that have been unsatisfactory because of the wearer's carelessness are differently handled.

All such cases are brought to the owner of the store who talks to the customer and after hearing the complaint explains that the store cannot get redress from the manufacturer, but is willing to refund the difference between the actual cost of the shoe and the selling price. It is explained that this really is a loss to the store since the gross profit on each pair of shoes includes the expense of doing business. Most customers regard this as a very fair offer, and the owner states that only the most unreasonable are unwilling to view it in that light.

### Selling Shoes To Children.

The other day we watched a clever salesman serving a mother who had brought her little girl in for a pair of shoes. He never lost sight of the fact that he must really sell the mother, but he did not make it apparent.

He treated the child as though she were an adult, conferred with her about the fit of the shoe, pointed out a bit of trimming and talked style to her.

He sold the pair of shoes the mother decided she wanted her daughter to have, but the child went out of the store feeling that she had selected exactly what she wanted, and that she had been treated just like a grown-up. It was apparent, too, that the mother was flattered by the attention given her daughter, and so two good friends were made as well as a profitable sale.

### Coupon Stimulates Hosiery Sales.

A California shoe store that has a wide-awake hosiery department utilized its regular monthly circular mailing to its shoe customers to boost its hosiery sales.

The store has one chiffon number at a popular price which it features regularly. With the little style folder which was mailed out to shoe customers was a coupon, which stated that the store would accept it for 25 per cent. of the purchase price on any purchase of the special chiffon stocking. The customer was not limited to a purchase of one pair—the discount applied on any number purchased. The coupon provided a good check on the mailing list and made a lot of new friends for the hosiery department.

The ability to wear last year's suit and smile is a good test of a man's character.

### Shoe Trade in Good Shape.

The approach of the middle of August finds the local shoe trade in better shape on fall lines than had been expected. Men's and boys' footwear has sold seasonably well, but the agreeable surprise has been the willingness of retailers to look ahead on women's and misses' lines more than they have for some time. This is attributed to the somewhat simpler style of the new season and also to the widespread favor for black. Women's oxfords are selling very well, chiefly in patent and calf leathers. In the latter both black and tan are being taken, but the emphasis in the buying is laid on black. The so-called tennis goods, which were recently opened for the new season at practically unchanged prices, are already selling well for January delivery.

### Cashes Checks To Draw Customers.

A shoe shop in an Eastern factory town, specializing particularly in men's shoes, has found it greatly to their advantage to cash factory pay checks for workmen.

They advertise the fact that they cheerfully cash checks, in the local papers on every pay day, and in some of the factories they supply envelopes on which the offer to cash checks is made prominent.

No one coming in the store to cash a check is urged to buy, but many do make purchase, and the service has so familiarized local men with the store location that they come in at other times when they do need shoes.

### Would You Dare Make This Offer.

A Pennsylvania shoe store has in its window an attractive card which announces a standing offer of \$5 in cash to any woman who cannot be fitted perfectly from the store's stock.

The store has not much difficulty in making good, except once when a troupe of midgets from the local theater dropped in, and even then most of them were accurately fitted.

### Why Shoes Are Higher.

The increase in the price of leather from thirteen to twenty-two cents per pound—amounting to nine cents per pound and equivalent to ten cents on each shoe—necessitates an advance in the cost of every pair of shoes produced. This advance the manufacturers must pass on to the retailer and the retailer to the purchaser.

## FALL IS AT HAND

Is your stock complete?  
We can supply you with  
what you need.

**POLISH**  
Whitmores  
Cinderella  
Uno  
Steel Lobel  
Dyanshine  
Two-One  
Shinola  
Poly-Shine

**LACES**  
Nufashond  
Mileage  
Rawhide  
Novelties  
  
Insoles  
Lyon Hose Prot.  
Leather-no-Slips

**BEN KRAUSE CO.**  
20 Ionia Avenue  
GRAND RAPIDS, MICH.

Your problem as a  
Shoe Retailer  
is answered by  
**THE TORSON SHOE**

1. Made in Grand Rapids (quick service).
2. Always in stock—A to EEE.
3. Always in style (no closeouts)
4. Always repeats.
5. Retail at \$6 to \$7.
6. Made in oxford and shoe, black or brown of the finest imported kid over a two-width combination, arch support last.

**Herold-Bertsch Shoe Co**  
Grand Rapids, Mich.  
Manufacturers of Quality Footwear  
since 1892.

**MICHIGAN SHOE DEALERS**  
**MUTUAL FIRE INSURANCE COMPANY**  
LANSING, MICHIGAN

## Prompt Adjustments

Write

**L. H. BAKER, Secy-Treas.**

**LANSING, MICH.**

**P. O. Box 549**

### Unsolved Mysteries and Wars That Never Took Place.

Grandville, Aug. 16—One of the best advertised wars was that celebrated Indian war in Michigan at the time of the war for the Union which never materialized.

The Minnesota massacre of white settlers by the merciless Sioux at about this time gave the people of the Northwest much food for thought, and at such a time rumors of a Chippewa march of Indians upon the frontier settlements of Northern Michigan were rife.

As a boy I remember seeing myself enlisted in a border company, rifle on shoulder, marching to the sound of fife and drum. Not a little excitement prevailed. Meetings were called and the matter of defense discussed.

An Indian from a downriver settlement came into our village with a report that half a thousand redmen were encamped on the lake shore a few miles South of Muskegon, and with the beginning of July would move in warlike array upon that town.

Those were days of hot expectation. From the North came reports that a large army of redskins had crossed the Straits and were bearing down upon the small settlements, armed with rifles furnished by the Confederate government. It was an anxious time for the women and children with the mainstay of families away in the Union army battling in the South for the preservation of the Union.

It seemed that the war was being borne to the homes of Northern people when they least expected it.

At Newaygo a company was organized, armed with muskets furnished by the State. Bridges were guarded and other entrances to the place. It was afterward stated that not only did Indians suffer in imagination, but many gardens and watermelon patches were ransacked. However this may be, it is known that the Indian war failed to come about. It seems that the spirit of Pontiac had deserted his followers when least expected.

That outbreak of savagery lasted several weeks in the minds of the most excitable white inhabitants, although never verified by actual conflict.

Those were historic days all right. The Indian scare finally subsided, giving peace and quietude once more to the people of the Michigan border.

Three young cowboys returning from a search of the woods for cows, such animals being allowed free range of the woods, stood together under the stars and discussed the latest war news. It was not in America but Europe the war under consideration was taking place.

Napoleon the Third was sweeping into Italy in a weak imitation of the first emperor of that name. The battles of Solferino and Magenta had been fought, and it was these conflicts our three boys were discussing.

"I am mighty glad I live in America," said one boy. "We don't have any wars here, and won't ever have to go into the army."

"It's been a long time that's true," agreed another boy. "This country is certainly a fine place to live."

This was true, but in a few twelve-months thereafter Fort Sumpter was fired on and the opening guns of the great Southern rebellion broke over the land.

Two of those three boys became members of the Northern fighting force and one of them rests forever in Southern soil. This war certainly took place in veritable earnestness, and in connection therewith were many mysteries that were never solved.

One of the prominent young men of our village, Thomas Ames by name, enlisted to fight for his country. He married his sweetheart a few weeks before going to the front, never again to return.

All track of Tom Ames was lost after the battle of Chickamauga. He en-

tered the battle with his regiment and was never seen again. As one of the unidentified dead his ashes lie under Southern sod to this day.

From our village and from our mill went sturdy Frank Shippy, as stalwart and strong a young man as one could find. Somewhere in Virginia his bones lie buried. He was never seen after one of the fierce struggles in the Wilderness. His disappearance was one of the mysteries of that war which haunts almost every battlefield.

A young country doctor, Johnson by name, went as an army surgeon to the war. He never came back. Whereabouts in Virginia his bones bleach beneath the sod none of his friends know. He had friends in plenty, as had those other two, but the mystery of their fate was never revealed.

Possibly the bones of these men may have been collected with two thousand others and buried at the mammoth grave in Arlington dedicated to the Union's unknown dead.

Three from one small frontier village so lost to friends and the world would seem to indicate a large number of such cases, take the whole army together. War and its many mysteries are repulsive in more respects than one.

Way down East in Maine lived a youth who in later years became a pioneer among the Michigan pines. One time, on returning to the family home, as he opened the front gate he saw his grandmother among the flowers apparently selecting a bouquet. Her back was toward him and he did not speak.

On entering the house there sat his grandmother at ease, knitting in her big armchair. One minute before he had seen her in the garden. He made no mention of what he had seen to granny, since he knew she was superstitious and the circumstance would worry her. It was a mystery all the same and never solved. Old Timer.

### Has Saved All Our Cover Poems.

Cleveland, Ohio, Aug. 10—Enclosed find check for subscription to the Tradesman. I have taken it so many years I just can't do without it.

I have saved all the poems you have printed on your front cover and consider your write up concerning Ford a masterpiece. He should be made to humble himself considerably. All he is is what the laboring man made him and there is plenty of room for improvement yet.

Am sending you a clipping from the Cleveland News, which is rather a good way to deal with necktie crooks.

Admire the stand you have taken in the Guy Rouse case. At one time while we were engaged in retail trade at Morley, in our dealings with the Worden Grocer Co., we were led to believe Mr. Rouse was a perfect man, judging by the wonderful line of talk he was always handing out. I should think he would feel rather cheap to think back over all those addresses he gave at retail gatherings.

We are now in business in Cleveland and if you ever visit the city should be glad of a call. At present we have the Industrial Exposition. It is a very wonderful sight.

When I have all the cover poems in a scrap book, I will tell you how many I have.

Wish you many more years at the head of the Tradesman and that you continue to chase the crooks. You have them going. They fear you and it is too bad there are not more men to take the stand you do.

A. M. Frederick.

### Traveling Tree.

Nature does some queer things. A tree nearly a foot through, that stood on the bank of a stream, slipped down 100 feet when the soil which it grew was loosened by a heavy storm. When the tree stopptd, it was still upright, and kept on growing.

## More Profit to You

by increasing turnover. When you sell goods with an established price which protects your margin of profit—then rapid turnover makes you money. In pushing

# K C Baking Powder

## 25 ounces for 25¢

(more than a pound and a half for a quarter)

Same price for over 35 years

with the consistent *quality* and *price* advertising behind it—with the price plainly shown on the label—you can increase turnover and get *more profit* on your baking powder investment.

The Government Used Millions of Pounds



## FINANCIAL

### Women's Adoption of Smoking Lifts Cigarette Output.

American manufactured cigarettes with a retail value of probably \$75,000,000 will go up in blue smoke this year to satisfy a growing craving for Lady Nicotine.

A less than normal increase over last year's output would send the total for 1927 to above 100 billion cigarettes, a goodly number of which will be held between the dainty fingers of thousands and thousands of American girls from the ages of sixteen to sixty.

The addition of women to the ranks of smokers in this country has been largely responsible for the remarkable increase in cigarette consumption of about 90 per cent. since 1920. A chart prepared by Charles D. Barney & Co. presents an interesting picture of the trend of production of tobacco products. While cigarette output had climbed last year to 550 per cent. of the 1914 figures, production of smoking and chewing tobacco and cigars had actually decreased slightly.

As may be supposed, earnings of the country's principal manufacturers of tobacco products have steadily increased as output has grown. Net profits available for dividends of four large companies—R. J. Reynolds Tobacco, American Tobacco, Liggett & Myers and P. Lorillard—rose from \$23,164,889 in 1914 to \$70,503,196 last year.

Stocks of most companies have advanced about as rapidly as the general average of listed industrial shares on the New York Stock Exchange. R. J. Reynolds Class B common, for instance, sold at \$94 a share on June 1, 1926, and at the equivalent of \$172 a share on June 1, 1927. Liggett & Myers Class B common in the same period rose from \$78 to an equivalent of \$130 a share. American Tobacco B common rose from \$114 to \$136 a share.

"Production costs of the large organizations are being favorably affected both by the relative stability in raw material prices and by development of improved manufacturing machinery and processes," says the Barney annual review. "Increasing volume is naturally a factor in lower production costs.

"An influence that is making itself noticeably felt in the reduction of manufacturing costs, and seemingly destined to become increasingly important, is the utilization of improved machinery. A new cigarette packing machine with a capacity of 70 per cent. in excess of the old machine has helped to cut down manufacturing costs and is now in use in several of the largest factories.

"A cigarette manufacturing machine, expected to double the capacity of the existing machines, has been developed and is now undergoing trial. The economies possible through the utilization of this machine, assuming it gives a satisfactory demonstration under prolonged test, are considerable, although its adoption would entail some scrapping of existing equipment. It should cut labor costs, materially reduce overhead and enable manufacturers to take care of their expanding pro-

duction without any great addition to existing facilities.

"Offsetting economies in manufacturing are the larger advertising expenditures necessitated by competition which is continually becoming more intensified. The keen rivalry of the large manufacturers for popular favor is manifested in the widening scope of their advertising. Guardedly and cautiously, the advertising message is beginning to reach out to the woman smoker, who now furnishes a large source of demand and a wide potential market for the future."

William Russell White.  
[Copyrighted, 1927].

### Plan Up To Move Unsold Bonds.

In the recent shower of undistributed bonds thrown back upon the syndicates and, after termination of the usual periods, dumped onto the market was born the germ of a plan for secondary distribution that somewhat resembles the British method.

Small dealers specially organized to retail bonds, very often find themselves famished for issues at times when the shelves of large syndicate houses are laden with unsold descriptions. Different bankers now are discussing informally with their friends a plan to create a sort of clearing house through which bonds may be passed on to a successful retail distribution through dealers after the termination of the syndicate. Advocates of the plan contend that it would eliminate the demoralizing market break now normal when the plug is pulled and a new issue is allowed to seek its own level.

In so far as the large syndicates are concerned the organized dealers would not come in unless and until the original house of issue failed to place its bonds. On dissolution of the syndicate the dealers would expect to be given a chance to retail amounts unsold by the syndicate. To encourage distribution the syndicate houses have indicated in many instances that they would be ready to cut their own profits close on the unsold bonds and give dealers a liberal commission to do the job for them.

If the plan works it would move new bonds into investment hands far more permanent than is the case when the syndicate turns the unsold portions back into the open market. Its approval already by more than fifty dealers at least indicates that, in the face of a glut of syndicate flotations, the retail houses feel that if given a chance they could open avenues of demand not known to the wholesale houses.

Precisely how the syndicate houses and dealers in the financial district work out the proposal now under consideration is not of so much importance perhaps as that the problem is up for discussion. The summer of 1927 was not the first occasion when after an excessive emission bonds returned to embarrass the syndicates. For a long time those best posted on such matters have felt that some day a way would be found to place the excellent distributing facilities of the numerous dealers more directly at the disposal of the wholesalers.

On their own failure to judge the

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### ASK MR. STOWE

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

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

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market the syndicates this summer have themselves in part to blame for the situation that developed. Prices were set higher than the public was willing to pay. In the final analysis all new issues must seek their natural market levels but a better organization for retail distribution might aid in leveling down the peaks and evening up the valleys now encountered so often.

Paul Willard Garrett.

[Copyrighted, 1927].

#### General Motors For Small Investors Now.

The two to one split in General Motors on the anniversary of its 1926 declaration of a 50 per cent. stock dividend reveals a growth in the country's largest corporation, since the creation of the present Delaware company ten years ago, that is unparalleled in the history of America's great industrial concerns.

The man who bought 100 shares of General Motors back in 1917 and who had the faith to hold them soon will own 750 shares and meanwhile his original investment has been more than offset through cash dividends. That is the extraordinary record of an investment in General Motors made a decade ago.

One hundred shares of General Motors bought in 1917 at \$100 a share would have cost \$10,000. That investment was swelled to 1,000 shares in 1920 by the 10 to 1 split. It shrank to 250 shares in 1924 when the number of outstanding shares was reduced to leave 1 share outstanding for each 4 previously. Exactly a year ago a 50 per cent. stock dividend was declared which meant that man who owned 250 shares got 125 more, making his total 375. When the present plan is approved by the stockholders in September these 375 shares will become 750. If the new shares have a market value of \$111 they will be worth \$83,250, which represents a tidy book profit over the original \$10,000 invested. This takes no account of regular and extra dividends paid in the interim, which were substantial, and should not be accepted as accurate to the last detail but it does portray in striking manner the general pace of growth.

Impressive as the facts of the case are many commentators will be tempted to falsify the picture by wrong interpretations of the new plan. The two to one split now in process will give an investor two shares of stock for each one held but his proportion of ownership in the properties remains the same. The new plan involves no alteration of the capital and surplus account. Instead of 8,700,000 shares of common carried in the books at \$50 a share there will be 17,400,000 shares carried at \$25. The book value of \$435,000,000 will still be \$435,000,000 after the change.

Since the move involves no distribution of surplus some stockholders may fail to see any advantage in a division of the shares. Not the least of the advantages that must have been in the minds of the directors is the opportunity a division of the shares into smaller units will open for purchase of the stock by small investors. At

\$220 a share the General Motors is a rich man's stock. At half that price it will be brought within reach of thousands of investors who now have faith in the issue but cannot possess it.

Paul Willard Garrett.

[Copyrighted, 1927].

#### Stage Is Set For Bond Revival.

September and the autumn months will bring a revival of activity in bonds if any substantial proportion of business now on the fire and confidently expected by the underwriting houses materializes.

A reduction in the emission of new bond issues during the last two months and a simultaneous improvement in the money market combine to make the outlook for a lively autumn business favorable. Not all of the flotations now under consideration have been announced but the different bond houses declare that the present lag in offerings probably will not continue beyond August.

New bond flotations for 1927 to date exceed those for the corresponding 1926 period by a round billion dollars. Up to this time last year only \$2,965,000,000 in new bonds had been offered to the public but the record shows that up to to-day the 1927 offerings had reached the \$3,970,000,000 mark.

The glut in bonds induced two months ago by the emission of new issues in too large a volume and at prices too dear slowly but surely is passing. It has been exactly two months since the underwriting houses began to cut down in commendable fashion the volume of offerings. Not since the week ended June 18 have so many as \$100,000,000 in bonds been offered during any one week. Previous to that time the volume had run into high figures. This persistent reduction in emissions had cut the total of weekly offerings down to a new low for the year at \$35,000,000 last week. It is directly responsible for much of the improved sentiment expressed everywhere among the bond houses.

While the total of \$41,500,000 for the present week to date in new bond issues already gives assurance that the week as a whole will contribute more than last week the opinion prevails that the real gain in volume will not come until after Labor Day.

Back of the more cheerful attitude in the bond market is the unexpected fall in interest rates. While a reduction in the volume of outstanding currency and some contraction in business have contributed to the ease in money the liquidation of bonds formerly held by syndicates in itself has been an influence for cheaper money.

A canvass of opinions from leading bankers indicates that outstanding houses of issue will be more careful than usual during the rest of this year not to place too dear a price upon new offerings. The bankers are not anxious to bring on another glut in the market such as was brought on this summer by their own poor judgment of the market.

Paul Willard Garrett.

[Copyrighted, 1927].

There is more satisfaction getting a scratch hit off Walter Johnson than in knocking a homer off a rookie.

## The Financial Side

of your business proposition must always command the attention of the Officers of the **GRAND RAPIDS SAVINGS BANK**, but you will find them no less ready to consider it in its commercial or industrial respects.

When you bring your problems to this institution you may be sure that your viewpoint as well as that of the Bank will always be borne in mind—and that our great aim will be to make them identical.

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Failure to make a will, failure to appoint a trust company as executor and trustee, failure to arrange for the distribution of life insurance money under a life insurance trust—these neglects mean short lived estates.

Safeguard your dependents by safeguarding your estate.

Let us discuss this matter with you.

### GRAND RAPIDS TRUST CO.

GRAND RAPIDS, MICHIGAN

### Chain Store Management Vital.

The value of sound management and the correctness of chain store fundamentals are strikingly illustrated in the successful recovery in recent years of the organization operating the Metropolitan variety stores.

The Metropolitan 5-to-50-Cent Stores, Inc., as a result of extravagances and mismanagement, was about ready to collapse when V. M. Bovie took control and associated with himself E. W. Livingston, formerly in charge of merchandising of the J. G. McCrory Co., and A. N. McFadyen, formerly vice-president of the S. S. Kresge Co. and later chain store operator in Grand Rapids.

The first step was to eliminate unprofitable units as advantageously as possible and concentrate their resources in the remaining stores. Because of limited capital their progress was slow, but they were able to demonstrate to the satisfaction of bankers that they knew the essentials of chain store merchandising.

To obtain the necessary additional capital a new company was formed—the Metropolitan Chain Stores, Inc.—which took over all transferable assets and inaugurated a campaign of conservative expansion. Although Mr. Bovie's career was cut short by death, his foundation had been so well laid the company's recovery went ahead unchecked. The result was that the operating company began to show highly satisfactory earnings and its securities improved in value.

The old 5-to-50 cent store organization in the readjustment became a holding company, owning slightly more than half of the outstanding 130,900 shares of Metropolitan Chain common stock. The holding company's equity had a market value at recent prices of approximately \$3,630,000. Outstanding against this were 38,979 shares of 8 per cent. cumulative preferred, 45,974 shares of Class A common stock and 70,369 shares of Class B common.

Inasmuch as the preferred has first claim, up to \$110 a share, on the \$3,630,000 equity, and dividend accumulations amount to 40 per cent., the stock at present levels offers speculative possibilities.

It seems reasonable to suppose the present efficient management will continue to increase the stores' sales volume and improve earnings. The possibility of dividends on the operating company's common stock, therefore, is brought nearer, and when this point is reached the preferred shares of the holding company will be in line for distribution of the income received.

The time eventually will come, moreover, when steps will be taken to liquidate accumulated dividends. Although it is highly improbable the holding company would dispose of any of its common stock, it is worth while to know that a sale of the 66,000 shares held at \$55 a share would net about \$90 a share for the 38,979 shares of 5-to-50 cent stores preferred.

The Metropolitan's recovery is a tribute to its executives, for the new organization was compelled to shoulder many handicaps of the previous ad-

ministration and to live down its reputation. If the seemingly complicated relation of the two concerns were better understood, it would be reasonable to expect the old preferred to sell higher than the new common.

William Russell White.  
[Copyrighted, 1927].

### Individual Indifference the Cause.

In Europe it is not uncommon to find buildings several hundreds of years old that have never seen a fire other than in a fire place; there are whole villages that have not seen a runaway fire in centuries. The more extensive use of brick and stone, as compared with the almost universal use of wood for American homes, reduces the fire hazard somewhat. But the great difference is in the care taken to prevent fire. America has ten times as much fire loss as the most incendiary part of Europe.

To eliminate that nine-to-one differential in America, would not invalidate the principle or change the practice of fire insurance; it would only make fire insurance more universal, at far lower cost. We now pay about \$5 per capita for fire loss. Nobody wants unnecessary punitive or restrictive laws, but laws more sharply defining personal fire responsibility, and making the careless fire builder civilly or even criminally liable for fire losses or death might seem only justice to the careful ones who keep down the shameful record.

### Propaganda.

"What is all this talk about fire prevention in the newspapers, Silas?" asked Mrs. Easybody, looking up over her reading glasses.

"Just propaganda, m'dear; the insurance companies are trying to make us do their dirty work so they can cut down expenses and pile up surplus."

"But, Silas, you said the insurance companies liked to encourage big losses and many of them. You said that it gave them an excuse to increase the rate, and advertise the business."

"Huh, did I say that? Well, perhaps I did. They're both darn good arguments. You just stick to your knitting m'dear, and let the men folks tend to the business end. It's too deep for you to grasp."

### Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Dilts Machine Works, Inc., St. Joseph. Mastermold Shoe Store, Grand Rapids Church Dyer Corp., Detroit. Burghardt Land Co., Highland Park Regent Realty Co., Battle Creek Great Lakes Electric Co., Detroit. Premier Malt Products Co., Detroit. Calumet Garment Co., Laurium. Knab-Karr, Detroit. Sanitarium and Hospital Equipment Co., Battle Creek. W. M. Pattison Supply Co., Detroit. Federal Underwriters, Detroit. Alexander Construction Co., Detroit. Grand Rapids Laundry Co., Grand Rapids. Zuieback & Cabot, Incorporated, Detroit. Re-New Auto Shop, Inc., Detroit.

### Coffee Boils Merrily in U. S.

Headaches come in contemplation of the United States in its cups. In 1926, compiled figures show, the country went on a spree and drank 16 per cent.

more coffee than in the previous year, the per capita consumption amounting to no less than 500 cups. Imports of the brown bean amounted to 1,500,000,000 pounds and its value was \$323,350,000. The "billion" end of the import was sent by Brazil, while Columbia and Mexico furnished most of the remainder.

### Vogue For Black Still Strong.

No let-up in the favor shown for black in women's ready-to-wear for early fall is yet indicated. In the higher grade formal coats, particularly those made of broadcloth fabrics, black is specified in at least 75 per cent. of the orders, it was said recently. The remainder of the color preference is scattered over several shades, the new browns and blues leading. In dresses, too, the vogue for black is dominating. Probably never before has the demand for dresses for early fall been so strongly concentrated on this shade.

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6th FLOOR, MICHIGAN TRUST BLDG.  
GRAND RAPIDS, MICHIGAN



**Drive Out the Arsonist.**

It is not possible to paint too blackly the crime of arson. In the English language, ample though it is, there are not adjectives vile enough to characterize as he deserves the willful and malicious burner.

Nothing gives him pause. The man who stoops to the torch would stoop, without hesitation, to murder of the foulest kind. Nero, who fired Rome, also assassinated his own mother—and so, indeed, would the arsonist of today, if such an unspeakable deed would further his dark ends.

And he is as cowardly, as craven, as his deed is foul. Desperadoes there were, in the vanished days of the West, who robbed and plundered and killed—the James boys, for instance, and Tracy of Oregon. They stopped at nothing else, but they stopped at arson. There they drew the line. They did not shoot women and children, and they did not burn. They were, in short criminals, but they moved in the open and they fought like men.

But the incendiary is quite another animal. Slinking, cat-eyed, shunning daylight and operating only in the dead of night, he is a creature such as even the "bad man" of yesterday would have recoiled from, deeming him unfit for his society. How much more, then, should he be condemned by every decent, right-thinking, law-abiding American!

For the arsonist is crafty without being clever, cruel without being courageous, evil without possessing a single redeeming quality to plead for him at the bar of public opinion. Since pity, or any of the finer human attributes, is foreign to his nature, so—always within due process of law—must pity be absent from his treatment when he is caught and brought to justice. He must be scotched like the snake he emulates.

America will never be an entirely healthful country for honest, God-fearing people to inhabit until it is made too hot for these employers of fire.

**"Spontaneous Combustion."**

The season of the year is about at hand when barns are in danger of becoming the prey of fire through spontaneous combustion or spontaneous ignition, or whatever else you may desire to call it.

Spontaneous ignition, which by some is claimed to be the correct term, is ignition which is produced by the internal development of heat without the action of an external agent. The different steps in this phenomenon of heat are: (1) the substance absorbs and condenses moisture within its pores; (2) oxidation takes place and the temperature increases; (3) the increase in temperature accelerates the oxidation and so the process continues with increasing rapidity until fire ensues. Spontaneous combustion seems to be little known, for in many cases if the origin of a fire is not easily apparent, it is generally said to be spontaneous combustion or spontaneous ignition.

So far as farm fires are concerned, modern research has shown that this spontaneous ignition is caused by the

harvesting of crops when not thoroughly cured, or if cured, the housing of them in a moist condition.

Oxidation may also occur in the heap of oily rags or cotton waste where the process continues until the heat evolved has raised the mass to the temperature of ignition, then a fire will occur provided the oxygen in the air is present, causing the accumulated heat to burst into a flame.

This process of oxidation may also occur in many different substances not at this time thoroughly understood.

So far as spontaneous ignition on the farms is concerned, modern investigation and experimentation have shown that the only manner in which it can be prevented, is to exercise the greatest care in the harvesting of such crops wherein oxidation may be the cause of spontaneous ignition.

**Limit Insurance.**

Insurance being a personal contract has always depended, more or less, upon the moral make-up of the policy holder. The insurance contract being one of indemnity for the reimbursement of loss for property destroyed, or for some other loss, has always been susceptible to the prearranged and desired happening of the loss against which the contract of indemnity was entered into. Ever since insurance has become a commercial matter there has been the attempt or the desire on the part of the dishonest to take advantage of the contract of indemnity for the personal profit of one of the parties to the contract, viz. the insured. The other party to the contract, the insurance carrier, is mainly interested in preventing the happening of the contingency insured against. The insurance contract, in this sense, becomes one-sided. Only the insured can take advantage, in a dishonest way, of the other party to the contract. And there is only one motive compelling the dishonest to attempt to take an unfair advantage of the other party to the contract. This motive can only be that of personal gain. There may be other motives, but they are slight in comparison to that of personal gain. If this hypothesis is correct, and it is, then it follows that the only way in which the one party can protect itself against the dishonest motive of the other party, is to make it impossible for the dishonest party to receive any personal gain or advantage from the happening of the contingency insured against. How this end can be accomplished, in the case of fire insurance, must be plain and evident to every insurance man in the country.

**The Beginning.**

The first beginnings of fire insurance are recorded in Exodus xxii:6: "If a fire break out and catch in thorns so that the stacks of corn, or the standing corn, or the field, be consumed, he that kindleth the fire shall surely make restitution." Restitution is another word for indemnity, and besides the verse also provides for coinsurance, since if the owner kindled the fire himself he had to stand for his own loss. These people who talk of fire insurance originating in London after the Great Fire of 1666 should really read their Bible.

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An Association of Leading Merchants in the State

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Graded dividends of 20 to 50% on all policies according  
to the class of business at risk.

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The Net Cost is **30% Less**

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GREEN & MORRISON—Michigan State Agents

## LAND OF ANOMALIES.

### Ireland the Most Beautiful Country in Europe.

Ireland, with all her faults, is, in my opinion, the most interesting and the most beautiful country on this side of the Atlantic. It's a land of anomalies, many of which seem to work, where one meets poverty and distress on every hand, yet at the same time there is happiness everywhere. The Irish people take time to be civil and to observe the amenities of life. North and South, they are incurably religious. I do not believe that there is any other country in the world in which it is such a constant delight to travel.

I have covered Ireland from one end to the other and have been courteously received and welcomed by all classes with whom I have come into contact.

It is the striking contrasts in Ireland which make traveling through it such a constant source of interest and delight.

Poets have sung, authors have written and orators described the charm and beauty of the Irish landscape, but one has to visit Ireland in a leisurely manner and mix with the people in order to fully appreciate the glamour and fascination which such a visit exerts on the traveler, who will then understand the reason for the deep love of Ireland which is such an outstanding characteristic of the Irish people everywhere.

I visited the Rotary Clubs at Londonderry, Belfast, Dublin and Cork, and received a *cead mille failte* (a hundred thousand welcomes) from all of them. Rotary is exerting a beneficent influence on Ireland. It has brought the North and South together, something which the politicians have never been able to do.

The murder of Kevin O'Higgins was a crime of the first magnitude and has led President Cosgrave to introduce the Public Safety Bill to the Dail or Free State Parliament to enable the government to cope with the revolutionaries. Mr. Cosgrave is a man of indomitable spirit and is entitled to a good deal of credit for the courage he has shown. He has not received the support he should have from the press, and it would seem as if some members of the Dail have been frightened by the gunmen and have not the courage to get behind the government in its fight against anarchy. What is badly needed in Southern Ireland at the present time is a revival of antagonism to crime of every kind. No permanent peace can come to Ireland until Irish men and women are strong enough to denounce lawlessness as Mr. Cosgrave has done. It is a truism that liberty must be limited in order to be possessed.

It is unfortunate that Ireland is divided geographically and that a tariff wall has been set up between the Free State and Ulster or Northern Ireland. In such a small country trade should be free. It would be the best thing that could happen to the world if custom houses and tariffs were abolished everywhere. They are and have always been the cause of many misunderstandings and jealousies among na-

tions which on more than one occasion have precipitated wars.

There were thirty-two counties in Ireland, six of which belong to Northern Ireland and twenty-six to the Irish Free State.

Agriculture is the most important industry in Northern Ireland. Despite the presence of large industries such as shipbuilding, the manufacture of linen, rope-making and many others, the population has remained largely agricultural.

Northern Ireland has a total area of 3,351,970 acres, nearly 75 per cent. of which is cultivated land under crops or pasture. There are 105,000 holdings of more than one acre, of which 86 per cent. are less than fifty acres in extent. There are about seventy thousand holders in Ulster, with farms of from ten to 100 acres in size. Mixed farming predominates.

Landlordism is a thing of the past. Most of the farmers, both North and South, have through the operation of the various land acts, been enabled to buy their farms.

Farming in Ireland, as in nearly every other country, is in a depressed condition at present. There are indications, however, that the tide has turned. I have talked with farmers in every section of the country. The wise ones have given up all hope of relief from the government and have concluded that their valuation lies in their own hands. The Northern farmers are, on the whole, better off than they are in the Free State. Conditions generally, both industrial and agricultural, are better in the North than they are in the South. In talking to farmers in the Free State, I discovered that in some instances the taxes they are paying now come to more than the rent which they formerly paid to the landlord.

The Northern Ireland farm holding is largely self-contained.

The average yield of potatoes in 1925 was 7.6 tons to the acre.

Unemployment in England and Northern Ireland is decreasing, but I was told when I was in Dublin that there is little or no improvement in the Free State. Large numbers of people all over Great Britain and Ireland are being assisted by the "dole." This term, when applied to unemployment benefit, is misleading and inaccurate, for it creates the impression of public money being distributed in a haphazard way on purely charitable grounds. Nothing could be farther from the truth. Unemployment benefit insurance would be a better and more accurate term. Unemployment insurance is only paid to those persons who continue from day to day to satisfy certain strict and carefully framed conditions, in strict accord with insurance principles. The principal is to establish with the greatest possible degree of certainty that the applicant will, by becoming again engaged in insurable employment, repay to the fund by future contributions the money which has been temporarily advanced to him. On the whole, the unemployment scheme has alleviated incalculable distress and misery. The government could not stand aside and see thou-

## MICHIGAN BELL TELEPHONE CO.

### Long Distance Telephone

Service Gives Litscher Personal Contact with Customers

**C. J. LITSCHER ELECTRIC COMPANY**  
ELECTRICAL JOBBERS.  
GRAND RAPIDS, MICH.

December 7, 1926.

Mr. E. H. Dickey,  
Manager, Michigan Bell Telephone Company,  
Grand Rapids, Mich.

Dear Sir:

We are great believers in the long distance telephone for keeping practically a personal contact with our customers.

I find that when some dispute comes up between us and our customers, I can usually settle it when I talk personally to my customers over the telephone.

Also when we have something of special importance that we want to get over to a customer in a distant city, that our business is increased, due to the fact that the writer or one of the managers of our different departments uses the telephone to put the proposition before the buyer.

As stated in the first paragraph, we are great believers in the use of the long distance telephone.

Sincerely yours,

C. J. Litscher, P.

CJL:ID

Our business is increased due to the fact that the writer or one of the managers...uses the telephone to put the proposition before the buyer.



## Worth Many Times The Cost



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Grand Rapids, Michigan



sands of people suffer and starve; which would surely have happened if the unemployment insurance scheme had not been devised and set in motion.

The "dole" has received a great deal of criticism especially in America. I have become convinced by enquiries I have made that the payment of benefit is not demoralizing the recipients and making them unwilling to work to any great extent. It is the lack of work and the disappointing search for it, day after day, which is demoralizing.

The rates of contribution to the fund are as follows:

Contributions Per Week.

	Employer.	Worker.	State.
Men	16c	14c	16c
Women	14c	12c	12c
Boys (under 18)	8c	7c	8½c
Girls (under 18)	7c	6c	4¾c

The weekly, both for "Standard" and "Extended" benefit are as follows:

Men	18/-	(S 4.38)
Boys	7/6d.	(S 1.80)
Women	15/-	(S 3.64)
Girls	6/-	(S 1.42)

These rates may be increased by five shillings (S 1.22) in respect of a wife, and by two shillings (48 cents) in respect of each dependent child under 14 years of age.

The cost of administration of the unemployment insurance acts is borne by the unemployment fund, to the extent of one-eighth of the total income of the fund.

This article would not be complete without a word about the natives of Ulster, known in the United States as Scotch-Irish, but who prefer to be designated Ulster-Scots, and who played a prominent part in the establishing of the Republic of the United States of America.

John I. Gibson.

Belfast, July 28.

#### Sheep and Wool Outlook Favorable.

A favorable outlook for producers of Winter lambs and a rising tendency of wool prices is indicated by present conditions, according to the July sheep and wool outlook report just issued by the Bureau of Agricultural Economics of the U. S. Department of Agriculture.

In view of the large increase in the crop of native lambs and the probability of less lamb feeding in the Corn Belt and increased feeding in the West, prices of slaughter lambs this Summer and next Spring are expected to be lower, while Winter prices are likely to be higher than during the corresponding periods of the past 12 months. Average prices for the coming year, however, are expected to be about the same as the past year.

The 1927 lamb crop is indicated as a little smaller than that of 1926, a large increase in native lambs not being sufficient to offset the larger decreases in Western lambs. Since the decreases in Western lambs are largest in states that furnish a large part of the feeding lamb supply, a considerable decrease in the number of feeding lambs from last Fall seems certain.

With fewer feeding lambs available and with the indicated poor feeding demand in the Corn Belt, slaughter during the Winter would be considerably

smaller than last Winter. The increased feeder demand in the West is likely to result in a slaughter from March to May larger than last Spring. Based on indicated market supplies and probable actions of feeders, the most favorable price period during the marketing season of the 1927 lamb crop would appear to be during the Winter months. This would be generally favorable for the lamb feeder in the Corn Belt and also for the Western feeder who has lambs ready for market at that time. Consumer demand for lamb during the next twelve months is expected to continue at the same high level that prevailed during the past two years.

The long-time outlook suggests the need of caution in regard to further increase of flock numbers because the ultimate reduction in demand for ewe lambs for flock expansion will result in larger supplies of slaughter lambs than the market will absorb except at low prices.

Domestic wool prices have shown some strength and are expected to show a rising tendency during the next six months, although no considerable increase is expected. Domestic mills this year have followed a hand-to-mouth policy. Imports have shown a considerable decline and stocks have been depleted, while mill consumption has been maintained at a good level. A continuation of consumer demand as good as the past six months would result in more active buying of raw wool, as stocks would have to be replenished. Domestic production of fleece wool was 4.4 per cent. greater than for the year 1926.

#### Sardine Canning Grows.

Almost 4,000,000 cases, or 143,000,000 pounds of canned sardines, valued at more than \$14,500,000, were packed in 1926.

Sardine canning ranks next to that of salmon canning in importance, and, excluding Alaska salmon, is first among the canned fish products of the United States. Sardine canning is a rapidly growing industry in the United States, due to the increasing world demand for low-priced food of high protein content.

The domestic industry centers in Maine and California, the sea herring being used in the former and the California pilchard in the latter. The Pilchard is a very fat fish, scarcely to be distinguished from the European pilchard. Abroad sardine canning centers are in Norway, France, Spain and Portugal. American sardines meet keen competition both at home and abroad, and if we are to obtain our share of the world's markets, American products must be high in quality as well as low in price.

To help the industry the United States Bureau of Fisheries has conducted comprehensive experiments for the development of better and cheaper methods of preparing the fish. Bureau of Fisheries Document No. 1020, "Preparations of Fish for Canning as Sardines," just published, describes the sardine industry and the methods used in preparing the fish, and takes up the studies that were made.

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## DRY GOODS

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### Take Wrong View of Fine Garments.

The attitude of the average well-managed specialty shop toward the better types of women's ready-to-wear is more conducive to the successful sale of this merchandise than the policy of many department stores throughout the country in connection with garments of this kind, according to S. L. Deitsch of Deitsch, Wersba & Co., coat and suit manufacturers, of this city. Mr. Deitsch said yesterday that the specialty shop buys high-class apparel to sell at a profit, while the larger stores frequently purchase it more for exhibition and general publicity purposes.

"The growth of the specialty shop as an outlet for apparel of the better grades is well known to all who are connected with the creation and distribution of ready-to-wear," he continued. "During the last two or three years most of the makers of the finer garments have come to rely for as much as 70 or 80 per cent. of their volume upon stores that specialize in women's attire.

"It is quite common for even a small shop of this type to place orders amounting to four or five thousand dollars with a single 'style house,' while all that this house may be able to sell to an important department store is ten or a dozen garments. The peculiar part of the situation is that the specialty shop will dispose of its purchase at a profit, while the larger concern often will take substantial mark-downs on its much smaller order.

"The specialty shop buyer nearly always purchases an entirely different type of model from that bought by the department store's representative. The former almost invariably seeks rich simplicity—that elusive, indefinable 'something' which makes a universal appeal to women of means and refinement. Garments of this kind, so to speak, do not look their price. Their high cost is attributable to the extreme care in the selection of fabric and trimming and to the great pains taken in design and workmanship.

"There is nothing garish or particularly ornate about these 'numbers.' They exercise their strongest attraction for women who are accustomed to being richly clad. These women patronize specialty shops because many department stores outside of this city do not carry the kind of apparel they prefer.

"The average department store buyer in selecting the comparatively few high-priced garments taken, generally favors the more elaborate models. These garments usually contain so much detail and trimming that they might be rated 'the most for the money,' but they lack the quiet simplicity that many women desire.

"The buyer for the department store purchases her expensive garments at the outset of the season. Much of this buying is described in the trade as

'show piece' buying. The purpose of this buying is to receive prompt shipment of these models, in order to advertise and display them in advance of the season. They serve to focus the attention of consumers on the new season's merchandise and, so to speak, whet their apparel appetites.

"It is apparently of no great consequence to many of the larger stores whether they sell these models at a profit or not. In many instances, they comprise less than 10 per cent. of the total ready-to-wear handled, and if they do nothing more than attract attention to the apparel departments they are thought to have justified whatever investment may have been made in them.

"This condition, however, makes it necessary for the producer of high-grade apparel to depend almost entirely upon the specialty shops for his reorder business. The women or men who conduct these shops are quick to recognize a promising number and to 'play' it strongly. The sales girls are instructed to show it to every woman who comes into the shop. They are taught to discuss its attractive points convincingly. It is on numbers of this kind that the shop and the manufacturer rely largely for their profits.

"Accustomed to purchasing merchandise which makes is chief appeal through its price, many department store buyers are quick to compare the quotations of one manufacturer with those of another. A garment producer who offers such a buyer a coat made of a leading domestic cloth and trimmed with a wolf collar at \$150, for example, is apt to be informed that she can purchase coats of the same cloth with a wolf collar for \$49.50.

"She is undoubtedly right, but there is a great difference between the two garments. The color and feel of the collars may be as unlike as burlap and satin. Similar comment may be made by the buyer when a coat with a lynx collar is shown, despite the fact that there are three different qualities of this fur—Canadian, Russian and cat.

"Buyers for specialty shops seldom make such comparisons. They try to weigh the possibilities of each number independently of any other model they may have seen. If they believe that it has the grace and charm to attract a purchaser at the price they plan to ask for it, they will buy it without bickering or discussion.

"These buyers are fully aware of the fact that a woman will not hesitate to pay a fair price for something that she is confident is becoming to her. Because of this knowledge specialty shop buyers will purchase merchandise much higher in price than most department stores are willing to carry in their ready-to-wear sections, especially out-of-town stores.

"I do not doubt that in due time a determined effort to gain the patronage of fashionable women will be made by department stores in general. It would seem to be the part of wisdom to begin such a merchandising movement without delay. The first step might well be the purchasing of high-grade apparel to sell, rather than to display."—N. Y. Times.

### Cotton Hosiery on Upgrade.

Prices for cotton hosiery are beginning to rise as a result of the Government's bullish crop report. So far the advances have not been very marked, amounting to about 2½ cents a dozen on the average. Further advances are probable if cotton holds, for most of the mills, expecting a bearish report, had let their stocks of the staple drop to low levels. The result is that they will be forced to replenish at higher prices, which means advances on the finished goods sooner or later. Buying is not active right now on the cotton lines, as both buyers and sellers apparently prefer to wait a while and watch developments. Fall business in silk and fiber goods is seasonably active and, with the approach of Labor Day, is steadily picking up. Spring business in most lines is said to be opening slowly, with the bulk of the buying to date done by chain stores and other large operators.

### German Woolen Mills Are Busy.

The woolen mills of Germany, both those making men's wear lines and those which produce women's fabrics, are busier to-day than at any time since the kaiser's war, according to an importer who has just returned from a three months' stay in Europe. A numbers of the German mills, he said recently, are working twenty-four hours a day on a three-shift basis. Most of them have orders in hand that will carry them through October, and some are turning down business because they cannot handle it. Much of the production is being absorbed at home, this executive said, as the German consumer is buying more to-day than at any time since 1918. A good portion of the output, however, is being exported to countries all over the world.

### Satin Dresses Better Than Ever.

As the season advances the lead which satin dresses have shown over sales of garments made of other materials steadily increases. Black continues to lead the color demand by a wide margin, but there is some question whether it has not lost ground during the last week or so in favor of the new green shade and such other hues as pottery and tile blue. In addition to satin dresses a good call is reported at present for garments made of transparent and chiffon velvets, canton crepes and wool georgettes and jerseys. Models in silk georgettes and flat crepes also are selling well, and the season to date is said to be one of the best in some time.

### Buyers Puzzled on Overcoats.

It is figured that about 40 per cent. of the normal business in overcoats is yet to be placed by retailers. At this time last year only 25 per cent. of the normal demand was not taken care of. The reason for the falling off this year, according to views expressed, is that retailers, having stressed blues and other staples in their early commitments, do not know whether to continue buying them or to swing into the fancy styles. Last year the early buying was of fancies, but the consumer demand toward the close of the season strongly emphasized blues. As

a result of retailers' indecision, the manufacturing clothiers and the woolen mills are being forced to mark time.

### Has a New Cigarette Lighter.

The newest thing in cigar or cigarette lighters has been put on the market by a Providence jewelry manufacturing firm. Its special feature is that it can be lighted with one movement of the thumb. Two horizontal tubes, one containing the lighter wheel and the other the wick, are on top of the fluid container. A flick of the thumb exposes the wick and cause the spark to ignite it. The new lighter is made in several designs and has a genuine leather cover and beveled edges. Its size makes it adaptable for use by either men or women. It retails at \$5.

### Sees Favor For Gold Mesh Bags.

Renewal of favor for gold mesh bags, for both day and formal use, is predicted by a manufacturer. Reports from Paris, he said, indicate strong fashion support for this type of bag. Square shapes from 3½ to 5 inches long are expected to lead, the elongated pouch frame type having become passe. Tearing of meshes is prevented by covered hinges. The most favored bags are made of the so-called "baby mesh" and are finished in Nile and Roman gold. They are equipped with chain handles to match. Wholesale prices range from \$7.50 up.

### Modernistic Designs Features.

Modernistic designs strongly dominate in the new lines of millinery and dress ornaments. Buyers have recently returned from abroad with numerous samples, all of which show this trend. Ornaments are to be pinned or sewed on and take varied forms, including modified floral effects and new interpretations of conventional designs. Leaf and bud spray effects were said to be in particularly good demand at the moment. All of the merchandise is finished in Roman gold, this shade being expected to lead for fall.

### Dress Shields Selling Well.

Dress shields have been particularly active items in notions lately. The new types that have been brought out and the vogue for close-fitting sleeves in women's dresses are credited with having stimulated their sale. The new shields are made with a high-colored silk finish to match the dress materials. As many as fifteen colors are available in one line of the merchandise. The shields are made up in various weights, rubberized silk being used in many of them.

### Trends in Women's Gloves.

Retailers are buying women's slip-on gloves in white and neutral colors, particularly in the new "daisy cocktail" shade, for immediately delivery. For fall the indications are said to favor both slip-on and novelty cuff styles, in both fabric and kid. The novelty cuffs feature an embroidery treatment in compose effects. Hand-sewn fabric gloves to retail at \$2 to \$3.50 are said to be receiving more attention. Washable slip-ons are liked in kid merchandise.



## LICKED TO A FINISH.

### Apple Hat Episode Remarkable Example of Solidarity.

The merchants of the Middle West were never so closely united on any subject pertaining to their best interests as on the Apple Hat campaign. Under the inspiration and leadership of the Tradesman, they have stood together as one man and refused to be influenced by the threats or cajolery of the St. Louis house to visit dire consequences on the merchants who refused to return the illegitimate shipments of caps sent them without authority. Not one merchant in a hundred has broken away from the plan suggested by the Tradesman as soon as the Apple Hat Co. began its campaign of abuse, misrepresentation and actionable threats, that no shipment be returned until \$1 was sent on to compensate the recipient for his trouble. The outcome of the situation was not fully established until the Tradesman secured a sweeping ruling from the Postoffice Department, holding that the recipients of unordered goods are under no legal obligations to return same.

In the revised and emasculated letters the Apple Hat Co. is now sending out to the trade, urging merchants who have received unasked, unordered and unwanted shipments of goods to return them without further delay, the writer says:

"We feel that you will admit, as a truthful, upright merchant, that we are entitled to our caps or payment for same. Won't you please see that they are returned to us, or paid for, so that I may balance your account and give my personal assurances that you will not be annoyed in the future?"

This appeal is so much at variance with the facts and the brutal letters the house sent out at frequent intervals prior to Aug. 5 that it suggests the thought that perhaps a compromise may be reached that will save the face of the St. Louis gang.

In the first place, it should be understood, once for all, that the Apple Hat Co. has no "accounts" against merchants they have annoyed by sending unwanted goods and then insulted by sending out the nastiest kind of threatening letters. The ruling of the Postoffice Department completely nullifies the relation which ordinarily exists between shipper and receiver—between consignor and consignee. To insist that the recipient is indebted to the shipper involves a stretch of the imagination which no sane man would cherish or defend.

The house is entitled to no consideration whatever at the hands of the merchants they have injured, but the Tradesman has shown no vindictiveness in this matter and has no desire to grind in the dust a house which finds it is the under dog in the controversy and is completely at the mercy of the merchants it undertook to intimidate and destroy. The Tradesman therefore suggests that the Apple Hat Co. write this publication the following letter:

1. We frankly admit that we were wrong, ethically and commercially, in

attempting to foist goods on merchants who never indicated that the shipments sent them without authority would be welcome.

2. We did wrong in sending out nasty letters of a menacing character, threatening to start suits and impair the credit of the men we wronged by our illegal actions. Such letters were not justified under the circumstances and we regret that we should have stooped so low as to resort to such tactics.

3. We promise the Tradesman and the merchants we have wronged to forever abandon the plan of shipping any one unordered goods.

4. We apologize to the Tradesman for the threatening letters we sent that publication because of the firm stand it took in defense of the rights of the retail trade.

If the Apple Hat Co. will reproduce this draft in letter form verbatim, sign it and send it by registered mail to the Tradesman, we will urge every reader of the Tradesman to accept the apology in good faith and return the help-up shipments by express, charges to be paid by the Apple Hat Co.

Such an arrangement would secure the return of probably \$25,000 worth of caps which have been sent out under criminal auspices. The goods are of no possible use to the merchants who are holding them intact on shelves, counters and in dark corners with other trash and junk. If returned, the goods can be marketed in a legitimate manner by the house which made them contraband by their own illegal action.

The Tradesman will give the St. Louis house five days to accept this suggestion and carry this plan into execution. If it is not accepted by the end of that time, the Tradesman will maintain the stand it has occupied from the time this unfortunate controversy started—that no shipment be given any attention by the recipient until \$1 in currency, draft or certified check is received to recompense the recipient for his trouble.

This gives the St. Louis house three options to enable it to recover its \$25,000 worth of goods, as follows:

1. Send a man around to collect the shipments.
2. Send \$1 for each shipment.
3. Apologize in man fashion for its error and recover the goods by paying expressage thereon.

Any of these options will be entirely satisfactory to the Tradesman, which believes that most of the retail merchants who have been abused and threatened by the St. Louis concern will cheerfully fall in line.

We cannot promise that every merchant will acquiesce in this arrangement. Some of them may feel so bitter over the menacing letters they have received and the threats of suit they have had from shyster lawyers that they will prefer to stand by their original determination and refuse to give up the goods until the \$1 penalty is enforced. The Tradesman cannot blame any merchant who takes this stand, because the offensive attitude assumed by the Apple Hat Co. is most reprehensible, but we believe that fully

90 per cent. of the merchants who have been the recipients of illegitimate shipments will cheerfully fall in line with this suggestion.

It will be useless for the Apple Hat Co. to dodge the issue or undertake to secure this concession by revising the apology by the substitution of a single word in the draft of letter above presented.

### Necrology Record of Early Trade Journals.

When I started the Tradesman, forty-four years ago, there were eight other representative trade papers in the mercantile line which were catering to the grocery and general merchandise trade. They were as follows:

New England Grocer, Boston, Benj. Johnson.

American Grocer, New York, Frank N. Barrett.

National Grocer, New York, Artemus Ward.

Grocery World, Philadelphia.

Merchants Mail, Albany, Newton Dexter.

Pittsburg Grocer, Pittsburg, Percy F. Smith.

Independent Grocer, Chicago, Emmons Blain.

Northwest Trade, Minneapolis, Will S. Jones.

Four of these papers are still published. The four which have long ago ceased to exist are the National Grocer, Merchants Mail, Pittsburg Grocer and Independent Grocer. Of the eight men who edited these papers forty-four years ago, I think only one is still living—Will S. Jones, who now conducts a daily newspaper at Portland, Oregon.

There were probably twenty other papers in the field at that time, but they were all weakly affairs which bore the impress of early death.

Five trade papers have started and died in Detroit and three have started and died in Saginaw since I first issued the Tradesman in 1883.

E. A. Stowe.

### Wrong Shop.

"I want a bottle of iodine."

"Sorry, but this is a drug store. Can't I interest you in an alarm clock, some nice leather goods, a few radio parts or a toasted cheese sandwich?"

## What Does the Future Hold for Them?

DOES IT REVEAL YOUR WIFE LIVING without many of the comforts she enjoyed when you were here; your son obliged to give up his studies for the professional career he hoped to build; your daughter compelled to forego opportunities for culture and advancement?

This may be true if the property and funds you leave to your family are not rightly managed and conserved.

Your wife and children could not be expected to apply to investment and business matters the ability which it has taken you many years to acquire.

The Michigan Trust Company's resources, facilities and experience of nearly forty years are at the disposal of your family for their protection.

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## RETAIL GROCER

Retail Grocers and General Merchants Association.

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

**Try To Give Your Town a Chance.**  
Written for the Tradesman.

The Australian who visits the United States is asked how wide his island is from East to West. Chances are, he does not know. Question him about that immense mileage from South to North at its greatest, and again you embarrass him, because he has no idea. Londoners walk past the Tower gate from childhood. Then they come to America and meet plenty of folks who have visited the Tower.

This trait of human nature is familiar, but it is unfortunate. It is not merely a joke. We should know more about our own environment first, if only to help along the trade of our town. For the first thing a stranger wants is reliable information about where you live and do business. It is no excuse to say that we are not interested. We should be interested enough to be able to afford intelligent guidance to those who come to use as possible customers, perhaps future local residents.

Walking into the ice cream emporium in Napa last week, I asked where I could get ice. The young man in charge looked blank and said he did not know. The principal hotel, across the street from the municipal landing stage in the Napa river, did not know whether it was permissible for me to tie up my boat for the night at the public dock or if I must anchor out in the stream. True, the clerk sent me to the chief of police, only a block away. There I got fine and full information about everything, with the gracious assurance that not only might I stay there, but that the city would be glad to have me use the float.

In other respects Napa is all right. I found the department store of Winship Beard occupying new quarters. The man who established the store, in 1865, had just died, leaving behind him a man who missed his guiding hand and company, though already around 60 himself. But the store is not dying of dry rot. Instead, it has developed a new idea in its grocery department which is working out with great apparent success.

All the sixty-two years since the store was founded, full service has been the rule. The store, therefore, enjoyed the trade of Napa's "best" people. It was felt that effort must be made to keep those folks, but pressure from cash-carry and limited service chain stores was felt strongly enough, too. So arrangements were perfected for self-service to all who wanted to save on prices.

A telephone was assigned to that department, with a salesman in charge to care for old line trade. A flat charge is made of ten cents to have the order taken by phone and assembled, ready to be called for. Another ten cents is charged for delivery and either a final flat charge or a percentage is added for credit. Inasmuch as there was no question that the old customers could afford to pay all such charges, the ex-

pectation was that the phone, delivery and credit departments would be kept busy.

The surprise has been that the phone clerk is free to do many other things. So is the delivery man and many old line folks pay cash. The remark that greeted the management when the new system was announced was: "We have been waiting for you to do just this and we are so glad you have done it."

That experience has been gone through elsewhere, of course. As a novelty, the old line folks have liked to serve themselves, but gradually they have drifted back to full service and credit. That, however, does not matter. The point is that this old-established firm is forward looking enough to go along with the times and changes as they develop.

I was surprised on Saturday. In the morning I remarked to Mr. Beard that I supposed I could get things after supper in the cool of the evening. But he said no, they closed Saturday at 6, same as any other day. That listened good in principle, even though inconvenient, but I reasoned that plenty of places would be open. I was completely mistaken. The town—the whole town—all Napa was air tight from Saturday at 6 o'clock until Monday morning, with the single exception of that modern life-saver, the creamery. One may get by pretty well who can obtain fresh milk, cream and eggs.

Nobody seemed to know how long such local harmony had obtained in Napa. But it surely is fine. I wanted an item of drugs. I had been to Levinson's on Saturday. On Sunday I was on the other side of the street and tried to enter Lovejoy's, but found it locked. In the door, however, was a neat sign which read: "Levinson's Drug Store is Open," so I went across the street for what I wanted. Seemed to me a nice way for Levinson and Lovejoy to co-operate.

On my last year's cruise I stopped three days in Pittsburg, California, and poked a little fun at the small town with the big name. This time Buchanan, local merchant around sixty, who was actually born in the town—then called Black Diamond for its coal—drove us around and showed us industries of which any place might be proud. Columbia Steel is the basis of Pittsburg's name and quite appropriate.

But few places are as fortunate as Napa in keeping proper hours. Most Pittsburg stores observe reasonable times, but one prominent corner merchant holds back progress. It is said of him: "That man never closes," and that is not good for any town.

The prize lack of information I found in Courtland, a small town some twenty-three miles South of Sacramento. Courtland has the river and a highway on which there is constant stage traffic. Stages run between San Francisco and Sacramento and farther about every two hours each way. River steamers run nightly, but at notoriously irregular hours. But with just one regular means of travel with the outside world, one would expect that exact information on hours and connections could be had most anywhere.

(Continued on page 31)

# 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.

## M. J. DARK & SONS

INCORPORATED  
GRAND RAPIDS, MICHIGAN

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

## HAVE YOU EVER THOUGHT OF THIS?

Do you ever stop to think that your customers are the readers of the magazines and newspapers which carry the Fleischmann Yeast for Health ads?

That the thousands and thousands who are finding new health through this fresh food are told in every ad to "BUY IT AT YOUR GROCERS'", and if you handle yeast, THIS MEANS YOUR STORE.

Health customers mean healthy appetites and bigger grocery sales for you.

### FLEISCHMANN'S YEAST

Service

## Don't Say Bread

— Say

# HOLSUM



## MEAT DEALER

### Choice Cold Roast Beef.

If there is anything in the meat line more delicious than slices of Choice roast beef served cold it hasn't come to our attention. That word, Choice, should be taken at its full meaning, however. Roast beef has been looked upon for centuries as a kind of meat far removed from the ordinary and has graced the tables of kings to the delight of the assembled guests. The first thought of the average person, perhaps, with respect to Choice roast beef is the cut taken from the loin end of the set of ribs, or what is spoken of as the first cut of rib. This selection is not necessary at all to the success of a delicious meal. When we talk of Choice beef we mean the kind that results from well-bred animals fed on plenty of grain under favorable conditions. The meat is bright in appearance and well marbled throughout. The fibers are not tough or stringy but just the reverse. The fat is well distributed, but not bunched. There is no unnecessary waste to cuts from Choice beef. The loin end of the rib set is a good selection, to be sure, for no other cut is better, but money can be saved to the buyer if the roast is selected from the opposite end of the rib set. The cut we have in mind is spoken of as the blade or chuck roast. The reason this cut is not in better demand at a higher price is that it is heavier than cuts from the loin end, and the small family becomes frightened when a roast weighing twelve to fifteen pounds is placed on the scales, even at half the price per pound of the lighter weighing roast. It actually becomes a question of the advisability of spending the same amount of money or a little more time for twice as much meat. Those who have made a study of meat economy and meat utility will tell you that the lighter roast has considerably more waste than the heavier one, regardless of its cost. Even a family of two can use to advantage a roast weighing up to twelve pounds if they have a good refrigerator. There is a bone called the blade in this cut. Have your meat dealer run his knife under this bone and tie or skewer on some of the fat from the upper section. Have the bones removed if it is desired, and in any case the chine bone should be removed. This section of the roast should be used for oven roasting. The remainder of the roast can be used for short ribs, stews, hamburger steaks, or pot roasting. When the Sunday meal is over, the unused portion of the oven roast may be placed away in the box to be served any evening during the following week, cut in moderately thick slices with cottage fried potatoes. If this dish does not suit every member of the family to a nicety it will be indeed strange.

### What Consumers Say About Lower Grade Meats.

It has been the opinion of many men in the meat industry that consumers demand better meat than they are getting in many instances. Personal interviews with many housewives in New York at a recent meat show

brought out the fact that most of them are trying to get better meat and consider quality of prime importance. Discussion of the matter in what might be termed an academic way is not so convincing to many as specific illustrations, and we have one of a current nature that touches the point very nicely. As has been pointed out recently, beef is high at wholesale just at the present time and as has also been pointed out, some retailers substitute lower grades when meats are higher than usual rather than change their prices. Now for the story. A certain retailer who also does wholesale business had, for months, been selling in his retail stores certain cuts of Choice or Top Good beef cuts. Top Good means a grade bordering on Choice quality. He had been buying whole carcasses and disposing of certain cuts in a wholesale way. Since he had the rest of the carcass available without specific wholesale use, he sold it at retail. His prices were reasonable, quality considered, and he noticed an increased number of satisfied customers. His wholesale business on the particular cuts in question was lost to him temporarily and he stopped buying Choice and Top Good steers and bought quality for his retail trade officially called Medium, which is two grades lower than Choice. The reaction was quick and positive, according to his frank statement. His customers began to complain of tough meat and some of them left him entirely. At the time he was telling the story he was in a quandary as to the solution of the matter. He was afraid to raise his prices and he felt he could not afford to buy better beef for what he was getting in the absence of a good market for his wholesale cuts. We are not trying to solve his problem. The only thing we would like to bring out is the fact that his customers noticed the difference between Medium and higher quality meat and complained of the change in a very general way. It is sometimes said that consumers do not know meat quality, and it is also said that some consumers prefer Medium to higher quality meat. This specific case seems to indicate that consumers know meat quality on the dining room table at least.

### Fish Eating Birds.

Investigations of the food habits of cormorants and other fish-eating birds in Minnesota and North Dakota, carried on by the Biological Survey of the United States Department of Agriculture, indicate that no serious damage can be charged to these birds. Fishermen, especially in North Dakota, had been destroying cormorants because it was thought they were responsible for the reduction in food and game fishes. The examination of a number of stomachs of cormorants, however, revealed that they were for the most part eating only "mudpuppies," which would not be used as either food or game. The reduction in the number of fishes in some of the North Dakota lakes was due in reality, it was found, to increase in the alkalinity of the waters and not to the depredations of the birds.

## GRAND RAPIDS PAPER BOX Co.

Manufacturers of

SET UP and FOLDING PAPER BOXES

GRAND RAPIDS MICHIGAN

THE BEST THREE

AMSTERDAM BROOMS

PRIZE *White Swan* Gold Bond

AMSTERDAM BROOM COMPANY

41-55 Brookside Avenue,

Amsterdam, N. Y.

## VINKEMULDER COMPANY

Grand Rapids, Michigan

Distributors Fresh Fruits and Vegetables

Now Offering: Elberta Peaches, Cantaloupes, New Potatoes, Lemons, Oranges, Bananas

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

*Putnam's*

THE GOOD CANDY

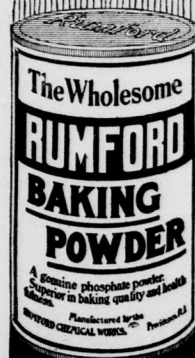
AGENTS FOR

LOWNEY'S

NATIONAL CANDY CO., INC.

PUTNAM FACTORY

Peak Sales this year



You are entitled to a generous profit on each and every sale of Rumford. It is the product that makes contented customers because it is pure and wholesome. Rumford is a steady seller and gives you consistent profits.

B 93 26

RUMFORD CHEMICAL WORKS  
Providence, R. I.

## 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.

### Suggestions in Regard To Fall Stove Sales.

Written for the Tradesman.

With autumn little more than a month distant, the time has come for the wide-awake hardware dealer to give serious thought to stove selling.

Here, as in many other seasonable lines, an early start counts for a great deal. People do not buy stoves on the spur of the moment. With most households the purchase of a new range or heater is a matter requiring prolonged deliberation. This deliberation is helped out by much careful consideration of the various makes of stove offered. So that the dealer who wants to figure in the ultimate decision should see to it that he gets into the selling game in its early stages.

With some dealers it is a common practice to thrust the stoves completely out of sight and out of mind between seasons. One firm doing business in a town of approximately 10,000 population adopts a different procedure. While special efforts are made to obtain fall business, this hardware firm is looking for stove business at all seasons of the year.

The manager of this firm states that many customers begin to "look around" long before they are actually ready to purchase. So the firm keeps a stove display in the main part of the large store at all seasons of the year. It is not uncommon for prospects to ask information regarding the stoves on display many months before they actually purchase.

"Why do we keep stoves always on display?" the head of the firm repeated to my question. "Here's the reason. The impression these prospects receive regarding the stove is generally imparted by the salesman. If a customer hints that he will be in the market for a stove next fall, and the salesman has a stove right on display, the salesman can make a far better impression on the customer than if he says, 'Oh, we will have a nice line of stoves in the fall. Will you come and see them then?' With the stoves always on display we can start right in to talk stoves the minute the customer intimates he is interested."

The minute the customer intimates he is interested is also the time to get his name and address for your prospect list. This firm follows up the first interview by personal letters and by literature regarding the stove in which the customer is particularly interested. Newspaper advertising also plays a large part in the firm's stove campaign. This advertising does not sell stoves; but it brings in a lot of stove prospects. The newspaper advertising is started early in the season; and simultaneously the firm begins to put on a series of attractive window displays.

The head of this firm has some decided views regarding personal salesmanship.

"The salesman must know the goods," he said. "That's essential—

to know the goods, to know what to say about them, and to know what to leave out. Too much technical information often confuses a prospect, and causes him to lose interest. It is a good idea for the salesman to have all this information, for there are a few customers who make a close study of stoves and who fairly revel in technical talk about them. The average purchaser, however, relies to a large extent upon the dealer; and if the salesman can give a clear and concise talk on the line he is selling, stressing results in the way of better cooking and fuel economy and convenience of operation, the chances are he will make a good impression and gain and hold the interest of the prospect. The salesman himself must firmly believe in his goods.

"It's vitally important, too, to keep the sample stoves bright and clean. We do not allow ours to become piled up with boxes and merchandise. The stoves are always ready to show without a moment's delay. This is important; it is annoying to any customer to have to stand waiting while a pile of goods are being removed from the top of the stove.

"Then we make it a point see that purchasers are thoroughly satisfied. A satisfied customer is a mighty good advertisement. After each stove is installed, we follow it up to see that everything is working satisfactorily. This takes time, of course. But we are able to refer prospects to satisfied purchasers without fear of the latter knocking future sales."

This firm adopts the policy of getting out a catalogue of spring, summer and winter lines. One section is devoted to illustrating, describing and pricing stoves, ranges and accessories. This catalogue is distributed throughout the town and the surrounding country; and in this way quite a few prospects are reached. The back page of the catalogue gives a list of several hundred satisfied stove users.

The general consensus of opinion is that in selling stoves it pays to handle and sell a single high-grade line.

No dealer can sell two lines of stoves profitably. True, quite a few merchants still believe that it is sound policy to show a variety of lines and let the customer decide for himself. But as a result of this policy, quite often customers are lost after the sales have been practically clinched.

The stove buyer goes into the store with the idea of purchasing a stove. The clerk gets an idea of the kind of stove he is interested in, takes him over to the display floor, and shows him the stove. He explains its merits and tells the customer it is the best stove he can buy for the money, and that there is no doubt it will prove satisfactory.

The customer agrees. And then, glancing about him, his eyes rest on another stove of a different make but with practically the same trimmings and pattern. He walks over to this stove, sees something which impresses him more favorably than the stove he has just examined, and—what can the clerk do? He cannot go back on his earlier argument and tell the customer

**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**

### FAST SELLING IONIA FLOWER POTS

*Fancy, Plain or Assorted.*

If we send you this crate of quick sellers we will sell you more.

36 — 4 in. pots and saucers @ 2½c	\$ .90
36 — 5 in. pots and saucers @ 5c	1.80
24 — 6 in. pots and saucers @ 7c	1.68
12 — 7 in. pots and saucers @ 11c	1.32
6 — 8 in. pots and saucers @ 16c	.96

Total net.....\$6.66

You can double or treble your money on this assortment.

**IONIA POTTERY COMPANY**  
IONIA, MICHIGAN

## Michigan Hardware Co.

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



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

**Fishing Tackle**

## BROWN & SEHLER COMPANY

*"HOME OF SUNBEAM GOODS"*

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes & Mackinaws

Sheep Lined and

Blanket - Lined Coats

**GRAND RAPIDS, MICHIGAN**



that the second stove is better than the first. He must leave the issue to the customer's judgment. The customer goes out with the inevitable promise to call again—and nine times out of ten he doesn't call.

The dealer selling one kind of stove only is in a different position. He can concentrate all his efforts on pushing the one line. He knows his stove line from top to bottom. He shows his customer a stove, and talks it up; with no risk of the prospect being confused by some alternative line. As a rule, a good salesman under such conditions can clinch his sale then and there.

A dealer stated the other day that he had built up an excellent business at one time by selling a high grade line of stoves, advertising them, and securing a reputation for selling high quality stoves only. He was doing business in a locality where a certain number of foreigners resided. He had some calls for cheap stoves; and, acting on the assumption that he could sell anything, he decided to place a stock of cheap stoves on his floor.

"I almost killed my stove business," said the dealer. "The cheap stoves did not give satisfaction, and in order to protect my reputation I had to make good on the sales. The result was that I not only lost profits on the stoves, but a great many of these purchasers were still dissatisfied and took their trade elsewhere."

In selling stoves nowadays, mail order house competition and range peddler competition make it necessary to use aggressive methods. A dealer cannot expect to display a line of stoves on his floor, advertise in the local newspaper once or twice in the season, and sit back and wait for buyers to come. He must not only get out after stove business, but he must also keep in touch with the local situation and find out from time to time who, of the people in his locality, are in the market for stoves.

One dealer in a small town makes a point of watching all the marriage announcements. He then calls in person on the bride and groom, presents his card, and states that he will be glad to talk with them regarding their stove purchase at their convenience. This dealer also sends their names to the stove manufacturer whose line he sells, and they in turn write personal letters congratulating the newly weds and asking them to call on this stove dealer for the purpose of picking out just the stove needed in the new home.

Some years ago it was not considered essential for a dealer to make any special display in the stove department. A great many dealers did not even go to the trouble of having a special stove department. They reasoned that the individual interested in purchasing a stove would be willing to wait until they removed the rope and other junk from the stoves and displayed the line.

Since then the live dealer has found it is good business to keep his stoves well blackened, the nickel polished, and the stoves themselves clear of encumbrances. He has found that the stoves can be more readily displayed and sold when they have a department

to themselves. Attractive cards are used effectively to call attention to special features of the line, and the salesmen are thoroughly posted as to the merits of the stoves.

A stove dealer taking on an agency for an established line of stoves adopted an interesting advertising stunt. The firm announced that they would give a \$65 range of the make advertised absolutely free to the person in the immediate locality who had been using a range of this particular make for the longest time. Answers were received from 1,164 persons giving the length of time their ranges had been in use, the oldest range being in use 41 years. In addition to giving the agency a good start and making a number of direct sales, the advertising helped the firm to sell repairs for some of the older ranges. A selected number of highly commendatory letters were saved and pasted in a scrap book, and this book was effectively used with stove prospects, and helped to clinch many sales.

In stove selling, different points appeal to different purchasers. Women like a stove that has a good appearance and yet is not hard to keep clean. Too much nickel is for that reason sometimes an objection. A stove from which the ashes can easily be taken also appeals to a woman, as she dislikes the dust and dirt accompanying this operation. Naturally a woman also likes a cook stove or range that is a good baker, that has a large oven, warming closet and other useful appliances. With a man, economy in fuel is a strong consideration. A man will also take a lighter stove on account of ease in handling, if he is assured that it is as good as the heavier stove. A heating stove that is easily supplied with fuel is also a favorite with men. These points should be borne in mind when showing a prospective customer a stove.

Victor Lauriston.

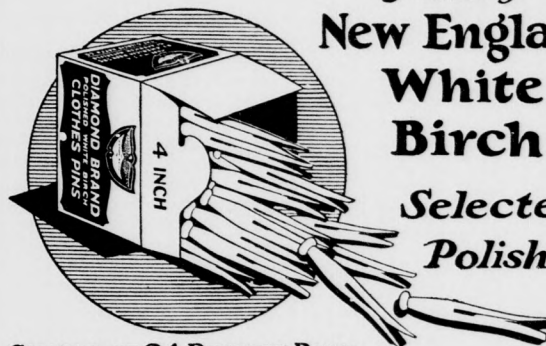
There is a strong religious vein in Sir Harry Lauder, the world-famous comedian, and he has just made a confession of faith. The foundation of his religion, taught him as a child on his mother's knee, is: "Never do anything that would bring a blush to your mother's cheek." The loss of his only son in the war, on whom his hopes were fixed, stirred his nature to its depths and gave a new accent to his religious faith. He began life as a pit-boy in a coal mine in Scotland, and one day with ten men he was entombed for sixteen hours, another seven passing before they were finally released. "Through those hours of horror and desperate struggle," he says, "when all hope of life seemed to have gone, I learned how to pray. It is a lesson I have never forgotten, in good times and in bad." His advice is: "When things are going well and the world seems rosy—pray; pray as hard, as earnestly, as if you were trapped in a mine in the first dawn of manhood."

Customers like the store where they get what they want when they want it and want what they get when they get it.

## DIAMOND BRAND CARTON CLOTHES PINS

Made of  
New England  
White  
Birch

Selected-  
Polished



CARTONS OF 24 PERFECT PINS~

TRADE MARKED QUALITY  
OF  
THE DIAMOND MATCH CO

Sold and Recommended by  
ALL LEADING DEALERS



OVERNIGHT  
FREIGHT SERVICE

to  
GRAND RAPIDS  
LANSING  
DETROIT

try it

EVERY LOAD INSURED

PHONE 55505

## 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  
where HEINIE and his Band play wonderful dance music

RIDE THE DERBY RACER  
With Its Thrilling Dips

VISIT THE MYSTIC CHUTES, THE FUN  
HOUSE, 'N EVERYTHING

BRING THE FAMILY



## COMMERCIAL TRAVELER

### Hotel and Other Topics Lucidly Discussed.

Grand Rapids, August 16—What I said last week about tea rooms agitated a very estimable lady who operates a very classy one in a neighboring city. She says her "shoppe" is "different." No doubt it is. It certainly is dainty and clean. Her napkins—about the dimensions of a postage stamp—are hand embroidered. She has many customers—mostly women—but she has her financial troubles and has a hard time to make both ends meet. Her predicament is that she has to supply an unusual and expensive service on very small checks. She is depending on a class of trade who congest her place for social purposes, to the exclusion of the real spenders who want a square meal and are willing to pay for it. The same expenditures in the larger line would bring in dollars where she now collects dimes, besides the satisfaction of having provided something to sustain human life.

When an individual knowingly and intentionally defies a judge by violating his judicial orders, he, no doubt, should be punished for it. But when an individual takes occasion to criticize the actions of a judicial officer, there is a grave doubt in my mind as to whether such judge should be permitted to act as a law unto himself. If the election or appointment of a judge was a reward for ability and brilliancy there might be some point in this personal protection. But it is not usually the case. Very few judges ever ascend the bench as a reward of merit, but rather as a reward of the spoils system, or from a desire to "shelve" them from political activities.

Down in Indiana, the other day, the Supreme Court issued an edict of contempt against several individuals, one of whom had taken a shot at one of the sitting judges for a seeming lack of judgment. The newspapers heralded it as a slap at the dregs, but in reality it was a criticism of one of the judges, which brought about the punishment.

Too many judicial officers "feel their oats" when they ascend the bench. They take the honor and dignity of the position too seriously. They are especially long on "dignity." The "big fellows" and those possessed of horse sense do not. They should not be permitted by law to exercise such a privilege unless, as I have before stated, someone has violated some mandate of the court.

Glen Lake, in Lelanau county, pronounced by the National Geographic Society one of five of the most attractive bodies of water in the world, is most assuredly coming into its own. A wealthy syndicate has purchased the most desirable real estate surrounding it and are proceeding to develop Day Forest Estates. The two thousand acres are to be landscaped and converted into estates of various sizes, each with an individuality and vistas of its own. An 18 hole golf course will be as perfect as nature and man can make it, with a club house on the highest point in the Forest. Water, sewers, an airplane landing field—everything is to be provided. Fine driveways and bridle paths will follow natural courses, and nothing will be left undone which will add to the comfort, convenience and greatness of the project. The writer's former holding, Cedar Springs Lodge, is included in this enterprise.

John H. Stewart, who, it will be remembered, was a former manager of Hotel Tuller, Detroit, has been appointed manager of Hotel Algonquin, a residential hotel in Chicago.

Joseph H. Pulliam, who has been connected with the Hotel Tuller and

Webster Hall, Detroit, in a similar capacity, has been appointed as promotion manager of the Detroit-Leland, which is under the general management of W. J. Chittenden. I am glad of it. Joe is a good boy and "knows his stuff."

Every year there are a lot of self-constituted prophets and statisticians who will tell you to an exact unit just how many tourists will visit the state during any certain period or have visited the state during any certain other period. They never have any basis to figure on, either in the coming or going, but they look wise and hand out the "according to reliable authority," etc., and if you have not been previously misled, you may fall for it.

Reminding me that this season's alibi is to the effect that the tourists have all gone to Canada on account of letting down the bars on prohibition enforcement. They have evidently gone somewhere, and another guess or two, either way, cannot do much harm.

One hotel broker in Chicago is offering some half dozen California hotels—all big money makers—for sale at astounding bargains. Believe me, if any of these hotels are doing what they claim for them, there will be no necessity for beating the bushes to drive out purchasers. The Golden State at this very moment is full of prospectors who want "paying" hotels. But what the hotels are actually doing and what they ought to do is yet another anecdote.

Holding up hotel operatives and compelling them to disgorge the contents of the strong box is a new experience with Michigan resort hotel operators, but it happened at South Haven the other night and may be repeated in the near future. Whether the hotel operator can be held legally responsible for such loss is yet to be determined, but it behooves them to be very conservative in the matter of accepting for storage any considerable amount of valuables. Also it suggests to the guest that when people invade the unfashionable rural retreats, they will display wisdom by leaving their jewelry in city deposit vaults.

A kind hearted correspondent of the local press regrets the fact that Uncle Sam is rather insisting that France make some substantial move toward reducing its debt to this country. In advocating the proposition to cancel the indebtedness, he advances as a reason for sincerity in the premises that he is loyal to the core and has a large investment in Liberty bonds. Said correspondent is overlooking a large sized opportunity if he does not immediately offer to cancel the Government's indebtedness to him, which will assist Secretary Mellon in his rather stupendous task of raising the cash to pay interest on our indebtedness while listening to suggestions of debt cancellations by others.

Now Liberty bondholders, all together!

I am in favor of preparedness, but it seems to me that we might go about it without blazoning to the entire world just what we figure on doing. Let's not gush so much over military and naval affairs, and preach more about "peace and good will to all mankind." Carrying around a chip on one's shoulder is not, strictly speaking, a peace provoker. Now that the President agrees we are to have a certain number of war vessels of a certain type, why continue to foam at the mouth over them. Human life is too rapidly approaching a negligible value, and talking about war with every other breath is not going to enhance its value. Someone, perhaps it was Elbert Hubbard, whose Message to Garcia made the whole world sit up and take notice, suggested that instead

"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

## MORTON HOTEL

Grand Rapids' Newest Hotel

400 Rooms -:- 400 Baths

### RATES

\$2.50 and up per day.



## 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.

**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**

### OUR AMBITION

is to have you do business here because you

### LIKE TO DO SO

as well as for our mutual profit.

## HOTEL ROWE

Grand Rapids, Michigan.

ERNEST W. NEIR, Manager.

## 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  
EDWARD 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 Connection. Rates \$1.50 up.

E. S. RICHARDSON, Proprietor

## WESTERN HOTEL

BIG RAPIDS, MICH.

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

WILL F. JENKINS, Manager

## 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 LEADING 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



of talking about a War Department at Washington we should speak of the Peace Department. Here is where psychology plays a big part; and the iteration and reiteration of the word peace would have an effect on the minds of the people tending to make war abhorrent and peace glorious. When war ceases to be glorious and heroic, war will cease. But so long as we glorify war in literature, on the stage, and in our daily talk, war will endure.

Ernie Neir, with his Hotel Rowe, comes to the front with a record breaker. He has made money and a lot of it, for his investors in the past year, and they are talking about it. This also pleases me mightily, for he had a hard situation to confront when the property was placed in his charge. But his friends believed he had the right metal in him and now he comes along with the uncontradicted evidence, a very comforting thing for the stockholders when alibis are so fashionable nowadays. Travelers have been telling me for some time that Ernie is the "goods," that the Rowe table was a marvel of goodness, but they did not have to reassure in the matter of hospitality, that being the gentleman's middle name. Here's to you, Old Top!

A new soda grill now fills the space formerly occupied by the Fountain Room, at Morton Hotel. It is a neat and tasty, as well as dainty, offering to the public, which to be appreciated should be visited. All of the recent changes at the Morton have been along the line of progress. The cafe and coffee shop seem to have struck a melodious chord and are doing well. The cuisine is highly satisfactory.

The undertakers will get in their little quip about "covering up the errors of the doctors," but here is one I heard at a doctors' luncheon the other day:

We will say, to be exact, Smith had passed away and the undertaker was running up a bill at his late domicile; in fact, was preparing the mortal remains to meet his, Smith's relatives. Smith wore a wig and the mortician was having some trouble keeping it in adjustment. Mrs. Smith, who was on the upper floor, was appealed to for some library paste. After some little delay she reported it was unobtainable. "Never mind," said Mr. Undertaker. "I have found a couple of carpet tacks." Versatility, eh?

Again the topic of tips for hotel employees. On my recent trip out West I was out the better part of a dollar for such gratuities, and I don't wonder that travelers demur at such practices. It is said that the head of one of the greatest hotel organizations in this country absolutely refuses to submit to this form of holdup. He tells his patrons he cannot prevent their subsidizing his help for doing something they are paid for, but that it is not necessary unless some special service has been exacted and satisfactorily given.

It is not always that an employee acts as though he is in a receptive mood, but the guest pollutes him by forcing him to accept a tip and then sets up a howl about the high cost of traveling. But mostly the servant is willing to stultify himself and so indicates very plainly. I might also add that at any of the hotels operated by this particular individual the tipping proposition is fierce. No one seems to be able to control it or, at least, has the courage to undertake it.

The traveling man, the individual who is loudest in his pretexts against the practice of tipping, has it within his power, if he would use a little reason, to minimize the evil, but he alone is responsible for its introduction in the smaller walks of life. It is but a

few years ago that tipping was practically unknown in the country hotels. To be sure it was customary to slip the Pullman porter a quarter ostensibly to reward him for a shoe polish, and on the dining car also, but who ever heard of feeling a waitress or slipping a dime to the bell hop for being conducted to a room? But to-day if you even hand your hat to anyone to shelve while you are dining, you feel it incumbent on yourself to buy it back at the end of the game. At hotel men's banquets someone invariably starts the collection plate and frowns upon you if you fail to hit the ball with a plunk. The barber expects it, and you are in imminent danger of having your jugular vein disconnected if you make a return visit to a shop where you have failed to disgorge previously. And yet only a few years ago you were solicited to buy a commutation ticket at twelve shaves for a dollar and a hair cut and neck shave thrown in.

I really think the commercial travelers organizations should make the "drive off" in an effort to launch this reform, and instead of condemning the hotel folks for permitting it, just laugh it out of court, as it were. If you are asking anyone to perform a special service for you, pay him for it, but if he is doing something in the line of duty, which is included in your bill, let his employer reward him. Otherwise it will become a pest worse than the seven-year itch, and multiply worse than payments to an installment house.

The latest reports from Tupper Townsend's new Whitcomb Hotel indicate that the foundations are in. Stone work on a portion of the first story has been set and some of the steel work is up as far as the second story. At the present ratio of progress it will be ready for next season's business.

Hotel Downey, Lansing, has opened a new coffee shop. It is fitted with the last word in equipment. The service is at reasonable prices and one knows who has ever patronized its main dining room that the quality of food and service will be above criticism. While the Downey is one of the older type of hotels, it has kept up its reputation for comfort and good victuals based on long years of service.

Governor Green is having his troubles in housing delinquents in the various State penal institutions, and it is now stated that he will be compelled to increase his parole list or inmates will be sleeping three in a bed. The promise of empty jails and prisons as a result of prohibition regulations does not seem to be borne out by the existing facts. In the Hawaiian Islands, a dependency of the United States, where every good citizen is his own bar tender, at latest accounts there was just one inmate in the territorial penitentiary and he had been incarcerated for exceeding the speed limit of twenty miles an hour presumably while under the influence of okuliha. Creating new crimes by legislation ought to be followed by increased storage capacity.

A friend writes me from Washington, D. C.: "Do you know that the friends of Dr. Frederick Cook are trying to get a complete and unconditional pardon for him. As soon as the President returns from his summer vacation he will be asked to restore the Doctor to full citizenship. Do you know a remarkable development has taken place? The two witnesses who testified before the Congressional committee at the time of the investigation to the effect that Cook did not ascend Mt. McKinley now come forward with affidavits stating that he did and that they were bribed to swear to the contrary. I know you always had faith in Cook and you may be able to get some satisfaction out of this."

It will be remembered that Cook was not punished for his connection with the North Pole discovery project, but rather for a violation of U. S. postal laws, but the trial judge, in imposing sentence made it manifest that he was prejudiced against the Doctor because of the pole episode and the declaration of the Navy board. Peary was a member of the Navy, and the U. S. Navy is one of the most exclusive clubs in the civilized world. It has ever been a hotbed of jealousy and bickering, but when one of its members is assailed, sheol is to pay. And when Peary sent out the word that he was the only simon-pure, blown-in-the-bottle discoverer, with the Navy, it was so "whether it was so, or not." There was a single exception, however, in the person of Admiral Greeley, who openly declared that Peary was away off on his reckonings, and that there was no reason for doubting the word of Dr. Cook which would not apply equally to Peary. He also voiced his objection to the fact that Peary was really "sitting as judge, jury and executioner in a case where his own interests were so intimately involved."

Some years ago when operating a commercial hotel in Western Michigan, which was a favorite rendezvous for expense book accountants, on many occasions I entertained, among others, Joe Major, who was at that time supplying me with cigars, "one of my two best sellers." (I only carried two brands.) Joe afterward and still is engaged in the clothing business in Grand Rapids. There are two names on the sign, and Joe's partner does all the work. I have dropped in there several times about the luncheon hour to ascertain if this is true, but uniformly Joe "has just been called out for conference." This is sufficient to demonstrate our close relations.

But Joe, seemingly urbane and happy, has had, ranking in his heart for years, a grievance against me. Now that the statute of limitations renders me immune I am going to confess. It has to do with a tragedy. Were it not that Joe had taken my money away on several clothing deals, wild horses could not drag this secret from my bosom. But murder will out.

One day, like a thunderbolt from a clear sky, a home town girl, who had been seen out riding during the afternoon of the previous day with a drummer, in a high-powered car, mysteriously disappeared. It proved a tragedy of no mean proportions and finally the State police were called into the investigation. Hotel registers were dragged into court and several of my friends were dragged in after them. Among them was Joe Major. Now Joe had a pretty good alibi—in fact, it was a cinch, but he didn't realize it at the time—for he was driving a flivver. Instead, he wanted me to drag out the hotel skeleton and expose it to public view. He wanted me to testify that he, Ernie Welton, Herman Anderson and myself, were engaged in a game of rummy in his room at the exact hour of the disappearance of the victim. What was I to do? Incriminate innocent participants, with hordes of newspaper correspondents swarming about the court room? Hardly! Better that one innocent individual suffer than that several of my best paying patrons should be thrown into durance vile, besides incriminating myself, and me purveying to thousands.

Well, the pressure on me was so great that after several hours of prayerful consideration, I weakened, taking the chance of being an outcast for life, and to-day Joe Major walks the streets of Grand Rapids, a free man. I may never get that luncheon after he sees this, but let me treasure the hope that he does not forever—close my charge account.

Frank S. Verbeck.

When the mind is made up, the time to hesitate is past.

#### Wined and Dined at the Rouse Home.

The Tradesman is in receipt of a letter from Charles Shean, Warden of the Michigan Reformatory, at Ionia, in which he states that he had nothing to do in regard to the assignment of Guy W. Rouse to a clerkship in the T. B. hospital, which gave him a private room (with private bath) to sleep in instead of a cell; that such matters are attended to by the Deputy Warden, who in this case happens to be a former employe of the Worden Grocer Co., who says he was frequently "wined and dined at the Rouse home."

This situation explains why Rouse could land in a comfortable berth in the prison and be treated more like an honored guest than a confessed thief and felon.

Any one who is contemplating a sojourn in the Michigan Reformatory would do well to pave the way to a guest chamber, with a sumptuous bed supplied with Marshall springs and Marshall mattress, by "wining and dining" the Deputy Warden in advance of his writing his name on the register as an honored guest and pampered inmate of the prison.

#### Hides, Pelts and Furs.

Green, No. 1	15
Green, No. 2	14
Cured, No. 1	16
Cured, No. 2	15
Calfskin, Green, No. 1	16
Calfskin, Green, No. 2	14½
Calfskin, Cured, No. 1	17
Calfskin, Cured, No. 2	15½
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

### HOTEL GARY

GARY, IND. Holden operated  
400 Rooms from \$2. Everything modern. One of the best hotels in Indiana. Stop over night with us en route to Chicago. You will like it.  
C. L. HOLDEN, Mgr.

### Rockford Hotel

HARRY J. KELLOGG, Mgr.

Sunday Chicken Dinners

Rooms \$1.00 to \$1.50

ROCKFORD

MICHIGAN



### HOTEL BROWNING

150 Fireproof Rooms

GRAND RAPIDS, Cor. Sheldon & Oakes  
Facing Union Depot; Three Blocks Away.



## DRUGS

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

### The History of Ipecac.

Pomet offers clear testimony as to the time when ipecacuanha was first employed in France. Writing in 1694 "Historie general des Drogues"), he says (I quote from the second English edition): "Some will have it that Mr. Helvetius, a Dutch physician, brought the Ipecacuana first into use among the French about five or six years ago; but I can assure you to the contrary, because it is above twenty years ago since I saw it at Paris; for a proof of which I remember there was a quantity in the shop of Mr. Claquenelle, apothecary, which fell into the hands of Mr. Poulain, his son-in-law." In Lemery's description of ipecacuana, incorporated with Pomet's History just referred to, he says that "The first who brought this into use in France was Monsieur Le Gras, a physician, who had made three voyages to America in the year 1672. It was shown afterwards by the Abbot Bourdelot; and in one of my courses of chemistry, I had some given me by a druggist, but without any knowledge or instruction into its qualities at that time." Pome implies that it was through the agency of Poulain that Helvetius first prescribed the drug. Jean Adrien Helvetius was a young Dutch physician domiciled in Paris. He succeeded in the administration of this new remedy in suitable doses, and had great success in the treatment of dysentery in that city. Ultimately Louis XIV caused the secret to be purchased from Helvetius for 1,000 louis-d'or, and it was made public in 1688. Thus it came to pass that Helvetius is usually ascribed the credit of introducing ipecacuana; to him certainly belongs the honor of administering it in correct doses, and thus establishing its great and increasing usefulness.

### Formulas For Soap.

#### Toilet Soap.

Olive oil ..... 100 parts  
Soda lye (sp. gr. 1.33) ..... 50 parts  
Alcohol ..... 30 parts

Mix the ingredients on a steam-bath until saponification is complete and dissolve the soap in 300 parts of distilled water. Salt out by adding a solution of 25 parts sodium chloride and 5 parts sodium carbonate in 80 parts of water. Let the soap dry in the air and press into cakes.

#### Medicated Soap.

Prime coconut oil ..... 50 parts  
Soda lye (38 to 40 deg. B)..... 25 parts

Mix at a temperature of 114 deg. F. and stir until saponified, then add phenol one-fourth part dissolved in alcohol and stir in until thoroughly mixed. Let the soap dry in the air and press into cakes.

#### Shaving Soap.

Lard ..... 7 parts  
Caustic potash ..... 1 part  
Water ..... 3 parts  
Glycerin ..... sufficient

Perfume ..... sufficient

Melt the lard in a dish over a salt-water bath; dissolve the caustic potash in water and pour into the melted lard, a little at a time, stirring until all is added and saponification is complete. Then add the glycerin and just before the mixture is cold, the perfume. This soap is for tubes and is known as "shaving cream." The amount of glycerine added is determined by the consistency desired. If a pearly luster is desired add white of egg with glycerin.

Unless you know something of soap making, we would advise you to buy the soaps. In this field a little knowledge is a dangerous thing.

### Deodorant Cream, Solid Brillantine and Black Hair Dye.

Zinc stearate ..... 10.0 grams  
Zinc oxide ..... 10.0 grams  
Soft soap ..... 5.0 grams

Moisten the zinc oxide with water, add the soap and gradually add the zinc stearate, rub smooth, then rub in a little at a time, mucilage of tragacanth U. S. P. until 100.0 grams of finished cream results.

#### Solid Brillantine.

Petrolatum ..... 8 parts  
Hard paraffin ..... 2 parts  
Perfume, to suit.

Melt the paraffin, add the petrolatum, stirring continually until the mass begins to congeal; add the perfume just before the mass sets solid.

#### Black Hair Dye.

Pyrogalllic acid ..... 3.5 parts  
Citric acid ..... .3 parts  
Boroglycerin ..... 11.0 parts  
Water ..... 100.0 parts

Dissolve the acids in the water and add the boroglycerin. More pyrogalllic acid will make the dye darker and less lighter.

### Black Writing Ink.

The following makes a good, deep black ink, which is cheap at the same time:

Dissolve 10 parts of the best French extract of logwood in 500 parts of water by the aid of a gentle heat. Set the solution aside for a week; then carefully decant the clear liquid. To every 200 parts of this stock solution add 500 parts of water, place on a water-bath and bring up nearly, but not quite, to boiling. Dissolve 2 parts of potassium dichromate, 50 parts of chrome alum and 10 parts of oxalic acid in 150 parts of water by the aid of heat, and add the solution to the foregoing. It must be added, little by little, very slowly and carefully, with constant stirring. Continue the heating for half an hour, keeping the liquid just below the boiling point. Finally, add sufficient water to make the whole up to 1,000 parts and 10 parts of carbolic acid. Set aside for two or three days; then decant the clear liquid and put into bottle for use.

### Brilliant Deep-Black Leather Varnish.

Manila copal, ground ..... 30 parts  
Sandarac, ground ..... 19 parts  
Venice turpentine ..... 5 parts  
Castor oil, commercial ..... 5 parts  
Nigrosin, alcohol soluble ..... 6 parts  
Alcohol, 95 per cent. .... 150 parts

Dissolve the sandarac and copal in

125 parts of the alcohol (in manufacturing on a large scale this is done in a revolving cylinder moved by appropriate machinery). Heat the Venice turpentine and castor oil (the sort used in the arts) together in a pot and stir until a homogenous mixture is obtained; then add to the alcoholic solution of resins and stir well together. Warm the remaining alcohol on a water-bath to about 30 deg. C. (86 deg. F.), and in it dissolve the nigrosin. Strain the varnish through linen, and to the colate add the solution of nigrosin and stir until homogeneous.

Set aside for two weeks, and then carefully draw off into bottles or tins.

### Paint Remover For Automobile Bodies.

The following has been found to work well:

Benzol ..... 4 parts  
Yellow wax ..... ¼ part  
Fusel oil ..... 3 parts  
Alcohol ..... 1 part

Mix the fusel oil and the alcohol, dissolve the wax in the benzol and add to this the first mixture, shaking during the operation. Apply to the body with a paint brush, the paint will loosen and can easily be scraped off.

Another formula is the following:

Water glass (36 per cent.) ..... 5 parts  
Soda lye (40 per cent.) ..... 1 part  
Ammonia (28 per cent.) ..... 1 part

Apply and allow to dry; after drying the paint can be washed off in water containing a small amount of ammonia.

### Liquid Dentifrice.

Powd. soap, U. S. P. .... 20 grams  
Glycerin ..... 60 grams  
Alcohol ..... 360 grams  
Water ..... 300 grams  
Oil wintergreen ..... 0.2 gram  
Oil cinnamon ..... 0.2 gram  
Oil anise ..... 0.2 gram  
Potassium chlorate ..... 15.0 grams

Dissolve the soap in half the quantity of water by heat. Dissolve the chlorate in the balance of water, mix the two solutions and allow to cool. Dissolve the oils in the alcohol and mix the alcohol with the aqueous solution, allow to stand twelve hours and filter.

### Candy Headache Remedy.

Acetanilid ..... grs. 1½  
Phenacetin ..... gr. iii  
Candy ..... q. s.  
Oil of cloves ..... m 1

The proportions are for one dose.

Rub the acetanilid and phenacetin to a very fine powder, add oil of cloves, then incorporate candy. Oil of peppermint or most any flavoring oil will disguise the above remedies. Caffeine ½ gr. to dose may be added.

### Waterproof Varnish Label Coating.

First coat the label thinly with collodion. Prepare the following colloidal suspension:

Gelatin ..... 5 parts  
Water ..... 25 parts

Allow the gelatin to soak two hours and warm spread lightly to just cover all corners of label. Just before gelatin solidifies go over it with formaldehyde 40 per cent., this produces hard, transparent finish and is waterproof.

### New Hope For the Sneez Brigade.

Just when the hay fever battle of 1927 is on the horizon and the last faint echoes of last year's billion sneezes have faded out of the air, comes news that may enable hay fever fighters to attack the enemy at somewhat closer range in the next encounter. The new trench that has been taken is analysis of grass pollens that cause hay fever, in order to isolate protein substances in the grass.

This is the third step in conquest of hay fever by pollen treatment. Back in 1865, Dr. Blackley, an Englishman, proved that the malady was caused by pollen of certain plants. He was a real doctor for he tried the experiment not on his patients but on himself. In 1902 German and American investigators showed that the protein is the part of the pollen grains which has power to poison individuals, causing the result that we know as hay fever symptoms.

Now three distinct protein substances have been isolated from timothy and orchard grass pollen, and the power of these chemically pure substances to cause hay fever symptoms has been tested. Results of this work are reported by Drs. D. B. Jones and F. A. Csonka, of the United States Protein Laboratory, and Dr. H. S. Bernton, associate professor of hygiene and preventive medicine, at Georgetown University.

In their tests the three investigators found that all hay fever sufferers who had the summer type of hay fever caused by timothy and other grasses were affected by the first of the isolated substances, protein A. Fifty per cent. of the hay fever victims were also sensitive to protein B, the second substance. Protein C was negligible. No one was affected by it in the experiments.

Dr. Bernton states that he believes these findings may lead to progress in pollen treatment of hay fever. "Instead of immunizing patients by injecting pollen extract, we may be able to give them directly suitable doses of the different proteins, and immunize them in that way," he says. "Investigators have had from 5 to 16 per cent. of failures in treating subjects with pollen, and I believe that some of these failures at least are due to the fact that patients are sensitive to both A and B proteins and do not get enough of protein B, which is present in much smaller quantities than protein A in the hay fever pollens which we have tested."

Oddly enough, in spite of the fact that the ragweeds constitute in the East, at least, the greatest hayfever menace, no mention is made of the specific proteins.

Possibly the investigators are continuing their tests from that standpoint. Let's wish them well, and only a hay-feverite of the first water can appreciate the fervency of this wish.

There is no disease just like this hideous nightmare. The scriptural classic of human patience may have been worthy of its day and place—but if there was no ragweed and hay-fever in Israel, Job's patience was certainly not properly and thoroughly tested.



**Agriculture in Alaska.**

Helpful hints for prospective and established settlers in Alaska are contained in a report of the work of the five agricultural experiment station of that Territory recently published by the United States Department of Agriculture. Work was carried on in the year 1925-26 at Sitka, Matanuski, Fairbanks, Kodiak and Rampart. These stations are located in widely separated region of greatly varying climatic conditions. Each station conducted work with a specific class of projects related to the particular region.

At the Sitka station, in the South-eastern part of the Territory, where the climate is cool, the Summers wet and the Winters mild, horticulture is given much attention. Much work has been done on the improvement of strawberries grown are for domestic use and for market in the interior, and most of those grown in the coast region are of Sitka origin. Several stations have demonstrated that strawberries can be successfully and profitably grown in Alaska.

Perhaps no crop is more generally cultivated in Alaska than the potato. It is the principal "money crop" and is used by everybody. Each town garden and prospector's cabin has its potato patch. The many mining camps consume large quantities of potatoes, most of which are produced locally. The Sitka station has developed a number of varieties that yield well in Alaska.

Several stations have been engaged in developing hardy cattle by crossing the Galloway breed with the Holstein Friesian and the Galloway with the Asiatic yak. The former cross has produced some promising individuals from the standpoint of milk and butterfat yield, as well as ability to stand the rigorous climate. Some of the crossbreds yield between 4,000 and

6,000 pounds of milk a year. The value of the Yak-Galloway cross has not been established as yet.

**Don't Admit Liability in Case of Accident.**

A sales manager gives his men the following caution with reference to accidents and the liability of accidents in automobile travel:

"Men, this day of so many cars and so much reckless driving, car accidents are liable to happen.

"I know it is not necessary to caution you to be as careful as possible as it is, of course, better to be safe than sorry.

"We ask you in case of accident, not to admit any liability.

"We do not mean by this that you state to the party that he is the one that is all to the wrong. If possible get a statement of the facts and names and addresses of any eye witnesses.

"Remember to be very careful not to admit or make any statement to be construed to admit liability on your part.

"One of our salesmen during the past week had a small accident and he handled it absolutely in the proper manner. He has given us all the information and at the same time has admitted no liability on his part and has furnished us with the name of the only eye witness. This information will be turned over to the insurance company which carries the liability on these cars and they will handle the matter."

**Whose Car?**

When it's newly washed—Mother's.  
When it's just overhauled—Son's.  
When there's a dance on—Daughter's.

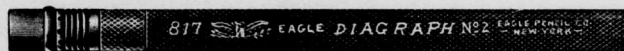
When it needs repairs, fresh paint, five new tires and a tank full of gas—Dad's.

**SCHOOL SUPPLIES**

Our stock you will find one of the largest in Michigan. Complete lines of PENS, PENCILS, CHALKS, PENHOLDERS, CRAYONS, RULERS, PROTRACTORS, DICTIONARIES, PENCIL TABLETS, INK TABLETS, Compasses, Leads, Slates, Artists' Brushes, Fountain Pens, Water Colors, Oil Paints in Tubes, Pencil



Boxes, Scholars Companions, Pencil Sharpners, Composition Books, Note, Drawing, Theme, Music Books, Spelling Blanks, Student Loose-Leaf Books and Fillers, Drawing Papers, Inks, Mucilage, Glues, White Paste, County School Records and Supplies, Etc., Etc.



**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	Benzoin	2 @ 28
Boric (Xtal)	15 @ 25	Elgeron	7 50 @ 75	Benzoin Comp'd	2 @ 40
Carbolic	38 @ 44	Eucalyptus	1 25 @ 50	Buchu	2 @ 16
Citric	53 @ 70	Hemlock, pure	2 00 @ 25	Cantharides	2 @ 52
Muriatic	3 1/4 @ 8	Juniper Berries	4 50 @ 75	Capsicum	2 @ 28
Nitric	9 @ 15	Juniper Wood	1 50 @ 75	Catechu	1 @ 44
Oxalic	16 1/2 @ 25	Lard, extra	1 55 @ 65	Cinchona	2 @ 16
Sulphuric	3 1/2 @ 8	Lard, No. 1	1 25 @ 40	Colchicum	1 @ 80
Tartaric	50 @ 60	Lavender Flow	6 00 @ 25	Cubebs	2 @ 76
<b>Ammonia</b>		Lavender Gar'n	85 @ 20	Digitalis	2 @ 04
Water, 26 deg.	06 @ 16	Lemon	4 50 @ 75	Gentian	1 @ 35
Water, 18 deg.	05 1/2 @ 13	Linseed, raw, bbl.	@ 87	Gualac	2 @ 28
Water, 14 deg.	04 1/2 @ 11	Linseed, boiled, bbl.	@ 90	Gualac, Ammon.	2 @ 04
Carbonate	20 @ 25	Linseed, bld, less	97 @ 10	Iodine	1 @ 25
Chloride (Gran.)	09 @ 20	Linseed, raw, less	94 @ 07	Iodine, Colorless	1 @ 50
<b>Balsams</b>		Mustard, artifil. oz.	@ 35	Iron, Clo.	1 @ 56
Copaiba	1 00 @ 25	Neatsfoot	1 25 @ 35	Kino	1 @ 44
Fir (Canada)	2 75 @ 00	Olive, pure	4 00 @ 50	Myrrh	2 @ 52
Fir (Oregon)	65 @ 100	Olive, Malaga,		Nux Vomica	1 @ 80
Peru	3 00 @ 25	yellow	2 85 @ 25	Opium	2 @ 50
Tolu	2 00 @ 25	Olive, Malaga,		Opium, Camp.	1 @ 44
<b>Barks</b>		green	2 85 @ 25	Opium, Deodor'd	2 @ 40
Cassia (ordinary)	25 @ 30	Orange, Sweet	5 00 @ 25	Rhubarb	1 @ 92
Cassia (Saigon)	50 @ 60	Origanum, pure	@ 20	<b>Paints</b>	
Sassafras (pw, 50c)	@ 60	Origanum, com'l	1 00 @ 20	Lead, red dry	13 1/2 @ 14 1/2
Soap Cut (powd.)		Pennyroyal	3 25 @ 50	Lead, white dry	13 1/2 @ 14 1/2
30c	18 @ 25	Peppermint	6 00 @ 25	Lead, white oil	13 1/2 @ 14 1/2
<b>Berries</b>		Rose, pure	13 50 @ 14 00	Ochre, yellow bbl.	3 @ 2 1/2
Cubeb	@ 1 00	Rosemary Flow	1 25 @ 15 00	Ochre, yellow less	3 @ 6
Fish	@ 25	Sandelwood, E.		Red Venet'n Am.	3 1/2 @ 7
Juniper	11 @ 20	Sassafras, true	10 50 @ 10 75	Red Venet'n Eng.	4 @ 8
Prickly Ash	@ 75	Sassafras, arti'l	75 @ 100	Putty	5 @ 8
<b>Extracts</b>		Spearmint	8 00 @ 25	Whiting, bbl.	@ 4 1/2
Licorice	60 @ 65	Sperm	1 50 @ 75	Whiting	5 1/2 @ 7
Licorice, powd.	50 @ 60	Tany	9 00 @ 25	L. H. P. Prep.	2 90 @ 3 00
<b>Flowers</b>		Tar USP	65 @ 75	Rogers Prep.	2 90 @ 3 00
Arnica	@ 75	Turpentine, bbl.	@ 61	<b>Miscellaneous</b>	
Chamomile (Ged.)	@ 60	Turpentine, less	68 @ 81	Acetanilid	57 @ 75
Chamomile Rom.	@ 50	Wintergreen,		Alum	08 @ 12
<b>Gums</b>		leaf	6 00 @ 25	Alum, powd. and	
Acacia, 1st	50 @ 55	Wintergreen, sweet	3 00 @ 35	ground	09 @ 15
Acacia, 2nd	45 @ 50	Wintergreen, art	75 @ 100	Bismuth, Subni-	
Acacia, Sorts	20 @ 25	Worm Seed	6 00 @ 25	trate	2 33 @ 3 08
Acacia, Powdered	35 @ 40	Wormwood	9 00 @ 25	Borax xtal or	
Aloes (Barb Pow)	25 @ 35	<b>Potassium</b>		powdered	6 1/2 @ 15
Aloes (Cape Pow)	25 @ 35	Bicarbonate	35 @ 40	Cantharides, po.	1 50 @ 2 00
Aloes (Soc. Pow.)	65 @ 70	Bichromate	15 @ 25	Calomel	2 70 @ 2 91
Asafoetida	50 @ 60	Bromide	69 @ 85	Capsicum, pow'd	35 @ 40
Pow.	75 @ 100	Bromide	54 @ 71	Carmin	7 00 @ 7 50
Camphor	90 @ 96	Chlorate, gran'd	23 @ 30	Cassia Buds	35 @ 40
Guaiaac	@ 80	Chlorate, powd.		Cloves	50 @ 55
Guaiaac, pow'd	@ 90	or Xtal	16 @ 25	Chalk Prepared	14 @ 18
Kino	@ 10	Cyanide	30 @ 90	Chloroform	53 @ 60
Kino, powdered	@ 10	Iodide	4 36 @ 55	Chloral Hydrate	1 20 @ 1 50
Myrrh	@ 60	Permanganate	20 @ 30	Cocaine	12 10 @ 12 80
Myrrh, powdered	@ 65	Prussiate, yellow	40 @ 50	Cocoa Butter	70 @ 90
Opium, powd.	19 65 @ 19 92	Prussiate, red	@ 70	Corks, list, less	40-100
Opium, gran.	19 65 @ 19 92	Sulphate	35 @ 40	Copperas	2 1/2 @ 10
Shellac	65 @ 80	<b>Roots</b>		Copperas, Powd.	4 @ 10
Shellac Bleached	85 @ 95	Alkanet	30 @ 35	Corrosive Sublm	2 21 @ 2 42
Tragacanth, pow.	@ 1 75	Blood, powdered	35 @ 40	Cream Tartar	35 @ 45
Tragacanth	1 75 @ 2 25	Calamus	35 @ 75	Cuttle bone	40 @ 50
Turpentine	@ 30	Elecampane, pwd.	25 @ 30	Dextrine	6 @ 15
<b>Insecticides</b>		Gentian, powd.	20 @ 30	Dover's Powder	4 00 @ 4 50
Arsenic	03 @ 20	Ginger, African,		Emery, All Nos.	10 @ 15
Blue Vitriol, bbl.	@ 07	powdered	30 @ 35	Emery, powdered	@ 15
Blue Vitriol, less	03 @ 15	Ginger, Jamaica	60 @ 65	Epsom Salts, bbls.	@ 3 1/2
Bordea, Mix Dry	13 @ 22	Ginger, Jamaica,		Epsom Salts, less	3 1/2 @ 10
Hellebore, White		powdered	45 @ 50	Ergot, powdered	@ 2 50
powdered	18 @ 30	Golden seal, pow.	@ 8 00	Flake, White	15 @ 20
Insect Powder	35 @ 45	Ipecac, powd.	@ 6 00	Formaldehyde, lb.	13 1/2 @ 30
Lead Arsenate Po.	14 1/2 @ 26	Licorice	35 @ 40	Gelatine	80 @ 90
Lime and Sulphur		Licorice, powd.	20 @ 30	Glassware, less 55%	
Dry	8 @ 13	Orris, powdered	30 @ 40	Glassware, full case 60%	
Paris Green	13 @ 28	Poke, powdered	35 @ 40	Glauber Salts, bbl.	@ 02 1/2
<b>Leaves</b>		Rhubarb, powd.	@ 1 00	Glauber Salts less	04 @ 10
Buchu	85 @ 1 00	Rosinwood, powd.	@ 40	Glue, Brown	21 @ 30
Buchu, powdered	@ 1 00	Sarsaparilla, Hond.	@ 90	Glue, Brown Grd	15 @ 20
Sage, Bulk	25 @ 30	Sarsaparilla Mexican,		Glue, White	27 1/2 @ 35
Sage, 1/4 loose	@ 35	Glycerine	32 @ 52	Glue, white grd.	25 @ 35
Sage, powdered	@ 35	Squills	35 @ 40	Glycerine	30 @ 50
Senna, Alex.	50 @ 75	Squills, powdered	70 @ 80	Hops	75 @ 95
Senna, Tinn. pow.	30 @ 35	Tumeric, powd.	20 @ 25	Iodine	6 45 @ 7 00
Uva Ursi	20 @ 25	Valerian, powd.	@ 1 00	Iodoform	8 00 @ 8 30
<b>Oils</b>		<b>Seeds</b>		Lead Acetate	20 @ 30
Almonds, Bitter,		Anise	@ 35	Mace	@ 1 50
true	7 50 @ 7 75	Anise, powdered	35 @ 40	Mace, powdered	@ 1 60
Almonds, Bitter,		Bird, Is	13 @ 17	Menthol	7 50 @ 8 00
artificial	3 00 @ 3 25	Canary	10 @ 16	Morphine	11 18 @ 11 93
Almonds, Sweet,		Caraway, Po.	25 @ 30	Nux Vomica	@ 30
true	1 50 @ 1 80	Cardamon	3 75 @ 4 00	Nux Vomica, pow.	15 @ 25
Almonds, Sweet,		Coriander pow.	30 @ 25	Pepper, black, pow	45 @ 55
imitation	1 00 @ 1 25	Dill	20 @ 25	Pepper, White, pw.	65 @ 75
Amber, crude	1 25 @ 1 50	Fennel	25 @ 40	Pitch, Burgudry	20 @ 25
Amber, rectified	1 50 @ 1 75	Flax	7 @ 15	Quassia	12 @ 15
Anise	1 40 @ 1 60	Flax, ground	7 @ 15	Quinine, 5 oz. cans	@ 59
Bergamont	9 50 @ 9 75	Foenugreek, pwd.	15 @ 25	Rochelle Salts	31 @ 40
Cajeput	1 50 @ 1 75	Hemp	8 @ 15	Sacharine	2 60 @ 2 75
Cassia	3 50 @ 3 75	Lobelia, powd.	@ 1 60	Salt Peter	11 @ 22
Castor	1 45 @ 1 70	Mustard, yellow	17 @ 25	Selditz Mixture	30 @ 40
Cedar Leaf	2 00 @ 2 25	Mustard, black	20 @ 25	Soap, green	15 @ 30
Citronella	1 25 @ 1 50	Poppy	15 @ 30	Soap mott cast.	22 1/2 @ 25
Cloves	2 50 @ 2 75	Quince	1 25 @ 1 50	Soap, white castile	@ 15 00
Cocunut	25 @ 35	Rape	15 @ 20	less, per bar	@ 1 60
Cod Liver	2 00 @ 2 50	Sabadilla	60 @ 70	Soda Ash	3 @ 10
Croton	2 00 @ 2 25	Sunflower	11 1/2 @ 15	Soda Bicarbonate	3 @ 10
<b>Tinctures</b>		Worm, American	30 @ 40	Soda, Sal	02 1/2 @ 08
Aconite	@ 1 80	Worm, Levant	5 25 @ 5 40	Spirits Camphor	@ 1 20
Aloes	@ 1 54	<b>Tinctures</b>		Sulphur, roll	3 1/2 @ 10
Arnica	@ 1 44	Aconite	@ 1 80	Sulphur, Subl.	4 1/2 @ 10
Asafoetida	@ 3 28	Aloes	@ 1 54	Tamarinds	20 @ 25
		Arnica	@ 1 44	Tartar Emetic	70 @ 75
		Asafoetida	@ 3 28	Turpentine, Ven.	50 @ 75
				Vanilla Ex. pure	1 50 @ 2 00
				Vanilla Ex. pure	2 25 @ 2 50
				Zinc Sulphate	06 @ 11



# GROCERY PRICE CURRENT

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

## ADVANCED

## DECLINED

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



### AXLE GREASE

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

### BAKING POWDERS

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

### K. C. Brand

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  
Pep, No. 224 2 70  
Pep, No. 202 1 75  
Krumbs, No. 424 2 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

**Stove**  
Shaker, 18 oz. 1 80  
No. 50 2 00  
Peerless 2 60  
**Shoe**  
No. 4-0 2 25  
No. 20 2 00

### BUTTER COLOR

Dandelion 2 85

### CANDLES

Electric Light, 40 lbs. 12.1  
Plumber, 40 lbs. 12.8  
Paraffine, 6s 14 1/2  
Paraffine, 12s 14 1/2  
Wicking 40  
Tudor, 6s, per box 30

### CANNED FRUIT

Apples, 3 lb. Standard 1 50  
Apples, No. 10 4 50@5 75  
Apple Sauce, No. 10 8 00  
Apricots, No. 1 1 75@2 00  
Apricots, No. 2 3 00  
Apricots, No. 2 1/2 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 1/2 4 25  
Cherries, No. 10 14 00  
Loganberries, No. 2 2 00  
Loganberries, No. 10 10 00  
Peaches, No. 1 1 50@2 10  
Peaches, No. 1, sliced 1 25  
Peaches, No. 2 2 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  
P'apple, 2 br. sl. 2 40  
P'apple, 2 1/2, sl. 3 00  
P'apple, 2, cru. 2 60  
Pineapple, 10 cru. 9 00  
Pears, No. 2 3 15  
Pears, No. 2 1/2 3 50  
P'ums, No. 2 2 40@2 50  
P'ums, No. 2 1/2 2 90  
Raspberries, No. 2 blk 2 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

### CANNED FISH

Clam Ch'der, 10 1/2 oz. 1 35  
Clam Ch., No. 3 3 50  
Clams, Steamed, No. 1 2 00  
Clams, Minced, No. 1 2 25  
Finnan Haddie, 10 oz. 3 30  
Clam Bouillon, 7 oz. 2 60  
Chicken Haddie, No. 1 2 75  
Fish Flakes, small 1 45  
Cod Fish Cake, 10 oz. 1 35  
Cove Oysters, 5 oz. 1 65  
Lobster, No. 1/4, Star 2 90  
Shrimp, 1, wet 2 25  
Sard's, 1/4 Oil, Key 6 10  
Sardines, 1/4 Oil, k'less 5 50  
Sardines, 1/4 Smoked 6 75  
Salmon, Warrens, 1/2 2 80  
Salmon, Red Alaska 3 75  
Salmon, Med. Alaska 2 85  
Salmon, Pink Alaska 1 85  
Sardines, Im. 1/4, ea. 10@23  
Sardines, Im. 1/2, ea. 25  
Sardines, Cal. 1 65@1 80  
Tuna, 1/2, Albocore 95  
Tuna, 1/4s, Curtis, doz. 2 20  
Tuna, 1/2s, Curtis, doz. 3 50  
Tuna, 1s, Curtis, doz. 7 00

### CANNED MEAT

Bacon, Med. Beechnut 2 30  
Bacon, Lge. Beechnut 5 40  
Beef, No. 1, Corned 3 10  
Beef, No. 1, Roast 3 10  
Beef, No. 2 1/2, Qua. sil. 1 35  
Beef, 3 1/2 oz. Qua. sil. 2 00  
Beef, 4 oz., Qua. sil. 2 25  
Beef, No. 1, B nut, sil. 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 1/4  
Potted Meat, 1/2 Libby 92 1/4  
Potted Ham, Gen. 1/4 1 85  
Vienna Saus., No. 1/4 1 45  
Vienna Sausage, Qua. 95  
Veal Loaf, Medium 2 65

**Baked Beans**  
Campbells, 1c free 5 1 15  
Quaker, 18 oz. 95  
Fremont, No. 2 1 10  
Smider, No. 1 95  
Smider, 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 15  
Red Kid, No. 2 1 25  
Beets, No. 2, wh. 1 75@2 40  
Beets, No. 2, cut 1 10@1 60  
Beets, No. 3, cut 1 60  
Corn, No. 3, stan. 1 10  
Corn, Ex. stan. No. 3 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. 3 1 35@1 60  
Pumpkin, No. 10 4 00@4 75  
Pimentos, 1/4, each 12@14  
Pimentos, 1/2, each 27  
Sw't Potatoes, No. 2 1/2 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 7 80

### CATSUP.

B-nut, small 1 90  
Lily of Valley, 14 oz. 2 60  
Lily of Valley, 1/4 pint 1 75  
Lily of Valley, 1/2 pint 1 40  
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 80  
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

### CHEESE.

Roquefort 65  
Kraft, small items 1 65  
Kraft, American 1 65  
Chili, small tins 1 65  
Pimento, small tins 1 65  
Roquefort, sm. tins 2 25  
Camembert, sm. tins 2 25  
Daisies 27 1/2  
Longhorn 27 1/2  
Michigan Dairy 27  
New York New 1926 32  
Sap Sago 38  
Brick 27

### CHEWING GUM.

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

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 00  
Pains De Cafe 3 00  
Droste's Bars, 1 doz. 2 00  
Delft Pastelles 2 15  
1 lb. Rose Tin Bon 18 00  
Bons 9 00  
7 oz. Rose Tin Bon 9 00  
13 oz. Creme De Cara-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.

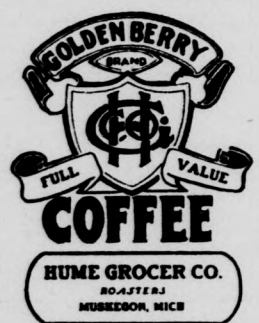
Baker, Caracas, 1/4s 37  
Baker, Caracas, 1/2s 35

### 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  
Braided, 50 ft. 2 25  
Sash Cord 3 50@4 00



### COFFEE ROASTED

1 lb. Package  
Melrose 32  
Liberty 24  
Quaker 38  
Nedrow 36  
Morton House 43  
Reno 33  
Royal Club 37

McLaughlin's Kept-Fresh  
Vaccum 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 1/4

### CONDENSED MILK

Leader, 4 doz. 7 00  
Eagle, 4 doz. 9 00

### MILK COMPOUND

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

### EVAPORATED MILK

Quaker, Tall, 4 doz. 4 75  
Quaker, Baby, 8 doz. 4 65  
Quaker, Gallon, 1/4 doz. 4 75  
Carnation, Tall, 4 doz. 5 15  
Carnation, Baby, 8 doz. 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 3 75

### CIGARS

G. J. Johnson's Brand  
G. J. Johnson Cigar, 10c  
Worden Grocer Co. Brands  
Master Piece, 50 Tin. 35 00  
Master'ce, 10, Perf. 70 00  
Master'ce, 10, Spec. 70 00  
Mas'p., 2 for 25, Apollo 95 00  
In Betweens, 5 for 25 37 50  
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 Delosos 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 65  
No. 12, Choc., Light 1 85  
Chocolate Nut Rolls 1 85  
Magnolia Choc 1 25

### Gum Drops Pails

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

### Lozenges Pails

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

### Hard Goods Pails

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

### Cough Drops Bxs

Putnam's 1 35  
Smith Bros. 1 50

### Package Goods

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

### Specialties

Walnut Fudge 23  
Pineapple Fudge 22  
Italian Bon Bons 17  
Banquet Cream Mints 28  
Silver King M. Mallovs 1 35

### Bar Goods

Walnut Sundae, 24, 5c 80  
Neapolitan, 24, 5c 80  
Mich. 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

### Peel

Lemon, American 30  
Orange, American 30

### Raisins

Seeded, bulk 11  
Thompson's s'dles blk 9 1/2  
Thompson's seedless, 15 oz. 10 1/4  
Seeded, 15 oz. 12 1/4

### California Prunes

90@100, 25 lb. boxes 07 1/2  
60@70, 25 lb. boxes 08 1/2  
50@60, 25 lb. boxes 09 1/2  
40@50, 25 lb. boxes 10 1/2  
30@40, 25 lb. boxes 11 1/2  
20@30, 25 lb. boxes 12 1/2

### FARINACEOUS GOODS

#### Beans

Med. Hand Picked 07  
Cal. Limas 09  
Brown, Swedish 07  
Red Kidney 07 1/4

#### Farina

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

#### Hominy

Pearl, 100 lb. sacks 3 50

#### Macaroni

Mueller's Brands  
9 oz. package, per doz. 1 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 1/4  
Split, lb. yellow 08  
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  
7 1/2 oz. 1 25  
1 1/4 oz. 1 80  
2 1/4 oz. 3 20  
3 1/2 oz. 4 50  
2 oz. 2 60  
4 oz. 5 00  
8 oz. 9 00  
16 oz. 15 00



2 1/4 Ounce  
Taper Bottle



# 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 3/4 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



Nucoa, 1 lb. 21  
Nucoa, 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 50  
Quart Jars, dozen 7 00  
Bulk, 2 gal. keg 4 50  
Pint, Jars, dozen 4 00  
4 oz. Jar, plain, doz. 1 35  
5 1/2 oz. Jar, pl., doz. 1 60  
8 1/2 oz. Jar, plain, doz. 2 35  
20 oz. Jar, Pl. do. 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@4 75  
20 oz. Jar, stuffed dz. 7 00

# PARIS GREEN

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

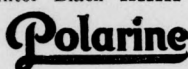
# PEANUT BUTTER



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

# 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. 20  
Good St's & H's 15 1/2@18  
Med. Steers & Heif. 19  
Com. Steers & Heif. 17

# Cows

Top 15  
Good 14  
Medium 13  
Common 12

# Veal

Top 21  
Good 20  
Medium 18  
Lamb  
Spring Lamb 28  
Good 27  
Medium 25  
Poor 23

# Mutton

Good 18  
Medium 16  
Poor 13

# Pork

Light hogs 13 1/2  
Medium hogs 13 1/2  
Heavy hogs 12 1/2  
Loins, Med. 22  
Butts 18  
Shoulders 15  
Spareribs 12  
Neck bones 06  
Trimnings 11

# PROVISIONS

Barreled Pork  
Clear Back 25 00@28 00  
Short Cut Clear 26 00@29 00  
Dry Salt Meats  
D S Bellies 18-20@19-20

# 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. @25  
Hams, Cer., Skinned  
16-18 lb. @25  
Ham, dried beef  
Knuckles @32  
California Hams @16 1/2  
Picnic Boiled  
Hams 20 @22  
Boiled Hams @37  
Minced Hams @19  
Bacon 4/6 Cert. 24 @35

# 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  
Process 2 25  
Quaker, 18 Regular 1 80  
Quaker, 12s Family 2 70  
Mothers, 12s, M'mum 3 25  
Nedrow, 12s, China 3 25  
Sacks, 90 lb. Jute N 3 50  
Sacks, 90 lb. Cotton 3 55

# RUSKS

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

# SALERATUS

Arm and Hammer 3 75

# SAL SODA

Granulated, bbls. 1 80  
Granulated, 60 lbs. cs. 1 60  
Granulated, 36 2 1/2 lb.  
packages 2 40

# COD FISH

Middles 15 1/2  
Tablets, 1/2 lb. Pure 14 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 1 15

# Lake Herring

1/2 bbl., 100 lbs. 6 50

# Mackerel

Tubs, 100 lb. fncy 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. 1 35  
Dri-Foot, doz. 2 00  
Bixby's, Doz. 1 35  
Shinola, doz. 90

# STOVE POLISH

Blackline, per doz. 1 25  
Black Silk Liquid, ds. 1 40

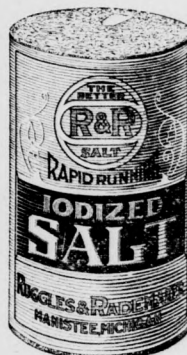
Black Silk Paste, doz. 1 25  
Enameline Paste, doz. 1 35  
Enameline Liquid, dz. 1 35  
E. Z. Liquid, per doz. 1 40  
Radium, per doz. 1 85  
Rising Sun, per doz. 1 35  
654 Stove Enamel, dz. 2 80  
Vulcanol, No. 5, doz. 95  
Vulcanol, No. 10, doz. 1 35  
Stovoil, per doz. 3 00

# 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. 35  
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 50  
Flake White, 10 box 3 80  
Grdina White Na. 10s 3 85  
Swift Classic, 100 box 4 40  
20 Mule Borax, 100 bx 7 55  
Wool, 100 box 6 60  
Jap Rose, 100 box 7 85  
Fairly, 100 box 5 50  
Palm Olive, 144 box 11 00  
Lava, 100 bo 4 90  
Octagon, 120 5 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  
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 3 40  
Octagon, 96s 3 90  
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  
Sapoline, 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, Cochlin @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  
Poneltz, 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 96  
Argo, 8, 5 lb. pkgs. 3 35  
Silver Gloss, 48, 1s 11 1/4  
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 3 13  
Red Karo, No. 1 1/2 2 70  
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

# 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  
Caper, 2 oz. 3 30

# Zion Fig Bars

Unequalled for  
Stimulating and  
Speeding Up  
Cooky Sales

Obtainable from Your  
Wholesale Grocer

Zion Institutions & Industries  
Baking Industry  
Cook, Illinois

# TEA

Medium Japan 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@36  
Congou, Fancy 42@43

# 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 22  
White Wine, 80 grain 26  
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. 90  
Rochester, No. 2, doz. 50  
Rochester, No. 3, 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 90  
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. Ir. 6 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 5 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



## SLAVES AND SLAVE OWNERS.

## Experience of Hon. A. S. White With Both Classes.

Race hatred provokes riots. In San Francisco a mob of white men beat and killed the Chinese. In Europe not infrequently the Jews have been robbed, beaten and murdered by men who profess the faith of the Savior. In Detroit, Chicago, Atlanta and other cities of the United States the blacks have been subjected to many unpardonable abuses at the hands of white men. Whenever race hatred prevails, riots are inevitable. A score of years ago mobs attacked, abused or murdered many negroes in Atlanta. Decatur street was the center of the lowest class of the negro community. It was the locality of many saloons, small stores and bawdy houses. At times when white persons were passing through the street to a group of factories at its Northern extremity, they were insulted by drunken or half witted young negroes. It was a sore spot in the municipality. Hatred of the negro finally resulted in mob violence. A considerable number were killed. The city was under mob control several days. Ray Stannard Baker, representing the publisher of a nationally known magazine, spent a week or ten days in Atlanta in assembling material for use in articles to be written describing the cause and effect of the riot. An incident of uncommon interest that attracted the attention of Mr. Baker concerned one Dr. Dupont. The doctor was born and raised in Massachusetts. In his youth he sought and acquired a liberal education. For a career he studied the science of medicine at the medical school of Harvard University and finally acquired a diploma. Shortly after his graduation he moved to Atlanta and opened an office. His gentle disposition, his kindly nature and his professional ability won many friends. While the mob was employed in its dastardly work an old rebel colonel heard threats uttered against the life of the doctor. The old rebel had recognized the value, professionally and personally, of the doctor to the community and accorded him respect and the friendship that respect always commands. The old colonel provided himself with a repeating rifle, a pair of revolving pistols and called at the home of the doctor. "I feared you might be troubled by the mob, doctor," the old man explained. "I thought I had better come to your assistance."

Seated on the veranda of the Dupont home, the colonel awaited the appearance of the mob. Fortunately, he had no employment for his firearms.

Years ago, when a boy of twelve at work in a meadow near Ann Arbor, I was seized with an attack of chills and fever. The sun was intensely hot and the humidity very oppressive. As I lay helpless in the grass I noticed an old negro woman standing in the doorway of a humble home near the meadow. A moment later I heard her voice calling her son, Jethro Maybee, from his work in a garden in the rear of her home. Jethro quickly responded and a few moments later I was in his strong arms. He carried me to the

home of his mother. I was placed in a clean, neat and comfortable bed, and Mother Maybee gave me kindly attention. I have ever felt grateful to all negro women. Her skin was black, but her soul was as white as newly fallen snow. I learned later that the main purpose in her life was to assist in her humble way those who needed her care. Like the Savior, she "went about doing good."

As an ignorant enslaved barbarian the negro of Africa made no effort to improve his condition. It is claimed by many that the door to liberty, enlightenment and civilization was opened when the white man entered that country, captured black men and women and conveyed them to this country as slaves to serve his purpose. The road that led to the door of liberty was long; it was covered with briars and stones. The white man finally recognized the cruelty of the system and set the negro free.

Arthur S. White.

## Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 8.—In the matter of John C. Trumble, Bankrupt No. 3216, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of William Languis, Bankrupt No. 3217, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of Le Roy C. Andrews, Bankrupt No. 3220, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of David R. Miller, Bankrupt No. 3219, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of Edwin S. Pierce, Bankrupt No. 3212, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of John A. Post and Bert Post, copartners doing business as Post Bros., Bankrupt No. 3211, the funds for the first meeting have been received and the first meeting will be held Aug. 22.

In the matter of James Ten Eyck, Bankrupt No. 3218, the funds for the first meeting have been received and such meeting has been called for Aug. 22.

In the matter of Charles Aretas Plummer, Bankrupt No. 2875, the trustee has filed his final report and account and a final meeting of creditors has been called for Aug. 22. The report and account of the trustee will be considered and passed upon. Administration expenses will be considered and ordered paid, if approved, and a final dividend to creditors declared and ordered paid.

In the matter of Harry Epstein, Bankrupt No. 2952, the trustee has filed his final report and account and a final meeting of creditors will be held at the referee's office on Aug. 22. The report and account of the trustee will be considered and passed upon. Expenses will be considered and ordered paid and a final dividend to creditors declared and ordered paid.

In the matter of D. Norman MacDonald, Bankrupt No. 2967, the trustee has filed his final report and account and a final meeting of creditors has been called for Aug. 22. The report and account of the trustee will be considered, expenses will be ordered paid and a first and final dividend to creditors ordered paid, if the same is possible.

In the matter of Charles Maynard, Bankrupt No. 2836, the trustee has filed his final report and account and a final meeting of creditors will be held on Aug. 22. The report and account of the trustee will be considered and passed upon. Expenses will be ordered paid as far as the funds on hand will permit. There will be no dividends for general creditors.

In the matter of John J. Karpienia, Bankrupt No. 2959, the trustee has filed his final report and account and a final meeting of creditors has been called for Aug. 22. The report and account of the trustee will be considered and passed upon. Expenses will be ordered paid and, if possible, a first and final dividend to creditors ordered paid.

In the matter of Albert L. Joyce, Bankrupt No. 3058, the trustee has filed his final report and account and a final meeting of creditors has been called for Aug. 22. The report and account of the trustee will be considered and passed upon. Administration expenses will be ordered paid and preferred claims ordered paid, as far as the funds will permit. There

will be no dividends for general creditors. In the matter of Paul B. Bellew, Bankrupt No. 3181, the trustee has filed his first report and account, and an order for the payment of expenses has been made.

Aug. 9. We have to-day received the schedules, reference and adjudication in the matter of Newberry Cooper, Bankrupt No. 3221. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Niles, and his occupation is that of a factory worker. The schedules show assets of \$63 of which the full interest is claimed as exempt, with liabilities of \$3,500.58. The court has written for funds and upon receipt of the same the first meeting of creditors will be called, note of which will be made herein. The list of creditors of said bankrupt are as follows:

County Treasurer, Marshall, Ind.	\$ 25.00
Citizens State Bank of Argos, Ind.	400.00
A. N. Axner, Niles	108.08
First National Bank, Argos, Ind.	100.00
First State Bank of Bourbon, Ind.	25.00
J. A. Kerr Hardware Co., Niles	57.00
Gerge A. Ogle & Co., Chicago	17.50
Isaac Reed & Son, Argos, Ind.	110.00
Schlusser Bros., Plymouth, Ind.	231.74
Sam Wright, New Troy	22.30
C. M. Alday, Ellis, Kansas	3.54
Allman Drug Store, Argos, Ind.	1.05
Dr. L. L. Anderson, Argos, Ind.	7.50
Argos Vulcanizing Co., Argos, Ind.	27.50
Bear Cat Stores, Niles	12.07
J. A. Bock, Argos, Ind.	2.22
Bonifield Drug Store, Argos, Ind.	4.65
Chas. Churchill, Niles	27.00
Mrs. F. R. Cooper, Argos, Ind.	127.82
W. O. Cooper, Argos, Ind.	400.00
Fribbly Dent. Store, Bourbon, Ind.	60.00
Dr. Peter Garside, Bourbon, Ind.	2.50
Gaskill Bros., Tippecanoe, Ind.	16.00
Drs. Robert and Abby Henderson, Niles	22.50
C. E. Ives, Niles	24.96
R. A. Kuhn, Argos, Ind.	38.80
McDonald Grocery, Argos, Ind.	8.00
A. J. McLaughlin, Niles	10.74
Jacob Martin, Argos, Ind.	20.85
W. A. Meloy, Argos, Ind.	12.00
New and Keller Hdwe. Co., Bourbon, Ind.	150.00
Arthur Parkhurst, Argos, Ind.	5.00
Willburn Roberts, Niles	13.30
St. Joe Valley Shipping Association, Niles	59.00
Wm. Schoonover & Sons, Argos	100.00
Security Loan Co., South Bend, Ind.	23.00
Harry G. Slater, South Bend, Ind.	20.00
Slayter Hardware Co., Argos, Ind.	63.06
Standard Oil Co., South Bend, Ind.	35.00
Stover & Stackhouse, Bourbon, Ind.	2.40
Troost Bros., Niles	3.00
Urcheil Bros., Tippecanoe, Ind.	20.00
Dr. M. G. Yocum, Mentone, Ind.	28.00
G. P. Zehner, Argos, Ind.	175.00
First State Bank of Bourbon, Ind.	322.00
Mentone Feed & Milling Co., Mentone, Ind.	25.00

Aug. 9. We have to-day received the schedules, reference and adjudication in the matter of Peter C. Tazelaar, Bankrupt No. 3222. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a laborer. The schedules show assets of \$60 with liabilities of \$680. The court has written for funds and upon receipt of the same the first meeting of creditors will be called and note of the same will be made herein. The list of creditors of said bankrupt are as follows:

Dr. C. H. Jennings, Grand Rapids	12.00
J. Schuiling, Grand Rapids	120.00
Dr. Earl Byers, Grand Rapids	94.00
Dr. T. P. Bishop, Grand Rapids	65.00
Western Michigan Clinical Laboratory, Grand Rapids	5.00
Dr. Alden Williams, Grand Rapids	15.00
Dr. W. L. Bettison, Grand Rapids	32.00
Fred Utting, Grand Rapids	15.00
William Trappen, Grand Rapids	32.00
Herpolsheimer Co., Grand Rapids	43.00
Mich. Bell Tele. Co., Grand Rapids	17.00
Vern Smith, Detroit	160.00
St. Mary's Hospital, Grand Rapids	58.00
C. S. Holt, Grand Rapids	3.00
E. L. Black, Grand Rapids	4.00
Geo. C. Cornell & Sons, Grand R.	3.50
Arthur F. Crabb, Grand Rapids	1.50

Aug. 9. We have to-day received the schedules, reference and adjudication in the matter of Maurice J. Sheehan, Bankrupt No. 3223. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a dairyman. The schedules show assets of \$4,110.99 with \$500 claimed as exempt, with liabilities of \$8,615.49. The court has written for funds and upon receipt of same first meeting will be called, note of which will be made herein. The list of creditors of said bankrupt are as follows:

City of Grand Rapids	\$ 19.40
Kent County Savings Association, Grand Rapids	\$1,148.00
Mich. Milk Producers Association, Grand Rapids	2,884.81
Bowman-Trautman Co., Grand R.	9.00
Brown & Bigelow, Chicago	117.50
G. R. Brunson, Grand Rapids	8.00
Bultman-Timmer Fuel Co., G. R.	34.15
Consumers Power Co., Grand R.	5.00
Mrs. John Curley, Petoskey	407.00

Graham Bros., Grand Rapids	95.75
Press, Grand Rapids	18.00
George Howk, Grand Rapids	124.00
Jacobson's Garage, Grand Rapids	111.00
J. W. Ladd Co., Detroit	246.00
Charles Linacre, Grand Rapids	75.00
A. E. McGraw, Grand Rapids	40.00
Mich. Bell Tel. Co., Grand Rapids	15.00
Frank Miller, Byron Center	4.75
Okite Products Co., Grand Rapids	18.30
Mrs. Jane Sheehan, Grand Rapids	1,625.00
Tennis Transfer Co., Grand Rapids	8.10
Thoenette & Co., Grand Rapids	117.00
Sidney Wiersma, Grand Rapids	410.00
John Wolff, Byron Center	8.75
F. F. Wood Motor Co., Grand R.	4.98
George Zerfus, Byron Center	8.00
Sund Electric Co., Grand Rapids	53.00
Mich. Milk Producers Association, Grand Rapids	1,000.00

Aug. 9. We have to-day received the schedules, reference and adjudication in the matter of Edward W. Fitzgerald, Bankrupt No. 3224. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids, and his occupation is that of a salesman. The schedules show assets of \$35 of which the full interest is claimed as exempt, with liabilities of \$4,983.36. The court has written for funds and upon receipt of the same, the first meeting will be called, note of which will be made herein. The list of creditors of said bankrupt is as follows:

Middleville Co-operative Creamery Association, Middleville	\$1,880.65
N. J. DeWeerd, Hudsonville	52.26
Charles Hauser, Grand Rapids	200.00
Walk-Over Boot Shop, Grand R.	10.00
Henry Smith Floral Co., Grand R.	4.00
Ryskamp Bros., Grand Rapids	27.12
Pearl CCreamery, Pearl	746.88
Allendale Creamery Co., Allendale	283.00
Goodspeed Realty Co., Grand Rap.	315.00
Paul Steketee & Sons, Grand R.	46.50
Herpolsheimer Co., Grand Rapids	65.00
Consumer's Ice Co., Grand Rapids	19.00
V. C. Creamery Co., Grand Rapids	40.00
Hill Grocery, Grand Rapids	30.00
Reichel Drug Store, Grand Rapids	20.00
Hoxie Drug Co., Grand Rapids	18.00
Mrs. Towes, Grand Rapids	25.00
Bill Lennen, Grand Rapids	25.00
Chas. Lipp, Grand Rapids	275.00
Wurzburg Dry Goods Co., G. R.	35.45
Kent State Bank, Grand Rapids	140.00
Wilson & Co., Grand Rapids	157.25
W. Stellma, Grand Rapids	7.00
Sanitary Milk Co., Grand Rapids	40.50
I. VanWestenbrugge, Grand Rapids	55.75
Kent State Bank, Grand Rapids	190.00
G. R. Savings Bank, Grand Rapids	125.00
Industrial Savings Bank, Grand R.	150.00

Aug. 9. We have to-day received the schedules, reference and adjudication in the matter of Andrew Brown, Bankrupt No. 3225. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Muskegon, and his occupation is that of a laborer. The schedules show assets of \$110 of which the full interest is claimed as exempt, with liabilities of \$1,374.20. The court has written for funds and upon receipt of the same, the first meeting of Creditors will be called, and note of the same made herein. The list of creditors of said bankrupt are as follows:

Muskegon Loan Co., Muskegon	\$ 60.00
Williams Hardware Co., Pentwater	9.00
Peoples Hardware Co., Pentwater	7.00
Sallen Jewelry Co., Muskegon	14.00
DeLong Bros., North Muskegon	112.00
Bert Hawkins, Muskegon	5.00
Apple Grocer & Market, Muskegon	7.00
E. S. Thornton, Muskegon Hts.	40.00
Phillip Cribbs, Ludington	100.00
Mason County Fruit & Produce Co., Mason County	48.00
Mr. McCauley, Muskegon	4.20
D. Tice, Muskegon	27.00
E. F. Kent, Pentwater	27.50
H. Shepard, Muskegon	20.00
Thomas Sikkenga, Muskegon	102.00
Hackley Hospital, Muskegon	59.00
Wade Gardner, Pentwater	24.00
Robt. O'Brien, Pentwater	45.00
L. A. Hunt, Pentwater	102.00
Silverman's Clothing Store, Muskegon	59.00
W. Hardy & Co., Muskegon	8.00
Grossman's Dept. Store, Muskegon	7.00
Pemter Temple, Muskegon	14.00
Guy Tripp, Muskegon	5.00
Edna England, Muskegon Hts.	3.00
Dr. McEndless, Ludington	50.00
Dr. L. P. Munger, Hart	60.00
Mellema Bros., Muskegon	26.00
J. H. Ross Elec. Co., Muskegon	19.00
Dr. E. N. D'Alcorn, Muskegon	52.00
Dr. E. S. Thornton, Muskegon	29.00
Dr. L. I. Powers, Muskegon	50.00
Mr. Drent, Muskegon	7.00
Sanitary Dairy, Muskegon	14.00
Spiegel May & Stern Co., Chicago	36.00
John Judge, Detroit	50.00
Dr. Lucy Eames, Muskegon	74.50

July 29. (Delayed). On this day was held the adjourned sale of certain assets of the estate of Clarence Clark, Bankrupt No. 3122. The bankrupt was not present or represented. The trustee was present in person. The property not exempt or encumbered was sold to C. A. Konkle, of Grand Rapids, for \$35. The sale was confirmed and the meeting adjourned without date.



### Try To Give Your Town a Chance.

(Continued from page 20)

But I asked for three successive days at the one big general store and apparent center of town activity without results. Then I tried the drug store. There I got positive details of just how and when to get my stage for San Francisco.

Next morning, therefore, I was on hand bright and early, with full ten minutes to spare. This was at Steamboat Slough bridge, near which our little cruiser is moored. But my stage swept by me without a chance, even as I walked leisurely to the bridge end.

Then I learned from the bridge tender that, even so, that stage was fifteen minutes behind time. I also learned that accurate information might always be had from the bridge tender—two miles out of Courtland. Yet the stages all stop regularly at Courtland and only incidentally at the bridge. I was thus delayed about three hours.

A most effective way to help a business, a town or any enterprise is to have correct information ready for all interested.

In my early experience selling olive oil a grocer asked me how many pounds of olives it took to make a gallon of oil. He sked it as a sort of catch, but that did not matter. I did not know and said so, but I also said I would know next trip. Asking my chief, he said: "Well, it depends on whether you are buying olives or selling oil. Buying olives, it takes about 56 pounds. Selling oil, it takes about 44 pounds."

I reported this word for word to my enquiring grocer and thereby gained his good will and confidence. But I also learned the remarkable fact that olives when ripe contain around 20 per cent. of their volume of pure oil. Thus no useful, reliable information ever goes to waste.

But as for towns: They are favorably remembered and talked about for every favorable thing. A pretentious restaurant in Napa, with a bill of fare long enough for a metropolitan hotel, served wretched food. The Arlington restaurant in Suisun put on no dog and its bill was most modest. But the ham served with its fresh eggs was not mere lean pork. It was genuine ham off the hog's hind leg, well cured and properly cooked.

To build up your community, help it in all ways. Whatever you do will help your own business, believe me. Bread cast on the waters returns well saturated with good will.

Paul Findlay.

### Does Increased Consumption Increase Prices?

The question has often been asked. "Does increased consumption of meat increase prices?" When we touch upon this question we open up a subject that may be viewed from many angles and that may lead to variously expressed opinions. If we are to judge the possible future of greater meat consumption by experiences in the past with respect to meat or other food commodities we will find that greater consumption is liable to be closely associated with lower prices. Of

course, this has been due largely to greater consumption resulting from heavy supply which had to be sold lower to induce diversion from other things that had been usually consumed. The meat industry separates in its mind forced consumption at low prices from what it considers more advantageous consumption resulting from greater natural demand. It is thought by some that increased meat consumption can be brought about by bringing to the attention of logical consumers advantages to be found in meat, and by helpful suggestions as to preparation. Those in the meat business at the present time see in such a condition greater volume without proportionately increased cost of doing business, which would result in somewhat lower prices to consumers, and somewhat greater net profits to themselves. In viewing the outcome from this angle they sometimes overlook the probability of the attraction such increased consumption would have in bringing new business into the field, such attraction coming from the probable profits associated with greater volume distribution. It is not likely that such a condition would come immediately, and in the meantime those in business at present might logically expect to profit. The theory of the expressed thought here is that business concerns usually increase in proportion to business available. With increased consumption and greater volume of business, associated with present machinery of production, it might be expected that a more urgent demand would develop, and this might cause somewhat higher prices, or, at least, a more stable outlet. But, since the resources of meat production are by no means exhausted in this country there is no reason to doubt that the supply would expand to take care of the new demand without permanently higher prices.

### Consumption of Cigarettes Reaches 85 Billion Annually.

In 1852 was grown the first crop of the so-called "bright" tobacco, the tobacco out of which 80 per cent. of all cigarettes is made, at least in part. And recent figures show that the cigarette growth has been phenomenal. While a negligible number were manufactured seventy-five years ago, the statistics for 1926 show a sale of 85 billion.

Within a few years of the growing of the first crop of "bright" came the cigarette machine. This combination—the tobacco that proved itself best for cigarette use and the machine that cut cost and increased cleanliness—had an immediate effect on the market, as shown in figures of a few years following. In 1869 more than two billion cigarettes were smoked in Europe and America. One year later the figures for the United States alone were nearly fourteen million and by 1890 had gone beyond the two billion mark.

Opposition to the cigarette showed itself early and has always been strong but has had little effect. Between 1870 and 1912 the anti-cigarette war was at its height. A large group made every effort to have the article banned. The

result was legislation in every State—and increased cigarette smoking. Only recently Kansas repealed a law that prohibited the sale or use of cigarettes.

Opposition to the cigarette was based on its alleged evil effects on the user—mentally, morally and physically.

An incomplete survey of retailers in this country shows that women smoke almost as much as men do in the large cities, and in the smaller communities about 25 per cent. smoke openly. The ages given are over 17. According to the four large companies that control nearly 70 per cent. of the output in this country, the saturation point has not been reached.

### The Cod an Important Fish.

The North American Committee on Fisheries Investigation has recently estimated that the cod fishery of the Western North Atlantic, which is carried on by the United States, Canada, Newfoundland, France and Portugal, yields over 1,000,000,000 pounds of fish annually. The total catches of these countries for successive years since the 80's of the last century show rises and falls, but on the whole there has been neither increase nor decrease, giving no indication that the stock of cod in these waters has particularly altered during this long period. The present drain is no more severe than formerly, and no apprehensions, it is stated by the committee, need be entertained over the failure of the resources as long as conditions remain the same. The humble cod is one of our greatest resources of natural wealth.

### Longer Skirts May Come Later.

Sentiment in regard to the longer skirts sponsored for Fall by some of the leading Paris houses seems to be changing in this market. Indications now are that it is not a question whether the new lengths will be accepted by American manufacturers, but when they will be offered by them. In connection with this it was pointed out yesterday that most of the offerings of the domestic trade were made up long before the recent French openings. This is particularly true of the products of the quantity producers, who will not be ready with new lines for some time. Except in the "style houses," where stocks are not carried, longer skirts may not appear before the retail season is well under way. It was further said that it would be Spring at least before the change becomes general, if it does.

It's what we learn after we think we know it all, that counts.

### Sand Lime Brick

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

Brick is Everlasting

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

### Business Wants Department

Advertisements inserted under this head for five cents a word the first insertion and four cents a word for each subsequent continuous insertion. If set in capital letters, double price. No charge less than 50 cents. Small display advertisements in this department, \$4 per inch. Payment with order is required, as amounts are too small to open accounts.

Will Sell Or Exchange—High grade grocery store and meats, new steam heated building, on Woodlawn Ave. Good business. Long lease, low rent. Confectionery and Lunch. Wonderful location near high school. Beautiful equipment. Snap, with lease low rent. Department Store. Best Detroit location. Good steady business. Big opportunity for anyone. — WANTED—If you have first-class farms, with or without stock and equipment, which might be exchanged for the above or other good properties, state fully particular, price, etc. Michigan Homes & Land Co., 525 S. Washington Ave., Royal Oak, Michigan. 649

FOR SALE—Reasonable. Combination grocery, ice cream parlor and gas station, situated at North Lake, six miles from Chelsea, in the heart of Southern Michigan's lake resorts, main road lakes to Ann Arbor, Ypsilanti, Detroit. Bungalow home, store and kitchen down stairs living rooms upstairs, inside toilet, running water, fireplace. Rent complete \$25 per month, three-year lease, one-year option to buy. Ideal for young married couple or small family. Stock fixtures, lease and option, \$2,000. \$1,000 down, balance in one year. No exchanges. Reason for selling, have another store in Chelsea. J. V. Burg, Chelsea. 650

WILL SELL PART OR ALL INTEREST IN WELL ESTABLISHED USED CASH REGISTER BUSINESS—Best and cleanest stock and equipment and best location in Michigan. Address No. 651, c/o Michigan Tradesman. 651

FOR SALE—Meat market doing \$900 business per week. Old established. Central location. Good reason for selling. R. J. Smith, 25 No. Jefferson Ave., Battle Creek. 652

HARDWARE STORES WANTED—We specialize exclusively in the sale of hardware stores, regardless of size or location. Confidential service. C. E. Hess & Co., 109 No. Dearborn St., Chicago. 653

For Sale—Owing to the death of A. D. Oliver, Lowell, Mich., his jewelry, watch and optical business of forty-seven years standing, tools and fixtures. Mrs. Katie Oliver, Exr. 654

FOR SALE—Grocery and meat stock in suburb of rapidly growing city. Will sell building on easy terms. Seven thousand dollars will swing deal. Chance of lifetime for one wanting big bargain. Address No. 655, c/o Michigan Tradesman. 655

FOR SALE—Grocery store, stock of groceries and grocery store fixtures belonging to decedent estate. Must be sold quickly. Good location for grocery store. Write or call, The Michigan Trust Company, Grand Rapids, Mich. 656

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 Burlington Ave., Detroit, Mich. 656

RESTAURANT FOR SALE — Downtown, two blocks from city hall. Well known and long established. High class trade. Open from 11 a. m. to 9 p. m., closed Sundays. Seats 300. Beautifully decorated. Splendid and very complete equipment. Profits over \$20,000 per year. Rent only \$200 per month. 7½ year lease. Will stand any investigation. \$10,000 in cash necessary. H. G. TOOMEY COMPANY, 1608 PENOBSCOT BLDG., DETROIT, MICHIGAN. 645

### FOR SALE

Stock of men's clothing, shoes and furnishings, including fixtures, in a good town whose industries furnish steady employment to 1800 men. Factory payrolls amount to \$85,000 every two weeks. This is a most exceptional opportunity. For particulars address No. 1000, care Michigan Tradesman.

FOR SALE—Stock of variety goods located in Galewood, Grand Rapids. Will inventory about \$2,200 and can be bought right. This section of the city is growing very rapidly and is a wonderful opportunity for some one. J. R. Devries, care H. Leonard & Sons, Grand Rapids, Mich. 646

For Sale—Three shares Grand Rapids Wholesale Grocery stock. Must sell, will sacrifice for quick sale. Address No. 647, c/o Michigan Tradesman. 647



## GREAT MAN GONE.

(Continued from page 1)

Later Mr. Stevens found the note blowing around on Mr. Foster's desk and suggested that he take better care of his property. When Mr. Foster died the note was not to be found, but Mr. Stevens insisted on making a new note and inserting it in the files of the Foster estate in the Probate Court. Friends of both parties insisted that Mr. Foster never intended to enforce the payment of the note, but in the absence of any written declaration to that effect by Mr. Foster, Mr. Stevens insisted on paying the note and interest in full.

Mr. Foster died Sept. 20, 1873, while serving his second term in Congress. His will placed his property in the hand of three executors—the widow, Wilder D. Stevens and the late Noyes L. Avery. In the nature of things all the detail connected with the management fell to the willing hands and active brain of the faithful nephew. The trust existed forty-four years, when the surviving executor (Mr. Stevens) turned over to the widows of Frank and George Foster the property which had been held in trust for their husbands.

In 1880 the interests of the Foster estate and Frank Foster were acquired by Sidney F. Stevens, Charles C. Philbrick and Charles F. Rood. Two of the partners died in 1914—Mr. Philbrick in January and Mr. Rood in June. Sidney Stevens continued in active connection with the business until his death early in 1926. On the death of Mr. Philbrick the firm was merged into a corporation under the same style.

Mr. Stevens was married Feb. 12, 1874, to Miss Jennie Robe, of Grand Rapids. They had one child, Forris, who is now engaged in the oil business at Tulsa. Mrs. Stevens died in 1910.

Mr. Stevens was brought up in the Congregational church. Mrs. Stevens being an Episcopalian, he very naturally accompanied her in attendance at St. Marks so long as she lived. He was a member of the Peninsular Club ever since it was organized, nearly fifty years ago, but had never joined any fraternal order or secret society. He owned up to no hobby but his business, having never caught a fish or shot a bird, never handled a golf club or billiard cue. He did not know how to play cards.

Mr. Stevens had been a director of the Old National Bank for twenty-nine years.

Mr. Stevens always took an active interest in civic matters and his advice was sought on nearly every movement for the public good. His counsel and check book were always at the command of his friends on every project which tended to the betterment of the community and the upbuilding of the city. He was appointed a member of the Board of Public Works by Mayor Steke'ee, re-appointed by Mayor Dikeman and again re-appointed by Mayor Belknap. This gave him a term of nine years on the Board, during which time all of the city bridges (except Leonard street) were rebuilt and the city hall started and completed.

Such, in brief, is the life history of

a man who was in active business at the age of 83, after devoting sixty-five continuous years to the well being of a single institution, which bears the impress of his honesty, faithfulness and vision. In all these years no man has ever questioned his word, impugned his motives or accused him of any sinister design. He was a tower of strength to every institution he connected himself with. He made his way through force of character and applied energy and was personally responsible for much of the foundation work which lies beneath the superstructure of the city's prosperity.

## Death of W. Ralph Wagers.

Elkhart, Ind., Aug. 16.—W. Ralph Wagers, who was engaged in general trade at Nawaygo, Mich., many years, and who traveled on the road several years for the subscription department of the Michigan Tradesman died at his home here recently.

Mr. Wagers was born at Beaufort, Mo., on March 27, 1863. He was a merchant the greater part of his active career, although since coming to Elkhart thirteen years ago he traveled for two years and then for eleven years was in the offices of the Indiana & Michigan Electric Co.

Surviving Mr. Wagers are his wife, Nellie M. (Sutliff) Wagers, to whom he was married on May 10, 1890; two sons, Ralph E. Wagers, of Chicago, and Ned A. Wagers, of Appomattox, Va.; a daughter, Mrs. Russell Smith, of Elkhart, and a sister, Mrs. Belle Price, of Detroit.

Mr. Wagers was a member of Kane Lodge and Concord chapter, of Elkhart, and of the Council at Fremont, Mich., of Starlight chapter of the Order of the Eastern Star and of Mizpah White Shrine of Jerusalem.

Mr. Wagers was Treasurer of the First Church of Christ, Scientist, of this city, and was a member of the mother church at Boston.

## Beals & Selkirk in New Hands.

Detroit, Aug. 16.—Controlling interest in Beals & Selkirk, one of the oldest trunk manufacturers in the United States, which was founded in Wyandotte over forty years ago, has been sold to eight prominent Wyandotte business men. Control was acquired through the purchase of 17,340 shares of capital stock from Paul E. Davis. There are 33,000 shares outstanding.

The new owners of the company are Fred E. Van Alstyne, president, Wyandotte Savings Bank; John C. Callahan, Richard Lynch, John M. Griffin, of the Michigan Alkali Co.; Harry Tucker, A. W. Pardo, William T. Orr and Stephen T. Orr.

Paul E. Davis is a son of one of the chief stockholders of the company at the time of its organization.

The company is one of the largest in its field in this country and distributes its products throughout the United States. Mr. Tucker, one of the group purchasing the stock, will be in charge of the company for the present.

Louis J. Koster, representing Edson, Moore & Co. at Grand Haven, renews his subscription to the Tradesman and says: "It is always a pleasure to send you the required amount for a renewal of my subscription to the Tradesman, for I have been a subscriber for so many years, that I dare not look back, for fear you might know how old I am—or yourself. I always admire your frankness in telling the truth about those who have betrayed a trust. Let the good work go on."

Courage in the face of difficulty destroys half the difficulty.

## ROUSE'S RASCALITY.

### Complications Growing Out of His Criminal Actions.

Under the original organization of the Worden Grocer Co., the \$700,000 preferred stock of the corporation matured in 1925. Proper legal steps were taken to renew the term of incorporation, but only \$450,000 of the old stock was surrendered and re-issued into new stock, which matures in 1955. About \$100,000 of the stock was redeemed by Rouse in cash, including some of his own stock, and \$150,000 of the original stock still remains in the hands of the original owners.

Those persons who hold the 1925 stock, but did not exchange it as the others did, claimed first that they were creditors, and if not creditors, that they were entitled to receive the par value of their stock in full, after creditors were paid and before those holding the 1955 stock received anything. The Master in Chancery has made a decision that such persons were not creditors, but were entitled to receive the par value of their stock before anything was paid on the 1955 stock.

As the result of this decision, which will very properly be appealed to the United States District Court, a self-constituted protective committee has been organized to see that the interests of the holders of the \$450,000 stock are properly conserved. The committee is composed of five members, as follows:

Dr. Burton R. Corbus, Chairman  
E. J. Zevalkink, Secretary  
C. S. Jandorf, Treasurer  
L. John Witters  
D. F. Helmer.

The committee will undertake to accomplish the following:

1. Obtain a decision from the Federal Court placing all of the preferred stock on an equal footing.
2. Compel the holders who received par for their preferred stock to return the money thus received to the treasury of the Worden Grocer Co.
3. Take appropriate action to force Rouse to disgorge the \$217,000 he deliberately stole from the company.
4. Take appropriate action to force the directors to make good the deficit which resulted from their neglect to have the books of the corporation properly audited, as they should have done according to law.
5. Take concerted action by the holders of the preferred stock with a re-organization committee which will undoubtedly be formed to re-organize the affairs of the corporation and end the receivership.

The Grand Rapids Trust Co. has been designated as the depository to receive and hold the securities of those stockholders who wish to enter into the above arrangement. It is requested that the common stock be included in this arrangement, so that the Committee may have as large a voting power as possible.

The Committee has limited the cost of this arrangement to ten cents per share. If nothing is gained for the stockholders because of the efforts of the Committee, no further deposit will be required. The 1925 preferred stock

is now estimated to be worth \$2 per share. If the Committee succeeds in getting \$5 per share for the holder, the attorney will receive a reasonable percentage of the gain. The Committee will receive no compensation for their services.

Clare J. Hall has been engaged as legal representative for the Committee.

In sending out circular letters setting forth the objects they hope to accomplish, the Committee purposely omitted notifying some of the preferred stockholders who were equally entitled to the information given. In undertaking to equalize the difference between the preferred stockholders, the Committee has thus created a new division, which does not look very consistent.

The Committee should not overlook the fact that Rouse has \$150,000 in bonds sequestered somewhere, acquired through his stealings from the Worden Grocer Co. These bonds should be located and turned into the treasury of the Worden Grocer Co.

It is quite evident that the work undertaken by the Committee will open up a long line of litigation which may extend over a period of several years and drag into the meshes of the law people and estates which would otherwise be exempt from attack.

## Turkish Towels Are Higher.

Practically all of the leading lines of Turkish towels have been advanced 5 to 10 per cent. as a result of higher cotton. Among the selling houses which announced advances yesterday was the Hunter Manufacturing and Commission Co. In the case of this company the new prices will apply to goods sold for delivery from October on, production being covered until that time. One of the biggest factors in the trade is willing to sell at the advance as far ahead as March next. Business in Turkish towels has been active for some time and the advances are not expected to check the demand very much.

## Celanese Neckwear Offered.

Celanese fabrics are now being used for an increasing number of articles, the latest being men's neckwear. A local wholesaler is offering ties made of this material, with a permanent moire decoration, to retail at \$1. They are available in a range of fifteen solid colors. The ties are so made that a fine-looking knot may be tied, and the materials are said to be wrinkle proof.

Gross agricultural income is estimated by the Bureau of Agricultural Economics, Department of Agriculture, at \$12,080,000,000 for the crop year, July, 1926, to June, 1927, compared with \$12,670,000,000 the preceding year, a decrease of about 5 per cent., due chiefly to the decline in cotton prices. Smaller income is also estimated for feed grains, apples and potatoes, which was only partially offset by somewhat higher returns from livestock and livestock products. Net income, after deducting expenses, is estimated at \$2,440,000,000 last year against \$3,082,000,000 the preceding year, a decrease of about 20 per cent.