

MICHIGAN TRADESMAN

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Forty-fifth Year

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1928

Number 2323

A Man's Prayer

THE bread that giveth strength I want to give;
The water pure that bids the thirsty live;
I want to help the fainting day by day;
I'm sure I shall not pass again this way.

I want to give the oil of joy for tears,
The faith to conquer cruel doubts and fears.
Beauty for ashes may I give alway;
I'm sure I shall not pass again this way.

I want to give good measure running o'er;
And into angry hearts I want to pour
The answer soft that turneth wrath away;
I'm sure I shall not pass again this way.

I want to give to others hope and faith;
I want to do all that the Master saith;
I want to live aright from day to day;
I'm sure I shall not pass again this way.

Daniel S. Ford

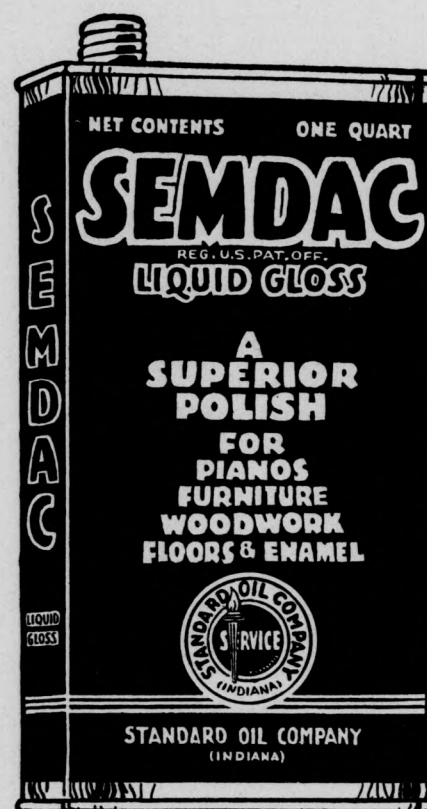
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CHICAGO, ILLINOIS

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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.

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

Items of Interest To the U. C. T. Council.

The Salesmen's Club of Grand Rapids, which is the precocious offspring of Grand Rapids Council, is making such rapid strides that the Council has become a sort of proud parent. The membership in the Club is increasing rapidly and the present membership was recently divided into five teams, headed by Clarence C. Meyers, Herman Buff, Philip Crowley, "Si" Perkins and John B. Olney as captains. The membership drive will be continued for three weeks and the team securing the largest numbers of new members and reinstatements of former members will fare quite sumptuously at the expense of the teams who did not produce such large results.

Dan M. Viergever, a Past Senior Counselor of No. 131, who sold a great many people in Grand Rapids Nash cars last year, is now with the Kinsey Motor Co., handling the Hupmobile cars, calling on Hupmobile dealers in the Western Michigan territory. When with the Nash, Dan's sales record to the individual purchaser looked very much like a report of a wholesaler to his dealers.

A. G. Kaser, known among his friends as "Gust," is building a very beautiful home at Argentine Drive and Pine Crest, in East Grand Rapids. The architecture is the colonial type and the family expect to occupy same about May 1. "Gust" says he is so much in love with the locality he doesn't care whether East Grand Rapids is annexed or not. He will be satisfied either way.

Henry Koessel, Senior Counselor, and wife, entertained a number of their friends at a birthday party last Saturday evening. The party was in honor of Mr. Koessel's birthday and the birthday cake was said to contain 42 candles. A few days prior to this date, he drove to Detroit; actual driving time, 2½ hours. We congratulate him, both on the anniversary of his birth and the fact that he was still alive to enjoy his party.

A. A. Weeks, Southern representative for W. R. Roach Co., of Grand

Rapids, has recently written the Secretary of Grand Rapids Council that he met with a painful and serious accident in sustaining a fracture of the hip at McCords, Mississippi. He is now in the McCords hospital and, no doubt, will be there for several weeks.

Big preparations are being made for the coming State convention at Petoskey. R. W. Radcliffe, Chaplain, has been appointed chairman of the booster committee to arrange for entertainment en route and to induce as many members of Grand Rapids Council as well as the Councils in Kalamazoo, Battle Creek, Jackson, Coldwater and Hillsdale to attend. Their present plans will include a special train from Grand Rapids to Petoskey if the attendance warrants it. He is assisted by J. Clyde Laraway, Raymond W. Bentley, Homer R. Bradfield and Bert Saxton. A general letter will be mailed to the membership of Grand Rapids Council a little later, giving full details of plans for going and entertainment at the Petoskey convention.

Travis Daniels, living at 817 Merritt street, S. E., whose accident of a double fracture of the ankle was reported last week, is making satisfactory progress. The cast has been removed from his ankle, but it will be several weeks before it will be of sufficient strength to sustain his weight.

We notice in several of the metropolitan newspapers that Eugene A. Welch, past Grand Counselor of Michigan and a member of Kalamazoo Council, acted as toastmaster at Dowagiac at a St. Patrick's day banquet. It has been our good fortune to attend a banquet where Brother Welch has officiated in that capacity and we think he is second to none. This was undoubtedly, some banquet and party, as Knute Rockne, Notre Dame university football coach, was the principal speaker and Bert Hogan, Grand Rapids' own entertainer, was there to enliven the occasion with some of his very clever Dutch-Irish dialect stories.

Being a resident of Grand Rapids seems to carry quite a prestige in the extreme South. Brother Harvey E. Gish, who lives at 545 Gladstone avenue and represents Hess & Clark Stock Food Co., of Ashland, Ohio, was recently in Havana, Cuba, and applied for a room at the Biltmore Hotel. He evidently had his usual prosperous appearance, for they asked him \$35 a day for the room. When they learned he was from Grand Rapids, Michigan, the rate was reduced to \$3, a figure more suitable for the traveling representative to pay. He tells many things of interest of the Cubans and the wonderful prosperity of Havana, which has become rich from the money spent by American tourists, particularly during recent years.

Clarence C. Meyers, who is Secretary and Sales Manager of the Grand Rapids Sash & Door Co., reports that their business since January 1 has shown a remarkable increase over the corresponding period of last year and the outlook for 1928 for them is very rosy indeed.

John B. Olney, who represents the American Type Founders Co., Chicago, in Michigan, was in the Upper Peninsula during the extreme heavy snow, about three weeks ago. He was within a few miles of the town of DeTour, which had provisions sent to it by aeroplane. He stated the snow in many places had attained a depth greater than the height of the passenger coaches in which they were riding. The temperature, however, was mild and the residents held some fears of floods when the immense fall of snow began to melt. The Scribe.

Problem of Small Parcels of State Lands.

Under conditions of the last twenty years a million acres came into possession of the State, much of it in small parcels. The State sold thousands of acres of small parcels and now we find many of these parcels again delinquent and being abandoned. In times past the thought has been that we must have economy of administration and large tracts were preferred or areas where the various parcels were close to each other and altogether amounting to thousands of acres. We should now delve into the subject and study the probable result if that neglect of the isolated small parcel is allowed to continue. So long as any parcel is non-productive or is growing stuff such as Mr. Lovejoy states "will never amount to anything," there is a continual loss. If the State does not make good use of the smaller parcels, in what way will a sale to private parties make any definite betterment of the situation? It is logical to conclude that, with a long chain of smaller parcels in State ownership, organized development, efficiently managed, can produce results at a cost below that possible for the individual owner to obtain on one or two parcels he might have. The certainty of methods and the wholesale type of planning and carrying on the work should be a great advantage in the development of forests on such an organized system of the State's smaller parcels.

If the State will not reforest its small parcels, how can the individual owner be encouraged to reforest his parcel, which is just as much isolated as the small parcel of the State, without any of the protective power inherent in the State by which the improvements on State land can be safeguarded?

In this motor century, with such assurance of expeditious travel from one parcel to another, it seems a shirking of duty for the State to leave unimproved a long chain of small parcels when reforestation of them would make them productive in a three-fold manner first as object lessons greatly to the encouragement of individual owners; second as visible proof of recreational value coming on for the general welfare and third, as a growing asset in the State's resources to balance all costs of the work. Now agricultural cut-over land is losing value every day; the trend is steadily downward, as shown by careful observation of the facts to be found in records of the last fifteen years. The only way of placing it on a different basis is to make use of it by growing good timber. You and I are citizens of Michigan. We are members of a corporate body that has listed among its effects a million acres of land. Fully one-third of that amount is in scattered small parcels. Under present policies of administration this one-third is left very much to its lonesomeness. We are considering now wherein these scattered parcels can be made useful if not actually of more than ordinary usefulness. They are interspersed among areas of millions of acres that we are realizing as definitely non-agricultural and possible of continuous productive use by the growing of forests thereon. As a means of leavening the whole area of millions of acres, we are proposing a policy of systematic use of all State land and that regional management of systems of the smaller parcels can well take a prominent place in a comprehensive plan.

As demonstrations of the right use, they will be of sure value as useful object lessons and encouragement to adjacent land owners.

A forward movement is needed, swinging all the energy and corporate power possible to utilize for the State's best interest. We need courageous activity under a comprehensive plan with leaders in duty bound to make the most of the opportunities presented by our unusual situation.

Frederick Wheeler,

President Michigan Forestry Association.

We Stand Corrected.

Jason E. Hammond, Manager of the Michigan Retail Dry Goods Association, writes the Tradesman that the membership of his organization is 360, instead of 248, as stated last week; also that the date and location of the next annual meeting was not decided upon at the Lansing convention, but will be determined by the board of directors later in the year.

OUT AROUND.

Things Seen and Heard on a Week End Trip.

Despite the warnings of the weather clerk last Saturday, a trip to Kalamazoo was made under blue skies, with the accompaniment of bright sunshine.

The first stop was at Wayland, where I was surprised to note the changed appearance in the hardware store of Hooker & Son. W. W. Hooker, the junior partner, has adopted the color scheme recommended by the National Retail Hardware Association and has accomplished so radical a change in the appearance of the store that I thought for a moment I was in a metropolitan establishment. The color scheme not only applies to the walls and shelving, but to the tables running lengthwise of the store, fitted with glass partitioned receptacles which serve to keep each article displayed in its proper compartment. It is well worth a trip to Wayland to note the change which has been wrought in this store by the introduction of modern and artistic methods.

At the general store of Frank Malmstone I noted that the partition between the grocery and dry goods departments had been removed and that the grocery department had disappeared, being replaced by the shoe department. I was told that the grocery stock had moved across the street, having been purchased by F. S. Cozzens, who consolidated it with his own stock, which is certainly very complete in all its departments. The change in the Malmstone store is certainly in the line of improvement and adds greatly to the good appearance of the establishment.

I found all Wayland rejoicing over the anticipated return on Sunday of Mr. Malmstone's daughter from the hospital at Grand Rapids, where she was taken about a week before as the result of the accidental discharge of a gun in the hands of a young man friend. The bullet passed through the liver and one kidney and lodged in the muscles in the back. In its course it missed a main artery, which would have caused almost instant death if punctured. Miss Malmstone has gained an international reputation through her rapid recovery. If I am correctly informed, only one other person in the surgical history of the world was ever shot through the liver and lived. The other person was the late Henry M. Reynolds, of Grand Rapids, who was shot at a sanguinary battle in Tennessee during the civil war. Because the bullet pierced the liver he was left on the battle field to die. Three days later he was transferred to a river boat sent out by the patriotic citizens of Louisville to care for wounded soldiers. On reaching Louisville he was taken to the home of Mrs. Speed, whose husband was the famous Attorney General in Lincoln's cabinet. The family physician told him he could not live, because he was shot through the liver. Two months later he presented himself to the physician, who could hardly believe his eyes. When Surgeon General Hammond wrote his Surgical History of the Civil War, he stated therein that there was no record

of a soldier who lived after being shot through the liver. Mr. Reynolds had his attention called to the statement and wrote Dr. Hammond a letter requesting him to investigate his (Reynolds) war record. A few months later Dr. Hammond wrote Mr. Reynolds that he would have to revise his original statement, because the official records disclosed that he had been shot through the liver and lived. He stated, further, that he had gone over the surgical records of all the wars for 400 years and could not find a similar case. In the face of this statement, it looks as though Miss Malmstone and Mr. Reynolds were in a class by themselves.

At the Shattuck store I was told that they had received but one shipment of unordered goods during the past year. The shipment came from the Ideal Pants Co., of New York, and it cost the shipper \$5 to get his goods back. I am always glad to record instances of this kind, where the recipients of unauthorized shipments have the courage to stand up and fight for their rights. If every merchant would pursue this course we would soon see an end to this nefarious business.

At Kalamazoo I called on several grocers who are still handling National Biscuit Co. brands. When asked why they did this, they replied that the discrimination promulgated by the company between chain stores and independents had broken down in Kalamazoo and that all independents were now accorded 16 per cent. discount from list. As this is only 1½ per cent. less than the chain stores receive, the difference is not enough to give the chains any particular advantage.

I mention this circumstance so that any merchant who is still handling National brands and is not getting 16 per cent. discount, should decline to make further purchases unless he is given the same ratio of discount—dating back from Jan. 1.

Of course I called on W. L. Brownell to pay my respects to my first subscriber in Kalamazoo, who was then conducting a fancy grocery store on Rose street. Mr. Brownell was not in evidence, having been called home from his office to welcome the only granddaughter in the Brownell family. I had a pleasant visit with Mr. Brownell's son, who is a chip of the old block, so far as conversational accomplishment goes. I hope to be able to make connection with my life-long friend the next time I visit the Celery City. I do not know how to express it, but there is a spirit of comradeship between old men who have been close personal friends almost since boyhood which I do not find in any other relation of life. It may not be based on brilliant intellect or exceptional accomplishment on either part. It goes down deeper than any other ordinary attribute, because it is firmly rooted in the most remote recesses of the human heart.

Mr. Brownell has held a unique position in the social, fraternal and business circles of Kalamazoo for half a century. No social gathering is complete without him. No banquet is worth while unless he officiates as toastmaster. No advertising booklet possesses proper pulling power unless

it bears the Brownell imprint. I sometimes think what a gloomy place Kalamazoo will be when Will Brownell dons angelic drapery and grabs a harp; but perhaps the younger man will have learned by that time how to fit himself into the niche his father has occupied so many years without fear of displacement. Unless I am very much mistaken, that is exactly what will happen.

A Kalamazoo traveling man told me that the Campbell soups sold by the independents and chain stores are not the same article. He said he obtained a can from both sources, took them home and opened the cans in the presence of his wife. The can from the independent dealer was full of meaty tomato. The can from the chain store contained small and inferior pieces of broken tomatoes, but was mostly fluid. I do not vouch for the accuracy of this statement, but the man who told me is a perfectly candid gentleman whom I have known for years and regard as thoroughly dependable.

I scanned the shelves of every grocer I called on for Maxwell House coffee. Everyone I enquired of stated that he was through with Maxwell House until the maker came to the terms proposed by the Tradesman and agreed to sell the brand to the independents at the same price it quoted the chains. One grocer said he had three cans under the counter which he would get rid of as soon as possible; that no further purchases would be made until the company mended its methods and ceased to discriminate in favor of the chains. It naturally affords me much pleasure to note how loyally the retail grocery trade are following me in this matter.

A call at the Sagers grocery, 925 South Burdick street, disclosed the fact that Mr. Sagers had sold his interest in the business to his partner, Frank Niessink, who will continue the business under the former style of Sagers & Co. This store has the best equipment in the way of price tickets I have ever seen anywhere. It is worth a trip to Kalamazoo to see how skillfully the work has been carried into execution.

En route home I drove around on Rose street to pick up my companion at the Mecca which attracts all women who love good clothes and which also reduces the size of the plethoric pocket books of all men who love their wives enough to permit them to wear Porter garments. Elizabeth Porter is the greatest magician in women's attire I have ever known. She can automatically make a homely woman look handsome and make a handsome woman look more handsome. She possesses the wonderful faculty of sizing up the situation at one glance and, presto change, the customer is metamorphosed into an angel. There may be other women who possess the same ability Miss Porter has acquired in this respect, but it is mighty unfortunate for Michigan husbands that such wonderful artists are few and far between. Grand Rapids is fortunate in having a branch of the establishment, managed by a niece of the master artist and who gives promise of ultimately equaling her relative in the art of feminine sorcery.

E. A. Stowe.

SUCCESSFUL SALESMEN.

Henry T. Koessel, Senior Counsellor Grand Rapids Council.

Henry T. Koessel was born at Mendota, Ill., March 24, 1886. His father was born in Heese, Germany. His mother was born in this country, but was of German descent. His father was a German Lutheran preacher, whose occupation took him to New Orleans, Stetson, Ill., Effingham, Ill., and Berlin, Wis., in quick succession. Mr. Koessel obtained his education mostly at the latter place, graduating from the high school on the English course. In 1906, when he was twenty years of age, he entered the employ of O'Connor & Goldberg, the leading retail shoe dealers of Chicago. He handled their hotel trade—took a line of samples to outside hotels and exhibited them to individual shoe buyers—for seven years. He then came to Grand



Henry T. Koessel.

Rapids and traveled several years for the Kelly Shirt Co. Four years ago he engaged to cover the trade for the Utica Heater Co. in Michigan and Northern Indiana. He severed his relation two weeks ago and has five propositions for future employment under consideration.

Mr. Koessel was married nine years ago to Miss Winifred Schroeder. They have one daughter and reside at 432 Livingston street.

Mr. Koessel is a member of the Emanuel Evangelical church and serves the organization as trustee. He is also treasurer of the L. B. M. Society, connected with the church.

Aside from the U. C. T., which he is now serving as Senior Counsellor of Grand Rapids Council No. 131, Mr. Koessel has no fraternal connections. He insists he has no hobby and attributes his success to hard work, close application to business and affiliation with the U. C. T.

And He Lost the Case.

A young lawyer had been retained by a farmer to prosecute a railroad for the loss of twenty-four hogs. He wanted to impress the jury with the magnitude of the case.

"Twenty-four hogs, gentlemen," he said, "just think! Twenty-four—twice the number there are in the jury box."



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MOVEMENTS OF MERCHANTS.

Holland—The Michigan Tea Rusk Co. has changed its name to the Dutch Tea Rusk Co.

Holland—The Holland Federal Baking Co. has increased its capital stock from \$10,000 to \$40,000.

Detroit—Plaskove & Nelson succeed August Van Slembrouck in the boot and shoe business at 10613 Shoemaker avenue.

Ironwood — The Peterson-Durham Co., wholesale dealer in fruit and produce, has changed its name to the W. G. Peterson Co.

Detroit—The Detroit Lighting Fixture Co., 152 East Jefferson avenue, has changed its name to the Hanks Electric Supply Co.

Hillsdale—Mrs. Ruth Humiston has engaged in the women's wearing apparel business under the style of the Economy Style Shop.

Detroit—The Ralph Ainsworth Co., 241 West Jefferson avenue, wholesale dealer in shoes, has changed its name to the Ainsworth-Braman Co.

Mackinaw City—George Patrick has sold his hardware stock to Smith & Trumbull, who were formerly engaged in the garage business.

Sunfield—J. A. Esler, junior partner of Sweitzer & Esler, hardware dealers, dropped dead while talking over the telephone a few days ago.

Traverse City—Arms & Cole, plumbers and plumbers' supplies, are erecting a two-story brick building to replace its old quarters at 122 Cass street.

Elkton—The Elkton State Bank has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Holland—The Star Hatchery Farms, has been incorporated with an authorized capital stock of \$50,000, \$6,000 of which has been subscribed and paid in in cash.

Hesperia—The modern new plant of the Alpha Creamery Co. is rapidly nearing completion. A buttermilk evaporator is being installed with the new equipment.

Detroit — The Lasky Jewelry Co., 6472 Chene street, has been incorporated with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in cash.

Conklin—John Vander Meer has sold his hardware stock to Edward F. Dinkel and Christian Valentine, who will continue the business under the style of the Conklin Hardware Co.

Kalamazoo—John R. Schoonmaker died at his home March 26, as the result of an attack of heart disease. Mr. Schoonmaker was connected with the drug business for many years.

Plymouth—C. Chodorowski has sold his stock of boots and shoes to Leo Chodorowski, recently of Detroit, who will continue the business under the same style, the Economy Shoe Store.

Detroit—The C. F. Burger Creamery Co., 8230 East Forest avenue, has been incorporated with an authorized capital stock of \$200,000, \$115,000 of which has been subscribed and paid in in property.

Detroit—The Levenson-Miller Co., 213 State street, has been incorporated to deal in millinery at wholesale and retail, with an authorized capital stock

of \$10,000, \$4,010 of which has been subscribed and paid in in cash.

Kalamazoo—The Kalamazoo Poultry Co., 572 Portage street, has been incorporated to deal in poultry and meats, with an authorized capital stock of \$2,000, of which amount \$1,050 has been subscribed, \$592.94 paid in in cash and \$362 in property.

Detroit—The Davis Plumbing & Heating Co., 2003 Cadillac Square building, has been incorporated with an authorized capital stock of \$30,000 common and \$10,000 preferred, of which amount \$4,020 has been subscribed and paid in in cash.

Detroit—The N. K. Cushion Tire & Rim Co., Inc., 828 Washington Boulevard building, has been incorporated with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed and paid in, \$12,500 in cash and \$17,500 in property.

Flint—The Consumers Mason Supply Co., 1915 Howard avenue, has been incorporated to deal in masons' and builders' supplies, fuel, etc., at wholesale and retail, with an authorized capital stock of \$25,000, \$14,200 of which has been subscribed and paid in in cash.

Ionia—The Ionia Mutual Oil Co., with offices at Adrian, has been incorporated to deal in petroleum products, auto accessories, etc., at wholesale and retail, with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,500 paid in in cash.

Flint—The Big Four Oil Co. has been incorporated to deal in gasoline, etc., and auto accessories, with an authorized capital stock of \$16,700 common, \$33,300 preferred and 5,000 shares at \$1 per share, of which amount \$5,530 has been subscribed and paid in in cash.

Detroit—The Allen Sign Co., 10732 East Jefferson avenue, has merged its business into a stock company under the style of the V. M. Allen Sign Co., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in, \$100 in cash and \$2,900 in property.

Detroit—The Burger-Davey Electric Co., 5231 Stanton avenue, has merged its business into a stock company under the style of the Burger-Davey Co., with an authorized capital stock of \$10,000, all of which has been subscribed and paid in, \$1,500 in cash and \$8,500 in property.

Saginaw—Henry Pessink, proprietor of the New Idea Millinery store at 119 North Jefferson avenue, has sold his store building and stock to Charles E. Wilhelm, who will remodel the building and convert it into a modern store dealing in women's ready-to-wear apparel and millinery.

Niles—John F. Unley, dealer in automobiles, accessories and supplies, has merged his business into a stock company under the style of the Unley Motor Sales, 109 North Second street, with an authorized capital stock of \$4,830, all of which has been subscribed and paid in in property.

Essexville—William P. Kavanaugh, wholesale dealer in fish, has merged his business into a stock company under the style of the Oscoda Fish Co., with an authorized capital stock of

240 shares at \$111.68 each, of which amount \$26,803.38 has been subscribed and paid in in property.

Detroit — The Sewell Appliance Shop, 8716 Twelfth street, dealer in washing machines, ironers and other household appliances, has merged its business into a stock company under the style of the Sewell Appliance Shop, Inc., with an authorized capital stock of \$5,000, \$1,000, of which has been subscribed and paid in in cash.

New Buffalo—Frederick L. Schrader has merged his fuel and lumber business into a stock company under the style of the Schrader Lumber & Coal Co., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash. Building materials and supplies will be added to the other lines and the business will be conducted at wholesale and retail.

Laingsburg—Mrs. F. Welch, recently of Alma, has purchased the store building, grocery stock and store fixtures of W. H. Kimmis, taking immediate possession. She will add lines of dry goods, notions and baked goods and will continue the restaurant started by Mrs. Kimmis. Mr. Kimmis has conducted the business for the past sixteen years and will take a vacation before he enters another line of business.

Detroit—Morris Leftoff, former Detroit dry goods merchant who declared involuntary bankruptcy March 24, 1924, has been sentenced to four months in the house of correction by Federal Judge Edward J. Moinet for using the mails to disseminate false financial statements. It is charged by E. E. Fraser, post office inspector, that Leftoff mailed false statements regarding his bankruptcy to the receivers and other interested persons. Leftoff, who admitted he could neither read nor write, when questioned by William G. Comb, Government attorney, said he had been naturalized three years ago in the Wayne county Circuit Court.

Manufacturing Matters.

Kalamazoo — The American Appliance Co., 120 West South street, has increased its capital stock from \$25,000 to \$35,000.

St. Johns—The Sandusky Milk Products Co. has purchased a site on North Clinton avenue and will erect a branch plant which it is expected will be ready for occupancy about May 1.

Tecumseh—The Tecumseh Supertile Co. has been incorporated with an authorized capital stock of \$50,000, all of which has been subscribed and paid in, \$5,000 in cash and \$45,000 in property.

Corunna—The Corunna plant of the Western Knitting Mills will be sold at a mortgage sale in Pontiac on May 1. Other units of the company, located elsewhere in the State, including Rochester, will be sold at the same time.

Detroit—The Melms Manufacturing Co., has been incorporated to manufacture and deal in jewelry at wholesale and retail, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in, \$672.50 in cash and \$4,327.50 in property.

Bay City — The Bay City Electric Steel Casting Co., Trumbull street, has

merged its business into a stock company under the same style, with an authorized capital stock of \$75,000, of which amount \$60,000 has been subscribed, \$404.94 paid in in cash and \$59,595.06 in property.

Detroit—The Composite Piston Co. has been incorporated to manufacture and deal in pistons for automotors, with an authorized capital stock of \$60,000 preferred and 2,000 shares at \$1 per share, of which amount \$5,300 has been subscribed and paid in, \$4,000 in cash and \$1,300 in property.

Muskegon—The Sargent Dictionary Holder Co., 1170 Seventh street, has merged its business into a stock company under the style of the Sargent Specialty & Machine Co., with an authorized capital stock of \$10,000, of which amount \$9,300 has been subscribed and paid in, \$1,900 in cash and \$7,400 in property.

Detroit—The Jones & Morris Co., Inc., 803 Empress building, has been incorporated to manufacture and sell lubricating devices and other motive power appliances, with an authorized capital stock of 1,000 shares at \$100 a share, of which amount \$76,500 has been subscribed, \$8,300 paid in in cash and \$60,000 in property.

Detroit—Emil Van Loo, who conducts a creamery at 2244 Le May street, has merged his business into a stock company under the style of the Allenton Dairy Co., to manufacture and sell dairy products, with an authorized capital stock of \$75,000, of which amount \$60,000 has been subscribed and \$25,000 paid in in property.

Detroit—The Novi Stovecab Corporation, 2423 West Warren avenue, has been incorporated to manufacture and deal in stove cabinets, kitchen appliances, etc., with an authorized capital stock of \$100,000 and 10,000 shares no par value, of which amount \$85,000 and 6,540 shares has been subscribed, \$5,000 paid in in cash and \$80,000 in property.

Buchanan—Ward Mail Box Co. announces an expansion program which includes the occupation of a new building and the manufacture of another product. The company's employment force will be increased and production on a short circuit telephone, adapted to apartment houses, factories, hotels and office buildings, will be started in the building of the Ward Electric Refrigerator Co. There is no connection between the box and refrigerator companies.

Muskegon Heights—The Accuralite Co., of Muskegon, manufacturers of light pistons and cam shafts, are seeking a factory site in Muskegon Heights. The company seeks a loan of \$25,000 from the industrial fund for use in the construction of a building. It is said that the loan will be approved by the industrial committee. The Accuralite Co. expects a gross business of over \$500,000 this year.

J. E. Johnson, dealer in general merchandise at Moorland, R. F. D. No. 4 from Ravenna, renews his subscription to the Tradesman and writes: "I could not get along without your paper."

Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 6.55 and beet granulated at 6.35.

Tea—The market has had a quiet week. Buyers are buying in a very small way and all the first hands people are complaining about business. In view of this, prices have not been very steady during the week, meaning particularly Ceylons and Indians. New Japans, however, are strong on account of smaller supply than last year. Consumptive demand for tea is about the same, with no special change in prices.

Coffee—The market has had an easy week, outside of a small flurry of strength early in the week. Rio and Santos have been quite saggy, owing to lower prices and weaker conditions in Brazil. The cables from there during the week have mostly been very soft. Prices on the whole line of Rio and Santos are a shade under what they were last week. Mild coffees also show a slight decline and dull business. Jobbing market on roasted coffee is unchanged for the week.

Canned Fruits—Fruits generally are firmer at the cannery in the desirable grades. The gain in peaches has been mostly in the standard and choice packs. Pears are practically off of the market at the source, while there are only odds and ends of cherries quoted by canners, but it is surprising, in view of the scarcity of cherries, that they do not sell more freely and for higher prices.

Canned Vegetables—More business is being done in peas and tomatoes than in corn as the latter is quiet and is entirely upon a hand-to-mouth basis. More enquiry has developed for peas during the week than formerly and although buyers and sellers are still separated by price, actual bookings have shown some increase in extra standards. Fancy peas are not much wanted. Tomatoes are also taken for replacement and as distributors are keeping moderate stocks, they are buying in the South most of the time to take care of their current outlets. No particular interest is shown in corn.

Dried Fruits—Dried fruits are so essentially a liquidating proposition that there are not sufficient operations in the way of replacements here or on the coast to develop competition among distributors and influence them toward holding for advances. They are trading on the market, moving goods all of the time, meeting the other fellow's price basis in the general move to unload earlier purchases. All packs are selling in the jobbing and retail field and while outlets are good, perhaps better than usual, the abundance of prunes and raisins has kept prices in check, preventing the sharp advances which conditions at the source have justified at least in prunes. With raisins, the general idea is to keep them moving in order to reduce stocks at the source and in jobbing centers to make as close a cleanup this season as is possible before going into new crop. Some traders think that it is necessary to keep raisins cheap so as not to interrupt the movement of package and bulk packs and because there are plenty of raisins still held by packers, there

is no incentive to buy for future requirements in large volume when shipments can be taken from the source and timed to arrive so as to allow for fair working stocks here. Nevertheless, a better feeling has been developing in some grades of raisins here as liquidation without equal replacement has reduced the holdings of individual operators. Nothing new has happened in prunes except that 30 and 40 Californias are doing a little better and it is harder to buy at inside prices. Oranges remain quiet at quotations. The demand for peaches and apricots is seasonable and is increasing. In both packs the percentage of desirable fruit on the spot is being outdone as it is the first to go and it cannot be readily replaced. It takes care to buy peaches to advantage as there is a wide variation in quality and often the seller does not specify closely just what his offering happens to be. In a case like this, price tells only part of the story and may be misleading as good packs are easily worth the premium which is demanded for them.

Canned Fish—Pink salmon is firm in tone and moderately active as stocks here are light and are in strong hands. The cheap parcels have disappeared and cannot be replaced, but the market has not gone high enough to loosen up some of the resale blocks which some traders expect to see when the spot basis gets to \$2. Maine sardines are showing a strong undertone without any heavy buying. Tuna is not conspicuous and none of the other fish packs are worthy of special mention.

Salt Fish—The Lenten business continues to be above the average of recent years. Mackerel has been so moderate in price this year that it has been advertised a good deal and has sold well. Available stocks of everything but small sizes are low. Herring has also sold very well, on account of light stocks everywhere.

Beans and Peas—Demand for dried beans during the week has been light, but prices are nevertheless firm. Pea beans are particularly strong. Other lines are also steady to firm, but without change for the week. Dried peas are unchanged, with the exception of black eyes, which on account of scarcity, are advancing.

Cheese—The offerings have only been moderate during the past week. The market has been firm, although trade is quiet.

Nuts—Only a limited demand for nut meats is in evidence. The amount of walnuts and almonds held here is lighter than usual for the season and little buying abroad has been done recently as importers are waiting for encouragement from their trade before they make extensive commitments. The moderate offerings here counteract the narrow demand to the point of holding prices on an even keel. Crop developments in Europe have not been such as to extend the demand for new crop for fall shipment. Nuts in the shell have been equally quiet. California walnuts are being featured in the retail stores and a heavier turnover is underway. Coast buying has been speeded up by the recent decline in prices but the trade is cautious in anticipating its requirements. The new

crop Brazil market has not reached the stage where it is possible to do much business for later delivery. Other nuts are without special feature.

Olives—The spring demand for bottled olives has caused a better movement from first hands and this is further encouraged by the strength of this market in Spain, where quotations are well maintained. Importers have full assortments.

Pickles—All grades and sizes of sour pickles are in a firm statistical position and, as stocks generally throughout the trade are light, there is constant buying for replacement. Dills are in broken assortment.

Rice—Supplies here are regarded as considerably less than usual for the season, since there has been no accumulation this season and not any large blocks have been bought for mill shipment. Recent business in the South has been at levels which indicate a drift toward a higher basis. The movement continues good through retail channels.

Syrup and Molasses—The demand for finer grocery grades of molasses is just about fair. It is steady, but not large. Buyers are taking stock for needs only. General situation is healthy, but not active. The demand for sugar syrup is pretty good with prices about steady. Compound syrup is wanted and the aggregate business is reported satisfactory. Prices are well maintained and unchanged.

Review of the Produce Market.

Apples—Baldwins, \$2.25@2.50; Northern Spys, \$2.50@3; Western Jonathans, \$3 per box; Rome Beauty, \$3.50 per box.

Bagas—Canadian, \$2 per 100 lb. sack. Bananas—6@6½c per lb.

Butter—The market is easier and 1c lower than a week ago. Jobbers hold June packed at 44c, fresh packed at 46c, prints at 48c. They pay 24c for No. 1 packing stock and 12c for No. 2. Cabbage—\$2 per 100 lbs. for old from New York State; new from Texas, \$4.25 per crate.

Carrots—\$1.25 per bu. for old; new from Texas, \$2.50 per bu.

Cauliflower—New from Florida, \$2.25 per doz.

Celery—25@60c per bunch according to size; Extra Jumbo from Decatur, \$1.25; Florida, \$4.50 per crate. Celery Cabbage—\$1.25 per doz.

Cocoanuts—\$1 doz. or \$7.50 a bag. Cucumbers—Indiana hot house, \$2 per crate.

Grape Fruit—Florida commands \$5 @6 per crate, according to size and grade.

Dried Beans—Michigan jobbers are quoting as follows:

C. H. Pea BeBans\$8.75
Light Red Kidney 8.85
Dark Red Kidney 9.00

Eggs—There has been no change in the egg market since the last report. Fine fresh eggs are wanted and are coming in in sufficient volume to supply the demand. Local jobbers pay 25c for strictly fresh.

Green Onions—Chalotts, 65c per doz.

Lemons—Quotations are as follows:

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

300 Red Ball 6.50
Lettuce—In good demand on the following basis:

Arizona Iceberg, 4s, per bu.\$3.50
Arizona Iceberg, 6s, per bu. 3.00
Hothouse leaf, per lb. 10c

Onions—Spanish, \$2.75 for 72s and 50s; home grown command \$4.50 for white or yellow—both 100 lb. sack.

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

100\$5.25
126 6.00
150 6.25
176 7.00
200 7.00
216 7.09
252 7.00
288 6.25

Red Ball, 50c cheaper. All sizes of Floridas are selling at \$6.

Peppers—Green, 65c per doz.

Potatoes—The market is a little firmer on the basis of \$1.75@2 per 100 lbs., generally over the State.

Poultry—Wilson & Company pay as follows:

Heavy fowls 25c
Light fowls 20c
Heavy Broilers 26c
Light W. L. Broilers 18c

Radishes—65c per doz. bunches for home grown hot house.

Sweet Potatoes—\$2.50 per hamper for kiln dried stock from Tennessee.

Tomatoes—\$3 fr 10 lb. basket of hot house; \$1 per 6 lb. basket from Calif.

Veal Calves—Wilson & Company pay as follows:

Fancy 18c
Good 16c
Medium 14c
Poor 10c

Hen Chooses Night to Lay Green Egg

Washington, March 23—Officials of Rock Creek Park Zoo here affirmed last week that the zoo harbors a Chilean hen which lays green eggs and sometimes two eggs in a night. The fowl was said to have no relation to the Hawaiian pepper bird which lays square eggs, because the Chilean bird is the real article. It has been suspected, however, that the pepper bird is a fiction. The Chilean green egg laying hen came to the zoo, officials say, through the good offices of the Smithsonian Institute about a month ago. Its eggs are small, always laid at night and are green. When the Chilean hen has laid two eggs in a single night, it is added, she will lay one egg for a night or two then double again. Scientists say Chilean hens are known to color their eggs sometimes by eating gravel which contains a high percentage of copper.

Huge Monument To City's Success.

Cornelia, Ga., March 23—What is believed to be the first monument to the apple ever erected in the U. S., and certainly the largest replica of an apple ever made in this country, was unveiled here recently with appropriate ceremonies. The monument consists of an apple of steel and concrete 22 feet in circumference and painted in natural colors, mounted upon concrete eight feet in height and six feet square at the base. The apple itself weighs 5,200 pounds and will remain in the public square of this city as a reminder that the section owes its prosperity to the "big red apple." An inscription on the base of the monument in gold letters reads: "Habersham County, Ga., the Home of the Big Red Apple." The idea originated with J. Frank Beck, well known Atlantan and owner of several apple orchards in this section.

Smoke Out the Rascals Every Four Years.

Grandville, March 27—With the opening of a presidential campaign there come accusations of fraud and criminal transactions on the part of party managers which serve to stir the passions of the people to the highest pitch. Some of these accusations are, no doubt, true and there are some political leaders who should, in justice be behind prison bars.

Nothing escapes the argus eyes of the party politician at such a time, and among the many no doubt justifiable accusations criminal expenditures of money are those which should be ferreted out and punished.

Nevertheless, no campaign on so large a scale as that of a presidential year can be carried on without an expenditure of money, which is not necessarily unjustifiable.

The Augean stables, however, seem to be in for a cleansing this year at the very opening of the conflict. Some supposed honest men will find themselves exposed in their private practice of taking money which is not strictly an honest contribution to campaign expenses. The accusation against Secretary Mellon has fallen flat, leaving that gentleman as impregnable in his honesty of purpose as before.

Many mountains are made out of molehills, which is, no doubt, natural under the exciting passions of a National political campaign. A carrying on of any kind of business, political or otherwise, is not possible without the expenditure of cold cash.

Is politics of the present day more demoralizing, more in league with criminal practices, than at an earlier date? One would be led to think so when he reads of the numerous openings of secret histories of what has been done in late political warfare.

In the olden time, however, candidates for office were not immaculate. A prominent man in the lumber country some years ago was fortunate enough to receive the nomination of his party for Congress. In his district was a considerable population of Indian voters. These people were not well read and were under the leadership of crafty white men.

The Republican incumbent had been renominated for Congress in the district, the outcome of the election depending largely on the Indian vote, which was usually Republican.

One of the leading halfbreeds of the lumber country, who was supposed to exert a large influence among the redmen, was a Republican, yet not above accepting a bribe in the interest of the opposition.

Whether any money was passed dependent saith not, but the halfbreed was presented with a new suit of clothes, including a pair of fine boots, clad in which he made a tour of the lake shore country in advocacy of the election of the Democratic nominee.

On the day of election the Indian voters turned out in unwonted force and the prospect seemed good for the election of a Democrat.

Never was greater disappointment, however, when on counting the votes the Republican candidate was chosen by a majority greater than before. This was a surprise as well as a sore disappointment to the defeated candidate.

There are many surprises in politics. That halfbreed's influence with the Indians seemed nil even though he was supposed to be well beloved by all the Indian inhabitants of the lake shore country.

Nobody was hauled over the coals for bribery that year. There never has been a political campaign wherein no money has been expended. The use of money is as much a necessity as is the need of casting a ballot. How much of this exposure of recent date may be criminal may be left to the courts.

Cleaning house is necessary at least once a year and the Republicans will, of course, do well to not shrink from

the ordeal. Honesty, however, is not characteristic of any party, the party in power naturally coming in for the most of that sort of work.

During the Fremont campaign a hot battle was waged all through the West for the Pathfinder, who, being the first presidential candidate of the new national party formed at Jackson two years before, naturally attracted a large vote. He was defeated by Buchanan, however, much to the chagrin of the new partyites who were composed mostly of old time Whigs and free soil Democrats.

Among the most interesting men in our settlement was a man of wide experience and an apparent Fremontier, although he never seemed in his conversation to thoroughly commit himself.

On election morning came news that this man was ill at home and unable to come out and vote. The new partyites were anxious to get out every vote for Fremont, and one of the leading citizens, a firm advocate of the Pathfinder's election, furnished a man and horse to go fetch the sick man to the polls.

It was a mile to the home of the sick man. The trip was made and the citizen, who was only slightly unwell, rode horseback to the polls on a nag furnished by a Fremont supporter.

The outcome was disappointing. The man for whom they were so solicitous voted for James Buchanan and the whole Democratic ticket. There was no Australian ballot system in those days, hence onlookers were able to see how each person voted.

The laugh was on the Republicans that time. Ever after the man who rode to the polls on a Republican horse voted the Democratic ticket, down to the day of his death a few years ago.

"Politics is a funny thing," remarks one, and that is true. It is to be hoped the present drastic assault on wrong doing may have good results.

Old Timer.

Why Lindbergh Prefers the Solitude of the Air.

Washington, March 26—Colonel Charles A. Lindbergh arrived in Washington the other day, having flown by night from St. Louis, taking a course 10,000 feet high. At this unusual height flying is easier because the air is less dense and offers less resistance. But because air is less dense a flyer is more likely to go to sleep. When you read that, you realize how different Lindbergh is from the ordinary man who walks the earth. He prefers the dark and the greatest practicable distance from the ordinary habitable regions. Coming here, he left behind him 25,000 unopened letters in St. Louis, which is perhaps one reason why he took to the skies and departed. This young man, who loves to be alone, escapes the penalties of fame, the crowds, the bursting mail bags, foolish questions, innumerable praises that have become tiresome through incessant iteration, by taking to the air in the dark 10,000 feet above the heads of the insects that crawl upon the earth's crust.

If you go back into his history, you understand a little what made him as he is. You begin with his parents. His father, Congressman Lindbergh, was a man of great courage and independence, a radical—and that means an unconventional and solitary soul. He was one of the three "big Swedes" in the House, Lindbergh, Steeverson and Volstead, who, when they clomped down the halls of the House in their number twelve boots sounded not like men but like creatures from a distance greater than the younger Lindbergh's favorite 10,000 feet. His mother in her youth was a very beautiful woman, intelligent, independent, remote to the young squires who sought her when she was in college, the two parents being both forceful,

unconventional, independent people, having minds of their own.

The young man was not brought up as a part of an ordinary home. He did not have a little orbit in which he circled regularly and narrowly, as most young boys have. He was not brought up to value the things more conventionally reared boys learn unconsciously to value. He was thrown rather young upon his own resources. The spirit of adventure had had a rather free rein. He became a sort of circus roustabout, an entertainer at country fairs, early taking up the new sport of aviation when life in the air was short, for airplanes were imperfect and uncertain, familiar with danger in all its forms, with a contempt of death that is not quite human. He would not take a college education. His conventional relatives looked upon him as a sort of ne'er-do-well who would not follow in one of the professions to which his birth fitted him. A high and lofty tumbler in the skies, a sort of circus performer in the air before yokels, they did not regard him with approval. And he owed nothing to them. A rather wealthy and distinguished uncle got no nearer to him when the country was feting him after his trip across the Atlantic Ocean than to stand jostled in a crowd and see him descend from the skies. He was almost without ties; his life was his own to do with as he would. He was reared to be solitary

and to have none of the afterthoughts other and more regular men have, to take to the skies at night 10,000 feet above the habitable earth. And the airplane came into existence just when he, born to use it, was just old enough to use it.

Quality Service Meeting at Lansing.

Wyoming Park, March 21—The long-delayed quality service meeting will be held Thursday, April 19, at Hotel Olds, Lansing, commencing at 10 o'clock.

We have arranged an interesting programme and every quality service grocer in the State should be represented. While a programme will be given everything will be informal. There will be an opportunity for an exchange of ideas and plans and we want a report from every group in the State.

It is possible that a large group from Indiana will be with us.

The committee appointed at the last meeting held in Grand Rapids who were asked to get data on incorporation under our official name is ready to report.

This meeting will be held at the close of our annual convention. We hope, by speeding up, to avoid any possible conflict of the two programmes.

Watch next week's Tradesman for the complete programme.

Yours for the best convention ever,
Paul Gezon, Sec'y.

Established Dry Goods and Men's Furnishing Goods Business in Thriving Industrial City—For Sale!

River Rouge, Mich., where this store is located is blessed with many diversified industrial plants in addition to the Ford plant, and all are adding more men to their pay rolls daily.

Here is a real opportunity for a live one to step in and take over this established business right on the verge of the greatest promised prosperity in our history. Stock and fixtures inventory \$10,000. No dead stock. Don't miss this opportunity if you contemplate going in business for yourself or if you want to change your present location. Glad to furnish full particulars. No real estate or farms wanted but will talk business with responsible parties. Good reasons for selling. Address Box 1000, care Mich. Tradesman.

WORDEN GROCER COMPANY

The Prompt Shippers

Packed In The Aroma-proof, Metal Package

Morton House COFFEE

Stays Right To The Last Grain

WORDEN GROCER COMPANY
Wholesalers for Fifty-nine Years

OTTAWA at WESTON

GRAND RAPIDS

THE MICHIGAN TRUST COMPANY, Receiver

IN THE REALM OF RASCALITY.

Questionable Schemes Which Are Under Suspicion.

Have you any twenty dollar bills?

If so, you had better get them out and look them over, because bold, bad counterfeiters are passing them out in this vicinity, according to police.

Whether they had a bargain store rate of \$19.98 on them or not wasn't told, but like the drug store, they claimed to have "something just as good."

The bills look like the real thing, with the regulation silk threads in the paper and all. They are issued by the Federal Reserve Bank of Cleveland, Ohio, Federal Reserve series of 1924. They were reported to be circulating in Zeeland and the crooks were possibly headed this way.

The local Merchants' Service Bureau did a Paul Revere act and warned the local tradesmen by their relay system. They are able to spread such a warning over town in something less than twenty minutes. They immediately called a certain list of chamber of commerce members, who in turn have a list of men to call, and each one gets busy.

This is really a very serious matter and should not be treated with levity. If you have a Cleveland \$20 bill that looks doubtful, better consult your banker.—Holland Sentinel.

Here is a letter from a young man who awakened too late:

I recently received a call from a clothing salesman from a neighboring city. He is one of those smooth tongued, high pressure salesmen. He told me that considering I had lived in my home town for over five years and was well acquainted with all the young folks and most of the older people that he could, based on this prestige which I possessed, give me a good proposition from which I could secure a \$50 suit of clothes for \$8 in cash, and furnishing him with the names of the people I knew, and also speaking to them about his organization. I have my father and mother as witnesses to this statement. Since this time I have endeavored to give him the list of names but my phone calls were to no avail. He explained to me that each week his company gave away a suit of clothes and that I should give him the first two dollars and pay the balance of \$6 to the company in three payments of \$2 each week. I have been paying this two weekly since October 5, total \$16 to date. Enclosed you will find a copy of the booklet which was handed me as my receipt for the \$2, the very last thing before the agent left. I told him that I never spent as much as \$50 for a suit but he said he was not selling but only out advertising and that the help I gave would more than compensate his company for the suit I would receive in a few weeks. Since that time I have come in contact with a few neighbors who are also paying \$2 per week on the same promise and the same lies.

Apparently the scheme these people are using is very artfully arranged, however, my small amount of knowledge of law suggests that if I cannot hold this corporation on this man's verbal promise I can call him to make good for his promise. It is hard to estimate the number of "suckers" these people get in a year. However, I do know that many people get into these contracts and let it go at that, only swearing and paying but not endeavoring to remove the originators of these schemes. Their proposition is

crooked through and through. Any prudent person would not buy a suit to be paid \$2 a week for six months in advance; therefore, high pressure salesmen must be sent out who can swindle people for which they receive very large commissions.

Almost every large city in the country has had its "suit clubs," and many of them have run afoul of the law. In some instances it has been represented that suits will be won by lot, by drawing numbers. When this is done the suit club becomes a lottery and the operator and proprietor are liable to prosecution.

From the "suit clubs" whose activities and practices have been investigated by the Bureau you will never get what is represented to you. The salesman who will first approach you is an artful dissembler and the deceit continues until every available dollar has been taken from you. When you think you are going to benefit you are given a cheap suit of clothes at an exorbitant price.

There are plenty of reputable clothing stores where one can get an honest suit of clothes at a fair price.—Better Business Bureau.

Retailer Lelt To His Own Resources.

Denver, Colo., March 17—I blame the jobbers and manufacturers for the swamping of the retailer's boat in this chain store storm. They thought their sole job was to act as a weather forecaster, and that they were doing their full duty if they sent out storm warnings to the retailer. They thought they could save the retailer's life as well as keep their own skins dry by standing on the shore and yelling advice to the retailer, who was so all-fired busy bailing out the boat he couldn't even hear the advice, let alone act on it.

Some jobbers are still standing on the beach, some still yelling, some shrinking back every time a higher wave threatens them, but many have seen that they must get wet, too, if they are to accomplish any real good, and have plunged in wholeheartedly to give the retailer some real help.

However, out of it all has come a better understanding between jobbers and retailers, which is a fortunate thing, for they are interdependent. If the retailer goes out of business, the jobber has lost a trade outlet, and if he loses too many retail outlets, he has no alternative but to go out of business or start up his own retail stores.

Similarly, if an aggressive, intelligent jobber goes out of business, the retailer has lost a friend and ally who could help him stay in business and meet competition profitably.

I wish I could say the same for the manufacturer. But with few exceptions, the manufacturers of the country have deserted the cause of the individual retailer and danced to the music of big, low-cost orders from chains that can sell in trainloads. The National advertised brands, with their known values, have become the football of the chains, the means by which they successfully and quickly draw trade to new stores and hold it in old ones. They deserve no consideration from the individual retailer for they give him none. The retailer who supports these manufacturers by stocking their goods is cutting his own throat and won't be in business long.

On the other hand, the manufacturers who have continuously played the game with the individual retailer by sacrificing chain business and greater volume through refusing to allow their brands to be made price-foot-balls, justly complain that the individual retailer does not support them. So there is something to be said on both sides.

Craig Davidson.

WHITE HOUSE COFFEE

Make This Test Yourself!

Your own home is representative. The tastes of other families are pretty much like yours. Try out White House Coffee on your own table. You will find it so good that you'll feel enthusiastic about selling it to others.

Then you will appreciate the real selling punch that lies in this flavor that is "roasted in." Then you will know why White House is BETTER coffee—and a mighty profitable coffee for you to get behind and push.

The Flavor is Roasted In!

DWINELL-WRIGHT CO.,
Boston, Mass., Chicago, Ill., Portsmouth, Va.



NATIONAL ADVERTISING FOR BEST FOODS

Beginning with April and continuing throughout the year, full pages telling an impressive story of Best Foods quality, goodness and service will appear in such well-known women's magazines as Good House-keeping, McCall's and Woman's Home Companion.

Reaching more than six million, three hundred and thirty-five thousand American women and their families every month, this 1928 advertising plays an important part in our plan to make Best Foods household words from Coast to Coast.

Be ready to ride with this big national campaign. Write or talk it over with your distributor. He will be glad to tell you all the details and supply display material.



THE BEST FOODS, INC.

New York

Chicago

San Francisco

Jacksonville

Norfolk

GENERAL TRADE ONLY FAIR.

The state of trade in a general way still rates only fair. About the best that can be said concerning prospects is that more favorable weather and improved employment should combine to bring about a better demand from consumers and that slack business through the season just past ought to mean larger business once the purchasing begins to expand.

Activity in the retail stores during the week, when a touch of spring was in the air, indicated that weather conditions have not been exaggerated as an adverse factor. On the other hand, there have been the other handicaps. One of the latest theories advanced to explain why apparel sales are so backward is that the long reign of "flapper" modes finds sales persons unprepared to promote the new and more feminine fashions.

In the wholesale garment market, manufacturers say they cannot recall a period so close to Easter when buying was so slow. That their report of the situation is not extreme is indicated by the small number of buyers who have visited this market in recent weeks. In many cases merchandise managers are understood to have ordered no further purchasing in any volume until present stocks are reduced or until consumers make their preferences clearer.

The decision of many retailers to hold off their post-Easter clearances this year and extend their regular season of selling is regarded in the wholesale market as highly desirable in view of developments.

From reports received on basic lines of industry, improvement seems fully sustained. The steel business, in fact, expects to equal or exceed the volume in the first quarter of last year. Prospects are considered good for maintaining the present pace of operations through April. These accomplishments and hopes testify, of course, to healthy conditions in the consuming lines, particularly the automotive and building industries.

Reflecting this improvement the Bureau of Labor Statistics supplies preliminary figures showing an increase of 1½ per cent. in the number of persons employed last month, which is better than the usual seasonal gain. Detroit employment figures last week showed a gain of about 7 per cent. over a year ago. With the opening up of the outdoor season of building and farm work the general situation should continue to gain.

Despite this positive progress and these hopeful auguries, however, the dormant lines of industry are considered somewhat disappointing in their response.

BACK TO THE LIVING GOD.

The church, as a whole, is split up over small matters, which, however important, are still not of the very first importance. As a result, it is losing power.

Fundamentalism, so-called, is only half fundamentalism; it goes only half way back and then stops and bickers and fights over relatively small matters.

The Modernists need to remember

that there is a great deal of thinking on religious matters to be done yet, that this is only the year 1928, and we have taken only a few faltering steps along the pathway of religious thinking. Science is slowly becoming more reverent; who knows but what in the future it may become religious?

The Christian church must find its common rallying ground beyond what Moderns call Modernism and back of what Fundamentalists call Fundamentalism. We must go back to the point before we began to split, back to the living God.

The home, the first interpreter of God, is the center of attack from all directions, from the Reds of Russia and the "pinks" of our own country; from young people, unled or misled; from teachers in our schools and colleges, God forgive them; from even those who wear the robe of judge upon the bench.

The necessity of the home, obedience to constituted authority; decency in word and conduct, reverence for other people's faiths and the things the great mass of us hold sacred are all realities beyond the question of debate. The coming generations must consider what has already been thought about and decided upon.

The warfare against the home to-day is only the same, stale drab warfare of man with his passions. The rotting of the individual, his eventual destruction, and the undermining of the state can be the only result.

WOULD ABOLISH STEEL TRAP.

The movement to abolish by law all trapping devices which torture is gaining ground. The country at large is awakening to the realization that the steel trap is a relic of barbarism and cannot be tolerated in view of modern notions of justice to the lower orders of life. South Carolina has enacted a law opposed to use of the steel trap and a number of states have had bills under consideration to this end.

The suffering inflicted by the steel trap consists of intense pain, terror, privation and cold. The American Humane Association of Albany has issued a small book depicting the cruelty of present methods of trapping, entitled "From Thumbscrew to Steel Trap." Motion pictures of trapped animals plead their cause more ardently than anything else could. Such pictures are shown by Dr. Edward Breck, president of the Anti-Steel Trap League, Washington, D. C.

Humane substitutes for the steel trap are being tried out and several are already on the market.

The protection of domestic animals from traps is a problem in itself. Florida requires the staking of the steel trap. Some means of providing safety for cattle, dogs and fowl can probably be devised which can be applied to each type of trap.

SEEK PROFITS ELSEWHERE?

With general business still in very spotty shape, dwindling profits, a source of almost universal complaint and prospects none too certain, the outburst of speculative frenzy in the stock market during the past week was added as another odd piece to make

the jig-saw outlook more puzzling. Perhaps these huge security purchases at ever-rising prices forecast a remarkable revival in trade and industry, but sane observers do not think so. In England there is something similar going on, and the explanation is offered that the "new poor" are gambling to overcome high taxes and living costs.

It may not be far off the mark to use about the same explanation here and to figure that, failing to make money in their own lines, business men are trying to make it in Wall street. If this accounts in an important way for the inflation of security values, then it holds small promise of business making measurable gain. In fact, a decline is apt to cause more than the usual embarrassment to commercial interests.

There is little doubt raised on the point that easy money has been the principal factor in bringing about both security and realty inflation. Legitimate business needs and further exports of gold are two factors, therefore, that are being watched closely for their effect on money rates.

FAIL TO FOLLOW WOOL.

The backward demand found in the cutting-up trades and the cautious operations of wholesalers and retailers have naturally had the effect of holding up business in the textile markets. In cotton goods, the orders for wash goods have been fairly satisfactory, but other lines were slow during the week. Values firmed a little in primary goods as a result of the lift in the staple.

An important opening of woolen dress goods for the fall season demonstrated that the mills are not ready to boost prices on the basis of a higher raw material market. Some of the best selling numbers were reduced in spite of the advances in wool. The men's wear lines are not very active except in spots where values are most attractive.

Silks continue to draw the best response of the textiles for the time being, but operations in this market have also grown more cautious, particularly as cutters-up will have to figure on very close prices in selling post-Easter merchandise.

The outcome of Easter business in the retail stores is very clearly in the balance, and although the holiday is a good deal less of a special buying period than in the past, tradition is still strong and a good showing is desired. If it is obtained, conditions in the wholesale merchandise lines should mend.

TEXTILES MARKING TIME.

Silks and rayon fabrics continue to hold the spotlight in the textile markets. The primary cotton goods trade remains very quiet to the usual accompaniment of small orders placed for prompt delivery. Denims are priced by the leading producer for April to June delivery at the old quotations. Wash goods and prints supply most of the activity in the finished lines, with a steady call for near-by shipment.

The wool market is a little more active, but still awaits better response

from mill customers. On men's wear fabrics for fall the demand so far has been slow and confined largely to shopping around for values. Women's wear fabrics for fall will be opened this week by the leading producer, and lines have been shown informally. In the present state of the garment market, however, it would be unusual to see a live demand spring up for next season's goods. The cutters-up are marking time on their spring operations, waiting for reorders from retailers, which are very slow in coming forward.

THRIFT ACTS AS A CUSHION.

In addition to the phenomenon of declining prices during a period of prosperity that business men have witnessed in the last few years, they have also been treated to another strange contrast. Savings have continued to expand, even while criticism of extravagance has been on so many tongues.

If employment statistics are correct, conditions were well below par during last month, and yet the largest life insurance companies reported a gain of 9.7 per cent. over February, 1927, when all was serene on the business horizon. Ordinary life did not record this gain, but the increase of 4 per cent. was quite fair, considering the circumstances.

It is obvious that such thrift is a cushion for any adverse developments that may take place in business. But at the same time it is also pointed out that the habit of saving is apt to bring about more buying caution when there is any sign of uncertainty.

NEW DEGREE NEEDED.

In this day of countless college extension courses, not to mention a multiplicity of correspondence schools, all granting degrees, there is little excuse for any American to forego the pleasure of adding a string of initials after his name if he chooses.

The spread of this tendency to give degrees for everything is well exemplified in the creation of a new title, "Master Farm-Home Makers," which will be conferred upon the wives of American farmers who prove themselves most efficient. Home-making is now a scientific pursuit.

Nobody works any harder or any longer hours than the farmer's wife, and few jobs call for more intelligent use of time or the ability to do more important things with skill. Wherefore let her be honored, with degrees and otherwise.

UNFIT TO BE SENATOR.

Whatever may be said against Mr. Mellon and whatever political foes may do with the Couzens resolution attacking him, it is at least certain he would never stoop so low as has the author of that resolution. At a time when his party is in dire trouble and its leading Minister under fire, James H. Couzens, Republican Senator from Michigan by virtue of money and not brains, leads an assault from the rear and does it simply and solely to satisfy a personal grudge. The oil investigation has revealed few essentially baser acts.

CALIFORNIA TO ALLEGAN.

Graphic Description of Auto Trip By ex-Mayor Smith.

Banning, Calif., March 1, Left Glendale this forenoon for Michigan. Had dinner with Lucile and Henrietta. Bade them good bye and arrived here at 5 o'clock. Saw John Clark. Have a fair cabin here. Tuba is with us on this trip and we expect to have a fine trip home. (111 miles to-day).

Yuma, Arizona, March 2—Left Banning at 7 o'clock this morning and went on the downgrade at once. Went through Palm Springs, a beautiful winter resort twenty-five miles from Banning, in the desert. Here is a town of 3,500 people, with a complete city government, schools, fire department, police, etc. The place is the home of the rich. It is inhabited from December to May, after which time it becomes so hot (130 degrees) that only twenty-five or thirty Mexican caretakers are left. There are two hotels costing a million or more and many fine residences with the most elaborate landscape gardening and surroundings. There are great cactus gardens and all kinds of citrus fruits and water from Palm Springs in the mountains furnishes an abundant supply.

The desert flowers were very pretty; beautiful red and purple; then larger yellow and white ones growing on bushes and, finally, tall cactuses with large red plumes, all very radiant and beautiful. At Indio we stopped at a date farm and saw them growing. The growth and care is a very interesting story.

Further on we passed through the desert sand dunes. They reach as far as one can see and dwarf our Michigan dunes into insignificance. We crossed the Colorado river into Yuma and here we, along with all tourists, are treated in which I think is the most un-American treatment that we experienced on our travels. We are stopped by state officials and required to lay open for inspection all suit cases, bags and lunch boxes. This is to prevent any oranges, lemons, honey and other fruit from being brought into the State of Arizona, which might be diseased. One can ship by express or freight and no questions asked, but here we tell who, where from, where to, etc., after which, a red sticker is slapped on our windshield, much to our dislike.

We are camped in a cabin just out of Yuma and it is raining, but not cold. Hope the rain won't last long. Made 217 miles to-day and traveled along the shore of the Salton Sea at 200 feet below sea level. Brawley is a city of 10,000 and is 267 feet below sea level.

March 3—In camp at Phoenix, Ariz. Got started from our camp at Yuma at 8 o'clock. Forenoon was spent in going through the desert. Saw many pretty flowers and the most cactuses we have seen anywhere up to this time. Giant cactuses were plentiful most of day and we saw some that were forty feet high. There were many other kinds, some with large red plumes and then there was the burial cactus and another kind which had a fine light green moss on the tips of its many arms.

About forty miles before reaching Phoenix we came into a fine farming country where we saw many large herds of sheep. Some of the flocks had thousands. Also saw lots of fine looking cattle, horses and burros. Phoenix we found to be typical of all Southwestern cities. Lots of Indians and Mexicans. It is the State capital and has some fine buildings. The Roosevelt irrigation system is one of the largest in the West. The city is on level ground with mountains on all sides. Made 210 miles to-day.

Duncan, Arizona, March 4—Here we are 235 miles from Phoenix in a little dirty mountain town, made up of Mexicans, Indians and a few whites.

It is in a narrow pass on the main highway and here is lots of traffic; consequently, it is very dusty and dirty. Our cabin, however, is new and very clean. The road out of Phoenix is through farming and cattle and sheep country for about thirty miles and then into the desert, where we saw more cactus and more kinds than we had seen heretofore. In places they seemed to be just like parks. Now we go into the mountains and desert combined and for miles we wind and curve and climb and then down the grades until we reach Superior, which is a mining town. Here are high mountains which seem to wall us in, with no place to get out. We enter a canyon and go through up a road beside a stream and up and up, then around sharp curves through a tunnel and pass the most gorgeous mountain scenery we have ever seen. The rocks and chasms are awe inspiring. After a climb of 3,000 feet in twenty-seven miles we reach the town of Miami, where there are large international smelters. Now more mountain driving through great expanses of the most barren desert for seventy miles, where we stop at Bylas, a trading post in the Indian reservation of the San Carlos Indians. These Indians are the last tribe to be conquered by our soldiers.

We passed through their country and saw hundreds of teepees. They do some farming and the women make baskets and do some bead work. We were told they get Government pay. From the reservation to this town was a fine mountain road, with long grades and easy curves and the mountains were green and lots of different kinds of cactus to be seen. The last six miles were over a very rough mountain detour.

The joke of this trip is the Auto Club of Southern California routed us this way and said there were no mountains to cross. To-day we have traveled over 200 miles through the mountains and been constantly within sight and sometimes within a very few miles of snow covered mountains. The weather has been cloudy (in Arizona where the sun always shines) and the temperature fine. To-night the moon is nearly full and shining brightly.

Camp Grande, El Paso, March 5—America's finest tourist camp, accommodations for 700 people. Community and civic center in camp. Rates, 50c to \$5. Arrived here at 4:30 o'clock p. m., making 220 miles to-day. Passed through cattle country, broad level desert with fine roads. Crossed the continental divide between the Pacific and Atlantic about noon. Had first tire trouble to-day. The day was partly cloudy, with a strong wind. To-night is bright moonlight and the air is balmy and warm.

March 6—Took a trip in sight seeing bus to-day. It included a trip to Juarez in Old Mexico. It is not just what you would call a dry town, as it has 160 saloons, four distilleries and one brewery. Gambling in all forms is running all the time until 8:30 p. m. We saw hundreds of men and women, white, black, Indian and Mexican, playing the games and drinking. The other things of interest are the old Mission church, in constant use for 400 years; the city market, where all kinds of food and Mexican products are sold from stalls; the fort and jail as well as the bull ring, where the bull fights are held. Interesting to note the prize fights are held in the same place.

Odessa, Texas, March 7—Left El Paso this morning at 7 o'clock. We made 302 miles to-day over very fine highways. The country is mostly cattle country. It is very flat and sparsely settled. We crossed over the corner of Crane county, only one and a quarter miles. This county, with an area four-fifths as large as Rhode Island has a population of thirty-seven, the least population of any county in the U. S. There are no towns. Rattle snakes and jack rabbits abound and the

few cattle men have a hard time during the dry spell. The town of Odessa is in the midst of an oil boom and has grown from a hamlet to a town of 3,000 in less than two years. The weather has been rather warm, with considerable wind. No flowers to be seen to-day. The trees and shrubs are beginning to look green in the irrigated districts which we passed through about fifty miles of cotton fields in the Rio Grande valley. They claim to grow one bale (500 pounds) to the acre. Drinking water was very scarce and in one instance it was sixty miles from one gas station to the next.

Camp Barkhead, Cisco, Texas, Mar. 8—This camp furnishes us with a neat cabin with bedsprings and mattresses, two-burner cook stove and a gas heater (gas free), hot and cold water, shower bath and toilet for \$1 per night. It is lighted with electric lights. This is a fair example of many camps to be found in any of the towns of 500 or more population. We have made 242 miles to-day, about 100 of it very poor and rough with many bad detours; the remainder 50-50, from poor to good. The country is mostly prairie and is being plowed and prepared for the cotton crop.

Saw many cotton gins and at some places as many as a thousand bales of cotton out on the ground, covering an acre or more of ground. In some small homes we saw from one to a dozen bales in a place. These bales weigh 500 pounds and are worth \$90 per bale. We have seen hundreds of jack rabbits on the highway which have been struck by cars and killed, but the first live one we have seen went hopping along the side of the road to-day. The country has been more rolling and mostly under cultivation. We passed through several towns which were county seats and they are usually very nice, thrifty places. Some of this section is devoted to the raising of peanuts. The yield is from 30 to 100 bushels to the acre. Peanuts bring the grower about \$1.50 per bushel. The land yields about the same money as the cotton crop does.

Sherman, Teas, March 9—Two hundred thirty-four miles to-day. Passed through Fort Worth, a city of 180,000, and thirty miles further East we passed through Dallas, with 280,000. Dallas is a compact, congested city of high buildings and seems to be a very busy city. The streets are narrow. Leaving Dallas we turn North to this town and will continue on through Oklahoma tomorrow.

Muskogee, Okla., March 10—Two hundred miles to-day over dirt and paved roads, mostly fair. Some fine cement and some poor asphalt. The country is mostly rolling. Farming is more diversified here, but mostly cotton. The weather was fine and balmy. Drove all day without my coat. Everything is still brown and dead, as the new growth of grass and leaves has not started yet. We have seen far more horse and mule drawn vehicles than autos to-day. It is Saturday and the farmers with their families were on their way to town. This is the old Indian Territory and we expected to see a lot of Indians, but have not seen a half-dozen. There are lots of negroes and many huts with the bedding outside the house.

Altogether we do not like Oklahoma very well. This city of Muskogee has about 30,000 population and looks like a nice city. Streets are well paved and clean. We have crossed two rivers, the Red river, and the Canadian river. Both have toll bridges and the fee was \$1 on one and 75c on the other. There is more water here than in Texas. We saw some people fishing and there is water in all the streams.

Lebanon, Mo., March 11—Two hundred ninety-two miles to-day. Weather warm and fine. Roads mostly good. Some very fine cement. Passed out of Oklahoma this morning, about twelve

miles across the Southeast corner of Kansas and into Missouri. Around these three state lines there are hundreds of lead and zinc mines, each with its numerous buildings, trams and other machinery. At each place there is a mountain of fine rock dumped out of the mines. This section is noted for apples, poultry and dairying. I have had the pleasure to-night of visiting a very prominent citizen of this State, Col. Arthur T. Nelson. It was he who as prison commissioner brought Harry Snodgrass, king of the ivories, out of the pen, at Jefferson City, and introduced him to the radio world. This gentleman holds a place on the state agricultural board, is past grand master of the Masonic lodge in the State and holds other offices of trust and honor. It was a pleasure to me to visit with him for an hour.

In crossing Oklahoma South to North, we counted fourteen white crosses on the side of the highway. Each one had printed on it, "Killed by Auto." We noted that every one was on good pavement, usually on a curve, while the rough and dangerous roads had none. This shows where drivers become careless. To-night while waiting at a gas station there was a collision a quarter mile from here on a curve, pavement good and plenty of room. Fortunately, none was hurt, but two autos were badly wrecked. Fast driving—that's all.

Pocahontas, Ill., March 12—Two hundred thirty-nine miles to-day. Weather cloudy. Temperature, 72 degrees. The ride to-day took us through the Ozark hills for about 150 miles over long winding roads, up hill and down, through mostly wooded country. There were quite a number of resort places and some very pretty. The cabins were either on the streams down in the valleys or up on the high sightly places. We reached St. Louis, the city of which the Government says in its report on dirty cities takes first place. It surely was dirty and smoky to-day. This morning when we got out the robins, red birds, meadow larks and frogs were all singing merrily.

We stopped at St. Clair, Mo., for dinner. The town is a half mile off the highway. We stopped at a cafe. The place did not look inviting, but it was the only one in the town, so we went in. A "battle axe" woman with a moustache came to take our order and when Mrs. Smith asked if she could have green, she was told, "Yes, you can have tea, but not green." Her manner was so offensive we got up and left the place. We went into a large two-story hotel, and although it was noon, no one appeared to serve us. So we left the town in disgust. About a half mile down the road was a gas station and a restaurant sign reading Home Cooking. We stopped here and got one of the best dinners we had on the entire trip. We were glad it turned out as it did in the town.

Valpariso, Ind., March 13—Three hundred five miles to-day. All pavement over level country too much like Michigan to comment on. It has been cloudy, following a thunder storm last night and much colder. The temperature is 38 degrees to-night and we have seen the remains of some snow banks this afternoon. The auto cabins are too cold so we took to a hotel here for to-night.

Allegan, March 14—Arrived home at noon, after a drive of 132 miles. Home! Where people know us, know our faults and still love us. Dear old Michigan. You are still our choice of all good places in which to live. To those who may read this and have any notion of making the trip I would advise taking only bedding and a few cooking utensils and make use of the auto cabins which are to be found at convenient intervals. Hotels and restaurants can be used if desired. Under no circumstances load up with a lot of camping equipment. Weldon Smith.

Traverse City Topics Graphically Presented.

Traverse City, March 27—Courtesy oils the wheels of business and a smile makes money.

Spring landed in the "Heart of Nature's Playground" right on schedule. The streets are now practically free from snow, roads in the country are in bad shape. Between Traverse City and Elk Rapids there is a miniature lake, water coming up above the running boards of the cars in many places.

The death of Senator Ferris at Washington last week came as a shock to his many friends in this region. His friends were legion. The graduates of the Ferris Institute all loved him. He was one of the strongest political factors in Michigan. While the State is primarily Republican, the Ferris graduates were so strong and loved their leader so well that he was able to command any office in the State, although strongly Democratic himself. The writer lived in Big Rapids for eight months and knew Senator Ferris well. In the Methodist church there is a dinner club called the Ecclesia Club, organized by Rev. Leroy Dewey, former pastor. This club meets every other Thursday in the month and Senator Ferris was a frequent speaker at the sessions. One of the most entertaining of speakers, he had a wonderful influence with his students, one that was highly elevating and uplifting and his influence will never die. He will be greatly missed in Big Rapids. The F. I. school had an enrollment of over 800 students from all parts of the United States and several students from foreign countries. His death will be a great financial loss to Big Rapids.

Traverse City sustained a great loss in the death of Milt Bryant, the head of the Grand Traverse Auto Co., who was buried last Sunday under the auspices of the Knights Templar organization, of which he was a member. The other branches of Masonry attended in a body, as did the Elks order, of which he was a member. Without question it was the largest funeral ever held in this region. There was a procession of autos over two miles long which accompanied the remains to his private crypt in the mausoleum in the city cemetery. Rev. Kruse, of Petoskey, gave the funeral address. He was formerly pastor of the Central M. E. church here and a personal friend of Mr. Bryant. Mr. Bryant was a brother of Mrs. Henry Ford, who attended the funeral. Her husband was detained in Boston on account of business reasons. Milt Bryant was the leading booster for Traverse City and his death is a great blow to the city. His life was filled with fine acts of charity and he will be especially missed by the kiddies of the city, to whom he was a very generous friend at Christmas time. Truly a splendid man gone, one we can illly spare.

Your correspondent has learned that Mrs. Julius Hannah, widow of the late Julius Hannah, is about to tear down her residence on Sixth street and build a modern bungalow. The mansion in which she lives cost upward of \$75,000 and is a magnificent structure, overlooking the park and just across from the Carnegie library and the Boardman River. It would make an ideal down town hospital. Mrs. Hannah has a splendid opportunity of doing something fine for Traverse in presenting this to the community for hospital purposes. When one sizes up what the late Mr. Hackley did for Muskegon, the record of the Hannahs here looks pitifully small.

In a letter received from Mr. Stowe this week, I learned that our friend, Hon. At. S. White, of 611 West Front street, is very ill at the residence of his daughter in Grand Rapids. Mr. Stowe wrote as follows: "I suppose you know that Mr. White has been quite ill for four or five weeks at the home of his daughters on James street. He is at present under the care of a

trained nurse who does not permit anyone but his own relatives to see him. I think however, he is on the mend and by the time spring comes you will see him again on the streets of Traverse City." His wide circle of friends will surely welcome him back and wish for his speedy recovery.

The old building at 127 Cass street is being torn down. This is an old landmark and was long occupied by the plumbing firm of Arms & Cole, who have both passed on. We presume this will be replaced by a more modern type of structure.

Your correspondent had a very pleasant chat with William Brosch at his meat market, 244 East Front street, one day last week. Mr. Brosch has conducted a meat market in Traverse City for over forty years. The writer has a very keen recollection of his childhood days, when salt pork and milk gravy was practically our meat in the old home. In the fall dad would drive to Traverse and on his return would have some slices of very succulent beefsteak and when mother cooked it the aroma was fit for the gods. Never will beefsteak taste so good again. After a steady diet of salt pork for months, the steak was surely a luxury.

In this day of the new woman it is, indeed, a pleasure to meet ladies who radiate sunshine and smiles along with your purchases. I do not mean this in a sentimental way at all, but just the ordinary courtesy which anyone is entitled to. I especially refer to Mrs. Ed. Newton, of Fick's Store, No. 11; Mrs. Keehne, of the A. & P. store on Front street and Mrs. Harig, of Harig's market, also on Front street. They radiate good cheer from every pore and it is a real pleasure to be served by them. In this list I wish to especially include Mrs. Rassmussen, of Fick's Store No. 2. Chas. H. Coy.

Unavoidably Omitted From Verbeck's Letter Last Week.

Someone suggests Lindbergh as a candidate for vice-president on the ticket with Hoover. Lindbergh is a good fellow, deserving in every way, but it would be a repetition of the episode of Daniel and the lions, to throw him into the Senate pit. He doesn't deserve this.

American "labor" seems to be extremely agitated over the fact that Mexican workers are brought into the states every year to help take care of the beet and other harvests. Presumably this is done to save the crops, as the average American considers this class of work enervating and will not perform his duties even if employed. Even if Mexicans are not permitted to come in here and prevent these industries to wane they need never fear of an encroachment by American laborers in their own fields, which is a little something.

One Michigan Congressman, and I will say a very active one, is very much perturbed over the antics of the Interstate Commerce Commission in granting the railroads the privilege of exorbitant rates on coal, on which he claims the people of Michigan are being euchered out of millions annually. If this most worthy representative will exercise his good offices in securing the repeal of the legislation which made such commission possible, he will not only be worthy of a Nobel prize, but will have the satisfaction of having his name carved on tablets of fame, and if I mistake not the disposition of a vast majority of the American electorate, might become a formidable presidential possibility in the near future.

The opening of the Moffatt tunnel, in Colorado, which is rapidly nearing completion, is an event of National interest. The completion of railroad lines in connection therewith will shorten the route between Denver and Salt

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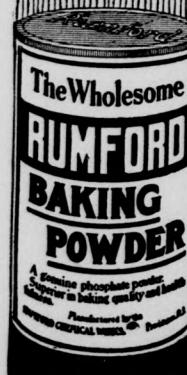
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Lake City by nearly 200 miles and the running time of passenger trains approximately seven hours. Improvement of road beds of connecting lines ought reasonably to reduce the running time from New York to the Pacific coast to approximately fifty hours.

Railroad construction is expensive, but the transportation interests are looking ahead to the time when real competition will be apparent in air navigation which, doubting Thomases to the contrary, will in a short time make its competition felt. The Moffatt tunnel represents millions in investment, and looks large in the light of the present necessities, but it is just the forerunner of improvements which are bound to be made. Trains will sooner or later pass directly through mountain ranges instead of threading intricate passes over them.

My last week-ender comprised a trip down to Blythe, 240 miles distant, on the Colorado river, the physical division between California and Arizona, to witness the formal opening of the new six-span bridge which connects Blythe, on the California side with Ehrenberg, Arizona. This enterprise now completes the Sunkist Trail, unquestionably one of the most necessary and valuable of the interstate highways of the West Coast. Not only does it materially reduce distances, but its attractiveness will prove an added asset to California's resources. It affords a short line to Prescott and other Arizona cities, but also supplies a more feasible route through the Grand Canyon, which is ever the Mecca for tourists at every season of the year.

The Blythe Valley has suffered vicissitudes which tried the souls of the pioneers who were reclaiming the valley lands of the Colorado, but many wonderful engineering feats have been accomplished, the territory adjacent thereto has been in a large measure reclaimed, and now the advent of a National highway, unhandicapped by a slow-going ferry across the eccentric Colorado river, will most certainly add an impetus to its prosperity.

To those who study the desert and are informed of the epochal efforts to penetrate and convert to the uses of mankind its resources, the present day location of highways furnishes much food for thought. Operating on independent units, small in number, and depending for transportation on ordinary wheeled vehicles, the judgment of the explorers in searching out and finding the most favorable passes through the mountains seems almost uncanny. Highways that seventy-five years ago teemed with life fell into disuse and were abandoned when bands of steel were stretched across the arid wastes, and mass movement of humanity and freight was substituted for the outrider and creaking ox-wagons, are being regenerated as mankind turns again to individually controlled vehicles.

Ehrenberg was founded in 1863 and originally was known as Mineral City. It almost immediately became a town as important to the far-flung prospectors in Arizona as the beautiful cities of Prescott and Phoenix are today to their tributary citizenry. The first railroad was built to Yuma. Freight was shipped from this point by steamer to Ehrenberg and from there distributed by freighting outfits to the miners of the vast region between the Rocky Mountains on the East, the Colorado river on the West and Salt Lake City on the North. A few years later railroad construction succeeded in laying rails and ties across California, down below the sea level into the Salton Sea—so-called, though little removed from the desert which surrounds it—and through the San Gregorian Pass.

About 1905 the automobile began to make its presence felt, and the urge for better highways began. In California

this situation has been more easily met, but in Arizona the situation is much different. Long distances, aridity and inadequate road funds, made operation of the highway department a blood-sweating proceeding. Not the least of their troubles was the negotiating of a passage across the Colorado river. The old method of ferrying was all right when the mail carrier made semi-weekly trips, but the advent of the motor car cluttered up all plans and it became necessary to build a bridge if this artery of travel was to become useful. Private capital became interested, and a toll charge of \$1 per car and 10 cents per passenger will be their compensation for the period of five years, when the states may acquire the property.

This route is now available and extremely attractive as well as convenient for the public.

Edwin Owen's Trip to California Via Panama Canal.

Los Angeles, Calif., March 24—We found your kind letter upon our arrival here a few days ago, after a very pleasant trip of about thirty days on the water.

Our boat made stops in most of the Central and South American countries we passed to unload and take on freight, which gave us a good opportunity to go ashore and to visit with the natives and study their modes of living. At several places they were celebrating their pre-Lenten carnival, which lasts for four days just before Ash Wednesday. For three different days at Barranguilla in Columbia, at Colon, Panama, and at Panama City, we, in our automobile, joined the procession which consisted mostly of automobiles and trucks gaily bedecked and filled with shouting, singing people attired in all the gay colors of the rainbow, throwing confetti and serpentine papers until the streets were literally carpeted with paper. The procession continued round and round the streets for hours and how they stood it for four afternoons and evenings is hard to understand. But they seem to have gotten a great kick out of it.

Uncle Sam has done wonders in the canal zone and the fine cities he has built at Colon and Balboa interested me as much as what had been accomplished in the canal.

Having seen the locks at the Soo several times, the locks on the canal, which are very similar, were not so much of a novelty to us.

We were astonished at the number of automobiles in the cities—good ones, too—although they have few country roads. They seem to derive great pleasure riding around town, back and forth, and those we hired were very expert drivers. At Barranguilla, in Columbia, a city of about 90,000, they told us there were about 2,500 automobiles (all American make) although they barely had a paved street, and the dust was very thick and disagreeable. It is not surprising that they are poor, as they are great liquor drinkers. Large liquor stores in every block. Most of the liquor is imported and you find it there from most every European country and much beer imported from Germany. Also, everyone buys lottery tickets each week from the greatest to the least.

We were interested in watching the native longshoremen unloading and loading the ship. They are not as efficient as American stevedores, but work fairly well for 25 cents per hour. The rate for such work in San Francisco, I am told, is 95 cents.

We failed to see any large schools as greet the eye everywhere here in California and the children, for the most part, were running wild around the streets. They are not going to get very far with their low wage scale and illiteracy, although I am I told there is some improvement. The contrast between their cities and business

methods and the cities of Uncle Sam at the canal zone and here in California is something tremendous.

We certainly enjoyed the copies of the Tradesman. It was like a breath from home.
Edwin Owen.

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FINANCIAL

Relation of Trust Companies To Distribution of Estates.

Before trust companies were organized, it was incumbent upon the relatives or friends of people who died to perform the duties required in the settlement of their affairs, and in the majority of instances, because decedents left no wills, the courts were called upon to designate those who would look after their property.

The advent of the trust company has not changed necessarily the proportion of people who die intestate, but it has done much to facilitate the handling of estates, and through its educational and advertising efforts, it has directed the attention of millions of our citizens to their responsibility of providing for their families.

Trust companies are very interesting institutions. We think of them primarily in their capacities as administrators of estates, though they perform many other duties. Inasmuch, however, as this is considered their prime function, it might prove informing or interesting to dwell upon it.

We start with a statement which is axiomatic, namely, that all property must be owned by someone at some time. There is nothing so large or so small in this world that ownership may not be proved for it. This proprietorship must change as the owners die, and in order that the transfer be made with proper facility, civilized nations recognize two methods to this end; the one takes place through the medium of what we call a will, that is a properly prepared statement of our desires. The will takes effect at the time of death and is a declaration of our desires in the transferring of our property. The other method finds expression through the exercise of the prerogatives of the state. When people die leaving no wills, the state steps in and distributes their property in accordance with its statutes. Of necessity the laws of the state are inflexible and it is readily apparent that occasions may present themselves when people who might rightfully expect to share in the property of a decedent find themselves eliminated from this opportunity because of his neglect in not making his will.

There is great misunderstanding upon these matters and it is naturally so, because the drafting of a will is a matter which is not daily before us and a multitude of opportunities present themselves to allow the matter to slip by until it is too late.

Where one leaves a will he is privileged to nominate in it some individual or organization to carry out his wishes. Such an agency is called the executor. Where one dies without a will the court arbitrarily appoints such a person, and in this case he is called an administrator. The office in both instances, however, is one and the same.

A long time ago it was recognized that the death or absence of executors and administrators frequently caused hardship or brought about complications in the management of properties, and these considerations may have had bearing upon the creation of the first

trust company. It is apparent that these organizations having corporate existence do not die, are not subject to the afflictions of life, and are always present at a definite location.

The modern trust company is well equipped to act in the capacity of executor or administrator. As a matter of fact, it is a specialist in the performance of these duties. It has in its employ carefully trained executives who have spent years in doing this kind of work, and it is more eminently situated in most instances to better carry out the wishes of the deceased. There is a feeling in the minds of a great many that the use of a trust company in connection with their estate is likely to be more expensive than that of the individual. This is not the case. As a matter of fact statistics will prove that the opposite is more likely true. The fees which an executor and administrator may charge are fixed by law and are the same for a trust company as for an individual. In Michigan these fees have not been changed for more than two generations. Does it not seem reasonable that with the added facilities and services of these specialized agents and experts, which the trust company has at its command, that it is much more able to administer estates than most other agencies? Add to this that the trust companies are under the supervision of the Department of Banking, are examined regularly and are directed by men of experience and business acumen, highly thought of in their respective communities.

Many people hesitate to name trust companies as executors of their wills or in other capacities, because they feel that the trust company is interested more particularly in the more substantial estates, the million dollar type. This is not true. It is more important comparatively that the smaller estate be protected and properly administered than the larger ones. A loss of \$5,000 to a \$25,000, \$50,000 or even \$100,000 estate will work more hardship to its beneficiaries or dependents than a loss of \$100,000 to an estate of several millions, and trust companies are so constituted that clients are practically assured that such losses will not occur.

Do not attempt to draw your own wills. The home-made will is a dangerous instrument. It is the cause of a large portion of the litigation we read of in our daily newspapers. The drafting of a will should be done by a competent attorney. Such work is seldom expensive and the members of the bar are always eager to give their best attention to the proper preparation of their clients' wills.

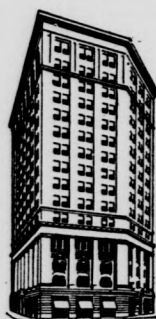
We live in something of a specialized era. It is evident that many phases of occupational or professional endeavor have become specialized to a degree, and we are accustomed to turn to people who are spending their lives in a particular form of work for the best service of a certain nature. It is in keeping then with our ordinary procedure in other things that we should go to our attorneys for counsel in legal matters, as we go to our physicians for the treatment of an ailment in proper time. The time to consult a lawyer is before death and we should not throw

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the burden upon him of disentangling our involved affairs after we are gone. To carry this idea of specialization one step further, let us understand trust companies are specialists in the administration of estates. Well informed attorneys will recommend them as executors if you enquire when arranging your own will. All trust companies have representatives who will call upon you in your homes or offices, who will discuss these matters with you and will visit your attorneys' office with you.

John A. Reynolds.

Views Future Hopefully as Key Industries Gain.

The month's slow change in business sentiment from uncertainty and even pessimism to definite confidence in the future rests on an intrinsic improvement in basic conditions.

This view gradually is spreading and after an examination of various large industries that "have not heretofore failed to serve as accurate measures of what lies ahead" the National Bank of Commerce in New York, in its bulletin, published to-day, sides in with the optimists. The bank gives full weight to adverse factors but nevertheless concludes that "those industries, the interrelations of which make them both determinants and indicators of the general course of business, are in excellent condition, with prospects of a continuance of their operations at seasonally high levels until the usual mid-summer lull." Impressed by the possibilities for the second quarter of 1928, it also ventures the forecast that business for the first six months will about equal that for a year ago.

If the early 1928 business upturn reflected a quickened pace simply for a variety of small industries, no conclusions such as these could be drawn. The reason so many competent judges are turning optimists is that the key industries are the ones to show the greatest reversal in trend. So long as the steel, building and automobile industries in this country are forging ahead its prosperity is all but assured.

Steel operations continue at a high level and the prospect is that this favorable rate of activity will persist into April. Certainly the early season has helped to stimulate building which set another record last month. Some leading motor manufacturers are setting high production records and if Ford were contributing his usual portion the total would be around peak levels.

When it turns to a consideration of money the bank finds "the outlook is for comparatively stable money until late spring, after which time, barring gold exports, the effect of which, if made, might be offset by Federal Reserve bank transactions, the usual seasonal relaxation in rates may be expected to take place."

Fears that large shipments of gold to France in preparation for stabilization of the franc might induce higher money rates here are being dissipated in the opinion of the bank as the situation is analyzed. It is pointed out that France has substantial holdings of earmarked gold in this country that when taken away will not affect our

own credit structure. "If," says the bank, "shipments abroad of non-earmarked gold eventually should be sufficient to cause a marked trend toward higher money here, the Federal Reserve banks would probably take measures to check such a tendency before it adversely affected business. Aside from domestic considerations comparative stability of rates in this market is necessary as a part of our world co-operation particularly with those countries which now are planning to re-establish their currencies on a gold basis. Any substantial advance in rates here would tend to drain gold from Europe, thereby making stabilization more difficult."

Paul Willard Garrett.
[Copyrighted, 1928.]

Decline in Call Rate Contrary To Precedent.

Last week's drop in the call rate to 4 1/4 per cent. took Wall Street by surprise for precedent decrees that funds tighten in the week following tax payments and after a prolonged upswing in prices.

Whether the unexpected ease in money represents a flush condition not especially significant, or something more, it frankly puzzles the best money authorities and encourages bulls in the market to hope for a continuation at least of comfortable money. On two occasions in the last week the market has been surprised. It anticipated a temporary fall in money on the 15th. None came. It anticipated a firming up in rates this week. Instead the prevailing rate fell. We may assume that the Federal Reserve system through its market operations or in some other way helped to preserve stability in the money market over the tax settlement date. But the financial district would not have been surprised to see rates tighten temporarily.

And then aside from the tightening influences ordinarily set at work by the seasonal settlements, the market's unprecedented bullish activity is an influence for dearer rather than cheaper rates. For nine successive full sessions the trading volume has exceeded 3,000,000 shares daily—until nine days ago the entire history of the Stock Exchange had not recorded so many 3,000,000 share sessions—and prices have been steadily advancing. That this great bull movement has not tightened money is something of a mystery to the financial district. In part the explanation is perhaps that a portion of the present activity represents "in and out" trading.

When money is viewed from a more distant point to gauge its price for the future, immediately its probable performance arouses wide difference in opinion. Gradually the shipment of gold abroad if continued will have its tightening influence unless the Federal Reserve system through its open market operations resumes its policy of last autumn. In the neighborhood of \$50,000,000 of gold has been lost so far in 1928. If in order to stabilize the franc France takes a vast sum of metal from here that will exercise a tightening influence but here again the prophets of dear money have no facts to go on.

Whatever may be the fact Wall Street more and more is becoming convinced that the surplus funds of this country now stand in volume sufficient to satisfy in full the demands both of the market and business. So long as enough money at low rates is available to care for all requirements in industry it reckons that no very severe pressure will be put upon the security markets to squeeze values down. After all the sharp expansion in commercial loans that began a month ago has been made without any perceptible change in rates. Commercial loans now stand substantially higher than at this time either a year or two years ago, indicating a revival in business, but the brokers' loan position to date has not kept money away from the legitimate channels of industry.

Paul Willard Garrett.
[Copyrighted, 1928.]

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MUTUAL FIRE INSURANCE

The Community Fire Plan.

The community fire plan for the purchase of fire protection equipment and apparatus has become popular and is becoming a regular part of the sales plan of several fire engine manufacturers. The plan is a new development and a sales outlet for fire engines. Although no great volume of fire engine production is expected through the use of the plan it is a big help to townships desiring fire protection.

The plan is carried out after a manufacturer's representative learns from township officials that fire protection is desired and campaign plans are outlined to obtain the fund. The plan includes the solicitation of subscriptions from farm residents backed by a local advertising campaign. The cost of obtaining community funds is added to the cost of the equipment which varies in amount according to time to put over quota, the number of solicitors employed, together with the advertising costs.

Everyone living in the township corporate limit is solicited for the fire engine subscriptions which average \$25. Of course, the individual subscriptions vary from \$10 to \$100, according to the financial position of the subscriber.

The advertising campaign accompanying the drive consists of a small amount of direct by mail, window poster and local weekly newspaper advertising. The results, to date, have been very profitable to both the fire engine manufacturers and the townships.

In states where legislation is in force permitting township to seek financial aid for fire protection, the community plan is carried out with great success. Every state should have laws which permit townships to seek financial aid to purchase fire apparatus.

However, the community fire subscription plan is beyond the experimental stage and is a pronounced success. Fire engine manufacturers need not hesitate to go after township business for it is practically a new outlet for their product and there is no question that township fire protection is needed.

Country Runs.

Arrangements for rural fire protection rendered by municipalities to nearby communities are gradually being placed on mutually profitable bases. A West Virginia city has arranged to render fire protection to nearby communities at the same rate paid by city property owners for fire protection.

The rate is made by determining what percentage of the total tax rate covers the maintenance of the fire department. If the rate is one mill, each property owner is taxed \$1 on every \$1,000 valuation of the property. If the building is worth \$5,000, the owner pays \$5 a year for municipal fire protection.

Proper Use of Equipment.

Fire apparatus, in most departments, carry a variety of different types of fire fighting equipment. Each piece of equipment is designed for a special purpose in battling fire. Large sums of money are spent each year for special

equipment and municipalities expect their departments to make use of it.

Many fires which are difficult to extinguish with ordinary equipment can be handled very easily with the special equipment. Sometimes the use of special equipment may stop the spread of fire and consequently the fire loss is reduced.

One purpose of the drill school is to teach men the proper use of all equipment carried by their department. The drill school goes further in that it teaches men to recognize the type of special equipment to be used on a particular fire.

Off-Day Time.

Many municipalities rule that firemen shall not be permitted to work on their off-days because citizens complain that firemen thereby hold two positions. This did not seem fair to citizens that firemen should be paid by the city and also take advantage of off-day time.

The progressive move being made by national organizations interested in fire control is toward a reduction in the fire loss. Municipalities should permit firemen to sell fire protection equipment such as fire extinguishers, refills, and fire safety devices on their off-days, in towns where there are no dealers handling such equipment. The city would benefit by such service and it would be a means for firemen to make extra money.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Savoyard Realty Co., Detroit. Griswold Land Co., Detroit. Central Tool and Die Co., Lansing. Land O'Lakes Lumber Co., Grand Rapids. Progressive Builders, Inc., Detroit. Third Avenue Pharmacy, Saginaw. Hills Clothes Shop, Royal Oak. Cut Rate Tire Co., Benton Harbor. Vass Building Co., Detroit. General Ozone Co., Benton Harbor. William J. McCarty Printing Co., Detroit.

Censored.

The class was asked to write a 200 word story about an automobile and one boy turned in the following: "My uncle bought a used automobile. He was out riding in the country when it busted going up a hill."

Below this appeared the following paragraph: "That is twenty words. My uncle said the other 180 words as he was walking back to town, but I do not want to repeat them."

Detroit—The Jeschke Tool Corporation, 14220 Mack avenue, has been incorporated to manufacture and sell honing machines, special tools, etc., with an authorized capital stock of \$100,000, of which amount \$84,940 has been subscribed and paid in, \$26,000 in cash and \$58,940 in property.

Muskegon Heights—The Desmond & Davies Manufacturing Co., 7 Hackley Place, has been incorporated to deal in automobiles and manufacture and deal in auto accessories, with an authorized capital stock of 1,000 shares at \$10 per share, of which amount \$5,000 has been subscribed and \$3,000 paid in in property.

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Function of Circuit Court Commissioner's Court.

The circuit court commissioner's court is one of both original and concurrent jurisdiction. Its original jurisdiction is confined to controversies between landlords and tenants as well as those arising between the parties to contracts involving the purchase of land; while it has concurrent jurisdiction with the circuit court, under various statutes, including proceedings for the dissolution of attachments, examinations of garnishee defendants, examinations of judgment debtors, proceedings for the relief of poor debtors, determination of the custody of property taken in replevin actions, proceedings against fraudulent debtors, as well as various other special statutory proceedings.

The land contract is a comparatively modern institution. In Michigan, where real estate is sold upon a credit instead of cash basis, the seller and buyer usually enter into what is called a land contract, which provides for a certain down payment and the balance in payments extending over a period of time. Most contracts provide for monthly payments to be made by the purchaser. When the purchaser has completed his payments, it becomes the duty of the seller to deliver him a warranty deed, together with an abstract of title or a guaranty of title covering the premises in question.

If the buyer becomes delinquent in his payments under the contract, the seller may institute forfeiture proceedings against him, by means of which he seeks to repossess himself of the property sold. To avail himself of the proceeding in the circuit court commissioner's court, the seller must first serve upon the buyer what is known as a notice of forfeiture, which advises the buyer that he is delinquent in his payments and because of such delinquency the seller has elected to declare the contract forfeited and to again repossess himself of the premises sold under the contract. When this notice has run for a reasonable length of time, during which the buyer fails to make up the delinquent payments, the seller may then institute a proceeding against him upon the filing of a complaint somewhat similar to those already mentioned, when a summons issues to the defendant or buyer, returnable in fifteen or more days. Upon the return day of the summons, the case is tried and if the seller prevails a judgment is rendered in his favor, as in other cases, with a finding of the total amount of delinquent payments owing by the buyer. If the buyer pays the total amount of the delinquent payments to the seller or into the office of the court within thirty days after the judgment, the forfeiture is cured and his rights under the contract become revived. If the buyer fails to make up his delinquency within the thirty days mentioned, the seller is entitled to a Writ of Restitution as in other cases, after the expiration of the thirty days, which again puts him in possession of the premises. In order to obtain a judgment in this proceeding, the seller must pay a tax, known as the mortgage tax upon the contract, which is equal

in amount to one-half of one per cent. of the amount of the contract. Besides the amount of delinquent payments, the seller may include in the judgment rendered a finding of taxes, insurance and any other payments provided in the contract which the buyer has failed to pay and which the seller has paid.

The interest the seller has in a land contract is personality, or personal property, while the interest of the buyer is realty or real estate. For this reason, the buyer is privileged to sell or assign his interest in the contract at any time he sees fit. Land contracts often contain a clause denying the buyer this privilege unless he obtains the written consent of the seller to make such assignment or transfer. Our courts however have held this clause to be without binding effect upon the buyer, for to hold otherwise would be to restrain the buyer in his disposition of his interest in the property and thus violate a cardinal principle of the law.

In this proceeding, as in those earlier mentioned, either party feeling aggrieved by the judgment entered against him may appeal the case to the circuit court. If the buyer appeals he must file a bond in an amount equal to twice the amount of the annual payments on the contract, if the monthly payments are equivalent to a fair rental value of the premises, together with two sufficient sureties. If the seller appeals, he need file only a nominal bond with one sufficient surety.

Considerable confusion has arisen in relation to actions upon contracts, because of the erroneous use of the term foreclosure in connection with possessory actions before the circuit court commissioner. A foreclosure is brought in the chancery court and after a sale under a foreclosure decree the vendee's interest is completely wiped out. The action before the circuit court commissioner is simply a possessory action and does not necessarily wipe out the interest of the vendee in case the vendee has suffered any wrong at the hands of the vendor, which would entitle him to seek redress in the chancery court, where he might possibly obtain reinstatement of his rights under the contract.

Because of the fact that the land contract is a comparatively modern method for the sale of real estate upon a credit basis, our appellate courts have been called upon in but few instances to declare the rules of law respecting controversies arising over the interpretation of clauses in them. It is to be hoped, however, that our highest courts will soon pass upon many important and interesting points continually raised by litigants, many of which our lower courts have passed upon, but which have not reached final decision.

Henry C. Nicol.

Thrifty Bridegroom.

Mr. Macdonald (arranging with clergyman for his second marriage): And I should like the ceremony in my yard this time sir.

Clergyman: Good gracious, why?

Mr. Macdonald: Then the fowls can pick up the rice—we wasted a deal last time.

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COMMUNITY BETTERMENT.

How It Is Worked Out in One Florida County.

Naturally, because of my enquiring disposition, after visiting the county fair, an account of which I have given the readers of the Tradesman, I desired to find out who were the people most responsible for the exhibits in which I became so deeply interested.

Upon enquiry, I found that the best source of my information was in the educational building. Now this is a unique building and I am told the only one in the United States of its kind. By this I mean that there is no other county which has erected a building devoted to educational matters attached to the countryside.

Upon entering the building, I found it housed the county school commission, the county superintendent of schools, the county agricultural agent, the director of home economics, and the director of county poultry affairs.

These people are all working harmoniously together and their different fields of activity impinge upon each other and the success in any one of the departments is attached to the success in all the others. I found the heads of the departments were devoted to each other and, after my various interviews, I became thoroughly imbued with the thought that here was an organization for the promotion of well-being and well-doing in the country which was ideal in its conception and in its manifestations of merit.

Upon entering the room occupied by the agricultural agent and his co-workers, I saw a man sitting comfortably in a chair, looking over a document, as if he belonged in the office, and I enquired, "Are you Mr. Brown, the county agent?" and he smilingly replied, "Oh, no, Mr. Brown isn't in just now, neither is Miss Cole, the director of home economics, nor Mr. Case, our poultry director. I simply make this a sort of headquarters, as many people do who are interested in the promotion of various departments of agriculture."

"What are you particularly interested in?" I enquired.

"Perhaps it is well for you know at the outset that my name is Barnes, and my home, during almost all of my lifetime has been close to the center of the population of the United States in Indiana. I was a jeweler by trade and came into the growing of bulbs for the fun of it as an avocation. After a time I found that I was more deeply interested in the culture of bulbs than I was in the manufacture and sale of jewelry. As soon as this was determined in my own mind, I forsook the jewelry job and decided to enter the culture of bulbs as a commercial enterprise. I was fairly successful and attained some notoriety in the business in which I had entered, and about five years ago the Government asked me to make investigations in the State of Florida, having in mind the ascertaining if the conditions were favorable to the growing of bulbs on a large scale, so that we could be independent of shipments from abroad. The quarantine upon some bulbs emphasized the importance of this investigation and

the probability that this quarantine might spread to other horticultural products intensified the activities of the Government in this enquiry. The investigations covered a large part of the country, and I was delighted to act under Dr. Griffiths, of the Department of Agriculture, in a very careful survey of the situation in Florida, and was guided by a pretty wide experience in the growth of bulbs. During this five years I learned a great many things, and as a result of it, I have advised the Department, and it has acted upon that advice, that the field is a most promising one and that certain types of bulbs can be grown successfully here in Florida, and more cheaply than anywhere else."

"Well, what sorts of bulbs are best suited to the conditions here?"

"Certain types of Narcissus, Bermuda Lillies, Gladioli and Amaryllis. I have become particularly interested in the commercial promises in the growing of the Paper Narcissus and what are generally known as Easter Lilies."

"Have the experiments which you have instituted been of a type to warrant men in making investments commercially in this type of farming?"

"Beyond any question in my mind, by using the varieties that we have demonstrated can be grown with phenomenal success here, the bulb industry can become a great factor in the agriculture of Florida, particularly in those regions where land and other conditions are to be found in perfection as adapted to this type of culture."

At this point in our conversation a man came in and I was introduced to T. A. Brown, the agricultural agent for Volusia county. Mr. Brown, in his appearance, represents a successful farmer who loves his business. As he sat in his desk chair facing me, I felt that I was in the presence of a man who knew his job, who was ready to communicate any information he might have for the benefit of his fellowmen and that he held himself in good balance in discussing any matter connected with the countryside.

"Mr. Brown," I enquired, "I have been talking to Mr. Barnes about bulb growing and he exhibits great enthusiasm in connection with the development of this kind of farming in Florida. You, of course, know him well and understand him, and I'd like to just ask you if he isn't talking through his hat?"

Mr. Brown replied, "I don't know what Mr. Barnes has said to you, but I'll venture the opinion that he has not exaggerated the possibilities of bulb culture in Florida and I would be glad to give you some demonstrations that support this statement. After this investigation by the Government was opened in Florida and the quarantine came on, I became interested in the enquiries which had been instituted and from little experiments on a small scale on the part of many parties, I became convinced that if we could select the right soil—and I felt that it was abundant here in Florida—we might make a great success of bulb growing as a factor in our agriculture. As a practical demonstration, on a scale that would warrant an opinion based upon it, I interested a number

of men in DeLand who were willing to put some money into the venture and we farmed a little together. We secured 40 acres of land cleared for our purpose and grew some potatoes on it as a preparation for our specialty. Then we started in the growing of Narcissus from the best selected stock we could secure and we are in a way very soon to have the 40 acre devoted entirely to the growing of this product. There are no better bulbs grown than we are developing on our plantation. The climate and soil, and all conditions seem to be exactly adapted to the most successful cultivation of the paper Narcissus. We have demonstrated that we can grow the best bulbs, that there is a demand for all we can grow, and we feel warranted in recommending the interest of capital in this type of industry. I want to add to this, a conviction that I have from some observations and experiments that are going on in Florida, that Easter Lilies can be grown successfully here, and we can fulfill a demand for the best stock for the whole North country, and through experiments with varieties that are already instituted, we can meet every demand of this trade and through our originations, can make the use of Easter Lilies a more vital development in floriculture than it has ever been."

Really, this conversation was a side issue. I did not anticipate an enquiry of this kind, and I began my questions with Mr. Brown to secure a correct view of his work and influence in country agriculture, and the agricultural promises of Volusia county as indicated by the exhibits at the county fair.

Incidentally, I desire to mention the fact that in subsequent and collateral enquiries, I have become satisfied that Mr. Brown is one of the best, and probably the accepted head of the county agricultural agents of the State. His equipment from previous relations of various kinds to rural affairs in the North and the West, fitted him for the special work here in Florida that he has espoused, and his love for his job, and his interest in having Florida correctly interpreted in its farm promises, make him an agent for progressive and successful agriculture, and he glorifies his job. I understand he has a very good salary, but also that he spends nearly all of it in the promotion of his work among the farmers.

I am told that he is a defender of the State against the heartless promoters of enterprises touching the land, who, through their overdrawn statements and deceitful utterances, are inducing the people unacquainted with conditions to make errors in judgment and unsuccessful attempts in the cultivation of land. In a modest way, he related a number of stories of people who had been misled to make investments in land unsuited to the purposes they desired to prosecute, and his deepest interest in connection with his job, is to prevent errors in investments in land, and to protect innocent people from being misled by overstatements of consciousnessless speculators.

I enquired of Mr. Brown whether the dairy interests were growing toward the fulfillment of the demands for dairy products in this country, and

I enquired what breeds were most popular and what was the general management under Florida conditions which would lead to a commercial success. He replied substantially as follows:

"Jersey cattle are most popular. They seem better fitted than the Holsteins for our Florida conditions, because the Holsteins are gross feeders and in a good deal of our Florida pasturage, dairy cattle have to do a lot of nibbling. The Jerseys seem adapted to the pasturage conditions.

"You may not have thought of it, but there is practically no tuberculosis among our dairy herds. Occasionally, an animal will be imported having the germs of tuberculosis, but under our Florida sunshine, with the stock always in the pen, we have ideal conditions for curing any cases of this disease in cattle. Our inspection is very perfect and we are rapidly coming to make the dairy business a scientific affair. There has been great dependence placed in the past upon the importation of gross foods, but we have learned that there are forage plants adapted to our conditions which fit into the dairy scheme very perfectly and we can furnish our own dairy products, and one of these days have something valuable to export.

"Let me give you a simple example. A farmer cleared up forty acres of land and planted it to potatoes. Before he harvested the potatoes, he planted it to corn between the rows of potatoes. This made the harvesting of the potatoes a little more difficult, but the corn needed this start before the potatoes should be taken from the ground. This planting was late in May. The corn was harvested for the silo in October and the product was sufficient to carry fifty Jersey cows through the season. The silo was a very important factor, so that there was nothing wasted. Following the harvesting of the corn crop, the land was sown to cowpeas and this crop was used with the silage in making a more perfect ration for the dairy herd. The only crop to receive commercial fertilizers in this scheme of rotation was the potato crop. There is no reason why this rotation should not be continued indefinitely, and the land grow richer under this process every year. This single instance illustrates what can be done on the proper type of land with the guidance of scientific authority in the promotion of the general plan."

"How about the poultry industry?" I enquired. "Is the exhibit made at the fair a safe index of what can be done in poultry farming?"

"There is nothing more promising in the agriculture of this county than the poultry industry. Still mistakes and disappointments have been constant incidents in connection with its development. We have had to learn things by hard knocks. Most of the men who came here from the North and expected to get rich in the poultry business, made a constant series of blunders, because they brought their ideas of handling the business from Northern experience, which does not attach readily to Florida conditions. The only way to ensure success is to begin in a small way, learn all the conditions

and circumstances affecting the business, and gradually develop it into a successful branch of agriculture. The wonderful poultry exhibit which you saw at the fair is a fair indication of what can be done in Volusia county in the raising of poultry, and I could give you statistics that would warrant any statements I may make in connection with the use of poultry as an adjunct to successful farming."

I learned from Mr. Brown, that he is on the constant move from one part of the county to another, and the calls are manifold to render assistance in all sorts of ways to the farmers of the county.

I have watched him in his conversation with farmers over the telephone and in conversations at his desk and am satisfied that he has schooled himself thoroughly for his job and that he makes mighty few mistakes in his counsel to beginners or to people who are in trouble over conditions that they do not understand.

While I was talking with Mr. Brown, Miss Orpha Cole, the demonstrator of home economics, came in to her desk, and I made enquiry if I could talk with her about her work. She set an hour for an interview and I was promptly there on the minute, and under a rapid fire of questions I brought out the following interesting facts with regard to her service in this country.

She is a teacher without a school-house. Her tuition is given very largely in the families and homes of country people. She works in connection with neighborhood life and is an expert on organization. Briefly, her organization is this: A neighborhood club of women is formed and she outlines to this club a lot of things the members can do in the interests of home life and neighborhood concerns, and she is an instructor ready to give counsel and object lessons at any time. These neighborhood clubs send delegates each year to a convention and this body is the organization through which she exerts her influence.

It is a democratic organization, made up of women who are deeply in earnest in the betterment of country life, and this body, through its discussions at its annual convention, decides upon the lines of enquiry which shall be instituted during the year and which shall form the basis of the service.

She touches all phases of home life—sewing, baking, interior and exterior decorations, gardening, physical training, balanced rations in food, cleanliness, home conveniences, relationship of the home to the school, relationship of the home life to the farm life—and she works harmoniously with the county agent in all these processes. One can readily see that the investigation of a balanced ration for a dairy cow fits in with the enquiry as to the best ration for the human animal in the home. The conveniences of the interior fit into the conveniences of the farm. The attitude toward children associates itself beautifully with the attitude toward farm stock. The arrangements for successful farm practices adjust themselves beautifully to similar arrangements for the greatest convenience of the household. The emphasis is placed upon working to-

gether and this type of service can not be overrated in its influence upon the atmosphere of the countryside and the sweetening and beautifying and making effective the life on the farm.

One of the features that interested me greatly was the women's exchange which has been developed by this central organization of which I have spoken. The fair occurs only once a year and Miss Cole felt that if she could have constantly before her women folks the advantages of an exhibit of their products, she would be gaining wonderfully in the value of the activities instituted by her service.

The exchange, situated in DeLand, the capitol of the county, was formed and put in charge of a special committee. Women bring their products to this exchange for sale—mostly prepared foods. Each woman puts the price on her product and the sales management is required for its service by reserving 20 per cent. of the sales for rental and other expenses.

I looked in upon the display of the products and was wonderfully pleased with my observation. I asked Miss Cole if it could not reach beyond the cooking department and touch the products of the garden and other phases of domestic life. She said they had in mind the growing of bulbous plants and the display of bouquets and the arrangement of flowers and the products of the needle and the sewing-machine and she felt that this would gradually grow into an influence of value upon those who provided the products of the exchange, because they would learn from the demand the kind of things that the consumers desired and correct their errors in judgment as to the type of things they should put on sale. Already they had found that customers were glad, after having become enamored of some product, to give orders to be continuously filled.

One of the incidents of this demonstration Miss Cole gave me in connection with the uses of the Guava, a fruit that is universally and successfully grown in Florida. She found, when she began her work here, that aside from the use of the fresh fruit and the making of jelly, very little had been done with this fruit and a great deal of it went to waste. As a result of her experimental work with country housekeepers, they had developed eighteen different ways in which the Guava could be profitably used in making toothsome products for the table.

An interesting feature in connection with Miss Cole's work is the matter of physical development. She puts her processes for the development of good health and good bodies into practical demonstrations which are stimulated by the offer of premiums. Girls under her tuition, in the development of their bodies through proper food, intelligent exercise and interesting occupation, come into competition with each other for prizes which are offered, and the test is in the general health and appearance of the girls. The prizes are trips to various places over the country and are distributed under the most careful decisions of committees equipped for the work.

In all of this work I can see the

general desire to broaden and beautify country life; to promote habits of working together on the part of members of the family; to add to happiness through intelligent and winsome service, having as a final object the development of a better citizenship and neighborhood life.

I can not neglect, in connection with the occupants of this building, the relationship of these departments which I have portrayed to the general educational scheme of the county. In an interview with the county superintendent, I found the old-fashioned country school had been supplanted by the consolidated school over the entire county, and the plan of larger central schools, well housed, well equipped with teachers, under a plan of carrying the pupils from the distant portions of the district to the school building, were leading factors in the school work. He said the manual training, in connection with the other officials which I have named, was made a prominent feature of the school work, and each year added facilities were given to combine the skill of the hand with the work of the head, having in mind, usefulness in life and the making of better equipped men and women to carry on the processes of country life with affection and enjoyment.

This whole investigation impressed upon me the fact that these people were engaged in a work which was reaching toward the ideal in educational service. Of course, they are a long way from perfection, but the methods which are instituted, and the cordiality with which the different departments work with each other, indicated to me that the aims of education were well subserved through the advanced processes carried on in Volusia county. Charles W. Garfield.

DeLand, Florida.

Handbags Use Dress Fabrics.

As a result of style uncertainty in the handbag trade, some of the prominent house are now following the dress people in using materials which are in vogue. Various lines of printed fabric bags are being offered. Tony Sarg prints are used as well as Japanese challis and French homespuns in new, striking effects. These bags are mounted on composition frames which tie up with the color scheme of the fabric. Although these bags are offered for the Easter trade, there are several new bags made of gazelda in modernistic shapes and with new clasps and handles that are expected to follow up the vogue of the past season for antelope.

J. H. Gingrich, President and General Manager of the Joseph Dick Manufacturing Co., manufacturers of ensilage cutters at Canton, Ohio, renews his subscription to the Tradesman and writes: "The Michigan Tradesman is one of the most interesting magazines that I get and I always take it home and read it very carefully."

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Old Styles in Jewelry.

Jewelry that was fashionable a century and more ago is being brought back in many lovely designs, some of which are the original articles and others faithfully reproduced. Onyx, seed pearls, agates, cameos, crystal, intaglios and all of the colored stones are used. Whole sets of necklaces, bracelets, brooch and earrings of garnet in the old-time medallion pattern, and of amethyst, turquoise and topaz are all distinctly in vogue once more.

Much of the finely chased and filigree work in gold is set with semi-precious stones, tourmaline, chrysoprase, and such of the old French paste and rose diamonds as are still to be found.

The appearance in certain smart shops of the old-fashioned vinaigrette is a further concession to femininity in dress.

Millinery Sells on Impulse.

That Easter is no longer an important factor in the buying and selling of the better grades of millinery is asserted by a prominent manufacturer. "It must be remembered," he says, "that the purchase of a hat is usually not planned in the way the buying of a new dress, suit or coat may be. Millinery is 'impulse merchandise,' and if new things are constantly being shown the purchasing impulse on the part of consumers is constant.

"In the old days, when manufacturing and retailing were shaped to produce active millinery buying at Easter, the newest spring models were held back until that time. The controlling factor in the purchase—the impulse—was the same then, however, as it is now."

Knitwear Novelties Promise Well.

Among the men's knit goods novelties that promise well this season are new types of slipover shirts and track pants. The new shirts make use of printed vertical stripes. The track pants are of a highly mercerized combed cotton material, with a self or contrasting silk broadcloth waistband and a half-inch band of the same material at the bottom of the leg. The three trimming colors are blue, gold and black. Other unusual things in this merchandise that are sponsored by members of the Associated Knitted Underwear Manufacturers of America include track pants of knitted fabrics in pastel shades. These have a white waistband of silk broadcloth and a wide hem at the bottom of the leg.

Agree on Linen Marking.

General approval of the National Better Business Bureau's recommendation that all table linens be marked according to actual size was given at a meeting of retailers, importers and wholesalers held in New York last Friday. E. L. Greene, General Manager of the bureau, presided. He sug-

gested that an advisory committee be drawn from the three branches of the trade to work with the bureau in the matter and said that importers handling approximately 80 per cent. of the country's linens were in sympathy with the recommendation. He suggested May 1 as the date to put it in force, and it was the sense of the meeting that this date was fair.

Millinery Date Approved.

The suggestion by the Retail Millinery Association of America, that the better-grade houses in the industry play up their mid-season lines during the week of April 16 has been well received by the trade. It is felt by some of the manufacturers that a week later might have been a little better, but cognizance is quite generally taken of the fact that an early showing of the new models will bring buyers here early and make a longer season than otherwise. It is also pointed out that a showing as early as April 16 will give buyers in the Southern and Pacific Coast sections time to get their Summer hats before their customers at a time when they will begin to be needed.

French Marquisesettes Sought.

A strong trend toward plain French marquisesettes of good quality is reported for use in living and dining room curtains, although filet net continues to be the best seller for this purpose. Rayon nets are growing steadily more popular in several parts of the country, particularly in the Far West. Ruffled curtains are generally active and a nice business is being done in novelty marquisesettes for curtains for less formal rooms. Rayon damasks and other overdrapes made of this fiber are also gaining in popularity, but cretonnes continue to dominate the demand. Fringe trimmings for overdrapes are also selling more freely than formerly.

Good Business on Belts.

One of the leading belt manufacturers reports good business on the road and in New York, both in the popular and better grade lines. The leading leather is a pearl galuchat in widths ranging from three-quarters of an inch to two inches. Buckles are designed in the modernistic manner in either metal or composition. The very newest belts have metal motifs throughout as well as intricate cut-work. White belts are shown in the same styles but are made entirely of imported kid and with buckles made in pearl chrome which is rust proof.

Weather Hits Children's Lines.

Consumer interest in children's ready-to-wear lines seems to be lagging because of unseasonable weather conditions. But department stores and shops specializing in this class of merchandise are prepared to handle any sudden demand because stocks are ample. Buyers are planning on doing good business in "dressy" models for immediate wear and up until Easter. After the holidays it is expected that the demand will turn to sport clothes and accessories, such as socks, sweaters and hats.

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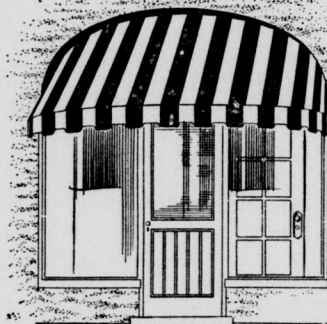
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SHOE MARKET

Smarter Styles in Men's Shoes.

Something decidedly new and interesting is happening this season in the styling of men's shoes. Not altogether new, of course, for styles revolve in cycles, and the developments that just now are coming to the forefront of fashion have been in the making for a year or more. We refer to the trend toward somewhat narrower toes and a generally smarter, dressier treatment that is now an acknowledged style tendency for the late spring and summer.

Narrower toed lasts became a noticeable factor a year ago in the fine quality lines of men's shoes. In these lines, to be sure, the narrower toe models always receive more encouragement and a greater degree of acceptance than in the medium and lower grades. But, nevertheless, about a year ago the manufacturers of men's fine quality shoes began to emphasize the narrower toe to a greater extent than they had just prior to that time, while the so-called balloon lasts continued to dominate popular priced men's shoes.

By autumn the trend had become even more pronounced in the finer grades of men's shoes, and in addition to the narrowing of the toe there was a decided tendency toward the use of wing tips, perforations, pinking and elaborate decorative treatment to add more smartness to men's footwear. But for the most part, the popular grades continued to feature broad toes, and we saw the development of an ultra-wide last which was termed by some the super-balloon.

Early spring styles in men's finer quality shoes continued to exemplify the trend toward narrower toes and smarter treatment, and in the lines that are now being offered for the late spring and summer, it is interesting to note that these same tendencies are beginning to have a pronounced effect upon the more advanced style lines of men's shoes built to retail in the medium price ranges. Some of the outstanding manufacturers of men's style shoes in medium grades are now featuring narrower toed lasts and wing tip or other fancy patterns, generously embellished with pinking, perforations and similar decorations, notwithstanding the fact that the wing tip is more commonly associated with autumn types of footwear than with styles intended for spring and summer.

This gradual but persistent tendency toward smarter and dressier types of men's shoes is, in our judgment, a thoroughly logical development and one that is distinctly in line with the trend of fashion in men's apparel. Men's styles, as a rule, do not change quickly, but are a matter of gradual transition. For the last two or three years there have been signs of a reaction from the somewhat slovenly mode of attire that had prevailed, and to a large extent continues to prevail in men's attire. There has been a gradual narrowing of the trousers in the better grades of men's clothing, aside from those models developed exclusively for collegiate wear. More

than a year ago, the derby hat reappeared, and in the past winter it has attained more general acceptance than it has in many seasons. One of the best known manufacturers of men's shirts and collars recognizes the trend to the extent that it has launched an extensive national advertising campaign to popularize once more the starched collar. A writer in a well-known fashion publication comments seriously on the return of the full-dress suit for all evening occasions where women appear in formal evening dress.

All of these developments are significant and encouraging. They suggest possibilities of increased sales of men's shoes.—Shoe Retailer.

Fancy Mode Prevails in Shoes.

A decided change has been made in the form of dressy and semi-dressy footwear. The long narrow, even pointed vamp has given way to a short vamp and a round, wider toe. In some of the sandal shapes the space at the sides leaves much stockinged foot in view, which gives special importance to the style and quality of hosiery. Most of the plain opera pumps have also the short vamp and low-cut sides, and are almost without exception trimmed with a buckle, ornament or bow. The buckles are larger than ever, and cut steel is considered most chic. Saucy little bows of grosgrain ribbon are shown on some of the black pumps, and beautiful buckles of finely wrought bronze are used on brown, bronze and beige shoes.

Different leathers are combined in a number of interesting ways. The new fashion of trimming suede with fine-grained reptile skins and vice versa is charming. One sandal of beige suede has about its edge a narrow band of lizard skin dyed in the same shade. The same idea is copied in gray all in one tone, in olive brown and in taupe, and is carried out in two colors in some striking models. In these black patent leather is used to trim a shoe of light-colored kid or suede, and some swag-ger French pumps are made with quarters of cafe-au-lait kid and vamps of black patent leather. An eccentric shoe of gray suede reflects the modernistic tendency with a vamp on which black patent leather covers one side obliquely and also covers the heels.

Shoes that are designed for afternoon are displayed in satin, suede and soft kid to match or tone in with the new shades of honey, rosy beige, parchment and fawn shown in so many of the latest gowns and ensembles. The keynote of the costume is seen in the details of footwear. Fawn-colored kid pumps are ornamented with dull gilt buckles in a shade that is to match that of the necklace and bracelets. Gray suede colonials have large buckles to go with silver jewelry, and among the novelties are Napoleon-blue kid sandals trimmed with small bows of gray grosgrain ribbon.

Evening shoes are delicate in the light tones, and elegant in the richer colors. Silver and the opalescent evening shades in kid, and all colors in velvet, satin grosgrain and crepe de chine, are shown to be included in the latest ensembles. Old brocade, tapestry and petit point are cleverly used

by the Paris shoe makers for elaborate evening and afternoon wear. Among the novelties for summer are pumps and sandals made of cloth and calfskin in light colors, which are said to be washable.

Fancy Shoes in Demand.

Shoe sales in fancy spring models have been good since the early part of the year. Last week there was an unusual demand for beige opera pumps and narrow strap models in sandal effects. Black shoes with colored kid and reptile trimmings are also selling well, women bringing in samples of dress materials, hats and accessories to match them. In fancy shoes the slim, high heel still predominates. Sports shoes are in less demand, but the models for regular day wear with sports clothes and tailored costumes are selling well in Cuban and medium Spanish heels. The leathers include kid, suede and reptiles with applique work and new strapped and laced effects.

Light Shades Feature Men's Hats.

As in other lines of men's furnishings, not a great deal of retail activity has developed in Spring felt hats as yet. The advance business retailers placed, however, was good. Light shades, particularly grays and tans, are being strongly featured and are expected to continue their popularity. Homburg shapes are being played up as a style feature in the higher-priced hats, but snap brims are figured to retain a good share of the volume business. Lightweight felts for Summer are counted on to register sales increases.

Blames Lack of Co-operation.

A dress manufacturer whose merchandise is priced from \$22 to \$49 believes one reason for the slow Easter business is the lack of co-operation between buyer and manufacturer. He points out many buyers do not trust the manufacturer's judgment and, consequently, do not acquaint him with their problems. On the other hand, the buyers claim so many houses show the same models at different prices, and yet each one claims that his are exclusive or original designs, that it is difficult to know whom to believe.

Vest Sets Lead in Neckwear.

In women's neckwear the local call right now seems to be for popular

price merchandise. Collar and cuff sets in printed silks and fluted organ-dies are active. Vest sets, however, lead in sales, especially the numbers made of the new imported printed organdies, with little ruffles and lace edgings. Waistcoats, too, are selling well, but in printed piques, broadcloths and linen crash. Very few are asked for in solid white so far this season. Some georgette and net sets are asked for, but in small quantities.

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Treasurer—F. H. Albrecht, Detroit.

Timeliness of Offerings and Importance of Thrift.

One morning news of an important market change reached a wholesale grocer. Without stopping to question whether others who must also have the same news would act on it, he acted at once and scored a business scoop. When results were in hand, he turned to me and said: "That shows what happens when we do the right thing at the right time."

We all have our likes and dislikes, generally without knowing why. Dried fruit has always been a special hobby of mine. I don't know why. Fish, whether salt or fresh, has always been my special aversion, probably because, as a boy, I had to dig it out of kegs and barrels with my bare hands with the temperature at or below freezing.

I therefore disliked Lent, hated to see the season come, was always glad to see it go; and my disposition was to neglect its sales opportunities. But "Do the Right Thing at the Right Time," has always rung in my ears since the experience related above.

George Cavalli, grocer-merchant, at Cloverdale, California, of whom I have written many stories, uses a circular every spring which is timely and I am sure hits the spot in the anatomy of all his sportsmen customers. It is a certificate of 100 shares of Hunting & Fishing Preferred. Below the caption line occurs this:

"THIS CERTIFIES THAT Anybody Seeking Entertainment is the owner of One Hundred Shares of Enjoyment in Hunting and Fishing Preferred, the tremendous drama of Outdoor Sport, transferable only in person at the store of George Cavalli, in Cloverdale, California, May first, for Trout Fishing and August first for Deer Hunting, cumulative and non-assessable," and some other pleasant things close the argument.

That, of course, is collateral advertising. It serves to fill in the chinks in your customers' thoughts. It is jolly good stuff which provokes a smile or the smile-feeling; and it is as remote as possible from any price argument. George sells guns, ammunition and fishing tackle of all kinds and he knows what he can get for each item. But recipients of Hunting and Fishing Preferred are led to think of the good times they can have fishing and shooting and of the endless pretty appliances which are made and provided to put those Good Times into working order.

The Valentine number of "What's What," issued by Henry May & Co., Honolulu, is along similar lines. Outside it is embellished with a couple of our Colonial period performing the minuet of abundant grace, vastly more alluring, charming and restful than any Charleston nightmare of to-day. Inside first page carries the silhouette of a Colonial man asking a Colonial dame to dance in Ben Day, as the printers say it.

Whether May has any pet aversions among the seasons, he lets none pass without working it to the limit. See how he does it this time:

MORE HOLIDAYS

Lincoln's Birthday—February 12
St. Valentine's Day—February 14.
Washington's Birthday, — February 22.

Two dates important to our National history—the other dating back before the time of our Pilgrim Fathers.

Days of celebration suggest attractive motifs for parties, and many attractive decorations can be worked out for the holidays this month.

Here is an adaptable party supper suggested by Miriam Jackson, Home Economist, H. E. Co., Ltd., wherein the food itself is made to suggest the import of the day.

The basic meal, which includes ingredients for a well balanced menu, is as follows:

Cocktail—grapefruit, oranges, canned pears, garnished with rubettes.

Deviled crab, garnished with paprika Clover leaf rolls.

Potato nest with peas, garnished with parsley.

Pickle—stuffed olives.

Stuffed apple salad.

Celery, nuts and raisins.

Ice cream.

Individual sponge cakes.

There is a lot more by way of suggestion, but that will do for just another preferred sample of Henry May & Co.'s splendid advertising. Maybe you will observe there is nothing far-fetched about it. Any good grocer could print suggestions precisely similar—and timely—the right thing at the right time.

If you ask what's the use telling about this now, since those holidays are past, I reply: Put this away in a file until next Spring and use it then. You expect to be in business then, do you not? But with May's hints before you, be on the watch for coming holidays and seasons and cash-in on the dot when cashing-in time comes.

Go back over that list of menu items for holidays and note the name of Miriam Jackson. Who is she? Did you ever hear of her? I never did. But to see her name in print, as Home Economist for somebody—name again unfamiliar to me and probably to you—is to be impressed with the idea that she must be somebody in authoritative standing. That is all you or anybody else needs to get across to your women customers.

Stanley Rukeyser, New York financial writer, indicates the following formulae for the accumulation of a solid competence:

1. Formulate a financial program and stick to it.
2. Don't restrict savings to what happens to be left over after expenses have been met. Set aside your investment fund first out of receipts.
3. Count the workings of the compound interest table for the building of your estate.
4. Don't let death, illness or accident interfere with attaining your financial objectives; insurance takes care of hazards.
5. Be master of your finances—not a slave to your money.
6. Allocate part of your income to unselfish purposes.
7. Buy securities only from houses whose integrity you have checked through unbiased sources. When in doubt deal through your bank. Real bargains in securities are virtually never peddled by stock salesmen.

Paul Findlay.

GRAND RAPIDS PAPER BOX Co.

Manufacturers of

SET UP and FOLDING PAPER BOXES

G R A N D R A P I D S M I C H I G A N

FOR YOUR HEALTH AND PROFIT

Fleischmann's Yeast-for-Health has been eaten with beneficial results by thousands and thousands of people—including many grocers. It will benefit your health—and your business, too.

The benefit to your business comes from the fact that Yeast-for-Health customers are regular customers. Eat it for your own health.

FLEISCHMANN'S YEAST

Service

Don't Say Bread

— Say

HOLSUM

M. J. DARK & SONS

INCORPORATED

GRAND RAPIDS, MICHIGAN

Direct carload receivers of

UNIFRUIT BANANAS

SUNKIST ~ FANCY NAVEL ORANGES

and all Seasonable Fruit and Vegetables

Always Sell

LILY WHITE FLOUR

"The Flour the best cooks use."

Also our high quality specialties

Rowena Yes Ma'am Graham

Rowena Golden G. Meal

Rowena Pancake Flour

Rowena Buckwheat Compound

Rowena Whole Wheat Flour

Satisfaction guaranteed or money refunded.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

MEAT DEALER

California Spring Lambs Are Here.

While many things of an enjoyable nature happen during the winter months there is something about the coming of spring that gives hope and cheer. When the daffodil (the popular name for the nar-cis-sus) gives to Nature its early touch of beauty everybody is glad, because we know spring is really at hand. In the meat industry the first arrivals of California spring lambs gives a somewhat similar feeling. It is difficult to believe from reading the latest edition of the calendar that the warmer days are near when the cold winds work their way through our warmest clothing, but seeing California spring lambs tells us that the cold, sometimes dreary, winter is losing some of its seriousness, and that in a short time the trees and shrubbery will be taking on their stylish summer garb.

Spring lambs not only give us the sign of the season, but they add very materially to our dietetic pleasure. The first of the season's supply arrived from the warmer fields of California this week. They are nice and fat and have all the characteristics of delicious meat. Not so many of them have arrived as yet, and they will be sold only in the shops where the highest grades of meat are handled, but such a shop should not be hard to find in most sections. The wholesale value of these lambs is about 25 per cent. higher than choice winter lambs, and this does not seem excessively high when we consider that they are in the luxury class, as far as delicious lamb meat is concerned.

Most of the first arrivals are of good size, being only slightly lighter in weight than a great many of the winter supply. They are by no means immature, but well developed stock from good families and will be found satisfactory in every respect. It is suggested that such consumer buyers as desire to buy the cuts from these lamb carcasses place their orders with their retailers, and we feel sure that if this is done they will have no trouble in having a Sunday dinner (or a weekday dinner, for that matter) equal to all they would hope to have. The high quality of these California spring lambs should not in any way discount the value of lambs in general. All lamb meat is good now, and very little, if any, will be found that is not tender and flavorful.

Teaching the Housewife What To Buy.

Most markets, in some degree, attempt to teach the housewife what to buy. With ready-cut meats, such as sliced bacon, ready-cut and trimmed steaks, chopped meat, chops, etc., spread out on platters, the housewife is expected to choose what she wants, as it is arranged. Just how far a market should go in attempting to sell ready-cut meat can be determined by the dealer himself, who must take certain items into consideration. This, of course, presupposes an attractive and efficient refrigerator display case.

The sale of ready cuts of meat is ordinarily beneficial. Selling is made easier for the butcher and buying is

made easier for the person. The dealer saves time that would have been used for bringing wholesale cuts from the ice box and cutting them. The patron is not obliged to wait her turn so long. She can choose just what she wants as she sees it. Also, ready-cut meats are easier to arrange attractively. Besides that certain appeal that uniform ready cuts have, an impression is given of quick moving fresh meats. Many markets have found that it pays to sell meats in this manner. Above all, it gives the cutters an opportunity to spread their duties over the whole day without rushing at the hours of peak trade.

On the other hand, ready-cut meats might be found a disadvantage. Most people like to be rebels, including the housewife. She hates to feel that she is forced to take things as given. Sometimes she suspects that the butcher is keeping the better meats from her. She would rather have a whole carcass taken out of the icebox and have a delectable cut made. And some dislike to eat meat that has been cut from a carcass and been in the counter for even a short while. This is especially true of the Latin races. Others believe that meat spoils in this manner and refuse to buy it. Of course, good refrigeration prevents that. But patrons have their whims and ways that have to be catered to; and many are the good customers that have left markets on that account.

The whole problem is narrowed down to this: what kind of a market is yours? Do you move your stock quickly enough to avoid the spoilage of ready-cut meats? What kind of customers have you and what do they prefer? Do they like to see their cuts chopped right off the loin or are they content to take them ready cut? It is a matter of with whom you do business.

In cases of friction the customer is the arbiter, and unless she is satisfied she will go elsewhere. It is impossible to dictate a patron's desires. The safest course is to take the middle path—suggest ready-cut meats, but give the customer what she wants. This is how most dealers have solved the problem, and judging by results most satisfactorily.

Hides, Pelts and Furs.

Green, No. 1	16
Green, No. 2	15
Cured, No. 1	17
Cured, No. 2	16
Calfskin, Green No. 1	21
Calfskin, Green, No. 2	19½
Calfskin, Cured, No. 1	22
Calfskin, Cured, No. 2	20½
Horse, No. 1	6.00
Horse, No. 2	5.00

Pelts.

Lambs	50@1.25
Shearlings	25@1.00

Tallow.

Prime	07
No. 1	07
No. 2	06

Wool.

Unwashed, medium	@33
Unwashed, rejects	@25
Unwashed, fine	@30

Fox.

No. 1 Large	\$15.00
No. 1 Medium	12.00
No. 1 Small	10.00

Skunk.

No. 1	\$2.00
No. 2	1.50
No. 3	1.00
No. 4	.50

MARY JANE COTTAGE CHEESE

MADE FROM SWEET MILK

Once used, consumers will take no other. Meat dealers are solicited to order sample shipment.

MARY JANE CREAMERIES

Kent City, Michigan

VINKEMULDER COMPANY

Grand Rapids, Michigan

Distributors Fresh Fruits and Vegetables

Now Offering: Cranberries, Bagas, Sweet Potatoes, "VinkeBrand" Mich. Onions, Oranges, Bananas, etc.

Uncle Jake says-



"The acid test of a man's Sunday religion is his Monday's behavior."

K V P DELICATESSEN PAPER

is tested daily by its thousands of users who are profiting by its exceptional qualities as a protective paper.

Ask for samples and prove the true merit of this paper.

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

The Brand You Know by HART

Fancy

Fruits



Quality

Vegetables

Look for the RED HEART
On The Can

W. R. ROACH & CO.

General Offices
Grand Rapids, Michigan

HARDWARE

Michigan Retail Hardware Association.
President—Herman Dignan, Owosso.
Vice-Pres.—Warren A. Slack, Bad Axe.
Secretary—A. J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Some Things That Make For Paint Trade Profits.

With Spring actually here, in the name at least, the paint department becomes an increasingly important factor in the hardware business.

It must be remembered that the hardware dealer who wishes to make a thorough success of his paint department must be prepared to give thorough satisfaction to his customers. It is not merely necessary to sell paint; it is in most cases necessary to give advice in regard to the use of paint. The customer expects to receive pointers from the dealer or paint salesman. Often he is entirely dependent on the salesman when it comes to selecting paints, varnishes, brushes and color combinations.

Consequently, the merchant, in order to give the sort of service the public demands, must know his line thoroughly. Not merely must he know his own line, but he must likewise know his competitor's line. Furthermore, he must also know his individual customers.

In selecting a line of paint to feature, it must be borne in mind that satisfaction can be secured only by the choice of a line which has stood up well under the most thorough tests. Price and profit are not the only considerations: the dealer must consider also whether the line of paint he features will give thorough satisfaction and thus build business.

In most instances the hardware dealer has handled the same line for years, and knows that it is a good one. But if it is important to know that the paint itself is dependable, it is just as important to realize that even the most dependable paint will not produce satisfactory results when applied under improper conditions or according to wrong methods.

Suppose a customer comes into the store and desires a small quantity of white paint. Obviously, this paint is not wanted for exterior work, but for some small job. Is it worth while for the dealer to find out the purpose in view?

It most emphatically is worth while. The dealer enquires, and finds that the customer wishes to paint a dresser and some chairs. For this purpose, naturally an enamel type of paint is preferable. But the dealer who knows his business goes further than merely suggest a specific type of paint. "In what condition is the dresser now?" he asks.

If the dresser is varnished, and a white enamel finish is desired, the customer should be told that two coats of flat white and one of enamel will bring satisfactory results.

Or if a customer wants to finish a floor, it is always worth while to ask regarding the present condition of the floor. Perhaps all the old varnish has not been removed. In that case, it is best to have a smooth surface on which to commence the new work. Here the clerk has a chance to sell a varnish remover and a varnish scraper.

If the customer wants a big lot of paint—wishes to paint a house exterior—again questions should be asked as to the condition of the exterior. If it is an old house, and the exterior is pretty well weather-worn, the painter will need more oil in his paint than if the house is new, or the old paint is not worn off.

The location of the house is an important factor in the selection of a color combination. Color depends on location and surroundings. One color combination will show up better where the house is entirely in the open, another where there are plenty of trees, or the building is close to other houses. On a high lot one color combination is preferable; on a low lot a different color combination will make a better showing. The selection of colors is not a matter of personal preference: the setting of the house should, by rights, be considered.

But suppose a purchaser wants a certain color combination regardless of the setting? What then?

The man who spends the money and buys the paint is entitled to whatever selection he wants. But he is also entitled to the best advice the salesman can give him—such advice to be proffered, not insistently or dogmatically, but tactfully. The salesman should be able to support his advice by citing other houses similarly located where the right color combinations make for a pleasing effect. At the same time, if the paint purchaser wants to paint his house a combination of pink, yellow and purple, that's his right.

It is always sound policy to recommend at least two coats of paint. Now and then a customer imagines that one application, particularly where the same color is used again, will be sufficient. He should be told why an extra coat is desirable and shown that, though the immediate cost of two coats is a trifle more, the wearing value is out of all proportion to the slight extra cost of the second coat.

Few customers know how much paint is required for a given job. If they estimate too low, and have to order more paint, there is resultant dissatisfaction; and they sometimes claim that the paint lacks covering quality. So, the salesman should find out the dimensions of the house; and be able, from the figures given, to determine the correct amount of paint needed. It is better to over-estimate than to under-estimate. It is an almost invariable rule that any unbroken cans of paint are, of course, returnable; and nothing pleases the average careful individual so much as to be able to get credit for a quart or pint of paint returned.

The wideawake retailer knows pretty well what paints he has in stock. He should have a book of colors showing all the shades, and should have his stock so arranged that he will be able to place his hand at any moment on any color or shade desired.

Much depends on the way paint is applied. The customer should be warned that even the best paint will peel if it is not applied under proper conditions. If the house is wet, or if the plaster wall is not dry, paint is al-

WE
CARRY



A
COMPLETE
STOCK OF

HEATH & MILLIGAN DEPENDABLE PAINTS AND
VARNISHES

Foster, Stevens & Co.
Founded 1837

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

THE BEST THREE
AMSTERDAM BROOMS
PRIZE *White Swan* Gold Bond
AMSTERDAM BROOM COMPANY
41-55 Brookside Avenue, Amsterdam, N. Y.

NEW AND USED STORE FIXTURES
Show cases, wall cases, restaurant supplies, scales, cash registers, and office furniture.

Grand Rapids Store Fixture Co.
7 N. IONIA AVE. N. FREEMAN, Mgr.
Call 67143 or write

BROWN & SEHLER
COMPANY

Automobile Tires and Tubes	Farm Machinery and Garden Tools
Automobile Accessories	Saddlery Hardware
Garage Equipment	Blankets, Robes
Radio Sets	Sheep lined and
Radio Equipment	Blanket - Lined Coats
Harness, Horse Collars	Leather Coats

GRAND RAPIDS, MICHIGAN

Michigan Hardware Co.

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



Wholesalers of Shelf Hardware, Sporting
Goods and
Fishing Tackle

most certain to peel, regardless of price or quality.

In keeping paint in the store, special care should be taken of prepared paints. As a rule the cans are placed on the shelves; and, so placed, are allowed to remain until there is a call for them.

The successful merchant knows that it pays to turn his paint cans over once a year. It is good policy to allow them to stand on their heads during the winter months. The pigment always sinks to the bottom of the can, and the oil rises to the top. If the cans are turned regularly, the paint when opened will be found reasonably well mixed, so that a little stirring is all that is necessary.

Quite often customers have been known to buy prepared paints and then complain to the dealer that more than one shade comes out of the one can. The answer to that complaint simply is, that the purchaser has not stirred the paint sufficiently before and during the time it was being applied. But that answer does not soothe the irate customer. He is apt to ask, "Why didn't you tell me about that when I bought the paint?"

So it is a sound precaution for the dealer or salesman to warn the purchaser that paint should be well stirred before it is used. The user should keep a stick ready to hand at all times, and the paint should be mixed, not only well, but often.

Care in matters such as these takes a little time and requires considerable knowledge of paint and painting; but it is just such service that builds permanent business and induces customers to send their friends to your store and bring their own repeat orders.

Paint that is "just sold" is not always a success. The purchaser may come in, buy a can or two of paint, and go out. But where he is not given some coaching as to its proper use, he may find the results decidedly disappointing. It is to the dealer's best interests to see to it that the customer gets thorough satisfaction.

Care in selling paint helps sell more paint. The retailer who, with a good, trustworthy paint to sell, attends to his customer in the manner indicated, is the retailer who finds the paint business a profitable and growing one.

An important feature of the spring paint trade is the proper use of manufacturers' helps. The paint manufacturers put out an immense amount of advertising matter, designed in most cases by high priced and capable advertising specialists. Not long ago an expert estimated that approximately 60 per cent. of this material was wasted.

This should not be the case. Every sign, every color card, every booklet, every folder, should be made to do its bit in developing business for the retailer.

The manufacturers furnish signs of many kinds—for counter use, for windows, the front of the store, fences, and road intersections. But to get results, these signs must be used for the specific purposes for which they were intended. It is not unusual to find this advertising matter shoved away beneath a counter or in the bottom of an obscure drawer. Indeed, in one

case a dealer used fifty fence signs, of wood, 8 x 60 inches, to complete a fence around his chicken yard. Naturally, these signs did not help the dealer to develop new paint business.

Teamwork in advertising helps to bring the dealer into prominence, places his paint business on a firmer basis, and keeps paint moving.

A factor in the heedless misuse of a lot of this good advertising material is the circumstance that it costs the dealer so little. But the wideawake dealer always aims to get the fullest possible benefit from such material.

He puts on frequent window displays, tastefully arranged, and helped out by signs and color cards. The paint department is given a prominent location inside the store, and here again the display advertising material is generously used. Color cards, instead of being piled in a drawer, are kept within sight and reach of customers, and handed out to interested individuals. If a customer buys some article and it is wrapped up, when he opens his parcel at home he finds some paint advertising enclosed. As the paint season approaches, and at intervals thereafter, he receives through the mail advertising matter from the dealer. And with the dealer's own letter is enclosed one of the paint booklets supplied by the manufacturer. In this way free paint ammunition can be used to good advantage.

Victor Lauriston.

Recent Auction Sales of Bankrupt Stocks.

Stanton—The auction sale conducted by Abe Dembinsky, of the bankrupt estate of Clyde H. Smith, consisting of cattle, hogs, machinery and tools for farm equipment resulted in securing \$2,753. It was appraised at \$2,310.50. Sold to individual buyers in small lots March 19.

Grand Rapids—The assets of Moses Baum, bankrupt, sold at public auction March 20 to James Silk, of Detroit, for \$1,500. Stock was appraised at \$2,472.93. Sale conducted by Abe Dembinsky, court auctioneer.

Grand Rapids—The assets of Francis J. Heany's racket store, bankrupt, Burton Heights, were sold to I. Meyers, of Grand Rapids, for \$650. Appraised value, \$1,200.34. Sale conducted by Abe Dembinsky, court auctioneer, March 20.

Holland—The assets of Walter E. Morris, bankrupt, appraised at \$2,884.32, groceries and meats, sold to individual buyers in small lots for \$1,518.60. Sale conducted by Abe Dembinsky, March 20.

Muskegon—The assets of Arthur E. Anderson, bankrupt, furniture dealer, appraised at \$930, were sold for \$711 to the Mass Furniture Co., of Holland, and I Rabinowitz, of Detroit. Sale was conducted by Abe Dembinsky, March 21.

Muskegon—The assets of the Muskegon Scrap Material Co., bankrupt junk dealers, appraised at \$12,529.15, were sold at public auction to Joe Brown, of Grand Rapids, for \$10,125. Sale was conducted by Abe Dembinsky, March 21.

Baroda—The assets of Harry C. Knight, bankrupt, electrical supplies,

appraised at \$298.07, were sold to A. W. Machemore and E. Bruner for \$255. Sale was conducted by Abe Dembinsky, March 22.

Sudden Death of N. H. Geller, Hardware Dealer.

Carson City, March 27—Carson City recently lost a highly respected citizen in the person of Nicholas H. Geller, local hardware merchant. Mr. Geller lost an accomplished daughter a little over a year ago. She had been associated with her father in the business as book-keeper. Her death was a hard blow to both the father and mother. However, no one considered Mr. Geller in a serious condition. He was troubled somewhat with varicose veins and his physician had ordered him to remain in bed for a time. The writer visited Mr. Geller about an hour before he died. He appeared to be in his usual cheerful condition and was optimistic over the business outlook for the year. He said he would be back in the store in a few days and he believed much better for his rest at home. A short while after I had bid him goodbye, he arose from his bed and walked to the kitchen, where he appeared to have had a stroke and sank to the floor. His wife and son carried him to a couch and he soon expired.

Mr. Geller was an active member of the local Chamber of Commerce and was foremost in helping every movement to better the community. He was a member of the Knights of Columbus lodge and of St. Mary's church, where his funeral was conducted by Rev. Fr. Geller, Rev. Fr. Fidewa and Rev. Fr. Doering, all of Detroit. Interment was at Fowler.

E. B. Stebbins.

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structure 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.

ASK FOR

KRAFT CHEESE

A Variety for Every Taste

United Detective Agency, Inc.

Michigan Trust Bldg.
GRAND RAPIDS, MICHIGAN
CIVIL CRIMINAL
and
INDUSTRIAL WORK
Only Bona-fide and Legitimate Detective
Work Accepted



PHONE—6-8224 or 4-5528
If No Response Call 2-2588 or 8-6813
Dictagraph and Auto Service
Associated With
SARLES MERCHANTS' POLICE

Corduroy Tires

Sidewall Protection
Stands for:



LONG MILEAGE
RIDING COMFORT
GOOD LOOKS
CORDUROY TIRE COMPANY
OF MICHIGAN
GRAND RAPIDS - MICHIGAN

Hodenpyl Hardy Securities Corporation

Getting the most out of your investments requires a broad knowledge of securities and how to use them best for your own purposes.

Our service, based on long experience, is yours for the asking. We handle only the best in investments.

231 So. La Salle Street
Chicago

New York Jackson
Grand Rapids

DUTCH TEA RUSK

The Toast Supreme

Serve it with jam or marmalade for a breakfast treat. Try it with creamed meats or fish. Makes a wonderful shortcake.

Dutch Tea Rusk Co.
Holland, Michigan



HOTEL DEPARTMENT

California Makes Good on Wild Game Preservation.

Los Angeles, March 23—Good-natured and whole-hearted "Big Bill" Jenkins, of the Western Hotel, at Big Rapids, has, according to the newspapers, declined to be mayor of that sprightly little city any longer. He has served several terms with credit to himself and his community, but I presume has arrived at the conclusion that he has done his full share in civic work, though under any circumstances it will be hard work to keep him from dipping in an oar occasionally. If I was as comfortably situated as Bill is, am inclined to think I would be satisfied to rake in the shekels over the counter and "watch the rest of the world roll by."

Senator Reed, of Missouri, has been out in California recently, playing for the presidential nomination and decrying the efforts of President Coolidge in administering the affairs of the Nation; in fact, going so far as to accuse him of malfeasance in office. Senator Reed undoubtedly is entitled to his individual opinion, but there are a lot of us who will not agree with him on this particular point.

Every time a bunch of hotel men get together in a convention they bring up the question of entertaining the wives of commercial men who occasionally accompany their husbands on their regular trip by complimenting their room charge. It never seemed to me a subject to be legislated upon in conventions. When a traveling man was a frequent visitor at my own hotel and brought his wife on a trip with him occasionally I always tried to make them feel their advent was a friendly visit, and I continued the practice after I left the commercial field. I hate to see so much system exercised in the hotel field. A little touch of friendliness ought to be indulged in now and then. We all believe more or less in advertising, and to my mind making your hotel a green spot in the memory of one's guests, goes a long way in that direction.

And here is yet evidence of another form of advertising which is evidently looked upon with favor by the Chamber of Commerce at Rose City, in our own State. This evidently enterprising civic body is offering a prize to the individual who produces the most luxurious rose garden during the coming summer. It is believed that the attractiveness of such a floral display will make such an impression on tourists they will broadcast the fact. In which belief they are correct. Everybody loves flowers and this is one of the pleasures which California serves to you copiously. Even the school children out here are encouraged to cultivate a taste for floral culture and decorations.

The authorities of the state of Missouri are not impressed with the idea of spreading politics over the radio and are preparing to put a ban on such performances, preferring to have the candidate deal directly and personally with the voter. In a way this will be much appreciated by the average listener-in, but might add to the expenses incurred by candidates especially if they had to buy any mules.

California is strong for the preservation of its game and for game preserves and proposes to make game refuges real ones. The man with the gun which he is toting out of season is extremely unpopular with the authorities. When there is a real honest to goodness safety zone for birds they are very quick to realize it. In Michigan there are many of these institutions, but the game officials have in the past

been very lax in supervising same, with the result that small game especially is not on the increase as it is out here. A few private preserves, however, like the Day Forest, at Glen Lake, have long been a safe retreat for partridges and squirrels, which in results has shown that the propagation of game is feasible if sufficient interest is shown in its protection.

Down in Georgia an eminent bishop and a leading member of the anti-saloon league, and who is likewise a Democrat, vociferously opposes the nomination of anyone for the presidency who has not established strong leanings toward prohibition.

"The future effectiveness of prohibition will be tremendously effected by the results of the approaching presidential campaign. The enemies of prohibition have come out into the open and are forcing the fight to elect a wet president."

The good man is very right in his premises, but, unfortunately, presidential timber of the type he asks for is not largely in evidence in the party he vows allegiance to. Furthermore, no matter what the opinion of the successful aspirant for the nomination may be, the Georgia contingent will tumble all over each other in voting for him whether or no.

Beautiful lakes which sparkle like silver shields appear abruptly in Hollywood and the San Fernando Valley. They are reservoirs for the Los Angeles bureau of water and power and they hold billions of gallons of water for consumption by its populace.

There are more than a score of them within the city limits, and some of them are so large that from a distance they look like natural lakes, strangely out of place in this dry country. The largest are in the San Fernando Valley, where three great natural depressions, dammed in the construction of the aqueduct system, hold at certain seasons of the year an aggregate of 9,000,000,000 gallons.

Altogether the reservoir system of this city has a total capacity of 42,000,000,000 gallons of water and could take care of two million population, if it were necessary. Sometimes the reservoirs are full in May and June, after the spring rains and the snow melting in the mountains. But at all seasons there is room in these reservoirs to take care of a sudden emergency like a cloud burst.

But the staggering statement is made by the water department that the use of aqua pura averages 120 gallons daily for each man, woman and child in the city. This does not mean that any great proportion of them use that quantity as a beverage or that they use this amount in bathing or washing or sprinkling their lawns and flower beds, but it is the estimate of the per capita use of water for all purposes, including irrigation, industrial plants, stores, etc.

To one who has had the advantage of a view of the Los Angeles River, under normal conditions, a stream trickling somewhere pitifully during the winter, and invisible in the summer, it will be news to know that it is a river after all, although one would never know it from the external appearance. They claim, however, at the water bureau, that the Los Angeles River actually is a running stream, with 375 gallons of water passing every second into reservoirs. In fact, they claim that the said water course is one of the steadiest streams in the State of California and actually supplies water for 250,000 of the city's population. The reason why nobody suspects the Los Angeles river of functioning at all is because it flows under the ground, twenty-five or thirty feet, beneath a mass of rock and gravel.

While the 240 mile Owens River aqueduct supplies most of the water used here, the first provision is for drinking purposes, and this is effected



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.

"We are always mindful of our responsibility to the public and are in full appreciation of the esteem its generous patronage implies."

HOTEL ROWE

Grand Rapids, Michigan.

ERNEST W. NEIR, Manager.

MORTON HOTEL

Grand Rapids' Newest
Hotel

400 Rooms -- 400 Baths

RATES
\$2.50 and up per day.

CODY HOTEL

GRAND RAPIDS

RATES—\$1.50 up without bath.
\$2.50 up with bath.

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Henry Smith FLORAL Co., Inc.

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Phone 9-3281

"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

Wolverine Hotel

BOYNE CITY, MICHIGAN

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

HOTEL FAIRBAIN

Columbia at John R. Sts. Detroit

200 Rooms with Lavatory \$1.50, \$1.75, \$2.00
100 Rooms with Lavatory and Toilet \$2.25
100 Rooms with Private Bath \$2.50, \$3.00
Rates by the Week or Month
"A HOME AWAY FROM HOME"

Columbia Hotel

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Good Place To Tie To

Four Flags Hotel

Niles, Michigan

80 Rooms—50 Baths
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FIRE PROOF

CENTRALLY LOCATED

Rates \$1.50 and up

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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.

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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.

by supplying the water mains proper with an excellent article from the mountains. Diversions from the aqueduct are made at various intersections for irrigation ditches, the waste from which goes into the auxiliary reservoirs and the river. Even with a maximum rainfall below the usual average this winter, the provision for water storage makes allowance for this contingency, and it would require a succession of dry years, to create a visible shortage for these requirements.

Certain Michigan Municipalities are dragging out the daylight saving delusion and brushing it off for another application. A little dusting of added brains would be more to the point. Out here in California solar time is still standard and always has been. The factory whistles blow at 7 a. m. and work ceases at 4 p. m. No one is discommoded. There is no juggling of railroad time tables, uncertainty as to the status of timepieces and the workman has the same opportunity of disbursing money for gasoline that one has in Michigan where hotel clerks are asked to arbitrate every few seconds between the reliability of God's and "fool" time.

Last Sunday thousands of Los Angeles made a pilgrimage to Scenic Point, Sierra Madre, to inspect the largest wisteria vine in the known world, which is producing its annual display of blooms and dispensing perfume for blocks. This vine, which is thirty-five years old, covers approximately 10,000 square feet of space, its longest branch measuring 350 feet. Every street, alley and byway in the little city was congested with parked automobiles and spectators were compelled to walk blocks to get a view, but it was certainly well worth while. The premises on which this vine is rooted are privately owned, but once each year the proprietor turns over the free use of his home for a local charity, which charges a moderate fee for parking and serves refreshments also. It was the most magnificent floral exhibit I ever saw.

The motorists of Los Angeles may challenge almost any other section of the world to produce such a wide choice of drives as those which radiate from the city to beaches, mountain heights, valleys and deserts in marvelous combinations.

And this is the record of covering ninety-three miles of highway in six hours, including the stop at Sierra Madre to view the wisteria vine. Through Cahuenga Pass, near the summit of which the wonderful Mulholland drive begins. Over the Mulholland sky-line road to Topanga Canyon road, twenty-four miles to the junction with the Ventura boulevard, one of the principal arteries of travel Northeast of Los Angeles.

Then we traveled a dozen miles or so on Ventura boulevard to Malibu Junction, where we turned to the left, passing Malibu Lake, one of those California surprises, over Nigger Head and through Latigo Canyon to the Ocean intersection with the Roosevelt highway, sixteen miles North of Santa Monica. Thence back to Los Angeles through the beach cities of Santa Monica, Ocean Park and Venice.

The Mulholland drive, topping the Santa Monica coast range, is in itself one of the most interesting drives opened to motorists, presenting great sweeping vistas which swing from the ocean to the San Fernando Valley as the sixty foot roadway winds Westward.

With the one exception of Mount Wilson, the Mulholland drive is the surprising vantage elevation of Southern California because of the diversity of the panoramas. Each curve brings a new view in which the radius will swing many miles. The San Fernando

Valley on one side stretches out like a vast checker board, resembling airplane photographs. On the other side is the coast line with occasional glimpses of Catalina Island, thirty miles distant, with intervening sea spaces dotted with the Nation's war vessels.

The driver, as well as the passenger, will revel in these vistas because he is not bothered with the intricacies of mountain driving, the maximum grade being about six per cent.

On Mulholland drive one may also study typical Southern California verdure, which ranges from the ever present sage brush to the patriarchal live oak. The winter rains have added vibrant greens and grass where a few weeks ago one saw only desert wastes.

Mountain holly dots the roadsides with reds and greens, and here I might mention that the State of California, looking to the future, prevents, by legislation, the denuding of these areas of its native winter attire. And then there are the wild roses, yuccas, bitter sweet, with an occasional sprinkling of mallows, sweet peas and shrubbery indicating an approach to civilization.

The Easterner who yearns for a touch of autumn or the sere and yellow which accompanies it or even a sight of winter can always be accommodated here and enjoy all the delights of way-back home, no matter whether it be spring, summer or late in the fall. It is all a part of the game and is as free as salvation.

The present end of the Mulholland drive is at the intersection with Topanga Canyon road, just East of Calabasas. Topanga road, from the summit down to the Ventura highway, has recently been widened and graded to handle the constantly increasing traffic along the coast, and also forms a short cut from San Fernando Valley to the ocean side. Work of a similar nature is also progressing on the stretch on the ocean slope through the canyon proper, where many curves now noticeable will be eliminated. Eventually it will be necessary to establish and maintain a four or six track 100 foot boulevard.

A few miles further on we come to the Seminole Hot Springs, where the ascent of Nigger Head begins for the continuation to the coast. This is a wide oiled grade ranging from 6 to 8 per cent. On the way up is a great jutting rock, which, because of its shape, is called the "Dog's Head." The scenery along this great trail is wonderfully interesting.

At the summit of Nigger Head we halted to enjoy the grandeur of the panorama. Ahead is the very heart of the jagged range, while behind lies the San Fernando Valley in its entirety. And just to the left is Castro Peak at an elevation of 2,819 feet. Here the fire lookout station for the county of Los Angeles is located. Sentinels are stationed there night and day during the dry season.

Although this is called Nigger Head summit, there is still more climbing to be done to the upper pass of the coast range, through which we enter Latigo Canyon. Coming through this pass the marine view opens up with astonishing suddenness. Here we have a most impressive view of Catalina Island, the beach resorts, Signal Hill with its oil derricks and the naval fleet.

And all this accomplished in practically six hours' time and at no personal effort or inconvenience. Scenery, sunshine and flowers.

The Valley Inn Hotel, Newaygo, with a capital stock of \$75,000, is noted in the newspapers. As my good friend, E. N. Manning, is mentioned among the incorporators, I am taking it for granted that he will continue its operation, as he has for the past three or four years. Mr. Manning is a shining example of a successful traveling man taking up hotel operation because he liked it and making the turn successfully. I shall look for him to play the

game stronger than ever. He cannot improve his service, which has always been 100 per cent., but quite likely intends to increase his facilities for handling his patronage.

The many friends of Henry M. Nelson, Manager of Hotel Chippewa, Manistee, will learn with regret of the death of his aged mother, Mrs. Sophia Nelson, which occurred at Traverse City last week.

Leland, the county seat of Leelanau county, has organized a chamber of commerce, with a membership of fifty to start with. The officers are: Dayton Selby, president; Frank S. Rosman and Carroll Stander, vice-presidents; T. L. McCormack, secretary and Elmer Dalton, treasurer. Most assuredly the people of Leland and Leelanau county have something to boost and they have the right material to boost it with. I look for substantial results therefrom. Frank S. Verbeck.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 27—The annual dance of Post A. Travelers Protective Association, will be held at the Hotel Pantlind Friday evening, March 30.

The fourteenth annual meeting and smoker of Post A will be held at the Association of Commerce rooms on Friday evening, April 6, at 7:30 p. m., for the election of officers and such other business as may regularly come before it.

M. R. Cummings, who has represented the Pacific Coast Borax Co. for the past sixteen years, was in Grand Rapids Monday. Mr. Cummings resides in Jackson and covers the jobbing trade of the Lower Peninsula and Northern Indiana. He sees his jobbing customers once a month.

John A. Cimmerer, Manager of the Oakland Vinegar & Pickle Co., paid his respects to the jobbing trade of Grand Rapids last week. He found time to make a call at the Tradesman office, which was greatly appreciated. He was accompanied by Otto H. Steinbauer, the merchandise broker of Saginaw.

Henry Milton, who was head waiter at the Pantlind Hotel for many years under the Pantlind regime, and who opened the Hotel Milton at 58 South Ionia avenue last June, is seriously ill at his hotel. Friends are invited to call and see him at their earliest possible convenience. Mr. Milton is a man of discriminating judgment, a good citizen, a found husband, a loyal friend and a credit to his race. His illness is greatly deplored by hosts of friend on both sides of the color line.

Saladin Temple, Knights of the Mystic Shrine, will make its headquarters at the Hotel Vremy while attending the annual convention at Miami. Uncle Louie Winternitz, who is a member of Saladin Temple, has moved over to the Hotel Vremy from the Hotel Pershing, so as to act as advance guard of the hegira the first week in May.

C. Van Houtum, who was engaged in the retail hardware business on East Fulton street for about eight years, succeeds Charles Will as city salesman for the Michigan Hardware Co. Mr. Will has been taken into the house and will act as house salesman.

Many traveling men are unable to make their regular trips on gravel and dirt roads this week, owing to the impassable condition of the highways, due to the frost coming out of the ground.

Items From the Cloverland of Michigan.

Sault Ste. Marie, March 27—The country roads are nearly opened up again. DeTour is again able to receive supplies via auto and the airplanes have ceased operations in the snowbound districts. The several days of thaw have lessened the high snow piles several feet and while there is

considerable water on the roads at St. Ignace, some of the cars have been able to get through. The opening up of the roads has much to do with business here, locally, and the merchants can notice the change. It will not be long now before the opening of navigation and the approach of the tourist season will put us in line for some more prosperous days.

John Clark, who has been conducting a grocery and oil station with his brother at Eckerman for the past year, has sold his interest to his brother and moved to the Soo, where he purchased the grocery stock of Frank Capucilli, on Minneapolis street, on the South side, and will continue the business and add to the stock. Mr. and Mrs. Clark will devote their entire time to the business. They have bought the store building, also the residence next door, where they expect to reside.

Much unnecessary trouble is made by persons who always say just what they think.

John Macki has opened a night and day tire repair service at 712 Ashmun street, which will be known as the Superior Tire Co. It will be equipped with the latest and most improved apparatus for tire repair work and will handle the products of the Firestone Co., carrying a complete line of tires and accessories. He will also sell gasoline and oil and have a capacity for storing fifty cars in the rear of the building.

Clarence W. Tapert, of the Tapert Specialty Co., is wearing a smile and passing out good Havanos on account of his being the proud father of a fine baby boy, who has been named Raymond Clarence.

The A. & P. Tea Co. has opened a new meat market at St. Ignace this week, with all new up-to-date fixtures. The new manager is Thomas Fornicola, a well-known young meat cutter from the Soo, who has been with the A. & P. here since its opening.

March has such a bad name that when it furnishes a perfect day the public looks upon it merely as a come-on for something really bad.

The homecoming committee have sent out 3,000 letters to former Sooiters, now located in various parts of the United States and Canada, for the homecoming celebration to be held here July 1 to 7. Elaborate preparations are being made to make this the biggest and best homecoming ever pulled off here.

T. P. McKinney, the well-known grocer, returned last week, after a brief visit with relatives at Philadelphia.

William G. Tapert.

Yesterday is dead. Give it a decent burial. It is well to give some time to study its mistakes and plan to avoid their repetition; but to give way to useless mourning over what can never be changed, unfits one to give needful attention to the new-born to-day.



HOTEL BROWNING

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

DRUGS

Michigan Board of Pharmacy.
President—J. C. Dykema, Grand Rapids.
Vice-Pres.—Alexander Reed, Detroit.
Director—H. H. Hoffman, Lansing.
Coming Sessions—Grand Rapids, March 20, 21 and 22.

Michigan State Pharmaceutical Association.
President—J. Howard Hurd, Flint.
Vice-President—J. M. Ciechanowski, Detroit.
Secretary—R. A. Turrell, Crosswell.
Treasurer—L. V. Middleton, Grand Rapids.

New Functions of Skin.

Everyone knows that the skin is a highly efficient means of covering and protecting the body. The skin itself consists largely of the protein, keratin, which is found in wool, feathers, hair, horn and similar materials. Keratin is chemically rather inactive and resistant to many reagents, so that skin can usefully fulfil its function as guardian of the body. For a long time it was thought that through the agency of the sweat glands the skin formed an important aid to the action of the kidneys in secretion, but this view is no longer held. It is probably true that the skin exercises an important function in regulating body temperature through water evaporation and direct conduction of heat.

Recent investigations and discoveries relating to the therapy and prevention of rickets by sunlight and ultra-violet light have shown that the skin contains appreciable amounts of cholesterol which is the substance in which anti-rachitic properties are produced by the irradiation of ultra-violet light. The cholesterol of the skin must be mobile and must participate in metabolism. The skin is the protector against rickets.

The skin seems, according to recent tests, also to be an organ for the storage of water and of sugar. It is not a storage place for sugar in the ordinary sense but is merely a temporary receptacle. Thirty minutes after some dextrose solution was injected into guinea pigs the skin had almost as much sugar as the blood. The skin in case of hemorrhage is the organ which supplies the body with much of its lost fluid. In this respect is a sort of governor of the fluid content of the body.

Truly Glorified Liver.

From London comes the news that the British Medical Research Council has raised calf's and sheep's liver to a proud place in the materia medica. If

your teeth show signs of decaying and dropping out, eat liver. To prevent rickets, eat liver. But not any kind of liver. As your connoisseur selects his wine according to the vintage, so liver must be selected according to what may be called its "liverage." In other words, winter liver is not as good as summer liver.

Sunlight has its effect on grapes and liver alike. A liver to be good for anything at all must contain vitamin "D," which magically controls the calcium balance and therefore bone growth. But this vitamin "D" is formed only when the animal that owns the liver is exposed to the ultra-violet rays of the sun. Hence the importance of fixing the season of the liver. No doubt pate de foie gras will bear some such label as "Liverage of 1930" if that year is blessed with a summer especially rich in sunshine.

Cod liver oil, until recently the richest of all sources of vitamin "D," must now yield its eminence to plain liver. But liver three times a day to stave off bow legs and the dentist! The chemist has already taken pity on us. Vitamin "D" is now extracted from yeast, activated by the ultra-violet rays of quartz lamps, and sold by every British "chemist" so that even sunless London may be sure of its bones.

Easter Perfumery Sales.

A druggist of Woodstock, Ontario, says: For years I have always made a special effort at Easter to sell perfumes and have been fairly successful. I have never had much success with Easter egg dyes, but have them for sale at that time. The people here do not go into that sort of thing very much, and even if a druggist did a lot of Easter business, he would not make much money. The business is too small.

But it is different with perfumes. I make a window display of them at Easter time and advertise Easter perfumes in my regular space in the daily paper. Weather conditions control very largely the amount of sales of perfume at Easter. If the weather is fine and warm, and the ladies can wear their new gowns and hats, the sales of perfume are gratifying, but if the weather is unpropitious, cold and wet, the ladies hesitate to wear their new hats and gowns, the sales are apt to be disappointing.

I think it always pays, however, to recognize Easter. You must display

some kind of goods in your window at Easter. Why not perfumes? You must advertise something in your regular newspaper space. Why not perfumes?

New Shaded Glasses.

A new type of dark glasses for outdoor wear at tennis, golf and other sports, and said to be especially useful for auto drivers at night when meeting cars with glaring headlights, has been produced in the optical works of the Zeiss firm at Jena. The basis for the new eye protection consists of two wedged pieces of glass fused together. The upper member of the pair is made of a dark, gray-brown glass, while the lower part is clear and uncolored.

Goggles made from this material are thus very dark at the top, shading off gradually into clear glass at the lower edge. This arrangement cuts off the glare of the sky, while permitting an unclouded view of the ground. Motorists, encountering glaring headlights, simply duck their heads a little and look through the tops of their goggles until the offending car has passed, when they again make use of their normal vision through the lower parts of the glasses.

Comp. Syrup Hypophosphites.

Calcium Hypophosphite256 grn.
Potassium Hypophosphite ..128 grn.
Sodium Hypophosphite128 grn.
Manganese Hypophosphite.. 16 grn.
Solut. Iron Hypophosphite... 96 min.
Quinine Hydrochloride 8 grn.
Strychnine Hydrochloride... 1 grn.
Sugar14 av. oz.
Dist. Waterto make 16 oz.

Dissolve the calcium salt in 4½ fl. oz. water, the potassium and sodium salts in one fluid ounce, the manganese salt in one fluid ounce, and the strychnine salt in half a fluid ounce. Rub the quinine salt with the sugar and introduce into a graduated bottle. Add all the solutions except the iron and agitate until the sugar is dissolved or nearly so, then add the iron solution and enough water to make a pint. Shake well and set aside for ten days and filter through paper.

Aromatic Glycerite Yerba Santa.

Fluidextract Yerba Santa .. 2 oz.
Fluidextract Cardamon comp ½ oz.
Oil Cassia20 drops
Oil Clove20 drops
Oil Orange40 drops

Alcohol2 oz.
Water3 oz.
Solution Potassa1½ oz.
Purified Talcumsufficient

Rub the oils with the fluid extracts, solution of potassa, talcum and alcohol; then filter through paper and add 6 fl. oz. glycerin, and alcohol enough to bring the total bulk to 16 fluid ounces.

An excellent aromatic syrup of yerba santa may be made by using 1 part of above to 3 parts simple syrup.

Elixir Three Phosphates.

Iron Phosphate(Soluble256 grn.
Quinine128 grn.
Strychnine2 grn.
Diluted Phosphoric Acid 6 dr.
Hot Water4 oz.
Simple Elixirto make 16 oz.

Dissolve quinine and strychnine in the diluted phosphoric acid, and the iron phosphate in the hot water; to the latter solution add 10 fl. oz. of simple elixir. Then mix both solutions and filter. Add to the filtrate 1 oz. calcined magnesia and incorporate thoroughly. Finally filter the mixture through a wetted filter, adding sufficient simple elixir to make 16 fl. oz.

For Disguising Taste of Quinine.

The following is a popular vehicle for administration of quinine, and does the work pretty well:

Powdered chocolate2 oz.
Sugar1½ lb.
Tincture of Vanilla1 oz.
Aromatic Fl. Ex. Yerba Santa 1 oz.
Glycerine4 oz.
Boiling water, enough.

Mix the chocolate and sugar with enough boiling water to make two pints. Allow the syrup to cool, and then add the other ingredients.

Use For Police Stations.

In some drug stores there is frequently a shortage of keys to open and close the store with. This is noticeable where one person opens and another closes. Then, too, there are proprietors who do not care to have too many clerks carrying keys. If there is a police station near, it is the best place for the closing clerk to leave the key for the opening clerk, as police stations are open all night.

M. N. Henry, dealers in drugs at Lowell, renews his subscription to the Tradesman and writes: "The only bill that it is a pleasure to me to pay in advance."



**GRAND RAPIDS
STORE EQUIPMENT
CORPORATION**
GRAND RAPIDS - MICHIGAN

**GRAND RAPIDS
SHOWCASE CO.**  **WELCH-WILMARTH
CORPORATION**

**DRUG
STORE
PLANNING**
*Recommendations to fit
individual conditions.*

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



Coffee Gets Clean Bill of Health.

That coffee is not only harmless but is actually beneficial is announced by Dr. Ralph H. Cheney, of New York University. The beverage prepared properly is highly advantageous to over 90 per cent. of normal individuals, he says. "Psychological responses of amiability and a sense of well-being and good cheer are undeniable accompaniments of the coffee beverage and the physiological effects are also uninjurious and gratifying. Temporary relief from hunger and fatigue is a general result, and light headaches, due to other than gastric disturbances, are commonly alleviated. Coffee serves as a mild stimulant of the heart, brain and muscles, thereby accomplishing greater power and co-ordination in the mental

and physical endeavors of human beings." He finds no truth in the rumour that coffee has bad after effects a few hours after drinking.

Increase Demand For Sales Machines.

The demand for automatic sales machines has been showing a steady increase, the present call being easily 25 per cent. greater than last year at this time. The increased use of these machines, to sell practically any type of small packaged goods retailing up to 25 cents is comparable to the growth of chain stores as a merchandising development. The number of products being sold through these machines is constantly expanding. One of the newest being developed will handle packaged and chocolate covered ice cream.

THE TOLEDO PLATE & WINDOW GLASS COMPANY

MIRRORS—ART GLASS—DRESSER TOPS—AUTOMOBILE—SHOW CASE GLASS
All Kinds of Glass for Building Purposes

501-511 Ionia Avenue., S. W.

Grand Rapids, Michigan

INSECTICIDES FOR 1928



PARIS GREEN
ARSENATE OF
LEAD
ARSENATE OF
CALCIUM
FUNGUS BORDO
DRY LIME AND
SULPHUR
PESTROY TUBER
TONIC

BLUE VITRIOL, FORMALDEHYDE, ETC.
WE CARRY STOCK OF ALL THE ABOVE
—PERHAPS THE LARGEST LINE IN THE
STATE. WRITE FOR PRICES.

Hazeltine & Perkins Drug Company

MANISTEE

Michigan

GRAND RAPIDS



Cake Candies

in
Transparent
10c
Packages

A
POPULAR
SELLER

Put up only by
NATIONAL CANDY CO., INC. PUTNAM FACTORY
Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Cotton Seed	1 35@1 50	Belladonna	@1 44
Boric (Powd.)	12 1/2@ 30	Cubebs	6 50@6 75	Benzoin	@2 28
Boric (Xtal)	15 @ 35	Eigerson	7 50@7 75	Benzoin Comp'd	@2 40
Carbolic	38 @ 44	Eucalyptus	1 25@1 50	Buchu	@2 16
Citric	53 @ 70	Hemlock, pure	2 00@2 25	Cantharides	@2 52
Muriatic	3 1/2@ 8	Juniper Berries	4 50@4 75	Capsicum	@2 23
Nitric	9 @ 15	Juniper Wood	1 50@1 75	Catechu	@1 44
Oxalic	16 1/2@ 25	Lard, extra	1 55@1 65	Cinchona	@2 16
Sulphuric	3 1/2@ 8	Lard, No. 1	1 25@1 40	Colchicum	@1 80
Tartaric	50 @ 60	Lavender Flow	6 00@6 25	Cubebs	@2 76
		Lavender Gar'n.	8 50@1 20	Digitalis	@2 04
		Lemon	4 25@4 50	Gentian	@1 35
Ammonia		Linseed, raw, bbl.	@ 77	Guaiac	@2 28
Water, 26 deg.	06 @ 16	Linseed, boiled, bbl.	@ 80	Guaiac, Ammon.	@2 04
Water, 18 deg.	05 1/2@ 13	Linseed, bld less	87@ 97	Iodine	@1 25
Water, 14 deg.	04 1/2@ 11	Linseed, raw, less	84@ 97	Iodine, Colorless	@1 50
Carbonate	20 @ 25	Mustard, artifil. oz.	@ 35	Iron, Clo.	@1 56
Chloride (Gran. 09	@ 20	Neatsfoot	1 25@1 35	Kino	@1 44
		Olive, pure	4 00@5 00	Myrrh	@2 52
		Olive, Malaga,		Nux Vomica	@1 80
		yellow	2 85@3 35	Opium	@2 40
Balsams		Olive, Malaga,		Opium, Camp.	@1 44
Copaiba	1 00@1 25	green	2 85@3 35	Opium, Deodor'd	@2 40
Fir (Canada)	2 75@3 00	Orange, Sweet	5 00@5 25	Rhubarb	@1 92
Fir (Oregon)	45@1 00	Organum, pure	@ 30		
Peru	3 00@3 25	Organum, com'l	1 00@1 20		
Tolu	2 00@2 25	Pennyroyal	3 25@3 50		
		Peppermint	5 50@5 70		
		Rose, pure	13 50@14 00		
Barks		Rosemary Flow	1 25@1 50		
Cassia (ordinary)	25 @ 30	Sandelwood, E.			
Cassia (Salign)	50 @ 60	I.	10 50@10 75		
Sassafras (pw. 60c)	@ 50	Sassafras, true	1 75@2 00		
Soap Cut (powd.)		Sassafras, arti'l	75@1 00		
35c	20 @ 30	Spearment	8 00@8 25		
		Sperm	1 50@1 75		
Berries		Tany	7 00@7 25		
Cubeb	@1 00	Tar USP	65 @ 75		
Fish	@ 25	Turpentine, bbl.	@ 64		
Juniper	10 @ 20	Turpentine, less	71 @ 84		
Prickly Ash	@ 75	Wintergreen,			
		leaf	6 00@6 25		
Extracts		Wintergreen, sweet			
Licorice	60 @ 65	birch	3 00@3 25		
Licorice, powd.	60 @ 70	Wintergreen, art	75@1 00		
		Worm Seed	5 50@5 75		
Flowers		Wormwood	15 00@15 25		
Arnica	1 75@1 85				
Chamomile (Ged.)	@ 40				
Chamomile Rom.	@ 50				
		Potassium			
Gums		Bicarbonate	35 @ 40		
Acacia, 1st	50 @ 55	Bichromate	15 @ 25		
Acacia, 2nd	45 @ 50	Bromide	69 @ 85		
Acacia, Sorts	20 @ 25	Bromide	54 @ 71		
Acacia, Powdered	35 @ 40	Chlorate, gran'd	23 @ 30		
Aloes (Barb Pow)	25 @ 35	Chlorate, powd.			
Aloes (Cape Pow)	25 @ 35	or Xtal	16 @ 25		
Aloes (Soc. Pow.)	75 @ 80	Cyanide	30 @ 30		
Asafoetida	50 @ 60	Iodide	4 36 @ 4 95		
Pow.	75 @ 1 00	Permanganate	20 @ 30		
Camphor	85 @ 90	Prussiate, yellow	40 @ 50		
Guaiac	@ 80	Prussiate, red	@ 70		
Guaiac, pow'd	@ 90	Sulphate	35 @ 40		
Kino	@1 25				
Kino, powdered	@1 20				
Myrrh	@ 75	Roots			
Myrrh, powdered	@1 00	Alkanet	30 @ 35		
Opium, powd.	65 @ 19 92	Blood, powdered	35 @ 40		
Opium, gran.	65 @ 19 92	Calamus	35 @ 75		
Shellac	65 @ 80	Elecampane, p.wd.	25 @ 30		
Shellac	75 @ 90	Gentian, powd.	20 @ 30		
Tragacanth, pow.	@ 75	Ginger, African,			
Turpentine	2 00@2 35	powdered	30 @ 35		
		Ginger, Jamaica.	60 @ 65		
		Ginger, Jamaica,			
		powdered	45 @ 50		
		Golden seal, pow.	@ 8 00		
		Ipecac, powd.	@ 6 00		
		Licorice	35 @ 40		
		Licorice, powd.	20 @ 30		
		Orris, powdered	30 @ 40		
		Poke, powdered	35 @ 40		
		Rhubarb, powd.	@1 00		
		Rosinwood, powd.	@ 40		
		Sarsaparilla, Hond.	@1 10		
		Sarsaparilla Mexican,			
		Squills	35 @ 40		
		Squills, powdered	70 @ 80		
		Tumeric, powd.	20 @ 25		
		Valerian, powd.	@1 00		
		Leaves			
		Buchu	@1 05		
		Buchu, powdered	@1 10		
		Sage, Bulk	35 @ 40		
		Sage, 1/4 loose	@ 40		
		Sage, powdered	@ 35		
		Senna, Alex.	50 @ 75		
		Senna, Tinn. pow.	30 @ 35		
		Uva Ursi	20 @ 25		
		Oils			
		Almonds, Bitter,			
		true	7 50@7 75		
		Almonds, Bitter,			
		artificial	3 00@3 25		
		Almonds, Sweet,			
		true	1 50@1 30		
		Almonds, Sweet,			
		imitation	1 00@1 25		
		Amber, crude	1 25@1 50		
		Amber, rectified	1 50@1 75		
		Anise	1 25@1 50		
		Bergamont	9 00@9 25		
		Cajeput	2 00@2 25		
		Cassia	3 00@3 25		
		Castor	1 50@1 75		
		Cedar Leaf	3 00@3 25		
		Citronella	1 25@1 50		
		Cloves	2 50@3 75		
		Cocconut	27 1/2 @ 35		
		Cod Liver	2 05@2 25		
		Croton	2 00@2 25		
		Seeds			
		Anise	@ 35		
		Anise, powdered	35 @ 40		
		Bird, 1s	13 @ 17		
		Canary	10 @ 18		
		Caraway, Po. 30	25 @ 30		
		Cardamon	3 25@3 50		
		Coriander pow. 30	25 @ 30		
		Dill	15 @ 20		
		Fennel	35 @ 50		
		Flax	7 @ 15		
		Flax, ground	7 @ 15		
		Foenugreek, p.wd.	15 @ 25		
		Hemp	8 @ 15		
		Lobelia, powd.	@1 60		
		Mustard, yellow	17 @ 25		
		Mustard, black	20 @ 25		
		Poppy	15 @ 30		
		Quince	1 25@1 50		
		Sabadilla	45 @ 50		
		Sunflower	11 1/2 @ 18		
		Worm, American	30 @ 40		
		Worm, Levant	6 00@6 50		
		Tinctures			
		Aconite	@1 80		
		Aloes	@1 50		
		Arnica	@1 50		
		Asafoetida	@2 28		
		Paints			
		Lead, red dry	13 1/4 @ 13 1/4		
		Lead, white dry	13 1/4 @ 13 1/4		
		Lead, white oil	13 1/4 @ 13 1/4		
		Ochre, yellow bbl.	@ 2 1/2		
		Ochre, yellow less	3 @ 6		
		Red Venet'n Am.	3 1/2 @ 7		
		Red Venet'n Eng.	4 @ 8		
		Putty	5 @ 8		
		Whiting, bbl.	@ 4 1/2		
		Whiting	5 1/2 @ 7		
		L. H. P. Prep.	2 90@3 0		
		Rogers Prep.	2 90@3 0		
		Miscellaneous			
		Acetanilid	57 @ 75		
		Alum	08 @ 12		
		Alum, powd. and			
		ground	09 @ 15		
		Bismuth, Subni-			
		trate	3 15@3 40		
		Borax xtal or			
		powdered	6 1/2 @ 15		
		Cantharides, po.	1 50@2 00		
		Calomel	2 72@2 82		
		Capsicum, pow'd	50 @ 60		
		Carmin	7 00@7 50		
		Cassia Buds	35 @ 40		
		Cloves	50 @ 55		
		Chalk Prepared	14 @ 16		
		Chloroform	53 @ 60		
		Chloral Hydrate	1 20@1 50		
		Cocaine	12 85@13 50		
		Cocoa Butter	65 @ 90		
		Corks, list, less	40-10%		
		Copperas	2 1/2 @ 10		
		Copperas, Powd.	4 @ 10		
		Corrosive Sublim	2 25@2 30		
		Cream Tartar	35 @ 45		
		Cuttle bone	40 @ 50		
		Dextrine	6 @ 15		
		Dover's Powder	4 00@4 50		
		Emery, All Nos.	10 @ 15		
		Emery, Powdered	@ 15		
		Epsom Salts, bbls.	@ 3 1/2		
		Epsom Salts, less	3 1/2 @ 10		
		Ergot, powdered	@ 4 00		
		Flake, White	15 @ 20		
		Formaldehyde, lb.	12 1/2 @ 30		
		Gelatine	30 @ 90		
		Glassware, less 55%			
		Glassware, full case 60%			
		Glauber Salts, bbl.	@ 2 1/2		
		Glauber Salts less	04 @ 10		
		Glue, Brown	20 @ 30		
		Glue, Brown Grd	16 @ 22		
		Glue, White	27 1/2 @ 35		
		Glue, white grd.	25 @ 35		
		Glycerine	21 @ 45		
		Hops	75 @ 95		
		Iodine	6 45@7 00		
		Iodoform	8 00@8 30		
		Lead Acetate	20 @ 30		
		Mace	@1 50		
		Mace, powdered	@1 60		
		Menthol	7 50@8 00		
		Morphine	12 83@13 98		
		Nux Vomica	@ 30		
		Nux Vomica, pow.	15 @ 25		
		Pepper, black, pow	50 @ 60		
		Pepper, White, pw.	65 @ 75		
		Pitch, Burgudry	20 @ 25		
		Quassia	13 @ 15		
		Quinine, 5 oz. cans	@ 59		
		Rochelle Salts	31 @ 40		
		Sacharine	2 60@2 75		
		Salt Peter	11 @ 22		
		Selditz Mixture	30 @ 40		
		Soap, green	15 @ 30		
		Soap mott cast.	@ 25		
		Soap, white castile	@1 50		
		Soap, white castile			
		less, per bar	@1 60		
		Soda Ash	3 @ 10		
		Soda Bicarbonate	3 1/2 @ 10		
		Soda, Sal	02 1/2 @ 08		

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

Sap Sago Cheese
Hand Picked Beans
Lamb
Lard Compound

DECLINED

Crystal White Soap
Shelled Almonds
Walnuts
Post Tavern
Smoked Hams

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, 24, 12 oz. case 2 50

Stove

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

Shoe

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

BUTTER COLOR

Dandelion ----- 2 85

CANDLES

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

CANNED FRUIT

Apples, No. 10 ----- 5 15@5 75
Apple Sauce, No. 10 ----- 8 00
Apricots, No. 2 1/2 ----- 3 40@3 90
Apricots, No. 10 ----- 8 50@11 00
Blackberries, No. 10 ----- 7 50
Blueberries, No. 10 ----- 12 50
Cherries, No. 2 ----- 3 25
Cherries, No. 2 1/2 ----- 4 00
Cherries, No. 10 ----- 15 00
Loganberries, No. 10 ----- 8 50
Peaches, No. 2 ----- 2 75
Peaches, No. 2 1/2 ----- 3 20
Peaches, 2 1/2 Cal. ----- 2 25@2 60
Peaches, 10 ----- 3 50
Pineapple, 1 sli. ----- 1 35
Pineapple, 2 sli. ----- 2 45
P'apple, 2 br. sl. ----- 2 25
P'apple, 2 br. sl. ----- 2 40
P'apple, 2 1/2, sli. ----- 3 00
P'apple, 2, cru. ----- 2 60
Pineapple, 10 cru. ----- 8 50
Pears, No. 2 ----- 3 00
Pears, No. 2 1/2 ----- 3 50
Raspberries, No. 2 blk ----- 2 25
Raspb's Red, No. 10 ----- 11 50
Raspb's Black, No. 10 ----- 15 00
Rhubarb, No. 10 ----- 6 00
Strawb's, No. 2 ----- 3 25@4 75

CANNED FISH

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

CANNED MEAT

Bacon, Med. Beechnut ----- 3 30
Bacon, Lge. Beechnut ----- 5 40
Beef, No. 1, Corned ----- 3 10
Beef, No. 1, Roast ----- 3 10
Beef, No. 2 1/2, Qua. sli. ----- 1 50
Beef, 3 1/2, Qua. sli. ----- 2 10
Beef, No. 1, B'nut, sli. ----- 4 50
Beefsteak & Onions, s ----- 3 70
Chili Con Can, 1s ----- 1 35
Deviled Ham, 1/4s ----- 2 20
Deviled Ham, 1/4s ----- 3 60
Hamburg Steak & Onions, No. 1 ----- 3 15
Potted Beef, 4 oz. ----- 1 10
Potted Meat, 1/4 Libby ----- 52 1/4
Potted Meat, 1/4 Libby ----- 92 1/4
Potted Meat, 1/4 Qua. ----- 90
Potted Ham, Gen. 1/4 ----- 1 85
Vienna Saus., No. 1 1/4 ----- 1 45
Vienna Sausage, Qua. ----- 95
Veal Loaf, Medium ----- 2 25

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

Baked Beans

Campbells, 1c free 5 ----- 1 15
Quaker, 18 oz. ----- 1 00
Preston, No. 2 ----- 1 25
Snider, No. 1 ----- 95
Snider, No. 2 ----- 1 25
Van Camp, small ----- 85
Van Camp, Med. ----- 1 15

CANNED VEGETABLES.

Asparagus.

No. 1, Green tips ----- 3 75
No. 2 1/2, Large Green ----- 4 60

W. Beans, cut 2 1 65@1 75
W. Beans, 10 ----- 7 50
Green Beans, 2s 1 65@2 25
Green Beans, 10s ----- 7 50
L. Beans, 2 gr. 1 35@2 65
Lima Beans, 2s, Soaked ----- 1 25
Red Kid, No. 2 ----- 1 25
Beets, No. 2, wh. 1 75@2 40
Beets, No. 2, cut 1 10@1 25
Beets, No. 3, cut ----- 1 60
Corn, No. 2, stan. ----- 1 10
Corn, Ex. stan. No. 2 ----- 1 35
Corn, No. 2, Fan. 1 80@2 35
Corn, No. 10 ----- 8 00@10 75
Hominy, No. 3 ----- 1 00@1 15
Okra, No. 2, whole ----- 2 15
Okra, No. 2, cut ----- 1 75
Dehydrated Veg. Soup ----- 90
Dehydrated Potatoes, lb. ----- 33
Mushrooms, Hotels ----- 33
Mushrooms, Choice, 8 oz. ----- 40
Mushrooms, Sur Extra ----- 50
Peas, No. 2, E. J. ----- 1 65
Peas, No. 2, Sift. ----- 1 85
June ----- 1 85
Peas, No. 2, Ex. Sift. ----- 2 25
E. J. ----- 2 25
Peas, Ex. Fine, French ----- 25
Pumpkin, No. 3 ----- 1 25@1 60
Pumpkin, No. 10 ----- 4 00@4 75
Pimientos, 1/4, each ----- 12@14
Pimientos, 1/2, each ----- 27
Sw't Potatoes, No. 2 1/2 ----- 2 25
Sauerkraut, No. 3 ----- 1 35@1 50
Succotash, No. 2 ----- 1 65@3 50
Succotash, No. 2, glass ----- 2 80
Spinach, No. 1 ----- 1 25
Spinach, No. 2 ----- 1 60@1 90
Spinach, No. 3 ----- 2 25@3 50
Spinach, No. 10 ----- 6 50@7 00
Tomatoes, No. 2 ----- 1 20@1 30
Tomatoes, No. 3 ----- 1 90@2 25
Tomatoes, No. 10 ----- 6 00@7 50

CATSUP.

B-nut, small ----- 1 90
Lily of Valley, 14 oz. ----- 2 25
Lily of Valley, 1/2 pint ----- 1 65
Paramount, 24, 8s ----- 1 35
Paramount, 24, 16s ----- 2 25
Sniders, 8 oz. ----- 1 75
Sniders, 16 oz. ----- 3 55
Quaker, 8 oz. ----- 1 25
Quaker, 10 oz. ----- 1 40
Quaker, 14 oz. ----- 1 90
Quaker, Gallon Glass ----- 12 00
Quaker, Gallon Tin ----- 8 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 ----- 55
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
Wisconsin Daisies ----- 27
Longhorn ----- 28
Michigan Daisy ----- 27
Sap Sago ----- 48
Brick ----- 28

CHEWING GUM.

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

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

COCOA.

Droste's Dutch, 1 lb. ----- 8 50
Droste's Dutch, 1/2 lb. ----- 4 50
Droste's Dutch, 1/4 lb. ----- 2 25
Droste's Dutch, 5 lb. ----- 60
Chocolate Apples ----- 4 50
Pastelles, No. 1 ----- 12 60
Pastelles, 1/2 lb. ----- 6 60
Pains De Cafe ----- 3 00
Droste's Bars, 1 doz. ----- 2 00
Delft Pastelles ----- 2 15
1 lb. Rose Tin Bon ----- 00
Bons ----- 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
1/2 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 ----- 35
Liberty ----- 25
Quaker ----- 41
Nedrow ----- 39
Morton House ----- 47
Reno ----- 36
Royal Club ----- 40

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

Coffee Extracts

M. Y., per 100 ----- 12
Frank's 50 pkgs. ----- 4 25
Hummel's 50 1 lb. ----- 10 1/2

CONDENSED MILK

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

MILK COMPOUND

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

EVAPORATED MILK

Quaker, Tall, 4 doz. ----- 4 55
Quaker, Baby, 8 doz. ----- 4 45
Quaker, Gallon, 1/2 doz. ----- 4 40
Carnation, Tall, 4 doz. ----- 4 80
Carnation, Baby, 8 doz. ----- 4 70
Oatman's Dundee, Tall ----- 4 80
Oatman's D'dee, Baby ----- 4 70
Every Day, Tall ----- 5 00
Every Day, Baby ----- 4 90
Pet, Tall ----- 4 80
Pet, Baby, 8 oz. ----- 4 70
Borden's Tall ----- 4 80
Borden's Baby ----- 4 70
Van Camp, Tall ----- 4 90
Van Camp, Baby ----- 3 75

CIGARS

G. J. Johnson's Brand
G. J. Johnson Cigar,
10c ----- 75 00
Worden Grocer Co. Brands
Airedale ----- 35 00
Hemeter Champion ----- 37 50
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 Knickbocker ----- 95 00
Webster Belmont ----- 110 00
Webster St. Reges ----- 125 00
Bering Apollos ----- 95 00
Bering Palmitas ----- 115 00
Bering Diplomatica ----- 115 00
Bering Dellosos ----- 120 00
Bering Favorita ----- 135 00
Bering Albas ----- 150 00

CONFECTIONERY

Stick Candy Pails
Standard ----- 18
Pure Sugar Sticks 600s ----- 4 00
Big Stick, 20 lb. case ----- 18

Mixed Candy

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

Fancy Chocolates

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

Gum Drops Pails

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

Lozenges Pails

A. A. Pep. Lozenges ----- 16
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 ----- 18
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 ----- 27
Silver King M. Mallovs ----- 1 25

Bar Goods

Mich. Sugar Ca., 24, 5c ----- 75
Pal O Mine, 24, 5c ----- 75
Malty Milkies, 24, 5c ----- 75
Lemon Rolls ----- 75
Tru Luv, 24, 5c ----- 75
No-Nut, 24, 5c ----- 75

COUPON BOOKS

50 Economic grade ----- 3 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, special-
ly printed front cover is
furnished without charge.

CREAM OF TARTAR

6 lb. boxes ----- 42

DRIED FRUITS

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

Apricots

Evaporated, Choice ----- 24
Evaporated, Fancy ----- 28
Evaporated, Slabs ----- 18

Citron

10 lb. box ----- 40

Currants

Packages, 14 oz. ----- 19
Greek, Bulk, lb ----- 19

Dates

Dromedary, 36s ----- 6 75

Peaches

Evap. Choice ----- 16
Evap. Ex. Fancy, P.P. ----- 18

Pearl

Lemon, American ----- 80
Orange, American ----- 80

Raisins

Seeded, bulk ----- 9
Thompson's s'dles blk ----- 8 1/2
Thompson's seedless, 15 oz. ----- 10
Seeded, 15 oz. ----- 11

California Prunes

60@70, 25 lb. boxes ----- 08 1/2
50@60, 25 lb. boxes ----- 09
40@50, 25 lb. boxes ----- 10
30@40, 25 lb. boxes ----- 10 1/2
20@30, 25 lb. boxes ----- 16

FARINACEOUS GOODS

Beans

Med. Hand Picked ----- 10
Cal. Limas ----- 10
Brown, Swedish ----- 09 1/2
Red Kidney ----- 10 1/2

Farina

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

Hominy

Pearl, 100 lb. sacks ----- 2 50

Macaroni

Mueller's Brands
9 oz. package, per doz. ----- 1 30
9 oz. package, per case ----- 2 60

Bulk Goods

Elbow, 20 lb. ----- 07 1/2
Egg Noodle, 10 lbs. ----- 14

Pearl Barley

Chester ----- 4 25
J000 ----- 7 00
Barley Grits ----- 5 00

Peas

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

Sage

East India ----- 10

Taploca

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



2 1/2 Ounce
Taper Bottle

FLAVORING EXTRACTS

55 Years Standard Quality.

JENNINGS PURE FLAVORING EXTRACT

Vanilla and Lemon

Same Price

7/8 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

Jiffy Punch

3 doz. Carton ----- 2 35
Assorted flavors.

FLOUR

V. C. Milling Co. Brands

Lily White ----- 9 90
Harvest Queen ----- 9 80
Yes Ma'am Graham, 50s ----- 2 40

FRUIT CANS

F. O. B. Grand Rapids

Mason

Half pint ----- 7 50
One pint ----- 7 75
One quart ----- 9 10
Half gallon ----- 12 15

Ideal Glass Top.

Half pint ----- 9 00
One pint ----- 9 30
One quart ----- 11 15
Half gallon ----- 15 40

GELATINE



26 oz., 1 doz. case	6 50
3 1/2 oz., 4 doz. case	3 20
Jell-O, 3 doz.	2 85
Minute, 3 doz.	4 05
Plymouth, White	1 65
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.	95
Buckeye, 18 oz., doz.	2 00

JELLY GLASSES

8 oz., per doz.	35
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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 50
Diamond, 144 box	5 75
Searchlight, 144 box	5 75
Ohio Red Label, 144 bx	4 20
Ohio Blue Tip, 144 box	5 70
Ohio Blue Tip, 720-1c	4 25
Blue Seal, 144	5 20
Reliable, 144	4 15
Federal, 144	5 50

Safety Matches

Quaker, 5 gro. case	4 50
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MOLASSES

Molasses in Cans

Dove, 36, 2 lb. Wh. L.	5 60
Dove, 24, 2 1/2 lb. Wh. L.	6 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

NUTS—Whole

Almonds, Tarragona	26
Brazil, New	24
Fancy Mixed	25
Filberts, Sicily	22
Peanuts, Vir. Roasted	12 1/2
Peanuts, Jumbo, std.	17 1/4
Pecans, 3 star	20
Pecans, Jumbo	40
Pecans, Mammoth	50
Walnuts, California	27

Salted Peanuts

Fancy, No. 1	14 1/2
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Shelled

Almonds	60
Peanuts, Spanish,	125 lb. bags
Filberts	32
Pecans Salted	89
Walnuts	23

MINCE MEAT

None Such, 4 doz.	6 47
Quaker, 3 doz. case	3 50
Libby, Kegs, wet, lb.	22

OLIVES

Bulk, 5 gal. keg	8 00
Quart Jars, dozen	5 50
Bulk, 2 gal. keg	3 25
Pint Jars, dozen	3 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, doz.	2 25
9 oz. Jar, stuffed, doz.	3 50
12 oz. Jar, Stuffed,	doz.
10 oz. Jar, stuffed doz.	4 50 @ 4 75
10 oz. Jar, stuffed doz.	7 00

PARIS GREEN

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

PEANUT BUTTER



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

PETROLEUM PRODUCTS.

From Tank Wagon.	
Red Crown Gasoline	11
Red Crown Ethyl	14
Solite Gasoline	14
In Iron Barrels	
Perfection Kerosine	13.6
Gas Machine Gasoline	37.1
V. M. & P. Naphtha	19.6

ISO-VIS MOTOR OILS

In Iron Barrels	
Light	77.1
Medium	77.1
Heavy	77.1
Ex. Heavy	77.1



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



Semdac, 12 pt. cans	2.75
Semdac, 12 qt. cans	4.65

PICKLES

Medium Sour	
5 gallon, 400 count	4 75
Sweet Small	
16 Gallon, 3300	28 75
5 Gallon, 750	9 00
Dill Pickles	
Gal. 40 to Tin, doz.	9 00

PIPES

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

Battle Axe, per doz.	2 75
Bicycle	4 75

POTASH

Babbitt's, 2 doz.	2 75
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FRESH MEATS

Beef	
Top Steers & Heif.	22
Good Str's & H's	15 1/2 @ 19
Med. Steers & Heif.	18
Com. Steers & Heif.	15 @ 16
Veal	
Top	20
Good	19
Medium	18
Lamb	
Spring Lamb	32
Good	30
Medium	28
Poor	21
Mutton	
Good	18
Medium	16
Poor	12

Pork

Light hogs	11 1/2
Medium hogs	10 1/2
Heavy hogs	10 1/2
Loin, med.	15
Butts	14
Shoulders	12
Spareribs	11
Neck bones	06
Trimnings	10

PROVISIONS

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

Lard

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

Sausages

Bologna	14
Liver	13
Frankfort	19
Pork	18 @ 20
Veal	19
Tongue, Jellied	35
Headcheese	16

Smoked Meats

Hams, Cer. 14-16 lb.	@ 22
Hams, Cer., Skinned	@ 21
16-18 lb.	@ 21
Ham, dried beef	@ 40
Knuckles	@ 40
California Hams	@ 17 1/2
Picnic Boiled	
Hams	20 @ 22
Boiled Hams	@ 32
Mixed Hams	@ 18
Bacon 4/6 Cert.	24 @ 30

Beef

Boneless, rump	23 00 @ 30 00
Rump, new	29 00 @ 32 00

Liver

Beef	20
Calf	65
Pork	8

RICE

Fancy Blue Rose	06
Fancy Head	07 1/2
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'num	3 25
Nedrow, 12s, China	3 25
Sacks, 90 lb. Jute	3 75

RUSKS

Michigan Tea Rusk Co.	
Brand.	
40 rolls, per case	4 70
18 rolls, per case	2 25
18 cartons, per case	2 25
36 cartons, per case	4 50

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	16 1/2
Tablets, 1/2 lb. Pure	19 1/2
doz.	1 40
Wood boxes, Pure	29 1/2
Whole Cod	11 1/2

HERRING

Holland Herring	
Mixed, Keys	1 00
Mixed, half bbls.	9 00
Mixed, bbls.	16 00
Milkers, Kegs	1 10
Milkers, half bbls.	10 00
Milkers, bbls.	18 00
K K K K, Norway	19 50
8 lb. pails	1 40
Cut Lunch	1 65
Boned, 10 lb. boxes	15

Lake Herring

1/2 bbl., 100 lbs.	6 50
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Mackerel

Tubs, 100 lb. fncy fat	24 50
Tubs, 50 count	8 00
Pails, 10 lb. Fancy fat	1 75

White Fish

Med. Fancy, 100 lb.	13 00
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SHOE BLACKENING

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

STOVE POLISH

Blackene, per doz.	1 35
Black Silk Liquid, dz.	1 40
Black Silk Paste, doz.	1 25
Enameline Paste, doz.	1 35
Enameline Liquid, dz.	1 35
E. Z. Liquid, per doz.	1 40
Radium, per doz.	1 85

Rising Sun, per doz.	1 35
654 Stove Enamel, dz.	2 80
Vulcanol, No. 5, doz.	95
Vulcanol, No. 10, doz.	1 35
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 70
Med. No. 1, 100 lb. bg.	90
Farmer Spec., 70 lb.	95
Packers Meat, 50 lb.	57
Crushed Rock for ice	
cream, 100 lb. each	75
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 20



Per case, 24, 2 lbs.	3 40
Five case lots	2 30
Iodized, 24, 2 lbs.	2 40



BORAX

Twenty Mule Team	
24, 1 lb. packages	3 25
48, 10 oz. packages	4 35
96, 1/2 lb. packages	4 00

SOAP

Am. Family, 100 box	6 30
Crystal White, 100	3 85
Export, 100 box	4 00
Big Jack, 60s	4 50
Fels Naptha, 100 box	5 50
Flake White, 10 box	3 90
Grdma White Na. 10s	3 90
Swift Classic, 100 box	4 40
Wool, 100 box	6 50
Jap Rose, 100 box	7 85
Fairy, 100 box	4 00
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 25
Williams Barber Bar, 9s	50
Williams Mug, per doz.	48

CLEANSERS



80 can cases, \$4.50 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	3 65
Grandma, 24 Large	3 65
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	
Rub No More, 20 Lg.	4 00
Spotless Cleanser, 48,	
20 oz.	3 85
Sani Flush, 1 doz.	2 25
Sapallo, 3 doz.	3 15
Soapine, 100, 12 oz.	6 40
Snowboy, 100, 10 oz.	4 00
Snowboy, 24 Large	4 80
Speedee, 3 doz.	7 20
Sunbrite, 72 doz.	4 00
Wyandotte, 48	4 75

SPICES

Whole Spices

Allspice, Jamaica	@ 25
Cloves, Zanzibar	@ 38
Cassia, Canton	@ 22
Cassia, 5c pkg., doz.	@ 40
Ginger, African	@ 19
Ginger, Cochin	@ 25
Mace, Penang	1 39
Mixed, No. 1	@ 32
Mixed, 5c pkgs., doz.	@ 45
Nutmegs, 70 @ 90	@ 59
Nutmegs, 105-1 10	@ 59
Pepper, Black	@ 46

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, March 15—We have today received the schedules, reference and adjudication in the matter of Leo J. Rayburn, individually and as Dependable Used Furniture Co., Bankrupt No. 3384. 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 drayman. The schedules show assets of \$2,382.50 of which \$500 is claimed as exempt, with liabilities of \$7,057.28. The court has written for funds and upon receipt of same, the first meeting of creditors will be called, and note of same made herein. The list of creditors of said bankrupt is as follows:

City Treasurer, Grand Rapids	\$ 72.27
Ivan Gardner, Merritt	57.00
General Motors Acceptance Corp., Grand Rapids	150.00
J. S. Grover, Grand Rapids	125.00
Marsh Wells, Grand Rapids	1,903.00
Richards Motor Car Co., Grand R.	64.00
Community Finance Co., Grand R.	285.00
L. E. Phillips, Grand Rapids	38.00
Dr. C. E. Whitmore, Grand Rapids	8.50
DeKorne Furn Co., Grand Rapids	68.58
Comstock Tire Co., Grand Rapids	30.00
John Dilley, Grand Rapids	27.00
City Awning & Tent Co., Grand R.	22.00
Murial Coby, Cedar Springs	40.00
Moreland's Hdwe., Grand Rapids	19.50
G. R. Calendar Co., Grand Rapids	8.50
Oak Specialty Co., Chicago	15.00
VerWys Hdwe. Co., Grand Rapids	22.00
Olie Henderson, Grand Rapids	15.00
Jurgens & Holtvliwer, Grand Rap.	10.91
Connors Foundry, Grand Rapids	6.50
Encyclopedia Co., Grand Rapids	62.00
Wurzberg Dry Goods Co., Grand R.	33.00
Emmons Co., Newark, N. J.	3.15
Morris Bros. Hdwe. Co., Grand R.	6.75
B. F. Edge Lumber Co., Grand R.	54.00
Carl Mikkleson, Grand Rapids	1,500.00
National Mattress Co., Grand Rap.	175.00
Det. House of Correction, Detroit	47.00
A. F. Burch Co., Grand Rapids	133.00
Press, Grand Rapids	52.00
Mich. Bell Tel. Co., Grand Rapids	57.50
Mercantile Guaranty Co., Chicago	40.00
Charles Cook, Grand Rapids	40.00
Thomas Hall, Grand Rapids	unknown
Burkheimer Store, Greenville, O.	34.00
National Credit Co., Grand R.	22.00
John Deere Plow Co., Lansing	130.00
Robert Comer, Grand Rapids	15.50
John Emory, Grand Rapids	13.50
Ray Harrison, Grand Rapids	19.50
Bultema Timmer Fuel Co., G. R.	50.00
Joseph Boonstra, Grand Rapids	50.00
Dr. L. C. Baibeau, Grand Rapids	9.50
Dr. Wm. H. Veenboer, Grand Rap.	95.00
Riley Bearzley, Grand Rapids	22.00
Al Starkenburg, Grand Rapids	37.38
G. R. Wood Finishing Co., G. R.	13.75
G. R. Bedding Co., Grand Rapids	21.00
Shipman Fuel Co., Grand Rapids	34.00
D. D. Puurhase, Comstock Park	10.00
Lulu Yager, Grand Rapids	39.00
Cornelius Nordyke, Grand Rapids	22.00
Mackinaw Trail Oil Co., Grand R.	21.00
Mrs. Weeda, Grand Rapids	42.00
G. R. Parlor Frame Co., Grand R.	13.00
Ideal Foundry Co., Grand Rapids	7.75
David DeYoung, Grand Rapids	80.00
Jesse Buffham, Grand Rapids	22.00
Leon Snyder, Grand Rapids	15.00
Marquette Lumber Co., Grand R.	3.50
Dr. Wm. Vis, Grand Rapids	10.00
Dr. S. Porter Tuttle, Grand Rapids	6.50
Dr. Albertus Hoxie, Grand Rapids	65.00
Kent State Bank, Grand Rapids	60.00
G. R. Tent & Awning Co., Grand R.	11.00
John J. Reyburn, Cedar Springs	425.00
Dr. A. Noordewier, Grand Rapids	32.00
Cole Shoe Store, Grand Rapids	10.00
Dick Kimm, Rockford	2.50
Sam Bryam, Grand Rapids	7.00
Ed DeVries, Grand Rapids	15.00
G. R. Trust Co., Grand Rapids	33.00
Delix Kasarekis, Grand Rapids	176.00
Checkometer Sales Co., Chicago	75.00
Bayard B. Flaven, Chicago	75.00
G. R. Glass Co., Grand Rapids	14.00

March 12. On this day was held the first meeting of creditors in the matter of Harry V. Filkins, doing business as Radiola Sales & Service, Bankrupt No. 3357. The bankrupt was present in person and represented by attorney J. R. Gillard. Creditors were present in person and represented by R. F. Allaben and Norris, McPherson, Harrington & Waer, attorneys. Claims were proved and allowed. The bankrupt was sworn and examined, without a reporter. Edward De Groot, of Grand Rapids, was named trustee and his bond placed at \$500. The meeting then adjourned without date. An order for the payment of expenses of administration has been entered, the property having been sold by the receiver in bankruptcy.

On this day also was held the first meeting of creditors in the matter of Walter Morris, Bankrupt No. 3354. The bankrupt was present in person and represented by attorneys Diekema, Kollen & TenCate. Creditors were present in person. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. John Arendshorst, of Holland, was appointed trustee, and his bond placed at \$1,000. The first meeting then adjourned without date.

March 13. On this day was held the first meeting of creditors in the matter of Harry C. Knight, Bankrupt No. 3353.

The bankrupt was present in person and represented by attorney L. K. Preston. Claims were proved and allowed. No creditors were present. The bankrupt was sworn and examined without a reporter. Harris S. Whitney, of Benton Harbor, was named trustee, and his bond placed at \$100. The first meeting then adjourned without date.

On this day also was held the first meeting of creditors in the matter of William Weatherwax, Bankrupt No. 3355. The bankrupt was present in person and represented by E. L. Burnhans, attorney. The creditors were present in person and represented by F. L. Hammond, attorney. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. M. N. Kennedy was named trustee and his bond placed at \$100. The bankrupt was authorized to convey title to the mortgaged property to the mortgagee to avoid foreclosure, as the property covered by the mortgage was worth less than the amount due. The first meeting then adjourned without date.

March 16. On this day was held the first meeting of creditors in the matter of Arthur Oudbier, Bankrupt No. 3360. The bankrupt was present in person and represented by attorneys Dunham & Cholette. Creditors were represented by attorneys Dunham & Cholette. Creditors were represented by Wicks, Fuller & Starr. One claim was proved and allowed. No trustee was appointed for the present. The bankrupt was sworn and examined by Mr. Starr, without a reporter. The first meeting then adjourned to April 16.

In the matter of Regent Auto Maintenance Co., Bankrupt No. 2983, the trustee has filed his final report and account, and a final meeting of creditors has been called for March 29. 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 creditors in general.

In the matter of George L. Burgess, Bankrupt No. 3200, the trustee has filed his final report and account, and a final meeting of creditors has been called for March 29. The report and account of the trustee will be considered and passed upon. Expenses of administration will be ordered paid and if the funds on hand will permit, a final dividend to creditors will be paid.

March 16. On this day was held the first meeting of creditors in the matter of Henry G. Sparrow, Bankrupt No. 3332. The bankrupt was present in person and represented by attorney Horace T. Barnaby. One creditor was present in person. Claims were allowed. The bankrupt was sworn and examined without a reporter. C. W. Moore was named trustee and his bond placed at \$100. The first meeting then adjourned without date.

March 16. On this day was held the first meeting of creditors in the matter of Elijah Richards, Bankrupt No. 3361. The bankrupt was present in person and represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date, and the case has been closed and returned to the district court as a case without assets.

On this day also was held the first meeting of creditors in the matter of John Macsudian, Bankrupt No. 3367. The bankrupt was present in person. No creditors were present or represented. One claim was proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date, and the case has been closed and returned to the district court, as a case without assets.

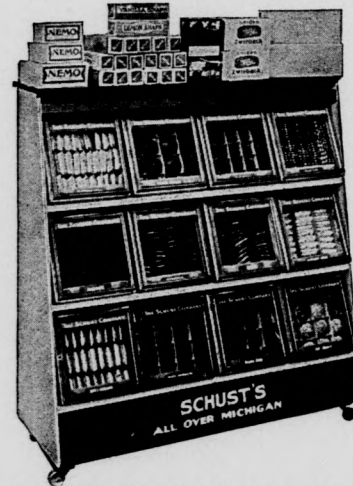
On this day also was held the first meeting of creditors in the matter of Clyde E. Shinn, Bankrupt No. 3362. The bankrupt was present and represented by attorney Hugh E. Maddox. No creditors were present or represented. No claims were proved and allowed. No trustee was appointed. The bankrupt was sworn and examined without a reporter. The first meeting then adjourned without date, and the case has been closed and returned to the district court, as a case without assets.

On this day also was held the first meeting of creditors in the matter of George S. Cross, Bankrupt No. 3342. The bankrupt was present in person and represented by attorneys Corwin, Norcross & Cook. No creditors were present. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. Fred G. Timmer, of Grand Rapids, was named trustee, and his bond placed at \$100. The first meeting then adjourned without date.

March 13. On this day was held the first meeting of creditors in the matter of Arthur A. Anderson, doing business as Anderson Furniture Show Rooms, Bankrupt No. 3350. The bankrupt was present in person and represented by attorney H. H. Geoghan. Creditors were present in person and represented by H. H. Smedley, attorney and Grand Rapids Credit Men's Association. Claims were proved and allowed. The bankrupt was sworn and examined without a reporter. George

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Niagara Falls, N. Y.

D. Stribley, of Muskegon, was elected trustee, and his bond placed at \$500. The first meeting then adjourned without date.

On this day also was held the sale of assets in the matter of Madison Square Electric Co., Bankrupt No. 3309. The trustee was not present. The trustee was present and several bidders were present. The sale adjourned to March 14, at which time the sale appearances were had and the balance of the stock, fixtures and furniture and assets was sold to Fred G. Timmer, of Grand Rapids, for \$41. The sale was confirmed and the hearing adjourned without date.

March 14. On this day was held the first meeting of creditors in the matter of Muskegon Scrap Materials Co., Bankrupt No. 3343. The bankrupt was present by two of its officers and represented by Balgooyen & Cook, attorneys. Creditors were present in person and represented by attorneys Harris E. Galpin, H. H. Smedley and R. J. Cleland. Grand Rapids Credit Men's Association also was present for creditors. Claims were allowed. Isadore Rubinsky, one of the officers of the bankrupt was sworn and examined with a reporter present. Edward De Groot, of Grand Rapids, was named trustee, and his bond placed at \$5,000. The first meeting then adjourned to April 25.

March 15. On this day was held the first meeting of creditors in the matter of Moses Baum, Bankrupt No. 3363. The bankrupt was present in person and represented by attorney Clare J. Hall. Creditors were represented by G. R. Credit Men's Association and by Hilding, Hilding & Tubbs, attorneys. Claims were allowed. The bankrupt was sworn and examined without a reporter. Edward De Groot was elected trustee and his bond placed at \$1,000. The first meeting then adjourned without date.

March 15. On this day was held the first meeting of creditors in the matter of Holland Chair Co., a corporation, Bankrupt No. 3368. The bankrupt was present by two of its officers and represented by attorneys Diekema, Kollen & Ten Cate. Creditors were present in person and by attorneys Hilding, Hilding & Tubbs; Van Duren & Van Duren; Robinson & Persons; Fred T. Miles and by G. R. Credit Men's Association. Claims were allowed. The officers of the bankrupt were sworn and examined before a reporter. John Arendshorst, of Holland, was elected trustee and his bond placed at \$2,000. Operation for the purpose of completing assets in the process was authorized by creditors. The first meeting then adjourned without date.

March 19. On this day was held the adjourned first meeting of creditors in the matter of Peter Timmer, Bankrupt No. 3356. The bankrupt was present and by attorney Frank Post. Creditors were present and represented by attorneys Wicks, Fuller & Starr and Menso R. Bolt. Claims were allowed. The bankrupt was sworn and examined without a reporter. No trustee was appointed. The first meeting then adjourned without date and the case has been closed and returned to the district court, as a case without assets.

On this day also was held the final meeting of creditors in the matter of Wintford L. Rogers, Bankrupt No. 3163. The bankrupt was not present or represented. The trustee was not present. Claims were allowed. The trustee's final report and account was considered and approved and allowed. Expenses were ordered paid and a first and final dividend of 5 per cent. to creditors was declared and ordered paid. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date and the case will be closed and returned to the district court in due course.

March 19. On this day was held the first meeting of creditors in the matter of Jared W. Arnold, Jr., Bankrupt No. 3148. The bankrupt was not present or represented. The trustee was present in person. One claim was proved and allowed. The report and account of the trustee was approved. An order was made for the payment of a first and final dividend of 18 per cent. on the claim proved and allowed and for the payment of expenses of administration. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date, and the case will be closed and returned to the district court as soon as the vouchers are returned from the bank.

On this day also was held the final meeting of creditors in the matter of Lewis Hooker, Bankrupt No. 3174. The bankrupt was not present or represented. No claims were proved and allowed. The trustee was present. The trustee's final report and account was approved and allowed. An order was made for the payment of expenses of administration, as far as the funds on hand would permit, there being no funds for dividends. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date, and the case will be closed and returned to the district court in due course.

In the matter of Johner Sisters, Bankrupt No. 3077, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 2. The report and account of the

trustee will be passed upon. The bills of the estate will be considered and paid and a first and final dividend to creditors paid, if the funds permit.

In the matter of Mara-Rickenbacker, Bankrupt No. 3129. The trustee's final report and account will be considered and passed upon. Expenses will be paid and a first and final dividend paid to creditors if the funds will permit. The final meeting will be held on April 2.

In the matter of Walter Stellard, Bankrupt No. 3236, the trustee has filed his final report and account, and a final meeting of creditors will be held, at the referee's office on April 2. 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 declared.

In the matter of Clarence Clark, Bankrupt No. 3122, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 2. The report and account of the trustee will be passed upon. Expenses will be ordered paid, as far as the funds on hand will permit. There will be no dividend.

In the matter of Abraham Haddad, Bankrupt No. 3065, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 2. The trustee's account will be passed upon. Expenses will be paid, and if possible, a first and final dividend to creditors paid. It is not expected that such dividend will be possible.

In the matter of John Oom, Bankrupt No. 3244, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 2. The report and account of the trustee will be considered. Expenses will be paid, as far as the funds on hand will permit, there being no funds for dividends.

In the matter of Genevieve E. Malloy, Bankrupt No. 3021, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 4. The report and account of the trustee will be passed upon. Expenses will be paid, and a first and final dividend to creditors ordered paid.

In the matter of Michigan Home Service Corporation, Bankrupt No. 3155, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 4. The report and account of the trustee will be passed upon. Expenses will be ordered paid, as far as the funds will permit, there being no funds on hand for the payment of dividends.

In the matter of Le June Smart Shoppe, Bankrupt No. 3091, the trustee has filed his final report and account, and a final meeting of creditors has been called for April 4. The report will be passed upon. Expenses will be ordered paid, as far as the funds will permit, there being no funds for dividends.

In the matter of Jay Oberley, Bankrupt No. 3009, the final report and account of the trustee is filed. A final meeting of creditors will be held, at the office of the referee on April 4. The report and account of the trustee will be passed upon. Expenses will be ordered paid and a first and final dividend to creditors ordered paid.

March 16. We have to-day received the schedules, reference and adjudication in the matter of Henry A. Van Dyke, Bankrupt No. 3386. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Holland, and his occupation is that of a laborer. The schedules show assets of \$215 of which the full interest is claimed as exempt, with liabilities of \$1,000. 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 is as follows:

Zeeland State Bank, Zeeland ----- \$500.00

Gerrit LaHuis, Zeeland ----- 500.00

March 16. We have to-day received the schedules, reference and adjudication in the matter of John H. Palmer, Bankrupt No. 3387. 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 \$150 with liabilities of \$2,837.02. 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 is as follows:

Amer. State Bank, Grand Ledge \$1,819.52

M. A. Brown, Sunfield ----- 100.00

Mrs. Armenia Brown, Sunfield ----- 150.00

H. Babcock Estate, Sunfield ----- 150.00

Albert Fiff, Sunfield ----- 50.00

Buffalo Fertilizer Co., Buffalo ----- 200.00

J. D. Norris, Sunfield ----- 24.00

Goshen Bag Co., Goshen, Ind. ----- 250.00

Union Products Co., Cleveland ----- 38.50

Wm. Shavey & Son, Grand Ledge ----- 55.00

March 17. We have to-day received the reference and adjudication in the matter of Frances J. Heaney, Bankrupt No. 3388. This is an involuntary case. The bankrupt has been ordered to file his schedules, upon receipt of which list of assets and creditors will be made herein. The matter has been referred to Charles B. Blair as referee in bankruptcy. The bankrupt is a resident of Grand Rapids.

March 19. On this day was held the final meeting of creditors in the matter of Charles T. Eldred, Bankrupt No. 3187. The bankrupt was not present or represented. No claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of expenses, and for the balance on hand to be refunded, there being no claims proved. No objections were made to discharge. The meeting then adjourned without date, and the case will be closed and returned to the district court in due course.

When On Your Way, See Onaway.

Onaway, March 27—The voters of the city of Onaway realize that the time has arrived for strenuous action in the matter of city affairs and that was the reason for circulating a nominating petition for Fred Weingast for City Commissioner, three-year term. They will also realize, after election, how good a job they have done and finally, when Fred becomes Mayor at the expiration of two years by virtue of his office, the results will, without doubt, pile up some real benefits for the city at large.

Snow scenes have been in big demand and the past few balmy days of spring like weather seem to impress the people with the idea that we would never again get an opportunity to secure souvenirs of the winter scenery. Well, the weather man upset all such notions to-day by delivering a real blizzard in all its fury and the horseless carriages may yet be compelled to take a spring vacation.

It is unpleasant to again be called upon to report the account of another disastrous fire, which occurred early Tuesday morning, March 19, totally destroying the Joseph Warnoch store building, together with his entire stock of groceries. Mr. Warnoch, whose family was away, was occupying a room upstairs and barely escaped with his life, being compelled to jump from an upstairs window, badly injuring his ankle. His loss on building and stock is estimated at \$7,000, with insurance of \$3,000.

One section of the store was occupied by James Richard as a quick repair shoe and harness shop. The loss to this department was estimated at \$2,500 on machinery, with no insurance.

Adjoining the Warnoch building was the big double store owned and occupied by Andy Johnston, a very complete and up-to-date meat market doing a nice business. This was also a total loss on building, although part of the contents were saved. The loss to the building is estimated at \$5,000 and \$2,000 on contents, with insurance of \$3,000. It is reported that Mr. Johnston has since purchased the Owada building and is to take immediate possession.

The firemen did heroic work. In spite of a strong wind which was blowing from the West they succeeded in preventing the spreading of the fire to the frame store formerly occupied by the Schlienz restaurant, which would have destroyed an entire city block of frame buildings. The big fire engine pumper undoubtedly paid for itself in this one fire, as it worked continuously many hours without a skip.

The Family theater had a close call from the roof, but being of cement construction provided a fire wall.

So many fires within a period of two years gives us the creeps, but looking back and comparing ourselves with other towns we find that all prosperous towns have had similar experiences, which means that we are preparing sites that will eventually be re-built with fire proof structures, and Onaway and vicinity are rapidly developing a population of thrifty agriculturists through the good work of our county agent, Jack Brown, that will support a thriving city much larger than the present one.

Arthur Aikens has donned the white apron and is assisting in J. B. Peter-

son's meat market, the place which makes people crazy to get his pork sausage.

Progress is the foreword of Fred Weingart, who has just installed a new large capacity electric bread mixer in his bakery. With Weingart's bread, buttered with Koepsell's creamery butter, won't the tourists fare well this coming summer?

When on your way, see Onaway.

Squire Signal.

Consult someone that knows
Merchandise Value.
GET YOUR BEST OFFER FIRST.
Then wire, write or phone me and I will guarantee you in good American Dollars to get you more for your store or plant of any description.
ABE DEMBINSKY
Auctioneer and Liquidator
Saginaw, Mich., Phone Riverside 3667W.
Buyers inquiring everyday—
No Sale—No Charge.

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.

STORE FOR RENT—Excellent opening for dry goods, shoes and clothing store. Smith Bros., Stanton, Mich. 812

FINANCIAL DIFFICULTIES ADJUSTED—Money furnished to established businesses. If you need assistance, write us. Credit and Guarantee Co., Battle Creek, Michigan. 813

FOR SALE—Small dry goods stock, with good fixtures and up-to-date equipment. Established trade. Located good residence neighborhood in Grand Rapids. Address No. 814, c/o Michigan Tradesman. 814

WANTED—Stock of shoes or men's wear. Have income property under ten-year government lease, and cash. D. H. Hunter, Rockford, Mich. 810

STORE FOR RENT—25 ft. x 75 ft. One of the best locations in Benton Harbor. Has been shoe store for twenty years. Apply or write H. Benjamin, 115 W. Washington St., Ann Arbor, Mich. 806

FOR SALE—Stock of men's clothing, furnishings and shoes. Inventory \$7,000. Workingman's Store, 340 W. Second St., Alpena, Mich. 807

GROCERY—For Sale—Stock and fixtures. \$2,000. Rent \$38. Owner, 1935 Hiltion Ave., Ferndale, Mich. 809

Will Buy Stocks or Parts of Stocks of Merchandise, of Groceries, Dry Goods, Shoes, Rubbers, Furniture, etc. N. D. Gover, Mt. Pleasant, Mich.

For Sale—BUTTER, extra FANCY quality, prints or tubs, at reasonable prices. Good trade builder. "Campbell's Butter that betters the bread." Write us. Campbell Dairy Products Co., Homer, Mich. 801

FOR RENT—Store room 24x80, second door from corner, in lake shore farming and resort town, and possibly oil. An attractive location for small department store, shoes and clothing, general, etc. Shelving and counters included. Reasonable rent. Address No 802, c/o Michigan Tradesman. 802

CASH For Your Merchandise!

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

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

Business Openings—Money-making opportunities in twelve states. To buy or sell a business, write Chaffee's, 20 E. Jackson, Chicago. 787

Why Not Own A House In Kalamazoo? While your child is in Normal School or college? Cuts expenses, and easily sold later. Modern house, with garage; two rooms are rented to students, for \$48 per month. Good time to buy now. W. I. Benedict, 601 Axtell St., Kalamazoo, Mich. 805

FOR SALE—Double store, six living rooms. Location, six corner intersection, on car line. Suitable for any business. Present business, shoe retailer and repairer. Priced for quick sale. For particulars write F. Halamka, 1419 Douglas Ave., Racine, Wisconsin. 796

Food Stuff and Wages Compared.

When Ruth the Moabitess gleaned in the fields of Boaz and the reapers let fall handful on purpose for her, she "returned at even and beat out what she had gleaned and it was about an ephah of barley."

An ephah was equal to a bushel and three pints of our measure. That amount of barley sufficed for herself and Naomi for probably two months or more.

In the years immediately following the civil war in America, a man's wage for a day's work in harvest was approximately the price of a bushel of wheat—\$2.50 to \$3. At other seasons of the year men were paid \$1 to \$1.50 per day, according as the work was light or heavy. A bushel of wheat then yielded 42 pounds of flour and 12 pounds of bran and middlings—the miller having taken one-tenth for grinding. A family of eight persons consumed the net product of a bushel of wheat each week regularly, which would be six and one-half bushels per person for a whole year.

In those post civil war days when farm laborers were paid \$1 to \$3 per day, many necessities were high in price. Tea cost \$1 per pound, sugar 12 cents or more, molasses about \$1 per gallon, kerosene oil 30 cents or more, matches 15 cents per box. Cotton cloth, leather goods, boots, shoes, notions, etc., were also high in price.

When wheat dropped to \$1 to \$1.25 per bushel, butter and eggs sold from 12 cents in summer to 25 in winter, live fowls six or seven cents a pound and the like with other farm products. Men's wages were \$1 per day and \$18 to \$20 per month, \$2 a day in harvest. For years carpenters worked for \$1.75 to \$2.50 per day and stone masons and bricklayers had \$3 to \$3.50 and the latter were not forbidden to lay more than a definite number.

Following the panic of 1893, wheat went as low as 55 cents per bushel, corn 15 cents in ear, rye 45 cents, clover seed \$3 per bushel, butter from 8 cents in summer to 18 and 20 in winter, eggs 8 to 26, buckwheat flour retailed at 35 cents for 25 pounds, white flour 40 cents, tea 30 to 50 cents, coffee 15 to 25 cents, crackers 5 to 8 cents, molasses 30 cents and less, kerosene 9 cents, best salmon 14 cents, sugar 5 cents and less, rolled oats 8 or 10 pounds for 25 cents, men's work shoes \$1 to \$2 per pair, overalls 50 cents, jackets 50 cents, shirts 50 cents, with cheaper grades at 30 and 40 cents, pants \$1. Men received 75 cents to \$1 per day, boys 50 cents, and there was not steady work for all wage workers.

In 1895 an electric light and power company paid linemen \$2.50 per day and ground men \$1 or \$1.50 for construction work. Men dug the holes with picks and shovels and helped lift the poles to an upright position. Today such a company pays linemen \$8 for eight hours' work, groundmen \$5. A machine digs a six foot hole in two minutes and a derrick raises the pole and drops it in place. A gang of about ten men go with the machine to operate levers, etc.

In 1927 a farmer hired a carpenter or a mason and paid him \$1 per hour. It took six and two-fifths bushels of

wheat at the then market price to pay him for a day of eight hours, enough for his bread and pastry for a whole year, provided he used a normal amount of meat, vegetables and fruit. Allowing that he works five and one-half days—or 44 hours per week—and four weeks in a year are idle because of weather conditions or unavoidable delays, he could obtain \$2,112 for his labor.

If he had to take farm products instead of money for his work he would have the following:

250 bushels of wheat	-----	\$315
450 bushels of oats	-----	180
850 bushels of corn	-----	300
200 bushels of potatoes	-----	\$200
200 bushels of apples	-----	200
15 tons of hay	-----	180
500 pounds of butter	-----	200
1500 pounds of live hogs	-----	150
300 dozen eggs	-----	125
125 hens and chickens	-----	100
1 cow	-----	80
3 veal calves	-----	60
Berries and small fruits	-----	22

\$2112

To produce the above amount of farm products in a year a farmer must have a good eighty acre farm, considerable help from wife and children, if he expends nothing for hired help. He must have \$2,000 worth of live stock, poultry, machinery and equipment. From the total money value as above he must deduct \$675 for the corn, oats, hay and some wheat which cannot be sold, but must be used to feed horses, cattle, hogs and poultry. His insurance and taxes will be \$100; upkeep of machinery \$200 to \$250; fence and building repairs and thresher's bill \$125; gasoline and machinery oils, \$50; prepared stock feeds, fertilizer, insecticides, \$100; telephone, veterinary, medicine, auto expenses and a score of minor expenses, \$168.

This would leave \$600 for groceries, clothing, household necessities, dentist and doctor's bills, church and benevolences, books, papers, school perquisites and various other necessary or helpful things. This is too generous an estimate, because the income for family needs will usually be about one-third the total sales; in this case, one-third of \$1437, or, say, \$500.

The farmer cannot expect any interest returns on investment. The \$5,000 or \$6,000 for farm and buildings gives him a house to live in, a permanent home and a steady job. When he takes a half day to do to town for supplies he puts in eight hours work at home; when it takes a whole day to haul produce to market or bring home supplies, he works four or five hours morning and night. To toast one's shins by the fire in the day time in winter and read or visit with neighbors is unknown to the successful farmer nowadays. The hours between chores must be filled with work to keep things anywhere near shipshape.

Is it any wonder that farmers cannot afford new buildings and must do their own repairing? In twenty-seven years I can remember only three or four new farm houses—small ones at that—being built except to replace those destroyed by fire and cyclone. The insurance helped in those cases,

but the owners were set back years by such misfortune because wages and material were so out of proportion to the prices of farm products.

If anyone can show me why a carpenter, mason or painter should receive as much for one hour's work as the farmer does for four hours, I would like the information.

E. E. Whitney.

Cover Flour Requirements For Thirty Days.

The wheat market has been firm the past week, advancing only slightly however, as the price, of course, is already high, and it will require considerable bullish sentiment to maintain the present levels of values.

The few days of sunshine with showers has caused the fields to green up considerably. They are showing rather spotted, however, so it appears that considerable winter killing has occurred.

Rather pessimistic reports are coming from Illinois, Indiana, Ohio and Nebraska, but the actual extent of damage can not yet be ascertained. Another ten days, however, should bring out the actual conditions of the growing winter wheat crop.

Unless really serious damage has resulted from unfavorable conditions the price level is certainly high enough on wheat. Any improvement will probably cause some reaction, but increased damage will cause higher prices. It is a weather market for the time being and probably prices will be well maintained for another month or six weeks on the present outlook, or until navigation opens along in May.

At that time crop conditions will have become well known, and a free flow of wheat undoubtedly will be moving from the Northern and Northwestern lake points, and with good prospects we look for a price readjustment on a somewhat lower basis, but do not anticipate cheap wheat prior to receipt of new grain in volume in July and August.

From conditions as they appear today it seems advisable to cover requirements only for thirty days. The trade however, will profit by keeping informed of crop conditions as well as movement of grain. L. E. Smith.

Code of Ethics Signed By Lansing Merchants.

Lansing, March 27.—The truthful advertising campaign of the Retail Merchants' Division of the Board of Commerce was formally launched Tuesday when members of the bureau, at a meeting at the Board of Commerce, approved an advertising code of ethics and arrangements for putting it into effect.

Nearly a score of the merchants present signed the code of ethics Tuesday morning, and it is to be sent to the other merchants with the request that they sign it and aid in putting the plan into operation.

A committee is to be provided to supervise the operation of the plan, check up on its performance and if necessary sponsor action under the State law against any merchant found to be deliberately violating the law's provisions.

Insignia to identify the advertising of those merchants who agree to abide by the code of ethics is to be provided and the division contemplates a publicity campaign to make clear to the

public the significance of the insignia.

The truthful advertising code that was adopted covers many features of advertising practice. It relates particularly to the manner in which merchandise is described, and to methods of expressing prices and values. It contains a number of restrictions on the use of descriptive terms, all intended to insure accurate description of goods so that no misleading expressions may be employed.

Methods of price advertising in connection with sales and the like are covered, designed to insure that the public shall not be misled regarding the actual value of the merchandise, and there also are provisions relating to the quantity of merchandise available in sales etc.

Every merchant signing the code of ethics thereby pledges himself to make immediate corrections of any false or misleading statement that may find its way into his advertising as soon as his attention is called to it.

"Little Dick" Warner Drew Line on Mountain Lion.

Banning, Calif., March 16.—George Mc Innes and I heartily thank you for the issues of the Michigan Tradesman you have sent. While I have enjoyed your publication as a subscriber and regular patron for the past seventeen years, I believe it is still more enjoyable when one is away from home and living on a ranch seven miles from town.

George has a wonderful place, which represents a lot of hard work on his part, especially his piping of spring water a good mile to his back door.

Lots of game in these St. Jacinta mountains, such as mountain lion, coyote, fox and civet cat. Last Thursday night at 9:30 a Mr. Barrett stopped and invited me to join his party in going twenty miles for a mountain lion which had been trapped and they planned on releasing the animal alive to place in a cage at Rancho Encena Club, of which Mr. Barrett is manager. Well, I declined, as my hunting experience was limited to "hunting orders," and besides, we had all retired for the night. The next morning at 6 a. m., the party stopped to show us the lion (which they had in the rear of a big Hudson car), which appeared very savage, due to his front and hind legs being tied and swab wired. He weighed about 150 pounds and measured about six feet and is now on exhibition at Rancho, fifteen miles in the mountains above this Lone Oak Ranch. From last reports he was getting over his trap injury.

We hope to get a picture of this lion on our visit to the Rancho on invitation of Mr. Barrett (for chicken dinner). If I have good luck in getting a picture, I will send you one.

Dick Warner, Jr.

Six New Readers of the Tradesman.

The following new subscriptions have been received during the past week:

Ravenna Butter Co., Ravenna.
Ray A. Pringle, Grand Rapids.
State Bank of Home Acres, Grand Rapids.
Brott Lumber & Fuel Co., Kent City
John B. Barlow, Grand Rapids.
Raymond W. Bentley, Grand Rapids

Mr. M. Hansen, with A. M. Smith Co., dealer in butter, eggs and poultry at Eaton Rapids, renews his subscription to the Tradesman, and writes: "I enjoy reading your paper very much."

Vogel & Wurster, department store at Chelsea, renew their subscription to the Tradesman and write: "We do not want to miss any issues."