

MICHIGAN TRADESMAN

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Forty-eighth Year

GRAND RAPIDS, WEDNESDAY, APRIL 22, 1931

Number 2483

THE JOY OF LIVING

If nobody smiled, and nobody cheered, and nobody
helped us along—

If each, every minute looked after himself, and the
good things all went to the strong—

If nobody cared, just a little for you, and nobody
cared for me,

And we all stood alone, in the battle of life, what a
dreary old world it would be.

Life is sweet just because of the friends we have made,
and the things which in common we share.

We want to live on, not because of ourselves, but
because of the people who care.

It's giving and doing for somebody else—on that all
life's splendor depends.

And the joy of this world, when we've summed it all
up, is found in the making of friends.

Here's our story — and we've stuck to it

We sell to the independent
jobbers, who sell to inde-
pendent grocers who sell to
independent housewives
who want quality without
paying a premium in price.

If that's your policy, too,
any really good independent
jobber will be glad to take
care of you.

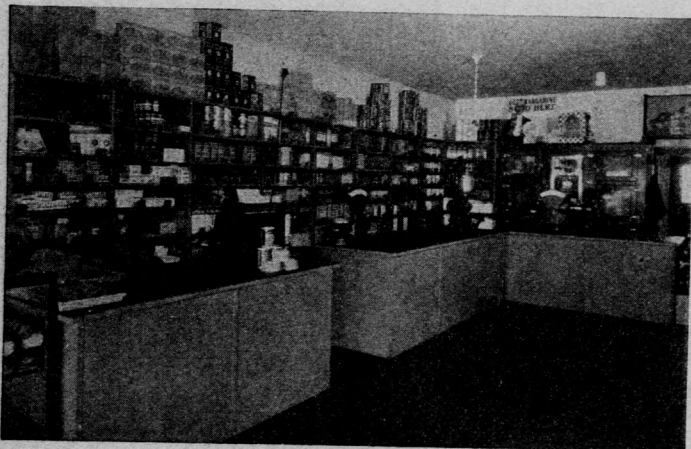


A. Rick
President

PURITY OATS COMPANY
KEOKUK, IOWA

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GRAND RAPIDS, MICHIGAN



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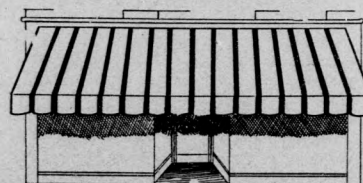
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Grand Rapids, Mich.



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MICHIGAN TRADESMAN
E. A. Stowe, EditorPUBLISHED 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 com-
plete in itself.

DEVOTED TO the best interests of business men.

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Rapids as second class matter under Act of March
3, 1879.JAMES M. GOLDING
Detroit Representative
507 Kerr Bldg.Significant Trends in Trade and Com-
merce.

Trade reports show, as expected, some recession from Easter holiday activity, but store volume is said to be running ahead of last year's sales in the corresponding period.

Department store dollar sales in March were down about 3 per cent. for the country as a whole. Declines were far from uniform, however. In one district they reached as much as 15 per cent. In two, Boston and Minneapolis, gains of 5 per cent. were registered.

As the most effective single measure that could be taken against unemployment, President Green of the American federation of labor advocates the five-day week. The suggestion is made in the current issue of the Harvard Business Review. Mr. Green thinks that shorter hours would not only take up the slack in joblessness but give wage-earners a chance to assume the full responsibilities of citizenship as well as to enjoy life in full measure.

Although estimates of April automobile production run pretty high, trade authorities are now figuring on a total output for the year of not more than 3,100,000—400,000 less than in 1930 and comparing with 5,621,000 in 1929.

General Motors dealers sold 101,339 cars in March, a gain of 47 per cent. over sales in February. A year ago the number sold was 123,781, an increase over February of 39 per cent. Auburn automobile shipments this year up to April 11 exceeded by 195 cars the entire number sent out in 1930.

Precipitous world price declines have been checked if we are to believe a report of the National Industrial Conference Board. Conditions in twenty-five countries were surveyed. The conclusion arrived at is that "while no immediate and rapid business revival is expected, the business situation in 1931 should slowly but steadily improve."

Estimated earnings of General Foods in the first quarter are put at \$5,300,000,

about 6 per cent. less than in the first quarter of 1930.

Westinghouse Electric & Manufacturing earnings for the first quarter went off sharply, net income being estimated at \$2,000,000 less than enough to cover all charges. This compares with net income of \$4,546,618 in the first quarter of 1930. Improvement was observed in March and current earnings are said to show substantial improvement.

The oil cracking patent pool has been upheld by the Supreme Court on the ground that, since only 26 per cent. of gasoline is "cracked" as distinguished from "straight run", there is no resemblance to a monopoly. The evidence showed, also, that the pool had done nothing in restraint of trade, such as refusing licenses. The decision is regarded as one of importance in the series dealing with anti-trust law interpretation.

New life insurance written in March amounted to \$1,028,328,000, 15.9 per cent. less than in March, 1930.

Additional taxes next year are likely to take the form of a sales tax on a wide range of articles, according to persistent rumors from the Treasury Department. When questioned, officials usually mention the eminently satisfactory sales tax on cigarettes and refer to the facility of raising money by sales taxes during and after the war. While it is probable that Federal income taxes will not be increased, no assurance can be given as to other forms of taxation.

Chambers of commerce in all sections of the country are realizing the necessity of building up their own industries rather than to lure manufacturers away from other communities. This movement will be discussed at length this summer, and by early fall hundreds of chambers will have launched campaigns to procure and disseminate practicable economic data that will enable manufacturers to conduct their business more profitably.

Both curiosity and anxiety are expressed regarding the next anti-trust suit by the Department of Justice. It is probable that several cases, to be filed in the near future, were an outgrowth of investigations by the Federal Trade Commission. They mean that the commission found the findings as to the facts more serious than anticipated. Some time ago when the writer asked a prominent Government official to briefly express the fundamental cause of cases of the kind, he answered instantly, "Shyster legal advice."

Practically all anti-trust cases during the last five years have shown convincing evidence of attempts to technically evade the law. It seems that the Government is now determined to prove that it can't be done, for the

reason that the anti-trust laws deal with results and not with methods, and where the results are illegal the methods are condemned.

Opposition to sales taxes is being vigorously organized by the U. S. Chamber of Commerce. The subject will be discussed at length during the chamber's annual meeting, April 28 to May 1, at Atlantic City. The opposition will cover all forms of taxation on retail sales. Interested officials say that while in principle the sales tax may be satisfactory, in practice it tends to increase at a dangerous rate. They mention the Federal tax on cigarettes as exorbitant, and point to state gasoline taxes which began generally at one cent a gallon and rapidly increased to six cents in some states.

Retail Trade in Period of Radical
Transition.

Reporting early findings of the census of distribution, John Guernsey, in charge of the retail section, reveals some interesting facts bearing on the trend toward scattering stocks and in swings of types of service. In the city of Washington, for instance, combination grocers do 41 per cent. of their business in meats and poultry, while fruit and vegetable stores draw on groceries and meats for 17½ per cent. of their volume. Shoe stores sell stockings in considerable number. Fur stores carry other wearing apparel and women's ready-to-wear shops deal largely in furs. As for the five-and-ten to a dollar stores, their stocks embrace nearly half a hundred different branches of commodities. On the service side Mr. Guernsey observes a like confusion. The old order was for better merchandise, improvement in styles, handsomer stores and more facilities for customers. The flood of goods that came with the war period led to merchandising with fewer frills and lower mark-ups—finding its perfect fruit in the chains. Success of the chains, Mr. Guernsey notes, has brought about a reversal of this progression. The chains are now enlarging and beautifying their premises as well as adding to their service. Independents in many cases, on the other hand, are restricting service, adding to lower price lines and opening basement stores and suburban branches. Retail trade, in short, is in a period of radical transition in which contradictory trends afford anything but clear clues to the outcome of the struggle for supremacy. But happily this medley is characteristic in most cases of the minority rather than of the majority. It is the inevitable consequence of irresolution induced by too great attention to competitors at the expense of steady prosecution of business along lines carefully matured after thorough study of fundamentals. The

old maxim which bids the shoemaker stick to his last has not lost all its value even in this heterogeneous age. Knowing how to do your own stuff better than the other fellow is still as sure a means of attaining success as it ever was.

American Business Men Should Right
About Face.

A word of timely advice touching foreign trade of this country was given recently by James D. Mooney, General Motors' executive in charge of foreign sales, in an address to the New York Board of Trade. Like many business men of broad vision, he condemned the Hawley-Smoot law for slamming the door on our good customers abroad who wish to exchange goods with us. But his main concern was for our inertia while the remainder of the world is busy with trading arrangements which threaten to leave America out in the cold. He cited as an example the proposal of Germany and Austria to open their respective doors to each others' products while excluding ours. No one who keeps himself informed of affairs beyond the seas can fail to observe with astonishment the tendency in administration circles to encourage the old notion that the United States is sufficient to itself. There was a time before the kaiser's war when views of this kind were popular. Our independent growth made talk in that vein sound reasonable. Short as most memories are, however, few adults now alive can have forgotten that our greatest expansion as an industrial Nation came with the enormous demand for our products which accompanied the outbreak of hostilities seventeen years ago. Nor can many sensible persons now doubt that without foreign trade revival our own recovery will be seriously retarded. It is reflections of this kind that give point to Mr. Mooney's temperate observations. What he said should rouse business bodies to the urgent need of calling attention to the demand for action lest, too late, we shall awaken to the fact that foreign doors have been slammed in our face.

Seasonal Quiet in Glass Trade.

Comparative seasonal quiet continues to hold sway in the several sections of the flat glass industry. The demand for both plate and window glass so far this month has been well below the seasonal normal, and the same may be said of the rough-rolled and wire glass branch. Conditions in the plate glass market, in line with the trend for some weeks past, are relatively better than in other branches of the trade. The demand is more active, due to well-sustained operations in the automobile industry.

Gold is not the only goal.

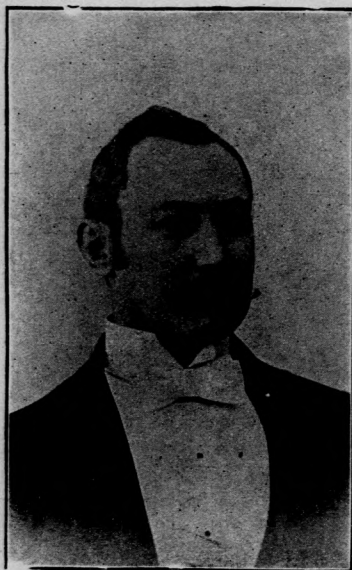
SUDDEN SUMMONS.

Death of L. J. Koster, Veteran Dry Goods Salesman.

Louis J. Koster, who had sold goods for Edson, Moore Co., Detroit, since 1879, died in Grand Haven Tuesday morning. He started to call on his customer at Cedar Springs, but died from heart disease before boarding the train at the depot.

Biographical.

There are two prominent characteristics in the genuine German—he is never in a hurry and he always manages to get there on time. It is not the old story of the tortoise and the hare, for the son or the grandson of the Fatherland does not take all day to do nothing, any more than his American brother, but he does take his needed time for the work he intends to do; and, when he begins, there



Louis J. Koster.

(as he looked thirty-five years ago)

is no rest until the work is done. The German is yet to be found who runs to catch a train, and the train is yet to be located which ever left a German passenger.

This idea of being on time began with the subject of this sketch in Detroit, March 28, 1856, at which place and time he promptly announced his own safe arrival. Born of German parentage, the child when he had reached the proper age, was sent, naturally, to a German school; naturally, because the parents, foreign born, had a firm belief that children are not fit to govern until they have learned to obey—a feature not extensively encouraged and practiced in the American home and not too often in the school. So, then, from an early school-time—a period coming earlier with the German child than with us—until he was 12 years old, he came under the rigid discipline of the German schoolmaster—a discipline which cannot be too much encouraged—and then became enrolled as a pupil of the Detroit public schools. Four years brought him to the end of public school life, and then, with a year at a commercial college, he bade good-bye

to schoolbooks and entered upon the study of law.

A digression may be of service here. The idea is firmly grounded in many minds that the study of the schools—especially the public schools—unfits the pupil for the real work of life. It germinates and fosters the thought that the pupil is above work and that the common lot of earning a living by the sweat of the brow is a decree not referring to him. With that thought this instance does not agree. After his school was over, for three years, he followed the study of the law; but, finding then that the profession was not equal to the demands which adverse circumstances required of him, without a thought of compromising himself by his action he closed his law books, left the law office and went to work in the retail dry goods store of Anthony Kirschner, in Detroit.

That was the turning point in his life. The work pleased him and he kept on with it. After a year with Kirschner, he entered the wholesale notion establishment of Gillis & Sprague and was with them for six months. At the end of that time, he entered the ranks of Allan Sheldon & Co., a wholesale dry goods house, and was their entry clerk for a year and a half. At that time Edson, Moore & Co. were on the lookout for a man of his make-up, and in the fall of 1879, he became one of the force of that well-known Detroit house. He entered as entry clerk and kept at it for two years. Then they wanted a house salesman; he was ready for the place, took it, and filled it for two years. Then the firm wanted a good man on the road and sent him out. That was a date worth remembering—a pleasant milestone for the young man to pass—and he passed it October 11, 1883. Ever since that date he called on his customers with the regularity of clock work. So far as the record shows, he never antagonized a customer and never failed to make good friends of both customers and clerks. He had a pleasing personality which made his calls on his trade social as well as business events.

Mr. Koster was married in the spring of 1889 to Miss Agnes S. Stark, of Grand Haven, and one child—a daughter now grown to womanhood—blessed their wedded life and their commodious home in Grand Haven, which is located on the best residence street and in the midst of the district set apart as the abode of the idle rich. Mrs. Koster died only a few days before her husband.

Mr. Koster was a member and trustee of the Presbyterian church. He was a Master Mason and a member of several other fraternal and benevolent organizations.

He was always first and foremost in every movement for the public good, whether it originated in his home town or in the distressed regions of the Old World. Like all other Grand Haven men, he was loyal to the city of his adoption, ardently claiming that the Sand Hill City possessed the only open harbor on Lake Michigan, and that no other location this side of the Pearly Gates had any attraction for him.

Handsome in appearance, gentlemanly in manner, loyal to his house, faithful to his customers, proud of his family, pleased with his position and prospects, Mr. Koster had every reason to regard his career with satisfaction and his future with hope and courage.

Vegetable Soups Essential To Low-Cost Diet.

The European method of making soup, using all the water in which vegetables, except very strong ones, are cooked, together with left-over meats and vegetables, was recommended by the Bureau of Home Economics, Department of Agriculture, in a statement April 13. Soup is essential to a low-cost diet, the Bureau said. The statement follows in full text:

Soups are one of the most important and palatable of the ways of serving inexpensive foods and for these reasons are indispensable to a low-cost diet, according to the Bureau of Home Economics of the Department of Agriculture. They can and frequently must make up the main dish of the meal, but the Bureau says for this purpose they must be thick with vegetables, whether made from meat stock or not. With the addition of bread and butter such a lunch or supper is satisfying and has the added value of being suitable for both children and adults.

The Bureau advocates following, in so far as possible, the practice of European housewives in their manner of making the appetizing soups for which they are famous. They keep a soup pot on the back of the stove almost continuously, but the Bureau says the refrigerator is a better place, for then the vitamins will not be destroyed by heat and the valuable materials that give flavor will not be continually evaporating. Into the pot they put all water in which vegetables have been cooked, except the very strong ones, as well as left-over meats and vegetables. With this as a foundation they proceed to develop many different kinds of soups, with the exception of the cream soups and clear ones.

One of the chief advantages of soups in a low cost diet, which the Bureau points out, is that inexpensive cuts of meat with bone are used for the foundation of those soups that are made from meat stock. By slow cooking the flavor is extracted from the meat which, together with the mineral salts and soluble vitamins, is retained within the body of the soup. It is all eaten, with the exception of the bones, and even they have given up considerable nutriment from the marrow and cartilaginous portions before being discarded.

The extractives derived from soup meat are left in the liquid. They give flavor and are slightly stimulating. This means that most of the flavor has been taken out of the meat but a great deal of the nutritive value is left. Meat from the bones can be ground and served with the soup or used at later meals in combination with highly flavored foods, such as tomatoes, onions and green peppers.

Of the two types of soups, clear and thick, the former's function in the diet is to stimulate the appetite and to im-

prove digestion. But for the purpose of single dish meals, thick soups are all that need to be taken into consideration. They are the means of introducing into the menu a variety of starchy foods such as rice, noodles, tapioca, and barley, the quantity of which increases materially the lower the cost of the diet. Surplus bread can be utilized in the form of croutons, and dumplings can be added.

Cream soups and chowders instead of being made with meat stock have milk as the basis for the former, and salt pork with or without milk for the chowder. With vegetables of all sorts, dry legumes, salt pork, dried, evaporated, or fresh milk, we have the means of providing soups of high nutritive value. When meat stock is used the Bureau advocates the proportion of one pound of meat and bone to one quart of water. The shinbone of beef with meat is one of the best cuts because of the large amount of marrow it contains. A knuckle of veal is necessary for jellied soups.

Some of the requisites for making vegetable soups are outlined by the Bureau as follows: Cut meat in small pieces; saw or crack bone; soak meat and bone in cold water for 30 minutes or more before cooking; simmer for three to five hours, don't skim off the protein which coagulates and floats to the top as a brownish scum; add spices, herbs and vegetables toward the end of the cooking period—allowing only time enough to cook vegetables until tender; cook stock quickly; keep in cold place and do not skim fat off until ready to use.

Big White Season Foreseen.

Developments in Summer season preparations to date presage one of the biggest "white" seasons on record. The style trends at the Winter resorts have given marked impetus to a vogue for white, and both retailers and manufacturers are planning to promote the tendency very strongly. The vogue will be particularly notable in coats and dress ensembles, it was said, but will also appear in millinery, shoes and accessories. Accompanying the favor for white will be expanded use of color contrast in conjunction. The buying emphasis is on moderate-price merchandise.

Orders Start on Vacuum Bottles.

Orders for vacuum bottles and other Summer goods, delayed for weeks by jobbers and large retail establishments, were placed in the New York market this week. Selling agents commenting on the revival of demand in this type of merchandise admitted that the volume of individual orders proved much smaller than was expected. Demand for gallon vacuum jugs and similar articles designed for use of motorists showed the greatest shrinkage. Small bottles of pint and quart capacity held up fairly well.

Everyone now believes that there is in man an animating, ruling, characteristic essence, or spirit, which is himself. This spirit, dull or bright, pretty or grand, pure or foul, looks out of the eyes, sounds in the voice, and appears in the manners of each individual. It is what we call personality.—Chas. W. Eliot.

DETROIT DOINGS.

Late Business News From Michigan's Metropolis.

Results of the rather severe retrenchment program undertaken by Crowley, Milner & Co., Detroit department store, during 1930 are reflected in the annual report of President D. T. Crowley to the stockholders. He says in part: "Your company is in a very strong financial position, having paid off all bank loans, which amounted to \$1,349,400. Balance sheet shows net current asset ratio of almost 9 to 1, compared with 3.63 to 1 in 1929, an improvement of 142 per cent. Working capital is the largest since 1925, having increased \$1,000,000 during this period.

"It is generally known that during 1930 all retailers were confronted with declining commodity prices, which necessitated a reduction in controllable operating costs. This was accomplished without detriment to the business. Inventories were reduced to meet requirements in order to minimize losses from recognized falling prices and decreased volume of dollar sales. Inventories of merchandise on hand and in transit have been reduced \$990,175, which is more than 18 per cent. less than in January, 1930."

Mr. Crowley pointed out that he believed that the most difficult period of retail merchandising was behind and that the storm having been weathered, the company was entering 1931 with greater confidence due to its greatly strengthened financial position, the satisfactory adjustment of inventories and the welding together even more closely during this trying period of the company's organization.

Officers of the company have concurred in the opinion that the regular common stock dividends should be continued, as in addition to having a surplus of \$3,910,822, the company has averaged earnings over a period of twelve years of \$1,373,709 annually, even under such trying conditions as existed in 1930, when profits amounted to \$682,685 after deduction of Federal income taxes and the setting up of substantial reserves for exigencies which might arise.

Directors of the company at their recent annual meeting re-elected Mr. Crowley as president, and in addition made him treasurer of the company. James B. Jones was renamed vice-president and general manager; and James H. Crowe was re-elected secretary. A new office, assistant treasurer, was created and filled by the election of Elmer B. Schick, formerly controller of the company.

Composition offer of 25 per cent. cash has been accepted by creditors in involuntary bankruptcy proceedings against Kutinsky Bros., dry goods and shoes. Nominal assets are given as \$16,800 and liabilities \$15,161 in schedules filed in U. S. District Court here.

Sales of assets for \$1,875 has been confirmed by the U. S. Court here in the voluntary bankruptcy proceedings of Closon Bros., men's furnishings. The Union Guardian Trust Co. is trustee. Assets are given as \$5,648 and liabilities \$5,336 in schedules filed. There

are no creditors with claims of \$500 or more.

An involuntary petition in bankruptcy was filed in U. S. District Court here against the American Upholstering & Mfg. Co. by Lawhead & Kenney, attorneys, representing C. A. Finsterwald Co., \$1,966; Wolverine Bedding Co., \$778; Northern Express, Inc., \$39.

Involuntary bankruptcy proceedings have been filed in the U. S. District Court here against Aaron and Morris Newman and Benhur Sobin, individually and as copartners trading as Newman-Sobin Co., by Marvin Gindgold and Irwin I. Cohn, attorneys, representing B. & B. Clothing Co., \$700; Acme Paper Co., \$77; M. Starr, \$66.

An involuntary petition in bankruptcy has been filed in U. S. District Court here against Dora Burnstein by Max Kahn, attorney, representing International Shoe Co., \$250; S. & S. Shirt Co., \$103; Herald Bertsch Shoe Co., \$124.

A composition offer of 50 per cent. has been accepted by creditors in involuntary bankruptcy proceedings against Adolph Shreibman. The offer is payable 15 per cent. in cash, 10 per cent. in four months, 10 per cent. in five months and 15 per cent. in six months following confirmation. Assets are given as \$29,741 and liabilities, \$143,331 in schedules filed in U. S. District Court here.

This city once again is asked to experiment in an effort to solve one of the problems that its universally used commodity, the automobile, has created for all cities. The experiment concerns the relocation of trolley tracks on main arteries in order to open the center lanes to high-speed motor vehicle traffic.

Street-widening operations on Gratiot avenue have brought the proposal before the Detroit Common Council. If it is approved, the four lanes from the curb outward to the middle of the thoroughfare will be distributed as follows: First, for parking cars; second, for slow motor vehicle traffic; third, for street cars; and, fourth, for high-speed private passenger vehicle traffic.

The electric passenger automobile refuses to pass out of the picture. A. O. Dunk, who in 1928 was assigned the task of winding up the business of the Detroit Electric Car Co., has just taken larger manufacturing quarters for the concern, and production is to be stepped up to 200 cars yearly, it is said: Current models of the Detroit Electric much more closely resemble gasoline cars than did their predecessors. They have a wider touring range and an even greater ease of handling in traffic. Only custom models are being built and they are priced at \$4,200.

When Alfred Reeves, general manager of the National Automobile Chamber of Commerce, declared here recently that the industry would enjoy an extended buying season this year, he stated the opinion of virtually all factory executives. They believe abandonment of midsummer models gives the industry a much firmer grasp upon its distribution problem. Beyond that, they see a greater orderli-

ness in production and steadier employment of labor as inevitable results.

Orders from the field which have forced increases in production in many factories demonstrate clearly that April will be the industry's best month since the depression. Continued improvement at the present rate will see the industry close to normal by midsummer.

State employment figures further reflect the industry's improvement during March. They show that not only did employment increase during that month, as compared with February, but that average weekly pay gained at an even faster rate. The latter increased 8.5 per cent. from \$26.99 to \$28.99. The aggregate payroll went from \$4,665,203 to \$5,191,544. The number of workers active in forty-six automobile accessory concerns during March was 179,064, as compared with 174,461 in the previous month.

Recent Business News From Ohio.

Marietta—The firm of F. Zide & Bro., operators of the Fair Store, has dissolved partnership with F. Zide, retiring. The business will be continued under the firm name of John Zide, who now is the sole owner.

Logan—The temporary appointment of Joe S. Case and Rexford Hyre, as receivers for the Owens Manufacturing Co. furniture factory here has been made permanent by Judge Harley M. Whitecraft in the Court of Common Pleas. Edward W. Davis, C. G. Bowen and Harry L. Smith were named appraisers of the plant and stock. The factory is being operated by the receivers.

Cleveland—The American Shirt Fix Co. has opened a manufacturing and sales office at 200 Superior building. The concern produces a men's furnishings accessory of elastic and leather to be worn as a shirt tab. F. G. Burghard and E. W. Stoll, of Cleveland, are promoting the project. L. A. Harrison is in charge of the office here. Patent is pending on the article to be marketed under the name of Prince Leigh Shirt Fix.

Ashtabula — Joseph B. Krohgold, manager of the M. K. Shoe Co., has been elected president of the Ashtabula Retail Merchants' Association. Mr. Krohgold started to work in shoe stores at the age of fourteen years and managed stores at Cleveland and Lorain before coming to Ashtabula fifteen years ago.

Cincinnati — George E. Mulvihill, who for the past few years has conducted a men's clothing store on the second floor of 135 East Fourth street, has opened a new store on the ground floor of the Pounsford building, 133-137 East Fourth street. He occupies a storeroom with a capacity of approximately 2,000 square feet of floor space.

Steubenville — The Hub, Anathan Bros.' department store here, is undergoing extensive alterations, which will cost approximately \$50,000. From the basement to the fourth floor extensive changes are being made to equipment, new fixtures are being added and floor space in many departments enlarged and several new departments added. One of the major improvements will be

a new front. On the first floor new flooring and a new mezzanine have been installed and on this floor offices of the company will be concentrated. A tube system also is being installed throughout the store. The men's and boys' clothing departments on the third floor have been remodeled and new equipment added. A furniture and drapery department has been opened on the fourth floor. The Hub Co. is observing its twenty-seventh anniversary this week.

Dayton — Involuntary bankruptcy proceedings have been brought in the Federal Court against Matty's, Inc., clothing dealer, by three Cincinnati firms. Creditors named in the petition and amounts owing are I. & S. Bing Co., \$103; Cluett, Peabody & Co., \$447, and Wessling-Bittner Co., \$138. The petition asserts that the defendant firm committed an act of bankruptcy April 13 in permitting appointment of an assignee and a public sale of its assets ordered by Probate Court of Montgomery county. Petitioners ask that the court stop such disposition of assets and that defendant be declared bankrupt.

Governor George White announces the reappointment of R. C. Knisely, Ravenna, to the State Board of Pharmacy. Knisely now is president of the board.

Starting with the arrest of a couple in Clyde for passing false drug certificates, Federal officers from Toledo and Detroit are now engaged in one of the most drastic cleanups of the drug traffic in the history of Ohio.

A trap set for a suspected drug addict of Youngstown who offered a forged prescription for narcotics resulted in his arrest.

Gaining headway in the basement of the Farahay Drug Co. building, Delaware, fire swept through three floors of offices and for a time threatened to destroy the entire business block in the heart of the downtown district, causing \$50,000 damage.

The Hale, Justis Co., wholesale drug dealers, 9 West Third street, Cincinnati, reported to police a man swindled them out of merchandise worth \$67.50. The man obtained the goods by using the name of the Dunn Drug Co., Rablin, Ohio. The firm reported the man as a fraud.

Harry Spears, former South Third street druggist, has purchased the building on the corner of Sixth and Oak streets, Ironton, and will open a first-class pharmacy in the near future.

Formal opening of the local branch of the Gallaher Drug Co., conducting stores throughout Ohio and in West Virginia, took place in Chillicothe at 38 North Paint street.

Vernor D. Grabill recently purchased the Lewisburg drug store of Lewisburg.

The John Dargue Co. has opened a drug store at 21 North Second street, Hamilton.

Athens—John A. Rowan, operating a variety store here, has filed a voluntary petition in bankruptcy in the U. S. District Court at Columbus listing liabilities of \$2,207 and assets of \$5,100. He claims exemption of \$600.

MOVEMENTS OF MERCHANTS.

Vestaburg—I. G. Fooks succeeds Harry G. Horton in general trade here.

Detroit—The Fidelity Trust Co. has changed its name to the Fidelity Bank & Trust Co.

Detroit—The Detroit Radio Salvage Co., Inc., 1429 Broadway, has changed its name to the National Radio & Tube Stores.

Charlotte—George Smith has sold his cigar, tobacco, etc., stock and store fixtures to Elmer Beebe, who will continue the business at the same location.

Kalamazoo—The Dougherty Cider Mills, just off of Douglas, avenue, has opened a grocery and smoked meats store in the retail section of its plant.

Howard City—Art Crook is remodeling his grocery store and leased a portion of it to William H. Gregg, who will open a modern meat market about May 1.

Bay City—Twin Sisters, 103 Center avenue, dealer in general merchandise, has been incorporated with a capital stock of \$3,500, all subscribed and paid in.

Traverse City—The Nelson Carmody Motor Freight, 611 Lake avenue, has been incorporated with a capital stock of \$10,000, \$3,800 of which has been subscribed and paid in.

Nashville—R. Hirsch, of Muskegon, has taken over the Kleinhan's stock of dry goods and will open the store this week with a sale which will continue until the stock is disposed of.

Cheboygan—J. C. Rittenhouse has removed his stock of rustic furniture to the building formerly occupied by the Michelin Auto Agency and Bull Dog Inn, giving much needed additional floor space.

Highland Park—The Highland Park Dry Goods Co., 13717 Woodward avenue, has merged the business into a stock company under the same style with a capital stock of \$5,000, all subscribed and paid in.

Grand Rapids—Lee Dygert, Inc., 1340 Lake Drive, has been incorporated to deal in heating equipment, household appliances, etc., with a capital stock of \$10,000, \$2,500 being subscribed and paid in.

Detroit—The Detroit Juvenile Furniture Co., 10338 Dexter Blvd., has been incorporated to deal in furniture for juveniles and other juvenile goods with a capital stock of \$2,000, \$1,000 being subscribed and paid in.

Detroit—James M. Stone, Inc., 1110 Metropolitan Bldg., has been incorporated to deal in diamonds and diamond cutting machinery with a capital stock of 1,000 shares at \$2 a share, \$2,000 being subscribed and paid in.

Detroit—The Grace Miller Restaurant, Inc., restaurant, confections, etc., 7415 Grand River avenue, has merged the business into a stock company under the same style with a capital stock of \$10,000, all subscribed and paid in.

Detroit—The Brierdene Ice Cream Co., Inc., 12243 12th street, has been incorporated to manufacture and sell ice cream and deal in confectionery and supplies, with a capital stock of \$5,000, \$4,000 being subscribed and paid in.

Sunfield—D. G. Turner has purchased the building formerly occupied by E. D. Perrin and is repairing the

damage done by the recent fire. As soon as the work is completed Mr. Turner will open a grocery store and meat market.

Ann Arbor—The Calkins-Fletcher Drug Co. has opened its fourth store. It is located at 611 East University avenue and has an electric appliance department, created for the sale of electric refrigerators, radios and other household appliances.

Muskegon—Abraham Goldberg, 68, a clothing merchant here for the past 39 years, died in Mercy hospital here. Mr. Goldberg came to the United States from his birthplace in Poland, in 1888. Besides the widow he leaves seven sons and a daughter.

Detroit—The Original Fox Furniture Co., Inc., 8035 West Jefferson avenue, has merged its business into a stock company under the same style, dealing in furniture, rugs, trunks, pictures, etc., with a capital stock of \$5,000, \$2,000 being subscribed and paid in.

Owosso—W. O. McEntee has purchased the interest of his partner, William Lietzau, in the battery, auto parts and garage of Lietzau & McEntee, South Water street and will continue the business under the style of W. O. McEntee Auto Wrecker Service.

Detroit—The Atlantic Coast Fisheries of Detroit, 232 West Woodbridge avenue, has merged its business into a stock company under the style of the Atlantic Coast Fisheries Co., Inc., with a capital stock of \$30,000 preferred and 100 shares no par value, \$1,000 being subscribed and paid in.

Lansing—Boyd R. Small has resigned as manager of Small's, Inc., dealer in clothing, men's furnishings and shoes, and accepted a position with the Schwartz Showell Corporation, of Columbus, Ohio, manufacturer of store and window display fixtures, as sales representative in Michigan and parts of Ohio and Indiana.

Kalamazoo—Arthur O. Lemon has returned to Kalamazoo from Youngstown, Ohio, where he conducted a retail bicycle, lawn mowers, etc., store and engaged in business at 237 Portage street, featuring bicycles and all kinds of vehicles for children. A repair department for lawn mowers, making of keys and repairing all vehicles sold in similar stores has been installed.

Detroit—A special effort is being made by an increasing number of local stores to accelerate the trend in the sale of women's hosiery toward higher price ranges. This is due to a rather general belief in this connection that lower priced hosiery, for the most part at or below \$1, has been featured too extensively, with the result that unit sales to many women customers previously accustomed to buying hosiery in the higher ranges for the most part have declined. To a considerable extent this featuring of lower-priced hosiery has been brought about on account of its adaptability for advertising as special merchandise offerings for Monday trade, which is being exploited through the Detroit Shopping News and the co-operative retail advertising venture sponsored by the Detroit News. The J. L. Hudson Co. is taking an active lead in promoting increased unit sales by featuring mesh

hosiery at \$1.95 and \$2.50. This is being accomplished with good results by showing the types of mesh hosiery adapted for various requirements by means of separate window displays and newspaper advertisements. Special adaptability for sports and spectator sports wear is being shown to a considerable extent and is scheduled for increased emphasis during the next thirty days. Himelhoch's is giving marked attention to box sales of three pairs at special prices. This plan of selling has been featured particularly in special window displays and, incidentally, has resulted during recent months in an increasing number of sales to convention visitors who have been attracted by these displays.

Manufacturing Matters.

Afton—The Campbell Stone Co., stone, lime and sand, has merged the business into a stock company under the same style with a capital stock of \$200,000, all subscribed and paid in in cash.

Detroit—The Michigan Rolling Mills & Products Corporation, 1010 Ford Bldg., has been incorporated with a capital stock of 50,000 shares at \$1 a share, \$1,000 being subscribed and paid in.

Detroit—The Formed Screw Products Co., 13835 Jennings avenue, has been incorporated with a capital stock of \$37,500 preferred and 3,250 shares at \$1 a share, \$21,005 being subscribed and \$20,000 paid in in cash.

Grand Rapids—The Grand Rapids Radio Manufacturing Co., 965 Lake Drive, has been incorporated to manufacture and sell radio equipment, with a capital stock of \$50,000, \$10,000 of which has been subscribed and paid in.

Muskegon Heights—The Hall Electric Co., manufacturer and dealer in electrical supplies, has merged the business into a stock company under the same style with a capital stock of 5,000 shares at \$10 a share, \$50,000 being subscribed and paid in.

Grand Rapids—Sipke Postma, manufacturer of bread, biscuit, cookies, etc., has merged the business into a stock company under the style of the Postma Biscuit Co., 1135 Broadway avenue, N. W., with a capital stock of \$50,000, \$20,000 of which has been subscribed and paid in.

Lansing—The Specialty Manufacturing Corporation, 702 Sheridan street, has been incorporated with a capital stock of 10,000 shares at \$1 a share, 1,000 being subscribed and paid in.

Detroit—Log Crafts, Inc., 5115 Haverhill street, has been incorporated to manufacture and sell log cabins and garages, with a capital stock of \$2,000, all subscribed and paid in.

Alpena—Robert B. Fox, assistant superintendent, and Delmar Fox, shipping clerk for the Alpena Garment Co., will be placed on the company's sales force, the former going to New York City and the latter to Chicago, according to an announcement by B. H. Cunningham, vice-president. Robert Fox, who has been with the Alpena company for the past five years, will be located in New York sales office under J. T. Randall, president of the company. Delmar Fox will assist at the Chicago sales office under Frank Coll.

Gabby Gleanings From Grand Rapids.

The Enwood Pharmacy, at Battle Creek, has remodeled its store. The Hazeltine & Perkins Drug Co. secured the order for fixtures including soda fountain.

Retail Druggists of America, Inc., has been formed by William B. Nichols & Co., Inc., Grand Rapids, to hold interests in noncompeting retail drug-store chains operating in various parts of the country.

I. L. Au Werter has been appointed sales representative of the Champion Rivet Co., Cleveland, Ohio, in the Michigan territory, East of Grand Rapids, with headquarters at 2034 Dime Bank building, Detroit. Mr. Au Werter will continue to represent in a sales capacity the Apollo Steel Co.

L. A. Smith, the Bay View grocer, was in town to-day on his way home from Orlando, where he and his wife spent the winter. They report much cool weather during the resort season in Florida.

Frank Stiles, the live merchandise broker of Detroit, is in this market for a few days, booking good orders for the houses he represents.

Clarence Pottruff, who conducted a retail grocery and meat business at 1721 Buchanan avenue, for many years has re-engaged in the retail grocery business at 974 Cherry street.

H. M. Beville, formerly with the Hauger clothing store, 239 Monroe avenue, and Benjamin Clothing Co. here, has been made manager of the re-opened Hauger store at 243 Monroe avenue. He succeeds C. G. Baughman. The new Hauger store is operated by the Martin Stores.

Sam Fletcher, buyer of men's clothes and assistant manager for the Patterson Fletcher Store, has joined A. May & Son in this city. Mr. Fletcher will be store manager here. He has been associated with his father, Harry P. Fletcher, in the Patterson Fletcher Store since 1925 when he graduated from Lake Forrest College. He was first in the advertising department and then went into the business end of the store. He is a well known member of the younger business and social circles of Ft. Wayne. His family will accompany him directly to his new location. No successor has been named.

Thirteen New Readers of the Tradesman.

The following new subscribers have been received during the past week:

W. C. Spreen, Watervliet.
Whitfield, Walter & Dawson, Pontiac.

C. N. Haist, Flint.
J. W. Bowden & Son, Flint.
T. W. Muscott, Saginaw.
Grant Grocer Co., Saginaw.
Wm. F. Trier, Saginaw.
Ed Lee, Bridgeport.
A. F. Thompson, Flint.
Jacob Aab, Flint.
Tullie Keeley, Flint.
Floyd M. Beer, Flint.
J. L. Hall, Jackson.

Pickford Grocery Co., of Pickford, renew their subscription and say they would not be without the paper.

Correct thinking makes correct doing.

Essential Features of the Grocery Staples.

Sugar—Jobbers hold cane granulated at 5.20c and beet granulated at 5c.

Tea—The market shows no particular change for the week, but there are indications that within the next few weeks the prices are going to be firmer in spite of the administration plan to reduce production. Prices are about steady.

Coffee—The market for future Rio and Santos coffee, green and in a large way, has sagged still further since the last report. The market is very dull and weak, and actual Rio and Santos coffee has at last been affected by a reduction of possibly 1/2c in the whole line since the last report. This gets No. 7 Rio, green and in a large way, down close to 5c per pound, the lowest price in many years. In sympathy, milds also declined another fraction during the past week. They are getting on a very low level. The jobbing market for roasted coffee is feeling the effect of the weakness in green and conditions are compelling a reduction here and there. The consumptive demand for coffee is fairly good.

Canned Fruits—Fruits are a little irregular. Some independent canners in California are offering standard cling peaches at marked differentials from the general asking price. Pears are quoted at concessions in some hands. The grapefruit outlook is bright, and firmer prices are in prospect as the fresh fruit season nears an end. Canning operations have ceased, and unsold stocks are very moderate.

Dried Fruits—The firmer prices put on raisins late last week in the offering to commercial packers is seen as an evidence of confidence that the future of this item is favorable. The pool does not see any difficulty in moving out its estimated 55,000 tons of Thompsons before the new crop, and since present indications are for a considerably reduced crop in the coming season, the outlook is for a steady trend. Some have expressed the belief that the pool's regular price advances earlier in the season was one of the reasons for the buying apathy which developed, but there is a better feeling now and trade confidence is growing. Damage by storms to the Greek currant crop has brought higher prices on old crop fruit. The movement of prunes both here and in California is satisfactory. Jobbers and distributors are able to quote very attractive prices on many items which are closely sold up in California. There are some large sized California and Oregon prunes available here at primary market costs or less. Small sized varieties are selling well through chains. A considerable enquiry is coming in from the interior trade embracing the full line of fruits. There is a better feeling in evaporated apples, although demand for them has not yet struck its full stride. The top grades of peaches, apricots and pears are practically all gone in first hands.

Canned Vegetables—California packers named prices on new spinach during the week on the same basis as last year. The pack in spite of this is considerably under last year's. Canned goods business generally is rather quiet.

The packers seem to be feeling a little firmer. Golden bantam corn is perhaps not so easy to buy at the prevailing low prices. Peas are unchanged, rather spotty and weak and a fair demand. Fancy peas are being shaded.

Canned Fish—Salmon is steady in price. Pinks have moved freely recently, but unsold stocks are getting down to lower levels now, and with the approaching season of better consumption, most Northwest factors look for a firm market on pinks within the near future.

Salt Fish—Demand for salt fish is still quiet, without any change in price or general conditions.

Beans and Peas—Market for dried beans and peas is still very dull and very weak, with the situation in buyers' favor all along the line.

Cheese—Cheese has been fairly steady since the last report, but toward the end of the week was weakening somewhat. The demand is very quiet.

Nuts—The market is seasonally inactive. There is a certain routine business being done in unshelled varieties, but the trading lacks any definite snap. Importers are carrying unusually light stocks, and look for a clean-up in all hands before the new crops are available, even though present buying is light. Primary markets continue to offer only sparingly. There is a fair amount of interest in Manchurian shelled walnuts. French varieties are very scarce on the spot, and shippers abroad apparently pretty well cleaned up. Levant shelled filberts continue firmer, while Italian shelled almond shippers are cautious in view of storm damage to growing crops. Spanish almonds apparently are pretty well sold out. Unshelled nuts at the present time are quiet. Stocks here are very low. California almonds and walnuts are moving out in a routine way. Reports from California continue to indicate a lighter yield of walnuts in the coming year, while there is general caution in predicting the almond crop until a later date.

Rice—Buyers are taking up their requirements of Blue Rose rice as needed, but see no reason to stock very far ahead. Distribution is holding up well, and unsold stocks, largely in the hands of growers, are down to a point where a clean-up is seen under ordinary conditions. The growers continue to hold very firmly, and only Prolifics appear to be easier at the mills. All long grains are firm and scarce.

Sauerkraut—Makers of sauerkraut could tell of no changes in the situation. Prices remained very low. Bulk kraut was being sold to retailers at as low as \$7. Only a small demand showed for sauerkraut in cans. Supplies continued large.

Syrup and Molasses—Sugar syrup remains unchanged for the week and buying is routine and prices steady. Compound syrup is selling fairly well with no change in price. Molasses unchanged, fairly active for the season.

Vinegar—A small hand-to-mouth business marked the vinegar market. The item was still suffering from seasonal dullness. Prices were all unchanged.

Using your backbone is better than using your jawbone.

Review of the Produce Market.

Apples—Current quotations are as follows:

Spies, A Grade	\$2.75
Spies, Commercial	1.85
Spies, Baking	2.50
Spies, Fancy	4.00
Baldwins, A. Grade	2.50
Baldwins, Commercial	1.60
Ben Davis, A Grade	2.10
Ben Davis, Commercial	1.60
Western apples command \$3 for Delicious, \$2.75 for Winesaps and \$2.50 for Roman Beauties.	

Bananas—4 1/2 @ 5c per lb.

Beets—New from Texas 75c per doz. bunches.

Butter—The market has had two or three declines during the past week, aggregating about 2c per pound. The reason appears to be very quiet demand. Jobbers hold 1 lb. plain wrapped prints at 24c and 65 lb. tubs at 22 1/2c for extras and 22c for firsts.

Cabbage—75c per bu.; new from Texas, \$2.25 per crate of 80 lbs.

Carrots—75c per bu.; new from California, 75c per doz. bunches or \$3.25 per crate.

Cauliflower—\$2.50 per crate of 12.

Celery—Florida stock is \$1.75 for 2 doz. box and \$4.25 per crate.

Cocoanuts—80c per doz. or \$6 per bag.

Cucumbers—No. 1 hot house, \$2 per doz.

Dried Beans—Michigan jobbers are quoting as follows:

C. H. Pea Beans	\$4.10
Light Red Kidney	10.00
Dark Red Kidney	10.50

Eggs—The market has shown considerable weakness since the last report and has made a series of small declines which possibly aggregate about 2c per dozen. Supplies are ample and the demand not very active. Local jobbers pay 15c for strictly fresh sizable eggs.

Grapefruit — Marsh Seedless from Texas is sold as follows:

54	\$4.25
64	4.00
70	4.00
80	3.75

Extra fancy Florida sells as follows:

54	\$3.25
64	3.25
70	3.25
80	3.25
96	3.25

Bulk, \$3.25 per 100 lbs.

Green Onions—60c for shalots.

Green Peas—\$2.25 per hamper for Southern.

Lettuce—In good demand on the following basis:

Imperial Valley, 4s, per crate	\$5.50
Imperial Valley, 5s, per crate	5.00
Hot house leaf, in 10 lb. baskets	1.25

Lemons—To-day's quotations are as follows:

360 Sunkist	\$5.50
300 Sunkist	5.50
360 Red Ball	4.50
300 Red Ball	4.50

Only California lemons are now in market—thick skin, little juice—about as poor stuff as can be produced.

Limes—\$1.75 per box.

Oranges—Fancy Sunkist California Navels are now sold as follows:

126	\$4.00
150	4.00

176	4.00
200	4.00
216	4.00
252	4.00
288	4.00
344	4.00

Floridas extra fancy are held as follows:

126	\$4.00
150	4.00
176	4.00
200	4.00
216	4.00
252	3.75
288	3.75

Bulk, \$4.50 per 100 lbs.

Onions—Spanish from Arizona, \$2.50 per crate; home grown yellow in 100 lb. sacks, \$1.

Parsley—50c per doz. bunches.

Peppers—Green, 65c per doz. for California.

Pieplant—\$2.75 for Southern in 40 lb. boxes.

Pineapple—Cuban 24s and 30s command \$4.75.

Potatoes—Home grown, \$1.10 per bu.; Wisconsin, \$2.25 per 100 lb. sack; Idaho, \$2.65 per 100 lb. sack; 75c per 25 lb. sack.

Poultry—Wilson & Company pay as follows:

Heavy fowls	22c
Light fowls	21c
Ducks	14c
Geese	12c

Strawberries—\$3 for 24 pint case for Louisiana fruit.

Sweet Potatoes—Indiana, \$3.50 per bu.; Tenn., \$2.75 per bu. Both are kiln dried.

Tomatoes—\$1.35 per 6 lb. container, Southern grown.

Wax Beans—\$5.25 per hamper for Southern stock.

Veal Calves—Wilson & Company pay as follows:

Fancy	10c
Good	8c
Medium	6c
Poor	6c

Machine To Test Quality of Canned Foods Success.

Testing the tenderness and texture of canned fruits and vegetables, heretofore done by expert graders, will be accomplished by the work of a new machine which takes the place of teeth and tongue, the United States Department of Agriculture announces.

The new apparatus already has proved its worth in accurately measuring the relative tenderness of canned peas, peaches and pears, and the administration is confident that it will be of equal value in the case of many other canned foods coming within regulatory scope of the McNary-Mapes amendment to the Federal Food and Drugs Act.

The canning trade is particularly interested in the new invention and many canners already have made arrangements to supply themselves with one of the new machines, which the Department of Agriculture finds can be constructed by the average skilled mechanic from relatively inexpensive materials. Application has been filed for a public service patent on the new device.

Lack of sleep makes an easy job seem hard.

HOW DID YOU GET THAT WAY?

Lucid Answer To a Perfectly Legitimate Enquiry.

An old-time friend read one of my articles in the Michigan Tradesman, then wrote and asked, "How do you get that way?" Another old-timer asks: "How long did you carry those germs of revolt in your system?"

Well, I don't know just how I did get that way but, if there are any germs of revolt in my system, they must have been there from the very beginning, but they did not become active until late in life. Perhaps it would be better to have said that I did not dare let them expose themselves until I felt fairly safe about my bread and butter problem.

We all know that under our present economic system the struggle to make a living makes cowards of us all. The worker dare not express himself for fear of losing his job. Merchants dare not express themselves because of losing trade. The professional man dare not be open and above board for fear of losing his clientage. Even the clergy dare not be honest with themselves for fear of losing caste. The fact of the matter is that we, one and all, are so intolerant and ready to boycott anyone who differs from us, religiously or politically, that only the man who knows that he has enough of this world's goods stored away in his cupboard and is not looking for more can afford to be somewhat honest with himself. Our economic system instills in us greed and fear which makes liars of us all. One who thinks that he can change society for the better without first changing our economic system is either mentally lazy or religiously stupid.

My friend asks, "How did you get that way?" Well, some of my ancestors were religious fanatics, paying for their fanaticism with their lives. That was the time when Catholics and Protestants so loved the Lord, they killed one another for His sake. I just mention this because, even to this day, many of us are liable to have more or less fanaticism in our systems. I know in my own case, whenever I think a man is peculiar, all I have to do is to get under a microscope and look myself over. Then the other fellow doesn't look so queer. No doubt heredity plays a big part in our lives, while environment plays even a greater part. It is hard to fathom the things which guide our destiny. A youngster may meet a companion, read a book or listen to a lecture which may be the means of sending him to the president's or to the electric chair. Some call it fate. I don't know.

At the age of five I attended a parochial school in the Netherlands. Once a week a clergyman used to come there and talk to us children. One time he told us how God works in a mysterious way and if we were only meek and lowly, He would take care of us. To illustrate his point to our youthful minds, he told us a story of how a poor old widow, living alone in a shack, was worried because she had no money with which to pay her rent. She prayed earnestly for help.

That same day while she was eating her meal, the landlord walked in to collect the rent and she hastily covered up the bowl containing her dinner, with her apron. At that the landlord became suspicious and thought she had covered up her dinner because she didn't want him to see that she was living on the fat of the land, and that was the reason she could not pay her rent. So he yanked her apron from the bowl and found that her dinner consisted solely of cooked potato parings. He walked away without asking for the rent.

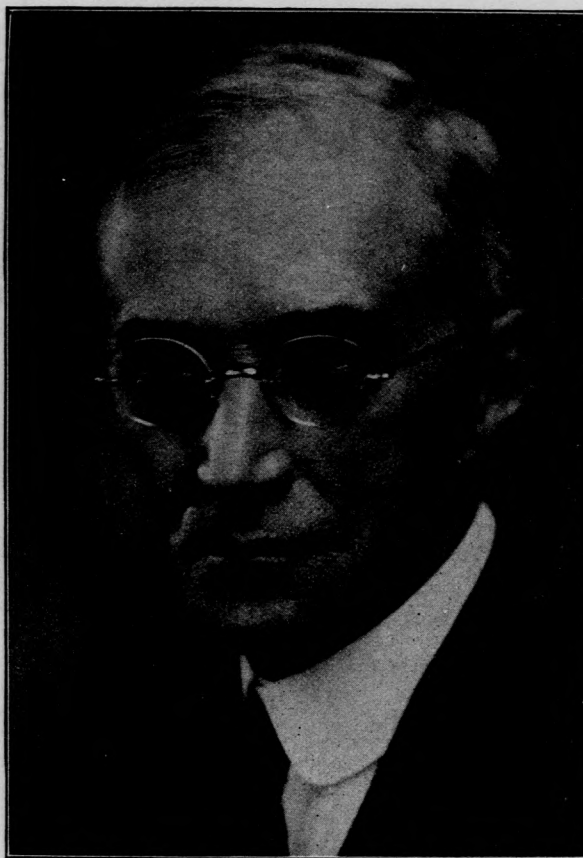
In that little community most of us children knew something of poverty and, at this story, my little mind became perplexed. Since that time I

Thursday at 10 o'clock, the king was to drive through our village and, like all parochial schools, we were strong for the powers that be. Because of the king's proposed visit, we were given an extra dose of patriotism. We practiced our national hymn three or four times a day. But that is not unusual, because all European countries take great pride in the singing of their national airs, especially when they are drunk. The drunker they are the louder they sing and, of course, that is all right because, from my religious point of view, the most dangerous creatures are those who lustily sing their national airs when they are sober. Our national anthem was like all others. It said something about Great God

importance and were as proud as peacocks. We lined up and were all excited as the clock struck ten; then it got to be ten fifteen and no king in sight. Then ten thirty and still no king. Our feet began to get sore and our legs go so weary that we began to sag in the center. Our teacher walked back of us, carrying a big cane, and in no uncertain manner lambasted us on that part of our anatomy that sagged. It got to be ten forty-five and still no king. Then God in all His mercy had compassion on us by sending a drizzling rain. Yet, in spite of that, we held out bravely for our flag, our king and our country. I can still feel the cold rain as it trickled from my oily hair, down my spinal column to my waist line. After a while of drizzle, then down came a deluge of water and we were gruffly given the order to march back to the school house. We 200 crest fallen, rain-soaked kids were the most pathetic and disappointed children on the face of the earth. Then the superintendent told us that no doubt the king was sick. He had us stand there in our soaked clothing while, in a long drawnout voice, he prayed for the speedy recovery of our king. Later in life I learned that our king had had a lodge not many miles from our village in which was stored some of the finest liquors, and the lodge keeper had a beautiful daughter and the reason the king did not reach our village was because he stopped at the lodge and got on a glorious three-day drunk while he made love to the lodge keeper's daughter. In those days, kings were considered divine and could do no harm. And if a king should become enamored by some good looking daughter, it was not only an honor to the young woman but also to the parents. So, with all due respect to Queen Wilhelmina, like all other kings and queens, she was lucky to have been born at home. Such is fate.

"How did you get that way?" Why, even to this day, when I see crowds humbling themselves before kings, queens, princes, princesses, bishops, presidents or generals, I am again that little boy out in the street with the cold water running from my oily hair and trickling down my spine. It may be necessary that in the days of our youth we go to school and acquire what we call an education, but I doubt if a man can ever be enlightened until he learns that he has to unlearn most of the stuff he has learned. It is not the schooling, but what I soaked up out in the street in front of the school house that has been the cause of my being somewhat de-bunkened. This, my life experience, is my answer to the question, "How did you get that way?"

G. J. Johnson.



G. J. Johnson.

have heard thousands of sermons and talks by clergymen, but that potato paring story is the only one that stuck. I can now look back and see that the first seed of revolt sown into my system was done by a clergyman in a parochial school. And, even to this day, I cannot reconcile myself to believe that if God is the Father of all, why he should give some of His children nice juicy beefsteaks, while others have to live on potato parings. That, to me, is not the teaching of Jesus, but it is the kind of teaching that Christianity tries to put over.

That parochial school had an average attendance of about 200 children and I was among the youngest. One day the superintendent came into our room all excited, for he had just received word that the following week,

our King, the land of liberty and our flag over all.

We kids were not only trained in singing, but we were drilled to march out in the street and form a double line in front of the school house and the king was supposed to ride in between the lines while each child waved the flag and sang the national air.

At last the great day came and the whole village was decorated. We children all had our hair oiled; our faces were shiny from the effects of the soap; shoes shined and dressed in our Sunday best. Each one of us had a red, white and blue (also the Holland colors) sash, draped from the shoulder with a bow on the hip. Solomon, in all his glory, was never arrayed like one of us. At ten to ten we left the school house. We felt our

Nice's Bruise and Sprain Lotion.

Ammonium muriate1 oz.
Chloroform2 drs.
Aconite root tincture1 oz.
Ammonia spirit1 oz.
Waterto make one pint
Dissolve the muriate of ammonium in the water and add the other components. Gives instant relief and cures rapidly.

RETAIL GROCERS AND MEAT DEALERS ASSOCIATION OF MICHIGAN

Official Program of Annual Convention to be held at Ann Arbor April 29 and 30 and May 1.

Wednesday

9 a. m. Registration.
1:30 p. m. Convention called to order by Leigh Thomas, President of the Ann Arbor local association.
Community singing led by Waldo Gutowsky, of Detroit.
Invocation.
Welcome address by Mayor of Ann Arbor.
Response by Paul Schmidt, Second Vice President.
Introduction of State President Gerritt Vander-Hoening.
President's Address.
Secretary's Report.
Treasurer's Annual Report.
Appointment of Committees on—

Auditing
Credentials
Nominations
Resolutions
Rules of Order.

Question box.
Reports of locals and cities represented.
Announcements by local association committee.
Adjournment.

Thursday

9 a. m. Community singing led by Waldo Gutowsky.
Convention called to order by President Vander-Hoening.
Closed meeting for members only—Committee on rules of order. Address by John A. Cunningham, Secretary Iowa State Association. Topic, "Legality of Chain Legislation."
Open meeting. Address by George Graff, Sales promotion department of Quality Bakers of America.
Report of Resolutions Committee.
Question box.
Announcement by Local Association Committee.
1 p. m. Meeting called to order.
Community singing led by Waldo Gutowsky.
Address by W. L. Butler (Progressive Grocer) Topic, "Economic Order Filling Department".
Announcements.
Inspection of Ann Arbor Co-operative Delivery System.
Tour of Ann Arbor and its institutions.
Golfing for those who do not want to take the tour.
6:30 p. m. Banquet Michigan Union Ball Room.
Special program for this occasion.

Friday

9 a. m. Community singing.
Convention called to order by President Vander-Hoening.
Presentation by Charles H. Jansen, Secretary National Association of Retail Grocers, of "Jimmy and Betty Broadcasting Episode"; also three reel film prepared by the National Association as educational trade film entitled, "Making Good in Homeville."
Open discussion.
Report of nominating committee.
Adjournment.
2 p. m. Community singing.
Meeting called to order by President Vander-Hoening.
Report of auditing committee.
Report of resolutions committee.
Election of officers.
Selection of convention city.
Unfinished business.
Drawing of premiums.
Adjournment.
7:30 p. m. Final high school debate at Hill auditorium.
Special announcements to be made by Ann Arbor Local Committee.

Banquet Programme, Thursday Evening—6:30 p. m.

First Verse of America.
Invocation—Rev. R. N. McMichael.
Group Song—Waldo Gutowsky, leader, Detroit.
Dinner.
Midnight Quartette.
Introduction of Toastmaster by Leigh Thomas, President Ann Arbor Grocers & Meat Dealers Association.
Toastmaster—Prof. J. L. Brumm, Professor of Journalism U. of M.
Accordian Selection—Prof. Leno.
Remarks—C. H. Janssen, National Secretary of Grocers and Meat Dealers Association.
Solo—Miss Patty Lou Williams.
Remarks—John Cunningham, Secretary of Grocers and Meat Dealers Association of Iowa.
Tale "YOU"—N. L. Schmid, Woollen Spice Co., Toledo.

Both officers and hosts join in hearty invitations to every merchant interested in the convention.

UNIFIED TRANSPORTATION.

The world's longest air-passenger route opened transcontinental service between New York and San Francisco the other day with three planes each way daily. Already we have a dozen transcontinental bus routes. And our railways shuttle their trains back and forth between the Atlantic and the Pacific with the regularity of clock-work.

From Portland, Me., to San Diego, and from Miami, Fla., to Seattle, Wash., the country is spiderwebbed with steel rails, crisscrossed with modern highways, freckled with airports. Up and down both coasts and through the Panama Canal plies a constant stream of freight and passenger vessels. Inland rivers and canals are churned by fleets of steamers and barges.

The needs of a rapidly expanding Nation brought forth, half a century ago, a group of men who built the backbone of a transportation system for the entire country, built it of steel rails. And they built well. But they built in a time of rapid expansion, of a rapidly growing population, of rapid industrial development. The momentum was beginning to run down twenty years ago; the war gave it new impetus. Now, with the added pressure of a world-wide depression, the expansion era is definitely giving way to a settling down process.

The railroads have been squeezed in the readjustment; so have other businesses. In many railroad organizations the persistence of the old expansion-era way of thinking made the squeeze more painful. But what has made the situation most trying has been the combination of changing conditions and new forms of competition. While business was slowing up, relatively speaking, the bidders for transportation business increased. Private automobiles, busses, trucks, airplanes, long-distance power lines, pipe lines—a dozen new competitors arose.

Thus far the loss of railway traffic has not been acute. Last year the railroads carried nearly 76 per cent. of all land-borne freight in the United States, and during the last ten years there has been a slight increase in total freight movements by rail. Passenger traffic, however, has consistently fallen off. Passenger mileage last year was only about 60 per cent. of the total for 1920. Most of this passenger loss can never be regained, and the railroads accept the fact; the bulk of it has gone to private automobiles. But what worries the rail men and those interested in the future of American transportation is the problem of retaining present passenger mileage and the problem of freight competition in the future.

This competition is as yet relatively slight. Motor trucks last year carried only 2.5 per cent. of the Nation's freight, pipe lines carried 4.9 per cent. and inland waterways carried 16.3 per cent. But truck lines are growing, pipe lines are stretching all across the country and long-distance power transmission lines are cutting into coal haulage. The railroad men are looking into the future and seeing very substantial ogres.

To defeat these ogres the forward-

looking rail men have a logical, reasonable program. Realizing that new times are demanding new services, they would co-ordinate all forms of transportation, with the railroads continuing in their logical position as backbone of the system. But they would incorporate the use of busses, trucks, inland shipping, airplanes, pipe lines and such other developments as may come, and they would work toward the most efficient, most economical distribution of freight and passengers possible. They would so harmonize all forms of transportation that one billing at one agency would insure the movement of freight by the most desirable means available, from origin to destination, whether it was carried by rail, truck, boat or all three, and they would do the same for passenger traffic.

America, in a word, will be served in the future by a co-ordinated system of transport which will make the best possible use of every facility at its hand.

THE NEXT SPEAKER.

If Nicholas Longworth had survived, no Republican could have defeated him for Speaker of the House when Congress met in December. Precedent alone would have given him the nomination. He had served as Speaker during three Congresses and had been elected to the present Congress. Thomas B. Reed, after his first election, served as Speaker while the Republicans controlled the House until he resigned to practice law in New York. David B. Henderson, who succeeded him in the chair, served until he declined re-election to Congress. Joseph G. Cannon took his place in 1903 and was elected and re-elected until the Democrats won control in the election of 1910. Champ Clark was Speaker four Congresses and was succeeded by Frederick H. Gillett, Republican, in 1919. When Mr. Gillett was promoted to the Senate after three terms as Speaker, Mr. Longworth was lifted from the post of Republican floor leader to the Speakership.

His death has made the control of the House even more uncertain than it was after the November election. In a little speech at the adjournment in March he said, "It is only an all-wise Providence who is going to determine which of the two great political parties will organize the next House of Representatives." The Republicans had elected 218 of the 435 members. He was aware that in the natural course of events some of these would die before next December, although it is not likely that he expected to be one of them.

It is not yet certain who will be selected by the Republicans to succeed Mr. Longworth as Speaker if they are able to organize the House. Precedent favors John Q. Tilson of Connecticut, the floor leader. There is talk, however, of the political importance of promoting a man from one of the Western States. The Westerners do not regard Ohio as belonging to their part of the country. They are talking of Willis C. Hawley of Oregon, who was chairman of the Ways and Means Committee in the last Congress; William R. Wood of Indiana, Homer

Hoch of Kansas, Carl E. Mapes of Michigan, C. William Ramseyer of Iowa and Bertrand H. Snell of New York State. Mr. Snell was chairman of the Rules Committee in the last Congress, the actions of which were not satisfactory to the Insurgent wing of the party.

Even if all the vacancies caused by the death of Republicans are filled by the election of other Republicans, the party cannot organize the House unless its candidate for Speaker gets the votes of the Insurgents. One or two of these have already threatened to vote with the Democrats unless they can be assured that their pet projects will be supported.

SHAKEN CONFIDENCE.

Within ten days a series of meetings will be under way which may finally furnish a program by which business itself may meet some of the severe problems brought to a head by the depression. The Chamber of Commerce of the United States starts its sessions in Atlantic City on April 29. This annual meeting runs to May 1. Then, from May 4 to 9 business leaders from forty-six foreign countries will gather in Washington for the sixth biennial congress of the International Chamber of Commerce.

Discussions at the domestic meeting will center on what business can do to promote stability in trade and industry and also on the part which the Government may play to help achieve this stability. It is stated, however, that it will approach these problems not as an "immediate emergency" but from the larger viewpoint of what may be done to prevent a recurrence.

While this object of the convention is laudable in a sense, because of the many ineffective starts which business has made in the past to accomplish the same thing, it would seem just as well for this highly representative body to fix some closer objectives. There is always danger, it must be admitted, that once the emergency is over the desire to deal with future emergencies grows a good deal less insistent.

With not a few good reasons to offer, the critics of trade association lethargy have attacked the puny efforts made by organized business to cope with its problems over the months of depression. They have pointed out that many organizations have become so fixed in their habit of denouncing legislation rather than of offering constructive proposals that in the end it may be necessary for government to perform what they fail to do.

What these meetings accomplish, both for present and future business conditions, should have a decided effect in either raising or lowering the rather shaken confidence of business men in their trade organizations.

NEGRO HAS LONG WAY TO GO.

That the Negro, nearly three-quarters of a century after emancipation, should still have to be fighting for elementary civil rights is a serious reflection upon our boasted equal treatment of all citizens. But there is cause for gratification in the successes he wins against the odds of local prejudice.

One important success of the past year, set forth in the annual report of the National Association for the Advancement of the Colored People, has to do with participation in party primaries. To exclude a person from the primary of his party is to cripple his political rights and may be equivalent to denying him a voice in the election itself. Virginia passed a law enabling political parties to define the requirements for participation in primaries. This law was designed to make it possible for the Democratic Party in Virginia to exclude Negroes from its primaries and would have had that effect. It was declared unconstitutional.

Another case of a different sort also scored a triumph. For a colored man to be accused of criminal assault is in several states certain to result in his being lynched without a trial. But in Louisiana a colored man so accused was accorded a trial and acquitted. The case is characterized as "unusual if not altogether unique in the annals of the Southern courts." It brings out the crowning tragedy of lynching—the slaying of an innocent person. How often this sickening thing has happened nobody can say.

The North cannot point the finger of shame at the South for discrimination against the Negro, although in general he has greater freedom here. Indiana is on the roll of states in which there were lynchings last year and in Chicago a colored girl, a high school student of Columbus, Ohio, was barred from playing with the National High School orchestra because of her color. If the Negro has a long way to go before he can enjoy the civil rights which are his on paper, it is because the white man, despite his asserted superiority, has a long way to go in the process of becoming civilized.

DRY GOODS CONDITIONS.

Under the influence of more favorable weather, reports on retail trade for the past week indicate that some increases have been made. Apparel volume was better in both the women's wear and the men's wear divisions, the improvement being more marked in the latter. Knit goods, shoes and millinery have been active. The home furnishings departments are still reported subnormal, although purchasing activity on the smaller items has gained.

Some Summer goods promotions have already been started and with fairly satisfactory results, according to information obtained from the stores. In most cases, however, there seems to be a desire not to rush into the new season except in the way of offering specialties which may bring action on more seasonal goods. Nevertheless, an excellent sports wear season is expected.

So far the month's results for the retail business have been quite in line with expectations, namely, that it would be very difficult to hold up volume. On the other hand, store executives explain that there have been surprising twists to consumer demand and that it is more necessary than ever to keep close watch on these changes.

Don't start until you know where you're going.

OUT AROUND.

Things Seen and Heard on a Week End Trip.

En route to Lansing Saturday we tarried long enough to call on Will C. Stone and E. G. Taylor at Portland. The former has converted his garage into a grocery store, adjacent to the school grounds, and has a store which is very compact and convenient. Mr. Stone told me he had sold codfish and dill pickles for forty-two consecutive years, which is some record. Mr. Taylor was busy securing signatures to an agreement to maintain sprinkling service on the down town business streets during the summer.

At Lansing I called on John A. Affeldt, Jr., O. H. Bailey and M. C. Goossen, who are doing all they can to make the Ann Arbor convention the most successful gathering the retail grocers and meat dealers have ever held. To that end they invited a delegation of Ann Arbor grocers to visit Lansing Tuesday evening of this week to go over the preliminary work with great care and thoroughness.

I confess my disgust over the manner in which the daily papers play up the sneaking youths who blow into stores, offices and oil stations and hold up clerks and cashiers at the point of a revolver. The papers refer to these sneaks as "daring bandits," when they should be described as "dastardly whelps." There is nothing daring in intimidating a man who is unarmed and who is approached unawares and required to hand out the contents of his pocket, cash drawer or cash register under penalty of death. These crimes are usually concocted in the pool rooms which succeeded the brewery owned saloons when the Volstead law went into effect. They are based on unfairness, inhumanity and crime of the basest sort because they contemplate taking advantage of a man who is unarmed and not prepared to defend himself against the cowardly sneaks who are apparently encouraged in their nefarious acts by the flamboyant manner in which their crimes are played up by the daily papers.

I have known a good many traveling salesmen in my day, but I have never seen one who works so hard to assist his customers as Ira Gordon, general salesman for F. E. Myers & Bro., of Ashland, Ohio. Mr. Gordon's interest does not cease when he has made a sale to the dealer. He seeks out the customers of the dealer and gives them carefully worded advice which means much to them in the installations of their equipments. I speak from actual experience, as well as long-time observation, having purchased two pumps made by his house during the past half dozen years. But for his assistance in both transactions I would have made serious mistakes which would have cost me hundreds of dollars. Any one who owns a country home which compels him to create his own water supply will find himself especially fortunate if he is able to

command the advice and expert knowledge of Mr. Gordon.

At the recent meeting of the executive board of the Michigan Retail Hardware Association a committee of four was named as a nominating committee to select and recommend a successor to the late Arthur J. Scott, as follows: A. D. Vandervoort, of Lansing, Warren Slack of Bad Axe, James Tyre, of Detroit, and Scott Kendrick, of Flint. These are all good men, but why not recognize Western Michigan in naming the committee? As now constituted, all the executive officers of the organization are Eastern Michigan men—and have been for several years. This policy is in keeping with the traditions of Eastern Michigan along political, religious, fraternal and organization lines. A line drawn North and South through Lansing is usually the dead line. All executive officers must be located East of this line. I think it is high time our hardware friends broke away from this tradition of the ages and bestowed on Western Michigan at least half of the important jobs at the disposal of the organization.

Not having heard from our long-time contributor, Old Timer (James M. Merrill) for a month or more, I called on him at his home in Grandville one day last week. I found his silence was due to the fact that he has been overtaken by failing eyesight, for which he is receiving treatment. I hope to learn of permanent improvement, so we may welcome him back to our list of correspondents. He has lived a long and useful life.

The Rotary Club of Battle Creek has done a very graceful thing by naming John I. Gibson as their representative to the International Rotary convention to be held at Vienna sometime during the summer. This will enable Mr. Gibson to take a little side trip to Ireland, the land of his birth, and still get back to Battle Creek in time to manage the centennial celebration which that city plans to put into effect next fall. Mr. Gibson is a very versatile gentleman. He can do anything, from conducting a prayer meeting to managing a three ring circus.

Commenting on the real origin of the Pullman sleeper in this department two or three weeks ago the Vice-President of the Pullman Co. writes that "our records show that George M. Pullman was the actual inventor of the Pullman sleeper." The records of the Pullman Co. also disclose that four of the Pullman brothers went direct from Albion, N. Y., to Chicago, whereas I have positive knowledge, based on the statements of trustworthy men who lived in Grand Rapids at the time, that the four brothers lived in a house on North Lafayette street (of which I have a photograph) for several years before they took up their residence in the Windy City. The Vice-President of the Pullman Co. may be willing to distort the facts of history to bolster up the claims of one member of the Pullman family, but I prefer

to accept facts as they are recorded in the early history of Grand Rapids—which established the fact that A. B. Pullman was the real inventor of the Pullman car and that John Mowatt, of Grand Rapids, constructed the first sleeping car under the supervision of A. B. Pullman, its originator.

I have watched the career of the co-operative buying organizations among retail grocers with much interest and have come to the conclusion that some of them, at least, are making a great mistake in catering to their arch enemies in the production field. The manufacturers of Quaker oats, American Family soap and Campbell soups have always favored the chain organizations in every way possible. Likewise, they have apparently done everything possible to have apparently done everything possible for the independent merchants. Instead of resenting this condition, as I think they should do, by consigning such products to the demination bowwows, the buying exchanges strain their resources to buy their products in car lots in order that they may make a pretense of competing with the chain stores. Of course, they cannot obtain the same consideration the chain stores do, no matter how great a concession they secure by mass buying. They secure the same price the jobber does, but are denied the rebates the chains are granted for advertising expense, show window expenses and other trumped up deductions some of the manufacturers still grant the chains. If the independents would show their resentment over this condition by keeping goods which are sold "crooked" far in the background and furnishing them only when the customer insists on having them they would soon show discriminating manufacturers that they are an element worthy of consideration, instead of being an object of contempt by the food producers who can see no virtue in assisting in the maintenance of the dignity and integrity of the independent merchant.

Independent merchants complain—and with good reason—over the consumers who patronize chain stores when they have ready money for their purchases, while having unpaid bills on the books of the independents. They ought to be equally critical of themselves when they buy goods of the food producers who cater to the chain stores by according them preferential prices. In doing that they array themselves under the banner of imitators when I think they should be originators at all times. The same is true of their advertising cut prices Friday and Saturday of each week, which places them in direct competition with the chain stores on days when they need additional business less than at any other time in the week. If they would do their advertising in the Sunday or Monday morning papers, making their bargain prices good for Monday and Tuesday, they would make those days about as good in point of sales as Friday and Saturday now are.

Mr. A. S. White's reference to the original sectional book case, published

elsewhere in this week's paper, reminds me that the original idea, of the Wernicke case did not contemplate its use in connection with books at all. As a young man Mr. Wernicke was employed in a large farm implement agency in Minneapolis which carried repair parts for sub agencies in several states. Urgent telegrams would come in during the summer season for repairs, pleading haste on account of the expense involved in delay. So many telegrams came in during the night that Mr. Wernicke soon saw that some plan must be devised to keep the repairs so conveniently arranged that he could go into the repair department at night and locate the part desired—in the dark, if necessary. The result of this determination on his part was the creation and installation of sectional compartments which could be piled one above the other, with wooden fronts instead of glass fronts. Later Mr. Wernicke conceived the idea of replacing the wooden front with a glass front and there was born the idea of a sectional book case.

Shortly after the removal of Mr. Wernicke to Grand Rapids, Fred Macey started manufacturing sectional book cases and subsequently sued the Wernicke Co. for infringement. Mr. Wernicke undertook to induce Mr. Macey to admit infringement in exchange for a shop right, which would be given him without compensation, but Macey was obdurate and refused to entertain the proposition. This would have discouraged other manufacturers from engaging in the production of this class of book cases. On the trial of the matter in the local Federal Court, the late Judge Wandy held that there was no infringement of the Macey patent by Wernicke. In summing up the case Judge Wandy said: "Mr. Wernicke was, undoubtedly the inventor of the sectional idea as applied to bookcases, but he was very unfortunate in the selection of his patent attorney, who did not embody in his claims for Wernicke all the patent properly involved." This decision left the field open to any manufacturer in the country who wished to get into the game and practically destroyed any patent protection which Wernicke and Macey might have enjoyed if Wernicke's plan had been adopted.

A gentleman who has a world wide reputation as an educator, philosopher and investigator, writes my friend Garfield as follows from China:

Never in my life have I been so much in "the hands of the Lord," or apparently so adrift as now, and yet I don't know whether I have ever been happier in my work. We still have two months in China, and then three months for Japan, to which we are looking forward with particular interest. We shall probably not get back to America until nearly September.

Ghandi is unquestionably a towering figure, and to my mind he sums up the case for Christianity in India. I think that the beliefs he announces that he still holds, such as cow protection, are permanent drags on Indian progress. His strength as I see it lies almost completely in the fact that he has taken more literally than almost any other living man the Sermon on the Mount, and while I think his

philosophy of Khadder is sound at bottom, I did not discover that he has even the outline of an adequate program of economic and social reconstruction for the villages of India.

We are just back to China from a month in the Philippines. The trip proved to be even more interesting than we had anticipated, and indeed was one of the very best we have had, both from the standpoint of things personally interesting, and with respect to the sort of thing I am after. The temperature was pretty well up and they said was warmer than usual, getting as high as 95 some days in Manila. But the nights as a rule were comfortable, and as we easily fell into the siesta habit, we got along very well.

We saw the islands from almost the extreme South to the extreme North. There are 7,000 of these islands, although only 500 of them have an area of an acre or more. There are about a dozen of the larger islands. The inter-island trip to the South, which we took on a new and very comfortable boat, proved to be one of the really great water trips we have had. Then we had an automobile journey to the far North, including a side trip to Baguio, which has become a great resort and is located at a height of 5,000 feet, with higher mountains in the distance.

We got out into the villages, and I became convinced that while the islands have made very great commercial and economic development in the past thirty years, the little man on the land, either as small landholder or tenant, has not profited as much as have other groups, in fact, I have concluded that the crux of the Philippine problem lies in the question whether during the next generation or two there can be developed a class of peasant proprietors or of tenants, who have a fairly satisfying economic status. Whether the Philippines are completely independent or not, and whether or not industries develop, or great plantations, the other problem still remains the fundamental one, whether looked at from the economic, the social or the political viewpoint.

There is, undoubtedly, a strong public sentiment for independence, but as my mission was specific, I did not feel at liberty to take up the political question very much and got it only incidentally. I would think, however, that it is important that the policy of the United States should be fixed, because the present uncertainty retards development. I suppose, however, that with our system of government, the assurance of a settled policy is almost impossible. It would be particularly unfortunate if economic selfishness should lead to a type of political situation that left the islands economically isolated from us. Fortunately, the imports from the United States have become of sufficient importance, so that there is a countervailing economic interest.

At first thought it would seem as if the Protestant Christian church did not have much of a field in the Philippines, but I have become convinced that without doing anything that is really proselytizing, there is a field of considerable magnitude, so far as numbers are concerned, and most decidedly so, as far as community service is concerned.

The employes of Edwy C. Reid, the veteran editor and publisher of the Allegan Gazette, gave him a congratulatory dinner at Hargies Inn last Saturday in celebration of the sixty-third anniversary of his espousing the printing business. Mr. Reid was born at Brantford, Ontario, Feb. 12, 1852. His parents came to Michigan when he was an infant. Edwy got ink on his fingers at Otsego, April 19, 1868, so he has been a printer sixty-three years.

He and the late Don Henderson ran the Allegan Journal ten years. Because of Henderson's bibulous habits, Reid cut loose and started the Allegan Gazette and on May 6 he will celebrate fifty years as editor and publisher. Reid was postmaster of Allegan for nine years and under his regime the rural mail service was established. He was a delegate to the Republican National convention at Chicago in 1912 and for twelve years was secretary of the Michigan Horticultural Society. He has been a hard worker and a sturdy fighter for his party, his town and his state and when May 6 rolls round he should be given the biggest ovation by the people of Allegan they have ever given any citizen of that enterprising city. If they permit that event to pass without giving Mr. Reid the recognition he deserves I shall be greatly disappointed.

The sudden death of Louis J. Koster Tuesday morning gave me a shock which has completely unnerved me. Mr. Koster has been my close personal friend for nearly fifty years and I do not think I will ever become reconciled to his passing. March 28 we motored to Grand Haven to join his multitude of friends in congratulating him on his 75th birthday and only a few days later we repeated the visit to condole with him over the death of his wife. He was a noble man in all the word implies. I never knew him to say an unkind word about any one. I never heard of his telling an untruth or doing anything which would tend to injure another or create a hardship for a fellow being. He was pure gold. I never expect to see a finer type of manhood than he was. E. A. Stowe.

Subleasing of Space in Stores.

The leasing of departments and sections in retail stores, confined largely to service divisions until a few years ago, has grown to cover many lines, according to information made available April 17 by the Department of Commerce.

In the larger stores, it was pointed out, such features as beauty parlors and pattern sections are nearly all leased, for they are regarded as unrelated to the main business of merchandising. Leasing has grown to cover more than sixty-five different lines, however, in a number of Southwestern states in which a survey was recently made by the Department.

Further information was supplied as follows:

The management or owners of a store expect to gain, as a rule, one or all of three specific advantages from leasing departments as a result of the lessees' specialized knowledge of the merchandise handled or the labor involved. These advantages are store expansion, superior purchasing facilities, and increased volume of sales in the leased departments.

The financing heads of the business are often in favor of leasing departments primarily because of the income derived and the simplicity of what amounts to a real estate transaction. From the merchandising point of view, leasing is often found objectionable because, in most instances, owners of

PUT CONSUMER DEMAND To Work For You !!

Standard Brands national magazine advertising is creating tremendous ROYAL QUICK SETTING GELATIN DESSERT demand. Housewives everywhere are serving it, because it not only is easily prepared, but it offers an interesting variety of six delicious flavors.

Turn this demand to your profit. Tie up with ROYAL QUICK SETTING GELATIN advertising. Push ROYAL QUICK SETTING GELATIN and watch your profits grow.

ROYAL Quick Setting GELATIN DESSERT

Distributed by STANDARD BRANDS INCORPORATED

FIVE BIG REASONS why you should push STANDARD BRANDS PRODUCTS

1. Prompt service and frequent deliveries.
2. Small stocks properly regulated and small investments.
3. Quick turnover and quick profits.
4. A reputation of freshness with every product.
5. Nation-wide advertising.

Rademaker-Dooge Grocer Co.

Distributors

Bouquet Tea

Fragrant Cup Tea

Morning Glory Tea

Finest Packed

As Floyd Gibbons Says:

Maybe we will be chugging around to your store with our Big Truck soon, and if we do, will be glad to toss off an order for Flower Pots, Bird Baths, or Sun Dials, or Garden Pottery such as Lawn Vases, Porch Urns and Hanging Baskets.

We also make several sizes of Wire Paper Burners, Wire Hanging Baskets and Wire Vases. We are waiting for you to send for our Catalogues and Low Prices to Dealers.

UNTIL THEN — GOOD BYE

IONIA POTTERY COMPANY

IONIA

MICHIGAN

leased departments are absentees and the departments are run by managers or indirect representatives. While the store generally has authority and control over the employes of leased departments, and they are under the supervision of the employment manager, it is very difficult to regulate these departments to fit in with regular store policy and to keep mutual harmony. Leasing in the Gulf Southwest has extended to radios, electrical specialties, and mechanical appliances, and it has even reached departments carrying style merchandise, such as jewelry, leather specialties, furniture, shoes, men's clothing and millinery. The practice has been carried in some instances even to women's cloak and suit departments.

Millinery departments exceed all others in the number leased. There were fifty-six such departments in 376 stores studied in Texas, Oklahoma, Louisiana, Arkansas, Missouri, Mississippi and the Western portion of Tennessee.

It has been stated by millinery experts that in the cities of 35,000 and more fully a half of the millinery is distributed through "syndicate lessees" who are specialists in distributing one type of merchandise. These syndicates have chains of leased departments, each unit of which is operated under the general direction of the chain organization. Style changes in millinery are frequent, and once the style is changed, the millinery has to be disposed of for little or nothing. The syndicates with leased departments in a number of stores have a wide outlet and can shift their stock from one section of the country to the other, so that they are always assured of a market to complete the sales of any line handled.

Beauty shops accounted for the next highest number of leases, with thirty-two in the 376 establishments, and shoes followed with twenty-one. Patterns and optical departments were next with eleven and ten respectively.

Ninety-one, or not quite a fourth of the stores reported leased sections. Altogether, 270 departments were leased. There is a marked drop in the proportion of stores and the number of leased departments in stores doing a volume of less than \$500,000 per year. There were only two stores with sales of less than \$100,000 per year that had leased departments. These were rather special cases, and in each instance the department leased was the shoe department.

The three stores with a sales volume of more than \$10,000,000 all had leased departments, the total being twenty-four. The eleven stores doing a \$4,000,000 to \$999,999 business yearly all had leased divisions, numbering eighty-seven. Thirteen stores in the group of \$200,000 to \$399,999 reported thirty-seven leased sections for the twelve stores having them.

If you have faith, preach it; if you have doubts, bury them; if you have joy share it; if you have sorrow, bear it. Find the bright side of things and help others to get sight of it also. This is the only and surest way to be cheerful and happy.

Cherry Canners in Plan To Advertise.

Red sour cherry canners throughout the country have taken a step important to all interested in the packing, distributing and growing of this fruit. A campaign will be launched immediately to advertise red cherries regionally and Nationally, with the apparent co-operation of 75 per cent. of the red cherry packers in the United States; that is, 75 per cent. of the production.

At the Chicago convention in January Karl S. Reynolds, of the Reynolds Preserving Co., Sturgeon Bay, Wis., was made chairman of a committee to investigate the advisability of advertising red sour cherries. A great deal of detail work was done, leading to a preliminary meeting of the committee in Chicago March 30 and 31. Detailed competitive representations by seven advertising agencies were heard, and the members of the committee gained a number of ideas concerning cherries which they had not previously known. They became convinced that cherries have suffered from a lack of publicity and that the public will gladly consume more red sour cherries if given more information about them.

"One has only to consider," Mr. Reynolds states, "that the population of the country is 120,000,000 and that the largest known crop of cherries was 92,000,000 pounds to be convinced that there is not an overproduction of cherries, but rather only a lack of knowledge of cherries in the country. Eminent medical authorities agree that the red cherry is one of our most, if not the most, helpful and nutritious of our fruits. We are also enthusiastic about the appetite appeal that can be generated by the beautiful color and delicious flavor of this splendid fruit."

Strike Holds Down Hose Stocks.

With hosiery sales declining considerably during the last month, the strike of workers in the Philadelphia mills has helped to prevent a heavy accumulation of goods which might become a burden on the market later on. Most of the mills running are now manufacturing for stock only, and those producers who have been stopped because of the strike are being placed in a stronger statistical position. No definite outcome to the strike can be predicted. The union appears to have brought into line as many mills as possible, and with the exception of one small mill no other plants are expected to join the workers.

Plan Square Shapes in Dinner Sets.

Encouraged by the popularity of square plates in medium and popular price dinner sets, domestic manufacturers of chinaware are considering the feasibility of producing square saucers and other pieces in the near future. Lines produced and sold this Spring carried a number of sets in which the square dinner plate and platters were featured. The popular response to the new shapes, it was explained, convinced producers that a complete set with all but the cups made in square designs will prove profitable. The peach shade, predominating in this season's sales, will be featured.

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Sales during the past six
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FINANCIAL

United States Foreign Investments Gain.

Recent developments in Spain, although less disturbing in American financial circles than some of the political upsets last year, tend to restrain a return of confidence in foreign obligations.

In spite of the small amount of foreign issues offered in American markets in the last year or two and the lack of interest in such securities displayed by investors here, it is estimated that American investments outside this country amount to \$17,500,000,000, of which about \$10,000,000,000 represent obligations of governments, municipalities, corporations, etc.

Most of this investment has been made in the last ten years, although prior to the war there was a small market in the United States in foreign issues.

Americans have not become "foreign-bond minded," however, in spite of their large investments abroad. A great part of the capital exported has been advanced by relatively few individuals. For the most part, small investors are interested solely in domestic issues.

"Considering that the volume of foreign securities absorbed by American investors in ten years approximately equaled that placed with British investors over a period of fifty years," says a pamphlet on foreign bonds issued by the First National Old Colony Corporation, "it is not surprising that in isolated cases the type of foreign security was not of uniform high standard or that, now and again, some bond houses and dealers with little knowledge of and less training in foreign financing, sponsored certain foreign bonds that should not have been issued.

"On the whole, however, it may be emphatically asserted that surprisingly few foreign government bonds in proportion to the volume placed can be considered as doubtful risks."

"Not all foreign government bonds offer the same degree of security," the pamphlet continues, "and diversification in foreign bonds is as necessary as in domestic investments.

"Intelligent discrimination in the purchase of foreign government bonds requires more than a superficial acquaintance with foreign economic and political conditions. There is no short cut to acquisition of the art of successful investing in foreign government bonds, but there are certain general tests that may be applied by an investor to enable him to form a comprehensive opinion of the risk involved." William Russell White.

[Copyrighted, 1931.]

Expansion Is But Beginnings of Growth.

Bankers acceptances have grown to an importance in financing the trade of this country that is unbelievable to the man who looks on the instrument as something too technical for his comprehension and lets it go at that.

In a new book entitled "Facts and Figures Relating to the American money market," Robert H. Bean, executive secretary of the American Acceptance Council, traces the history

of dollar acceptances in this country in a way that gives you both story and figures. Students of the money market the world over will be indebted to this authority for his valuable contribution in a field where he more than any other man is qualified to present simply a highly technical subject.

For, if Mr. Bean is right, the tremendous expansion in our acceptance business marks but its beginnings. He ventures the prediction that with a recovery of world trade "there will be a greater demand for all kinds of dollar credits of American banks and bankers than ever before." Britishers will not welcome the thought but he does not hesitate to add that when the time comes we will finance "a considerable volume of business that would normally go to the London market."

Says Mr. Bean: "The type that has to do with transactions in foreign markets will be especially favored as long as we are able to offer advantageous rates."

Skipping over Mr. Bean's interesting historical background, and the recent trend toward a concentration of this growing business into fewer banking hands, let us turn to the classification of bankers acceptances.

Originally the Federal Reserve act of 1913 limited the permission of national banks in making acceptances to transactions involving imports or exports. The field has broadened with the years. Now it falls under several categories:

1. For some years our total of import and export acceptances followed the volume of our foreign trade in merchandise and equaled roughly 50 per cent. of the dollar value of that annual trade. In late 1929 and 1930 extremely low rates in the American money market and a general decline in foreign trade drove the proportion of acceptance business on imports and exports up to about 70 per cent.

2. The volume of bankers acceptances against goods shipped within our borders has never been large but Mr. Bean believes that in periods of a reduced supply of bank credit, with accompanying high rates for loans, "it is possible that the banks, desiring to ease their position, and their customers to secure a lower rate, will make greater use of the acceptance credit for domestic transactions than they have in the past six years."

3. Warehouse credits have grown but the greatest expansion relatively has been for the increased use of acceptances for foreign storage and shipments between foreign countries.

Paul Willard Garrett.

[Copyrighted, 1931.]

Excess Optimism Leads To Unwarranted Expansion in Production.

Apparently Magnus W. Alexander of the National Industrial Conference Board is one who shares the view that more of the troubles in American finance may be traced to an excess of temperamental optimism than any occasional overdose of pessimism.

Certainly in his Cincinnati address yesterday he emphasized the need for an elimination of excessive optimism in periods of prosperity as one effective way to minimize the severity of these recurrent depressions.

Says he: "When the wheels of industry turn rapidly and goods are consumed almost as soon as they are produced, when in consequence profits are large and wages are high, there develops a general, psychological attitude of overconfidence in the future that is bound to lead ultimately to reaction. I do not mean to say that psychology is the basic factor in producing the upward and downward movements of business activity. On the contrary, we have learned that it is futile to attempt to create economic prosperity by merely disseminating information intended to produce a more hopeful attitude toward business conditions."

And it is this excessive optimism that inevitably in his opinion leads to unwarranted speculation, not to men-

tion unbalanced production, unwise enlargement of our production capacity, growth in installment buying, excessive expenditure and unsound economic thinking.

Whatever others may think Mr. Alexander preaches the doctrine that "speculation diverts human activities into unproductive channels," and represents the attempt to beat the game of chance which few can beat. He even works into his comments this little rhyme:

Pa was poor and Ma was poor,
So they took a market flyer.
Pa bought this and Ma bought that,
And the stocks went high and higher.

Then Pa was rich and Ma was rich;
They thought themselves quite clever.
But like a flash there came a crash,
And they were poor again forever.

Something must be said for the view



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that an excess of optimism in the speculative markets leads to an excess in production to the extent that men multiply their hopes of the future in business—an influence accelerated by a rising stock market—they multiply their expectations of business expansion. They think in terms of increased industrial output. In these respects if 1929 taught this country a lesson the tolls of depression will not have been in vain but with human nature as it is the question arises whether the lesson has been learned. Perhaps it has for the present generation.

Paul Willard Garrett.

[Copyrighted, 1931.]

Must Guard Against Visitation of False Sentiments.

When deep depression runs so long that men begin to accept the situation as inevitable it usually is time for the turn.

Slowly this adjustment to the low commodity level, reduced earnings, intense competition and management problems is impressing on men the likelihood that business is drifting into a "new era." But it is not the sort of "new era" that these same observers eventually accepted as permanent along in 1929. Put the 1929 conception of a "new era" in reverse and you will have the 1931 definition. But is not the extreme attitude of pessimism in 1931 likely to go as far wrong in interpreting business as did the extreme optimism of 1929?

Any people highly sensitive to stock movements must keep a guard against these extreme visitations of false sentiments. Right now there is a growing disposition to accept the unsatisfactory business situation as a restoration of sobered industry. Current pessimism comes chiefly from the downward adjustment in dividend payments, the sharp fall in early 1931 corporate earnings, the lack of convincing recovery signs in business and a wavering stock market.

These developments give news reports a blue tinge instead of rose but they reflect past troubles. Dividends are always cut at this stage of a depression for the reason that directors hesitate to dip into surplus when they have no knowledge of what the future may be. Net corporate earnings late in a depression period always look their worst. Even commodities frequently give least evidence of stabilization just before the downward corrective movement terminates.

Usually the very acceptance of a prosperity period as a "new era" of permanent good times is the reason for its collapse. And when men begin to accept the adjustments that go with deep depression they are unconsciously preparing the recovery. That is why the talk we hear nowadays of a "new era" of adversity is encouraging for the similarity it bears to what always is heard when things are at their worst.

Paul Willard Garrett.

[Copyrighted, 1931.]

No merchant or employe can be one kind of a person outside of the store and another kind inside. We do not change our identity when we get inside behind the counter.

Many New Faces To Be Seen at Ann Arbor.

Ann Arbor, April 20—Please find enclosed a copy of invitation written by Mayor of our city in regard to convention, which I hope you will publish in this week's issue. I am also sending you, under separate cover, cut of Mayor Newkirk to accompany this enclosed letter.

All last minute details in preparation for the convention have been taken care of and the Ann Arbor association feel that we are now in a position to take care of and entertain the largest convention in years (we hope).

It is our understanding that the Pontiac association are coming to Ann Arbor sixty strong; likewise the Lansing association will have an unusually large delegation. Detroit will be much better represented than usual. Saginaw will be represented by about forty members. There will be many smaller groups from the Southeastern section of the State. These are the towns we have had inside information on, and we are hoping that the remainder of the State will not be outdone by the above. Grand Rapids should be unusually well represented in that the Grand Rapids Union high will debate St. Anthony, of Detroit, for the State championship the night of May 1 (the last session of the convention) on the question: "Resolved—That National chain grocery stores operating in the State of Michigan are a detriment to the people of the State."

The writer feels that this is a wonderful opportunity for the retail food men of Michigan to gather some detail information on the grocery situation in the State of Michigan.

As a final appeal, I hope the reader will pack his grips and arrive in Ann Arbor not later than noon Wednesday, April 29. Ann Arbor assures you three days of excitement, entertainment and sound information.

Do not disappoint Ann Arbor.

Leigh H. Thomas,

Pres. Ann Arbor Grocers and Meat Dealers Association.

Tell Your Customers What Your Prices Are.

A cent more on a good many articles does not make much difference. Customers may be willing to pay the extra cent in order to save the trouble of buying downtown. But there are a good many people who take it for granted that they will have to pay much more than a cent—unless you tell them. They look upon the small store as a high-priced store and the big store as a low-priced store. It is "up to you" to show them their mistake.

The smaller merchant should buy carefully, guard against dead stock, speed up turnover and feature prices on goods that are being sold at big store prices. But it is absolutely necessary that people should be told about the prices. They will not take the trouble to find out for themselves.

Many Anniversary Sales Planned.

A considerable degree of activity in the wholesale markets is being contributed by completion of plans of retailers for anniversary sales. Some of these events will be launched during the latter part of this month, but the majority of them in numerous stores throughout the country will be staged in May. The type of buying being done indicates that these sales will be on a larger scale probably than at any time in the last few years in order to swell dollar volume for the period as much as possible. The situation, it was contended, reflects the sharp reversal of opinion with regard to sales, which until last year had begun to lose favor.

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Sectional Bookcases Used Before the Wernicke Era.

By many persons, credit for the invention of the sectional bookcase was awarded to O. H. L. Wernicke, recently deceased. While it is true that the first patent for the invention of such a case was awarded to Wernicke, sectional bookcases were constructed and put to use in Grand Rapids before Wernicke had finished his studies in the primary schools of his country. Previous to the year 1871 the territory embraced in the city of Grand Rapids was divided between three common school districts. One district was on the West side of the river; another was in the North section of the city, while the remaining section with a part of the township of Grand Rapids constituted the third. Under the provisions of an act passed by the Legislature in the year 1871, these several districts were consolidated. A high school was maintained by district No. 1. It was located on Barclay avenue, the present site of the Central Junior High. The district had accumulated a library of about 4,000 volumes of a miscellaneous character which were stored in a small room (on shelves) at the high school in care of the janitor. The room was opened on Saturdays and books were available for patrons of the school and students on those days. After the consolidation of the several districts had been effected, the Board of Education, of which A. Lamont Chubb was president and James H. McKee, secretary, decided to lease a floor in the Leonard building—the site now occupied by Houseman & Jones—and moved the library to that location and employed persons on full time to manage things. The Ladies Literary Society had accumulated several hundred books which were offered to the board for distribution to patrons. The subject of moving the books was brought up for consideration at an early meeting of the board and a member suggested that a number of large baskets be purchased and used in making the transfer. A practical member of the board suggested that boxes in the shape and form of sectional bookcases as they are constructed to-day, be purchased instead of baskets.

Such boxes containing the books could be stacked one on top of another to such a height as might be desired. A considerable item of expense might be saved in moving the books when at some future date it would be deemed advisable to move the library. The idea was adopted. Several hundred boxes were ordered and the sectional book case was started on its career of supplanting in many offices and homes the cases which had served the purposes of the owners in the past. In the course of time Wernicke perfected a device for attaching the cases and manufactured the same in a more attractive form than the originals which were constructed for the Grand Rapids library. Other improvements were made by Fred Macey; also by W. S. Gunn, the Imperial and New England Furniture companies, for which patents were awarded by the General Government. Wernicke started his first factory at Minneapolis, but its productive resources were so small that he sought and obtained larger facilities in Grand

Rapids. A vacant factory owned by DeGraff-Vrieling & Co., was leased and business was soon established on a large scale.

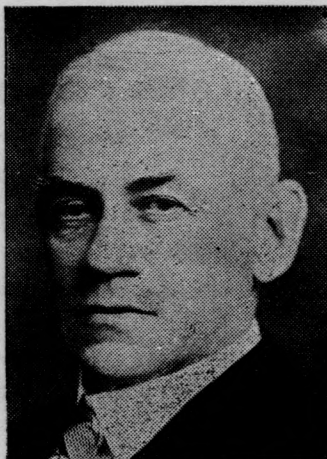
Miss Frances Holcomb was the first librarian. A young man named Bacon spent much of his time in the library. One evening she surprised Seth Holcomb, an uncle with whom she resided, by announcing in a sporting term that she had "brought home the Bacon." Mrs. Bacon continued at the head of the library several years, but finally moved with her husband to Chicago.

Arthur S. White.

Ann Arbor Mayor Says "Come."

To the members of the Michigan Retail Grocers and Meat Dealers Association, Greeting:

As Mayor of the city of Ann Arbor, on behalf of the members of your association living and doing business in said city, and also on behalf of our citizens, generally, I extend to you a most cordial invitation to attend the State convention of your association to be held in this city April 29, April 30



H. Wirt Newkirk.

and May 1, at the Michigan Union, the convention to open the afternoon of the 29th.

Ann Arbor is widely known as a city of frequent and notable public gatherings, as well as a city of extreme hospitality, and I can assure you a most enjoyable time during the three days you will be our guests. Let "George" look after the store, about then, and you pack your grip for Ann Arbor.

H. Wirt Newkirk, Mayor.

Selection of Secretary Again Postponed.

The executive board of the Michigan Retail Hardware Association held another meeting at Lansing Sunday noon to consider the recommendation of the special committee created to recommend a suitable candidate for secretary to fill the vacancy caused by the death of Arthur J. Scott.

The recommendation was that Harold Bewig, who is now associated with the National Retail Hardware Association, at Indianapolis, be elected at a salary of \$6,000 per year. Unfortunately, he cannot relinquish his present position until Sept. 1. The committee was anxious that a contract be entered into immediately, to take effect Sept. 1, but on motion of Herman Meyer, supported by Lynn Gee, final

action was postponed until the annual meeting of the National Association in Cleveland the last week in June.

The only other candidate was Mr. Dignan, of Owosso, but his application was not given consideration by the committee or the Board.

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Firebugs Rob Public.

"Let me give you an idea of how arson affects every policyholder," said an expert of a state rating bureau, when questioned recently about incendiary fires. "In many instances, the building which is to be burned contains a valuable stock of goods or furniture which is fully insured. Such fires usually result in total destruction of the building and contents.

"In one building, when the plot was discovered before the torch had been applied, a disastrous fire with possible heavy life loss was avoided. It happened that a workman on an adjoining building noticed the roof of the structure in question sagging. Investigation showed that the supports between the floors of the building had either been sawed in two or entirely removed. Had the fire been set, the structure would have collapsed almost immediately, doubtless taking the lives of firemen called to the scene.

"When a prepared fire of this nature is started, it is usually out of control by the time the fire apparatus responds, and when flames gain such momentum, they often sweep to adjoining or neighboring properties. A heavy loss thus results not only in the original property but in other buildings, whose owners are innocent of arson.

"There are various types of firebugs. Some burn simply for revenge. Then there is the pyromaniac, who must be discovered and curbed, so that the public need not suffer from his insane desire to set fires. By far the largest group, however, is made up of those who burn for greed. Some burn other people's property for the fee they can collect; others burn their own property. In any event, the result is the same. Heavy losses are suffered every year from these fires. In fact, the actual amount of loss cannot even be estimated with any degree of accuracy because evidence of the crime is so often wiped out by the fire.

"It now becomes clear how the firebug robs the public. The annual fire losses are swelled tremendously through arson fires, and since the cost of insurance depends upon the burning rate in each section, premiums cannot be reduced to the lower level possible if such heavy losses were not sustained in this type of fire."

"When asked how the situation might be improved, he said: 'The main trouble is that the public is not acquainted with the facts and aroused to the point where it will demand that prosecuting attorneys push arson cases to a successful conclusion and try to obtain convictions. Yet editors of newspapers are taking greater interest in these cases and are writing vigorous editorials. Fire and police authorities, in co-operation with the arson squads of the National Board of Fire Underwriters, have put forth strenuous efforts in many states. The poor results so far obtained can be traced to the reasons just given. Nevertheless, insurance companies are making it increasingly difficult for persons suspected of having had an arson fire, or who have been connected with such a fire, to obtain insurance protection. Once people realize what is happening

and how it affects their pocketbooks, they will demand protection from the fire criminal."—Safeguarding America.

January Fire Losses High.

According to figures compiled by the National Board of Fire Underwriters, the losses by fire in the United States for the month of January were \$44,090,449, which shows the continuing high trend of the fire losses. This figure compares with \$42,244,035 for January, 1930, and \$44,713,825 for the same month in 1929. From the figures tabulated it will appear that the fire losses were distributed all over the country, no one section suffering much above the average losses. This condition also holds with respect to the various classes of insurance coverage.

As previously stated, the extent of the moral hazard losses appearing in the totals is problematical. Some authorities are of the opinion that a large percentage of the fire losses can be attributed to the moral hazard which has always contributed an important element in the fire losses during times of business depression such as the nation is now experiencing. Other authorities are just as firmly of the opinion that the moral hazard has not been of much importance in the loss situation and that it has had a negligible effect upon the totals. But nevertheless the fire losses are still shamefully large as compared with fire losses in other civilized nations.

Another element that should be taken into consideration in the discussion of the fire loss situation is the fact that the total of fire insurance is very perceptibly smaller than it has been for some time in the recent past. Values have been scaled down in practically every line of insurable property to a point which has been unknown since the great world war upheaval. Fire insurance companies having an eye to the continuance of a profitable business, take cognizance of this condition and are making underwriting commitments in accordance with the price tendency. As a consequence the fire loss total should show a gradually lowering trend. Fire insurance hopes that this tendency will be evident during the year.

Novelty Lace Curtains Featured.

With shipments on initial orders for better curtains moving into retailers' hands at this time, lace curtain producers have turned their attention to novelty merchandise to stimulate mid-season business. Gold and ecru rayon bobbinet curtains are being pushed with considerable success. The bobbinet curtains, in a variety of pastel shades, are also receiving attention. One house this week brought out a combination brown and white lace curtain for sale as a better-grade novelty item. Two grades of these curtains, one retailing at \$10 a pair and another at \$6, have been well received.

The business enterprise that endures and prospers over a span of time has been founded upon the confidence of those comprising the market to whom it sought to sell its merchandise, service, intelligence, appreciation and goodwill.

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SOME ITALIAN HOTELS.

How They Evade Promises and Cheat Their Guests.

[All Rights Reserved]

Before we decided on a winter in Italy we sought information on the question of heat in Italian rooms and apartments. Because we knew that "heat" means various things to various people, our enquiries ran to include fire-places, for we did not mind being put to the needful extra expense of having sufficient fires in our rooms provided only there were places in which to build fires. We got such a confusion of information from San Franciscans who had lived in Rome or Naples or Florence that we were about where we started.

A young Englishman assured us that we could get plenty of five room apartments in Rome for \$25 per month and up, that most of them had central heating, that such heat was so liberal that it had to be cut off frequently. But because he was English we knew he was no judge of heat from our standpoint. As for ideas of what is suitable for a private residence and its setting and surroundings, those are also widely various.

The other extreme was a man with long Roman residence who said: "O, if you look for real comfort of a moderate cost, either in apartment or hotel, don't go to Italy at this season. Heat can not be had except in the most expensive hotels and there your room alone will cost you \$10 per day."

Another said Italian fireplaces generally smoked and were of indifferent efficiency at best; that it was almost impossible to make "those old stone buildings" reasonably warm in any event; that in Italy our custom was reversed about wearing wraps, because whereas we wear wraps to go out of doors, in Italy you bundle up to keep warm in the house, although often you get nicely comfortable in the sunshine outdoors.

After much consideration we determined to try it anyway—and we had many kinds of experience. We found that there is no heat in Italian hotels until November 15 regardless. It cuts no ice whether the thermometer is 'way down; the calendar rules. Fortunately, except for a few short intervals of discomfort—which see later—we got by without serious difficulty.

But we also found that the word heat means even more various things—mostly inclining to the minus side—than we had guessed. For suggest to the maid or porter or whoever else may have direct contact with the heating of a hotel that it is not warm and he or she goes and feels the radiator. If that is warm—slightly warm—to the touch, there is heat—what would you for goodness sake? They look at you incredulously—what are you talking about?

Radiators are little things and the circulating pipes—all being water systems, but I did not say hot water—run from three-eighths to half inch. Hence even a vigorous fire would hardly raise the water to a warming temperature. But there is seldom a vigorous fire; radiators are warm, no

more. But that is the local standard—there is no common ground for understanding.

We got used to that soon. We found it useless to protest. We simply did not speak the same language. So, for example, when in the Rosetta Hotel, in Perugia, we told the clerk that our room was cold, he went up to examine while we dined. Soon he returned, radiating enthusiasm enough to be quite warming. "Your room is very warm now" he beamed. We discovered that it was not quite as cold as when we left it but we let it go at that. It was bearable and that was something.

I hasten to add that, as will be shown, we enjoyed the Rosetta so much in other ways that we have no evil recollection of it. And of all these hotels this is further to be said: that they give everybody perfectly wonderful beds, firm, yet soft, with excellent springs and thick mattresses; and they are provided not only with an ample supply of pure linen sheets and large, downy pillows, but abundance of fine textured, extra heavy, fleecy woollen blankets are always available. The maid does not even look surprised when one asks for more coperti, regardless of the general temperature and the fact that she sits complacently in a room in which an American would congeal to the marrow.

The background of this condition is diverse and should not be overlooked. For there is a reason for everything. First, then, this climate is mild. That is to say, the range is from perhaps just above freezing to plenty hot in summer. It gets so cold that folks used to shelter feel keenly uncomfortable and natives shiver and turn blue in the morning in the fields and shops before the sun hits them. But such cold is an Act of God in the first place and can be borne in the second. I shall try to convey later the utter primitiveness of their homes whereby they are inured to physical discomfort such as few of us ever knew.

Next, Italy is a very old country, occupied by man since the beginning. About 20 per cent. of its surface is naturally wooded; but not until lately has anything like reforestation been set about on any consistent plan. Beginning with the disintegration of the Roman Empire, everybody has taken wood as and when he wanted or could get it, and none has replaced any of it. Italy has no oil or coal deposits and electric energy, now being developed with giant strides, is yet only 10 per cent. advanced to its final possibilities.

Every ton of coal comes in by sea principally from Great Britain. A little comes from Germany, sometimes in some circumstances from the United States. This makes coal precious. Apparently all of it is first used in gas works because what I saw everywhere was coke. Hence, fuel is the constantly pressing problem, fires for mere heating comfort are a luxury, little heat is made much of.

All of this brings us to focus on the final factor: That in relation to artificial heat, these people begin at a temperature of around 35 deg. and work

upwards to their idea of full comfort at about 50 to 55 deg. So we, who start at 68 deg. and end around about 72 to 73 deg. have no common basis on which to discuss temperature with them. They just do not understand our language.

Little sticks and twigs of the tiniest are made into charcoal. This is used in the peculiar porcelain cook stoves wherein a separate diminutive grate fire is built under each pot. It is also kindled in braziers of many sizes, the biggest large enough to heat a clothes closet fairly well. These are set about in houses and shops, people crouching over them as we might over one of our trick electric "heaters" which look so good and are such a frost. But the little braziers are as big as a tin dipper, made of porcelain with bail over the top. The handful of charcoal is therein lighted on a residue of ashes and folks carry them about, or set them in workshops, being content to warm their hands over them.

Folks stand these conditions as the Eskimo stand their climate living in now houses. But it all shows how there is no common ground for understanding between Americans and Italians on the heat question.

From the beginning we were fortunate in our weather. We did not suffer. We did not go on the basis of living at the best hotels. I have told how and why elsewhere. But on Christmas day we cut loose a bit on extravagance and lunched at the Excelsior Hotel, in Rome, as fine a hotel, perhaps, as there is in the Eternal City, and to our minds, fine enough for anybody. I speak from a most complete and long-extended experience with the best American hotels.

The meal was perfect in quality of materials, balance, all accessories and service. Not to mention the bottle of wine, it could not be had in any American hotel for much less than twice what we paid. Our bill for two, service charge and tax included, was \$4.26.

But we noticed that the entire place was comfortably warm—entries, halls, dining room and all. So we investigated what it would cost us to live there. We were shown two beautiful rooms. One faced a charming inner garden, kept in perfect condition. The other faced a street. Both were generous in size and tastefully furnished with fullest appointments.

Without private bath, we could have either room and half pension, which means room, breakfast and either luncheon or dinner, for \$10 per day for the two, all extras included. We could have had full pension, that is our entire living, plus private bath, for \$14 to \$15 per day for two, including all extra charges. Our only item not included would be wine in either case.

I do not know where in America similar living could be found in any hotel of like grade for less than about twice the cost. This obliterates the information that it would cost us \$10 per day for room alone if we were to have comfort in Rome. For we particularly noticed that every part of the Excelsior was warm, every corner of it comfortable.

What follows is a plain narrative of our hotel experiences. I do not plan to pass out any applesauce to any of them; but I also expect to give each due credit and relate as accurately as I can what we got for what we paid. It is proper to remember that while the lire costs us 5¼c, it means much more than that to an Italian, although how much more I am not able to say even approximately. The intricacies of international exchange are too complicated for me to follow that out.

Even so, nobody could feel he was not getting vastly more for his money in Italy than he could get for similar cost anywhere on the American side of the Atlantic, Canada included.

I have already told about our Amalfi and Ravello hotels, except that I have not quite finished with the Palumbo of Ravello. The cost there was \$3.12½ per day each for a beautiful room, with a fire in a funny little stove which yet gave ample heat, three meals with wine and all extras. The food was excellent, the cooking good. Parlors and other general space were ample and there was a well stocked library free to guests. This place is so beautiful that one would willingly pay more.

The Syrene in Sorrento, where we were sent from the Palumbo, was a disappointment. The food was not high grade, the service was stingy, cooking poor. Thus though the location was charming and the gardens pretty, we were not sorry to leave. Price charged here was fair enough if we had got anything for the cost.

I have told enough of the Continental in Naples to show that it is an excellent middle class commercial hotel. We want nothing better and shall go there again.

Leaving Naples we were recommended to the Ludovisi in Rome as first class, moderate priced and heated even if not exactly in season. We got there on the evening of Nov. 6. It was a wet, dreary, chilly night. The hotel was a tomb for temperature, nor could we get a room with fireplace. We were told that the steam plant was under "repairs."

That "repairs" stuff always reminded us of the Arkansaw Traveler. He arrived at a farm house in a rain storm. A woman was cutting a hole in the floor to let out water coming through the roof. The Traveler asked her why they did not mend the roof. "Can't mend it, it's raining", she answered. "Why don't you mend it when it's dry?" he asked. "Don't need it then," was her answer. "Repairs" are not made in these places during the torrid Roman summer because artificial heat is not needed then.

Well, for one night we froze in the Ludovisi, and when, next day we got ready to leave, we were urged to stay on the ground that they'd turn on the heat that night; but we had no confidence in that. Then, being driven out, the management charged us an extra price because we had not stayed three days or more; plus 15 per cent. instead of 10 per cent. for service; plus also 15¼ cents for a cake of soap. We had heard that soap is usually charged for in European hotels, but the Ludovisi was the first contact we

had with that expense. All along the line, in hotels great, medium and small, we had toilet soap furnished without charge. We got partly even on this because, finding it on the bill, I went back to the room and took the soap with me.

Protest to the swallow-tailed accountant elicited the reply that on the basis of our short stay it was "im-pawssible" to give us pension rates. That's another pet word among these swallow-tail boys. They pronounce it as I cannot convey through our alphabet, but they make a mouthful and an impresive one of it, while their demeanor indicates that we have arrived at a positive impasse—another word the intonation of which must be heard to be appreciated.

Well, we thought that this management might after a time discover how little was really "impossible" to be done to corral the few American dollars which are likely to drift to Italy this season; and I am pleased to know that already the Italian scale of hotel charges has been cut a horizontal 10 per cent. from the 1930 rates. Meanwhile, feeling that the Ludovisi had added insult to injury, we paid our bill and got out.

Followed more than two weeks solid comfort at the little old-fashioned Albergo Inghilterra, or Hotel d'Angleterre. Gives me a pain the way these Italian hotels ape the French. For my part, I want to hear and see Italian words and phrases in Italy. We can read French menus in any American hotel.

But in this hotel, designed to serve English guests, which prints its menus in French, we had a spacious and comfortable if somewhat shabby room, with Southern exposure, central heat that was good, supplemented with a nice fireplace fire any time we wanted it. We had good cooking, on a near-French plan, plenty to eat and willing service—all at moderate cost.

Followed our Roman housekeeping, of which I have told elsewhere in detail. Then we traveled Northward to Perugia.

Seeking information on Perugia, we learned how often one gets inadequate information from travel bureaus. Cook told us that there was "just one hotel" in Perugia, the Brufani. It was not high priced, to be sure, but it was much higher than we had been paying. A Roman business man who travels widely in Italy and, like all commercial travelers, knew where real comfort and full value was to be found, laughed when he heard of Cook's recommendation and said: "Go to the Rosetta."

And yet Cook and other travel bureaus have their side of this story. Asked why they consistently steered people to the most costly hotels, they told us it was because Americans always wanted the best and would be content with nothing else. Thus experienced travelers always cross-examine those agencies if they seek value for their money and real contact with some atmosphere other than can be found in any American hotel. When we expressed preference for something less expensiv than the best we also

got full information—except in the case of Perugia, where perhaps Cook slipped in saying that "there was only one hotel there."

How sadly this system works out sometimes we saw in the case of a young Chicago couple. They were housed in the Negresco, Nice, the apex of costly luxury in European hotels. This being their first trip, they had accepted the plans of a tourist agency,

had been put into first-class cabins, stopped at La Russie in Rome, on a par with the Negresco; and when we saw them they were sadly disillusioned.

First, they had seen nothing to speak of except the inside of expensive hostels. Second, they had been so frozen in Rome—despite high rates—that the wife had fallen ill and they had to cut their trip and change their return itinerary. Third, as she told us

of it, the wife said: "Now they have us booked for five days in Rappello. What is there to see there?" Inasmuch as Rappello is just a replica of San Remo, or Nice or any of these Riviera towns, they would have another five days of another expensive hotel.

Frankly, they envied us our quiet comfort, living in our own little apartment. "To use a Chicago expression,"

(Continued on page 31)



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Soda Crackers? Impossible!*
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New flakiness . . . more uniform crispy brittleness clear through. New foursome pack . . . that delightfully splits into twos or singles. Just the right smack o' salt. Dimpled and browned to a queen's taste. Say Hekmans to your grocer and he'll know you want the finest in crackerdom.

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DRY GOODS

Michigan Retail Dry Goods Association.
President—J. B. Mills, Detroit.
First Vice-President—Geo. E. Martin, Benton Harbor.
Second Vice-President—J. T. Milliken, Traverse City.
Secretary-Treasurer—Thomas Pitkethly, Flint.
Manager—Jason E. Hammond, Lansing.

Riding Jackets Grow Shorter and Color Is Featured.

No doubt the little girls who go to the circus frequently come home with visions of growing up to be a bareback rider, balancing on one toe and resplendent in spangles. It may be sad to realize that most of us descend from spangles to tweeds and twill, but the tweeds this season are very consoling.

Habits are inclined to be more colorful and are cut on more boyish, fitted lines. The coat is usually a bit shorter than it has been. Riding is such a sporty sport that every one wants to look smart, and the shorter, more boyish lines are flattering and youthful.

Sometimes the coat is of melton cloth, in brown and tan mixtures or brown or green or occasionally blue. Black is always good, of course.

Worn with these are breeches or jodhpurs of whipcord, cavalry twill, or bedford cord. They come in tan, buff, chocolate or Vandyke brown.

The hat matches the coat and is frequently a vagabond—worn up or down—with a contrasting feather. There is a new vagabond hat with the shallow crown we have become used to. This is very nice. Another new and amusing hat is a tropical helmet of Madagascar straw with a pongee band. A felt tricorn with contrasting feather is becoming to almost every one.

Shirts are of broadcloth or silk, and should be carefully chosen, as they make a spot of color that helps the whole scheme. If you want an especially nice shirt, there is one of madras-figured silk and wool that has a small figure in blue, brown or red on a beige ground. Striped silk shirts are youthful and attractive. If you are one of those before-breakfast riders, you probably want a turtle-necked sweater or a chamois vest.

The thing to do is to have an interesting color scheme, with the coat and hat matching and contrast in the accessories. Regulation boots, crops and string gloves are worn. The more conservative houses are pretty severe about these colorful departures and frown upon anything but classic habits, but color is creeping in everywhere, and if it is carefully chosen and harmonized it is exceedingly attractive.

A suit that is striking in color, but won't shock your thoroughbred, consists of black hat, coat and boots, worn with orange brown breeches and a white shirt. Another safe bet is a habit with a coat of brown melton cloth, beige cavalry twill breeches, brown hat, boots and string gloves. A green, yellow or white shirt would be nice with this. Green and yellow details are characteristic of this season.

A green tweed coat, green hat, beige breeches, brown boots, tan shirt and brown or green tie make another popular combination.

If you want to be really different, wear a black silk crepe shirt and white

tie with white linen breeches and black boots.

Children are allowed a little more leeway in color and may have navy, horizon blue, beige brown or yellow jodhpurs, tweed jackets and gayly colored shirts and ties.

For Summer, linen, Palm Beach or linen-duck habits are cool and attractive. A well tailored linen at about \$17 is a good value. Another notable value and good for Summer camps—cotton whipcord breeches with leather reinforcement, under \$4. A house noted for sportswear and good tailoring offers jodhpurs of cotton gabardine, cut and fitted just like the more expensive ones and with plenty of material at the seams for growing girls, for \$8.50. Another suit found at this house that is not really a riding habit, is for campers, dude ranchers and women who do not wish to spend anything extra on a riding habit. It consists of a sleeveless jacket and knickers and comes in blue, green or brown cotton covert.—N. Y. Times.

Programme For the Annual Convention.

Following is the complete programme, of the annual convention of the Michigan Retail Dry Goods Association, to be held at the Hotel Statler, Detroit, April 23 and 24:

Thursday, April 23.

10 a. m. Ball room floor and convention hall, Hotel Statler.

Registration—members and guests—including exhibitors.

Get acquainted.

Take a trip to 13th and 14th floors to inspect merchandise.

Reception by officers, directors and convention committee.

12:15 p. m. Luncheon for members, exhibitors, guests, all included.

President Jos. B. Mills presiding.

Brief address—"Enthusiasm, the A to Z in Business," by Harvey T. Campbell, Vice-President Detroit Board of Commerce.

2:30 p. m. First Vice-President George E. Martin presiding.

Brief welcoming remarks.

Address, "Some Thoughts on the Present Retail Situation," Oscar Weber, manager J. L. Hudson Co., Detroit.

3 p. m. Address, "What is Style—What is Fashion?" Amos Parrish, New York.

3:45 p. m. Address, "Credit Problems and Methods," H. B. Godfrey, of the J. L. Hudson Co., Detroit.

6:30 p. m. Dinner.

Music by the J. L. Hudson Glee Club.

Address—"Radio Opportunities in the Publicity Field," Leo J. Fitzpatrick, WJR Broadcasting Station, Detroit.

Address—"What of To-morrow?—To-day is Here," Lew Hahn, Hahn Department Store Co., New York City.

Friday, April 24.

9:30 a. m. Call to order.

Second Vice-President J. T. Milliken presiding.

Address—"The Importance of Selling the Store," G. R. Schaeffer, Publicity Director, Marshall Field & Co., Chicago.

10:30 a. m. Address—"Unfair Com-

petition," Dr. Frederick Juchhoff, Professor of Economics Michigan State Normal College, Ypsilanti.

12:15 p. m. Luncheon for members, exhibitors, guests. Former President Fred H. Nissly presiding.

Brief address—"Modern Business Success," by Rober M. Andrews, Manager Detroit Times Publishing Co.

2:15 p. m. President Jos. B. Mills presiding.

Address—"To-day's Problems in Business," Alfred B. Koch, of LaSalle & Koch Co., Toledo.

2:45 p. m. Address—"Yesterday's versus To-morrow's Problems in Business," by Robert P. Gerholz, President Michigan Real Estate Association, Flint.

Reports of committees.

Business meeting.

Election of officers.

Adjournment.

Contempora Designs For Linens.

Public showings of fifteen Contempora designs applied for the first time to linens will be made, when the stores throughout the country simultaneously will feature the new creations in yard goods, ready-to-wear and accessories, it was announced yesterday. Most of the designs have been created by Miss Vally Wieselthier, outstanding Viennese sculptress and ceramics artist. The designs are applied to handkerchief linens produced by N. Erlanger, Blumgart & Co., Inc. in New York, Best & Co. will feature the designs in dresses, while James McCutcheon & Co. will show them in yard goods. Up to the present Contempora designs have been featured only in silks.

Complain of Crockery Imports.

Attempts by domestic producers of kitchen crockery to meet Japanese competition on low-price merchandise have failed in spite of the tariff, it is claimed by one of the leading manufacturers in that line. Tariff increases put into effect last June have been circumvented by reduced production costs in the Japanese market, and the domestic producers still find themselves excluded from the volume orders placed by chain stores. Plants in this country, however, have made substantial gains in the sale of medium and better price merchandise since the tariff went into effect, and are doing a fair volume of trade in those lines this season.

See Steady Upturn in Men's Wear.

That the upturn in men's wear retail trade, predicted at various times to start on March 1, is actually being realized is the opinion of several factors in the trade. Since the last week in February slow but steady progress has been made by the majority of stores. In several instances some stores have spurted ahead considerably, but this has been offset by other declines. The average trend continues favorable, however. During the current week retailers reported gains in the sales of clothing, particularly of suits. Furnishings continue to sell well, although not in any striking volume, it was said.

Don't "wait for a chance." Chances lie ahead.

See \$4 Shoe Gaining Favor.

In the steady re-order business for men's calfskin shoes which has been appearing recently a growing demand for shoes to retail at \$4 has been noticed, it is pointed out in the trade. The \$5 seller continues to obtain a large portion of the current business, but it was thought that the \$4 number may eventually replace it if present demand continues. Retailers are looking for distress lots and closeouts of merchandise for sales, but there is a distinct scarcity of such goods, it was said, as manufacturers' and jobbers' stocks are very low. Demand for sport shoes to sell at \$5 is increasing and some orders are now being filled.

Ask Better Notions Displays.

Greater attention to counter displays and fashion developments are suggested to notions department executives as a means of increasing business in a bulletin sent out by the National Notion Association last week. The bulletin is the second in a series compiled as the result of a study of notion departments conducted during the last few months by the organization. Pointing out that notions receive only half the advertising appropriations they should have, the report claims that substantial increases in business will follow increased allowances for advertising.

Velvet Terms To Be Unchanged.

No change will be made in the selling terms covering velvets it is stated by M. Mosessoehn, executive chairman of the Associated Dress Industries. The proposal to revise terms from 6-10-60 to 7 per cent. net has been abandoned by 95 per cent. of the velvet producers, who have agreed to continue the old basis, Mr. Mosessoehn said. The decision, he added, followed a series of conferences on the matter, in which it was asserted that the revision would work a hardship on the dress trade, as it would be equivalent to an advance in prices.

Kitchen Tool Orders Up Sharply.

In contrast to the slow condition of trade at this time in most houseware lines, orders for low-end kitchen tools took a decided upturn this week. Chromium-plated kitchen tools to retail at 10 cents are being purchased in volume quantities for immediate sale. Stainless steel utensils which sell retail at 25 cents each are being ordered also. Jobbers are showing more interest in the 10 cent items and placed substantial orders this week. Knives, mixing spoons and similar items equipped with green enameled handles, are also wanted.

May Sales To Influence Rug Prices.

Price trends at the floor coverings opening June 1 will be governed by the volume of business booked by manufacturers next month. Unless demand for merchandise picks up to a considerable degree during May, it is predicted prices will remain at their present levels. An improvement in sales, however, may bring price increases on Fall lines. Those questioned yesterday were firm in the opinion that no reductions can be looked for in any event because of the low prices which are now prevailing.

SHOE MARKET

Michigan Retail Shoe Dealers Association.
President—Elwyn Pond, Flint.
Vice-President—J. E. Wilson, Detroit.
Secretary—Joe H. Burton, Lansing.
Asst. Sec'y-Treas.—O. R. Jenkins.
Association Business Office, 907 Transportation Bldg., Detroit.

Using In-Stock To Sell More Pairs.

A great many shoe merchants recognize fully the usefulness of the manufacturer's in-stock service but regard it chiefly as a convenience in buying, to be taken advantage of now and then when some sudden emergency demands shoes in a hurry. They do not seem to appreciate that in-stock can also be a tremendous aid in selling, provided the retailer understands how to make use of the factory's service for this purpose.

This is an age in which merchandise must be timed to the moment. The store that sells the shoes is the one that can deliver to the customer the particular style and type that is wanted on the day when it is wanted. In-stock helps to make this possible, but not if the merchant uses it merely for an occasional fill-in order.

The retailer who decides to take full advantage of the manufacturer's in-stock service must rig up his merchandising practice so that he will be open to buy the shoes that are timely and will thereby be enabled to present a succession of new offerings to the public. It can be accomplished only by keeping his own stocks clean, and the way to do this is by making use of a good stock record system adapted to the needs of the store plus a carefully planned method of sales promotion that will keep shoes moving off the shelves.

A style well bought is unquestionably half sold, and to buy well from in-stock merchants must study carefully the trends in consumer demand on the one hand and the sources of supply that offer merchandise to meet that demand on the other.

Modern shoe retailing isn't a leisurely occupation under any circumstances. When a merchant elects to seek increased sales and extra profits by the in-stock route he must speed up his merchandising operations all along the line. Some retailers think of in-stock as an aid to lazy buying. They think that by using the stock department they can hesitate somewhat longer before making up their minds as to what styles will sell, then jump in at the last moment when the trend has actually revealed itself and cover their actual necessities from stock.

The wise in-stock operator doesn't work in that way. He studies the advance trend as carefully as the merchant who buys virtually all of his shoes to be made up. He keeps his stocks clean by giving constant and painstaking attention to window displays and by advertising in the ways that he knows from experience are effective in producing direct sales. He reads the advertising and studies the catalogues of manufacturers and wholesalers operating in stock departments to acquire a complete familiarity with the sources of supply for types of shoes he needs. And then he times his buying so as to have the shoes his public wants when they are wanted.

Used with intelligence and discrimination, the in-stock service of shoe

manufacturers and wholesalers thus points the way to increased profits in hundreds of retail shoe stores throughout the country.

This season in-stock will be a veritable life saver to many merchants who have delayed buying of summer footwear. The exigencies of the current depression have caused most retailers to make special efforts to reduce stocks to the lowest point consistent with ability to supply customer wants. Many will find that in their eagerness to curtail inventories they have underbought. Fortunately, wanted types of footwear are available for immediate delivery and merchants who find their stocks inadequate will be able to replenish.—Boot and Shoe Recorder.

Merchant Must Keep His Premises Safe For Customers.

Needless to say, a business man is bound to keep his premises reasonably safe for his customers, and others who are lawfully upon them, and any injury suffered by reason of neglect on his part may render him liable therefor. If he allows rubbish to accumulate on the floor, piles his aisles full of boxes, or leaves stairways unguarded which causes a customer to fall the business man may usually be called to account.

However, this liability of a business man for the condition of his premises is limited to that part of the premises open to the public, and does not give the latter any right to wander at will thereon and into parts not used for the transaction of business. It follows, if a customer suffers injury in such part of the premises, the business man will not, as a general rule, be responsible. For example:

In one case of this kind, there was a stairway behind the counter in a retail store that led to the basement. This stairway was guarded by a swinging gate that could not be entered unless a person went behind the counter. The space behind the counter and the stairway was of course for the use of employees only.

Plaintiff went into the store to make a purchase, and passing down the aisle came to the opening. At this point plaintiff stepped around the end of the counter, passed through the swinging gate, and fell down the stairway suffering serious injury. Plaintiff thereafter sued the business man for damages, claiming he had failed to keep his premises free from danger as the law required. In stating the general rule of duty in the case the court said:

"One who is on the premises of another as a customer for the purpose of purchasing goods is there by implied invitation and is entitled to the care and protection due an invitee. Even though a person is an invitee upon the premises of another, the duty of the owner of the premises to maintain the same in a safe condition applies only to that part of the premises that are appropriated by the owner as a place in which his business is conducted and the necessary and proper part of said premises reasonably to be used by the invitee to gain access to the portion of the premises used for purposes of business.

Following the above statement of the

general rule, the court directed its attention to its application to the facts of the instant case, and, in holding plaintiff could not recover damages, said:

"As the hatchway door through which (plaintiff) fell to the basement was behind a counter and was guarded at the end by a gate situated 2½ feet from the first step leading to the basement, it must be admitted that she as a customer was not within the area of the store set apart for the use of customers, and she was therefore a trespasser, or at most a licensee, when she stepped through the gate behind the counter and fell down into the basement.

"Had she remained on the outside of the gate she could not have fallen down the steps. It was her negligence in going behind the counter, a place she was not acquainted, without looking to see what was there, which brought about her injuries. Having done this she entered upon the premises which the merchant was not under obligation to make and keep safe. As a licensee she was obliged to take the premises as she found them.

So the court refused to hold the defendant merchant liable for plaintiff's injuries, and, on the facts of this case, the holding is without doubt in accord with the great weight of authority. This authority taking the position that a business man's obligation, in respect to the safety of his premises for customers, extends only to that part of his premises open for business.

Of course, if a business man invited a customer to parts of his premises not

usually open to customers, he will be liable for injuries to the customer caused by conditions there. But, in the absence of such an invitation, a customer passing behind counters, through back doors, into back or storage rooms, etc., does so at his peril. And, if in the course of his roaming, beyond the part of the premises obviously devoted to the transaction of business, he meets with an accident he will not be in any position to place the blame upon the businessman.

Leslie Childs.

To Standardize Dress Sizes.

Preliminary steps for the drawing up of simplified and standardized sizes for women's and misses' dresses was taken last week at a meeting at the Hotel Pennsylvania of the ready-to-wear group of the merchandise managers' division of the National Retail Dry Goods Association. The action was described as the first move to correct increasing alterations of garments and reduce returns to manufacturers. The standard sizes will be drawn up by a working committee headed by John B. Swinney of the Specialty Stores Association and will be passed upon later by an advisory committee and then submitted to ready-to-wear manufacturers. Albert Post, of Mandel Brothers, Chicago, presided over the meeting.

If it ever came to pass that all men stood on an equal footing they would be standing on each other's toes in a very short time.

Believe in yourself—but keep it a secret.

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RETAIL GROCER

Retail Grocers and Meat Dealers Association of Michigan.

President — Gerritt VanderHooning, Grand Rapids.

First Vice-President—William Schultz, Ann Arbor.

Second Vice-President—Paul Schmidt, Lansing.

Secretary — Herman Hanson, Grand Rapids.

Treasurer—O. H. Bailey, Sr., Lansing.

Directors — Ole Peterson, Muskegon; Frank Marxer, Saginaw; Leigh Thomas, Ann Arbor; M. C. Goossen, Lansing; R. J. LaBarge, Pontiac.

Wines and "Hard Likker" in Latin Europe.

Writing strictly as a food merchant, observing Italy and France at close range, I am moved to say a few words about wines, whiskeys and other old-time beverages as I find them, for these are drinks. Some hold they are foods as well as drinks. Anyway, they were an integral part of the high grade food business of America up to a dozen years ago and are a vital element in the food and drink business hereabouts now.

Please understand that I am not moralizing. I set myself up to be nobody's keeper—not even my brother's in this connection. And if I touch even casually on our laws and the effects thereof, that is only incidental to my main story. My thought is to tell what I see, how I see it and what reflections the aspect of these countries in that connection evokes.

For my personal bias on this question, I may say that liquor of any kind never meant more to me than soda water might mean or coffee. I have always liked good beer, but never needed it to be happy. Wines never did appeal to me. Liquors were absolutely nix with me. A background may be this: During an illness that kept me on a bed of excruciating pain for three solid months I was doped with much morphine and—not to get too much of that drug—I had a rather stiff mixture of whisky and water served hot very often.

When I got up and about I was so fond of that whisky drink that I cut it out at once and shunned it as a pestilence, fearing what it might become. Not for twenty years thereafter did I taste whisky. Then I learned what a highball was—in my 42nd year—but never cared for it. I think I never understood how to use whisky, but I felt no deprivation therefore.

That's that, and all of it. I write it to indicate that I may be a competent, disinterested observer of present phenomena.

Visiting England in 1924, after forty years' interval, we had some wonderful wines served us by the entertainment folks who made the advertising men's trip pleasant. We both liked those wines and felt that previous failure to like wines was the fault of the quality—we being no judges thereof. I also enjoyed the ales and beers.

But the aspect of the English "pubs" counterpart of our old-time saloons, made us both glad that those were no longer a part of American life.

Conditions in France and Italy were what they are to-day, so I can write of that now. It is said—everybody has heard it said—that there is no drunkenness in these Latin countries. That is pretty true. We saw one man who was fairly pickled in 1924, and

I have seen one this trip in Rome. So as far as I can see it, that observation stands about 100 per cent. correct.

But there is a haziness that settles over these communities every mid-day. The haze is so thick that business ceases for two to three hours. At the closing hour, 12:30 to 1 p. m., doors are locked and iron shutters put on as if for the night. Everybody goes to his lunch, during which he drinks a goodly measure of wine and eats fully two man-sized meals. Then everybody goes to sleep for an hour or so.

It seems that no matter how well seasoned one becomes—and I have been through a steady apprenticeship now for more than five consecutive months—one just cannot acquire energy to rise from the table and pitch into hard work on the characteristic American plan. One has to have his siesta. But in these lands that ends it. There is no tipling, though workmen often do mix wine and water while they mix mortar between meals.

I have learned how to use Scotch whisky, too, that is, to suit my temperament. I do not fear it either because my use extends to one to two tablespoonful daily. I like very much certain of the Italian wines and a few of the French ones. Thus I market for these items while buying other household supplies; and some interest attaches to the prices. Black & White, old time favorite Scotch, has cost from 67 lire down to 60 francs. That is \$3.52 down to \$2.40. John Haig, Gold Label, costs more, and Dewar's White Label still more. Sanderson's Mountain Dew I have not seen yet and Johnny Walker's I have tried only once.

But these variations in prices of the same brands have led me to make some close enquiries. I have had it hinted that some brands were not genuine by one whose price was excessive. That scared me for a while, because certainly one wants nothing like bootleg here any more than elsewhere. But enquiries have been reassuring and instructive enough to form the keynote of what I now write.

I learned from unimpeachable authority that laws and inspections are extremely strict and that brands can be bought in Italy and France with perfect confidence in their authenticity.

Next, these drinks are sold literally everywhere. There is a license to pay, but it must be graduated, because the smallest shop, kept by a woman and daughter, selling a few groceries and other foods, has a few bottles of wine and also two kegs from which bulk wine is drawn.

Now, whether you enter an exclusive wine shop with immense stock or the most modest place, you find an atmosphere of cleanliness, decency, sobriety and order. You find in large wine shops long rows of casks and plenty of bottled goods, all in charge of a neat, quite young woman who serves you as if she were selling buttons and thread. Men enter and have their bottles filled, pay their 12c or so and leave as if they bought bread.

The keynote, then, hereabouts—in these Latin lands—is law observance.

Fundamentally, then, the trouble with our liquor business is characteristic of all Anglo-Saxon and Scandina-

avian lands: No liquor business ever played fair with any law. No regulation however mild or moderate, has served to keep any American brewer or other liquor dealer or dispenser within the law. Every effort at regulation—of any kind—has always been met with evasion, breach, disregard, and defiance.

The American saloon was not a

drinking place only—never was. It was a gambling hell and a pander to white slavery. And at this very minute if you enter a "soft drink" parlor in a place like Benecia, California—or any other water front town—you will find a bleary-eyed man sitting at a card table beside or opposite to a poor, painted, bedraggled creature, showing

(Continued on page 31)

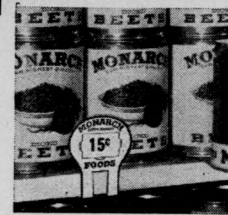
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THE cost of installing this up-to-date equipment is so small that increased sales quickly pay it. Monarch Super-Quality Foods are nationally advertised. Sold only to merchants who own and operate their own stores. Fifty thousand independents find The Monarch Way a real winner. You will, too. Quality for 78 years.



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Rowena Golden G. Meal

Rowena Pancake Flour

Rowena Buckwheat Compound

Rowena Whole Wheat Flour

Satisfaction guaranteed or money refunded.

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Rusk Bakers Since 1882

Leading Grocers always have a supply of

POSTMA'S RUSK

as they are in Demand in all Seasons

Fresh Daily

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MICHIGAN

MEAT DEALER

Michigan State Association of Retail Meat Merchants.
 President—Frank Cornell, Grand Rapids
 Vice-Pres.—E. P. Abbott, Flint.
 Secretary—E. J. La Rose, Detroit.
 Treasurer—Pius Goedecke, Detroit.
 Next meeting will be held in Grand Rapids, date not decided.

Prejudice Against Heifer Beef Unfounded.

In comparing the meat-producing abilities of well-bred heifers and steers, the United States Department of Agriculture and seven state experiment stations disprove some of the arguments which have been advanced in support of the long-standing prejudice against heifer beef.

One of the most interesting and important facts discovered by the investigators is that the meat from well-finished heifers is equally as palatable as that from steers when the two are slaughtered at the same age. Moreover, in these experiments, the dressing percentage of the heifers was fully as high as that of the steers.

In the course of their studies on the relative merits of the two sexes as meat producers, the investigators likewise found that yearling heifers ordinarily reach an acceptable market finish more quickly and at higher weight than do steers of similar breeding and feeding. It follows, of course, that the heifers become overfinished sooner than the steers when the feeding is continued.

These research findings are significant in view of the present market demand for lighter-weight carcasses of good finish, the department says. The housewife likes to buy small but well-finished cuts of beef. She likes steaks thick, if not otherwise too large, and would buy roasts more often if she could always get them small enough. The well-finished light heifer, slaughtered before she becomes overfat, fulfills these requirements. This study has uncovered some facts which should be of marked benefit not only to the consuming public but also to the producer, the meat packer, and the retailer, the department says.

Recipe For Making Bologna.

For a 100 pound combination use:

- 75 lbs. cured beef
- 25 lbs. pork trimmings (cured)
- 8 ounces fine ground white pepper
- 1½ ounces mace
- ¼ ounce cloves
- ½ pound sugar to be added with spices while chopping the meat.

If beef trimmings are fat, the sausage maker must use his good judgment—adding more beef and less pork than specified above.

First—Cut cured beef and pork, each separately, through the Standard plate of the chopper.

Second—Place beef in silent cutter or any other chopper. Add the above spices and chipped ice and water while chopping. Chop beef to almost the proper fineness or consistency for bologna.

Third—Add the 25 lbs. of standard cut pork to the beef. Mix and chop the pork and beef together. This pork and beef mixture should not be chopped and mixed too long. Pork for bologna is not to be cut as fine as beef and should show up in tiny cubes. By too much chopping and mixing pork

and beef together, the pork can be overworked.

Fourth—Stuff into casings and smoke until the desired color is obtained.

Fifth—Cook ring bologna at 165 degrees Fahrenheit for 30 minutes. Long bologna or straights require from 45 to 60 minutes cooking, depending upon the thickness.

Sixth—After cooking place in cold water for cooling. Remove from cooling tank and plunge in hot water or splash hot water over the sausage to give a nice plump appearance and dry the casings.

Recipe For Making Frankforts or Wieners.

For a 100 pound combination use:

- 70 lbs. cured beef
- 30 lbs. pork trimmings (cured)
- 8 ounces fine ground white pepper
- 1 ounce mace
- 1 ounce nutmeg
- ½ lb. sugar to be added with spices while chopping.

If beef trimmings are fat, the sausage maker must use his good judgment—adding more beef and less pork than specified above.

First—Cut cured beef and pork, each separately through standard plate of the chopper.

Second—Place beef in silent cutter or any other chopper. Add the above spices and chipped ice and water while chopping. Chop beef to almost proper fineness or consistency for wieners.

Third—Add and mix standard cut pork with beef. Chop pork and beef together to the proper fineness, but do not overwork. Continue adding chipped ice and water gradually until chopping is complete.

Fourth—Stuff into sheep or narrow hog casings and smoke with heat until the desired color is obtained.

Fifth—Cook for 15 minutes at 165 degrees Fahrenheit.

Sixth—After cooking place in cold water for cooling. Remove from cooling tank and plunge in hot water or splash a few dippers of hot water over sausage to dry the casings.

"Hello World" Donations Stop.

Stating that the income of the Henderson radio station at Shreveport, La., from retail merchants has practically ceased, Max D. Bannon, who is associated with W. K. Henderson in the broadcasting of propaganda against chains, explained that the merchants who put up the \$12 donations possibly thought this paid their dues for life. It is more difficult, he said, to go out and renew the memberships than it was to get them in the first place. Henderson is now exploiting his Hello World coffee.

Prospects For 1931.

Even should unemployment continue, cider, malt and Mabel Wilbrandt's California fruit syrups will work.

Many new connections will be made, especially by telephone operators, electricians, brakemen and the clergy; also, numerous radio hook-ups.

Traveling salesmen with snappy lines (and wives) will take a lot of orders.

Locomotives, baby carriages and the family next door will move.

Build up your goodwill with the big red heart!

Buy Michigan-grown vegetables and fruits . . . packed in Michigan. Hart Brand has made money for Michigan grocers for 40 years.

W. R. Roach & Co.
 Grand Rapids



VINKEMULDER COMPANY

Grand Rapids, Michigan
 BRANCH AT PETOSKEY, MICH.

Distributors Fresh Fruits and Vegetables
 Cranberries, Grapefruit, "Yellow Kid" Bananas, Oranges, Onions, Fresh Green Vegetables, etc.

EGGS - EGGS - EGGS

WE BUY - WE STORE - WE SELL

We are always in the market for strictly fresh current receipt Eggs, at full market prices.

We can supply Egg Cases and Egg Case Material of all kinds. Quotations mailed on request.

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Everything in Restaurant Equipment

Priced Right.

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N. FREEMAN, Mgr.

MOTHERS DAY MAY 10th

WE HAVE A BEAUTIFUL AND
 COMPLETE LINE OF PACKAGES
 FOR THIS OCCASION.

PUTNAM FACTORY

NATIONAL CANDY CO., INC.
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PARCEL FREIGHT SERVICE

Cheaper than Freight or Express on small parcels up to 20 lbs.
 4 Fast Services Daily To Big Rapids and North on U.S. 131. East to Belding, Greenville, Edmore, Alma, and Saginaw District.

NORTH STAR LINE, INC.

R. E. TIMM, Gen. Mgr.

Crathmore Hotel Station.

Phone 81133

Grand Rapids, Michigan

HARDWARE

Michigan Retail Hardware Association.
President—Waldo Bruske, Saginaw.
Vice-Pres.—Chas. H. Sutton, Howell.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Bathroom Fittings Are a Good Line To Feature.

The business in bathroom fittings is worth going after. Many hardware firms do not realize this. Yet it is a clean business, taking up little room, and netting a fair margin of profit.

The bathroom is receiving more attention to-day than it did a few years ago. Expensive and high-grade fixtures, running into big money, are now offered and sold; and even in the cheaper homes, low-grade equipment is rarely used. Manufacturers of bathroom fixtures are also turning out numerous small articles that are very useful in the bathroom and which customers are learning to demand. The field is, consequently, a growing one for the wide-awake hardware dealer.

The addition of these smaller fixtures, such as soap and toothbrush holders, towel racks, shelves, tumbler holders, mirrors, medicine cabinets, etc., will add materially to the comfort, convenience and appearance of any bath room. Many hardware dealers who do not conduct regular plumbing departments are doing an extensive business in these smaller fixtures.

Some customers still demand the cheaper class of fixtures. People who regard only the immediate price will always be numbered among our customers. But in the majority of cases, customers are willing to pay a fair price to secure a dependable fixture; and in a good many and increasing number of cases, they are willing to pay what used to be regarded as fancy prices for extra fine fixtures. Even the tight-fisted man who builds a house to rent or to sell at a profit is coming to realize that plumbing and bathroom fixtures are to-day subjected by intending buyers or tenants to careful scrutiny; and that a handsome and well-equipped bathroom is a good advertisement for any house.

What are the best methods of handling and featuring these lines? A hardware dealer who had an established plumbing business of his own made an advertising feature of a model bathroom. This bathroom occupied a small corner in the rear of the store, adjoining the office. The store was a small one, and the dealer's problem was to utilize every inch of floor space to the best advantage.

In the model bathroom the floor space used was about the usual bathroom size for a small house. It was fenced in on the two exposed sides by a low iron railing. A ceiling was put in at a height of about six feet from the floor and covered the entire bathroom space, thus heightening the illusion of an actual bathroom. The two walls and ceiling of this model bathroom were covered with metallic siding, emphasizing the value of this material for bathroom purposes. The floor was covered with linoleum, which served to attract attention to yet another item of bathroom equipment carried in stock.

The bathroom was completely

equipped, having a large bathtub, a corner wash bowl, side-wall wash bowl, sanitary appliances and a complete line of the smaller accessories, including towel rack, soap tray and medicine cabinet. The only difference from the actual bath room was the lack of water connections. The equipment was not the most high priced line, but good standard equipment of the better quality, such as the dealer had found popular with the homes in his community.

Incidentally, this model bathroom served a dual purpose necessitated by the limited store space. I have mentioned that the ceiling was set about six feet above the floor. This left a considerable space above the ceiling and below the main ceiling of the store. In other words, the dummy ceiling provided a sort of shelf as long and as wide as the model bathroom. This shelf space was used for the storage of oils. On the side in view of the customers they were screened by a row of shelves, thereby adding to the shelf space of the store. Thus the model bathroom was displayed without in the least reducing the regular shelf and floor space of the store.

A most effective method of selling bathroom fixtures is to display the goods. They make very attractive displays. The unique and practical designs and the clean and bright appearance of the goods assist in making any display attractive and effective. An attractive display of fixtures in the store windows is sure to create interest. The display should be backed up by a staff of salespeople who possess a thorough understanding of the good points of the fixtures on display and who, are able to intelligently discuss them with even the best posted and most critical customers.

Bathroom fixtures will not sell if they are hidden away in boxes or stored on inaccessible shelves. They should be displayed all the year round. A wall case or a show case inside the store will give a nice display to the smaller lines and materially help in making sales.

Salesmen, however, should not wait for customers to ask for the goods. It is worth while to reach out after business. Call the attention of your customers to the line, and, particularly, to any novel device you may be introducing. If you hear of new houses being built, canvass the builders for business. Show cards in connection with your window displays, or inside the store, should emphasize any striking features of the line you handle.

Two things it will pay you to feature. One is the high quality of your staple bathroom equipment—and, of course, the fact that quality pays for itself in the long run. The other is the desirability of having the bathroom completely and properly equipped with all the latest devices. Very few bathrooms have everything; and it logically follows that there is an immense field for the hardware dealer to develop business in connection with the many novelties introduced in recent years.

The question is naturally asked, "Can a retail hardware dealer who does not conduct a plumbing department and does not equip complete bath-

rooms sell sufficient small bathroom fixtures to make this department a success as far as sales and profits are concerned?" At first thought one would incline to the belief that the plumber would get the bulk of this business, if not all.

The possibilities for the hardware dealer without a plumbing department depend, however, upon the intelligence with which these bathroom fixtures are handled by the plumber who hasn't any hardware store. Where two or three plumbing shops in a small community cater to this trade, put on displays, and go aggressively after the business, the prospects for the hardware dealer to break in are only fair. Where, however, the plumbers devote themselves largely to their work, put on practically no displays, and do not feature equipment and fittings, then the hardware dealer has a big opportunity to do business.

Under either set of circumstances, however, the hardware dealer has one distinct advantage. His place of business is usually well located, as a rule on the main street or a good business street. He has window display facilities and knows how to use them. Customers

are continually coming and going. His other lines attract a lot of people. If he displays a line of bathroom accessories it is bound to attract the attention of a large number of customers and prospects; and to make sales.

Some years ago the representative of a manufacturer of bathroom fittings tried to interest a hardware dealer in his line. "No use," returned the dealer. "The plumbers get all the business." The traveler frankly stated that the plumbers handled the fixture business in a perfunctory way. He finally induced the dealer to put in a small stock.

When the goods arrived, the dealer regarded them with considerable misgivings. Then he decided to take the bull by the horns, so to speak. He price-tagged every item and put on a window display representative of the whole assortment. He instructed his salespeople to call the attention of customers to the new line being featured. He made a number of sales—sufficient to decide him to continue the line and improve his facilities for handling it.

He constructed a wall cabinet near the front of the store and lined it with

BROWN & SEHLER COMPANY

Automobile Tires and Tubes

Automobile Accessories

Garage Equipment

Radio Sets

Radio Equipment

Harness, Horse Collars

Farm Machinery and Garden Tools

Saddlery Hardware

Blankets, Robes

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Manufacturers and Distributors of
SHEET METAL ROOFING AND FURNACE SUPPLIES,
TONGAN IRON SHEETS, EAVETROUGH,
CONDUCTOR PIPE AND FITTINGS.

Wholesale Only. We Protect our Dealers.

THE BEHLER-YOUNG CO.

342 Market St., S. W.

Grand Rapids, Mich.

Michigan Hardware Co.

100-108 Ellsworth Ave., Corner Oakes

GRAND RAPIDS, MICHIGAN

Wholesalers of Shelf Hardware, Sporting
Goods and
FISHING TACKLE

black cloth. The black background showed up the white and metal goods to splendid advantage. Electric bulbs were installed in the cabinet; and these were turned on when customers inspected the fittings. Display being near the front of the store, practically everybody who came in stopped to look at it. The dealer put on occasional window displays; and in time worked up a good trade. To plumbers he allowed a discount from regular prices; this enabled him to buy in larger quantities to better advantage and at the same time satisfied the plumbers, who otherwise might have put in extensive stocks. As it was, they could make money without tying up capital, and were just as well pleased with the arrangement.

The hardware dealer who handles the larger equipment and has a plumbing department is missing a great opportunity when he does not make an aggressive drive for replacement orders. Any home built more than fifteen years ago is apt to have unsatisfactory plumbing equipment. It is probable that in the average community at least 50 per cent. of the plumbing installations are unsatisfactory. The piping and connections may be defective, the taps perennially leaky, some item of equipment broken or cracked, the flush tank out of kilter. In other words, people are experiencing constant annoyance from defective equipment.

Here is the cue for a replacement campaign. A window display could feature a modern standard set with a full line of smaller fittings and show cards to drive home the question: "Why not make your bathroom up to date?" A model bathroom makes a good window display; and if the window is large enough, the model bathroom and the old style bathroom can be set up side by side. Feature the idea of replacement at the same time in your newspaper advertising. And, also at the same time, send a good, strong letter to a carefully selected mailing list of prospects—people whose bathroom equipment you know or suspect to be out of date—calling attention to your model bathroom and suggesting replacement of old and worn out equipment.

There is a lot of business waiting to be done; and whether you get your share of it or not depends upon how aggressively and yet tactfully you go after it. Victor Lauriston.

Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, April 13.—In the matter of Emery C. Knudsen, Bankrupt No. 4457. The first meeting of creditors has been called for April 29.

In the matter of William J. Topp, Bankrupt No. 4460. The first meeting of creditors has been called for April 29.

In the matter of Gerritt Van Maanen, Bankrupt No. 4450. The first meeting of creditors has been called for April 29.

In the matter of Donald Perkins, Bankrupt No. 4459. The first meeting of creditors has been called for April 29.

In the matter of Edwin Fredenburg, Bankrupt No. 4444. The first meeting of creditors has been called for April 29.

In the matter of Roy Beerbower, Bankrupt No. 4453. The first meeting of creditors has been called for April 28.

In the matter of Edward H. Brown, Bankrupt No. 4458. The first meeting of creditors has been called for April 28.

In the matter of M. Katz & Son, Bankrupt No. 4445. The first meeting of creditors has been called for April 28.

In the matter of Kalamazoo Cement Products Co., Bankrupt No. 4376. The first meeting of creditors has been called for April 27.

In the matter of Muskegon Barber Supply Co., Bankrupt No. 4452. The first meeting of creditors has been called for April 27.

In the matter of Felix Hoinacki, Bankrupt No. 4426. The first meeting of creditors has been called for April 27.

In the matter of Peter C. Miller, Bankrupt No. 4449. The first meeting of creditors has been called for April 27.

April 13. We have to-day received the adjudication and reference in the matter of Theona Brick Co., a corporation. Bankrupt No. 4448. This concern is located at St. Joseph. This is an involuntary case and schedules have been ordered filed.

April 13. We have to-day received the schedules, reference and adjudication in the matter of Cornelius Mouw and James Hacklander, copartners as Mouw & Hacklander, Bankrupt No. 4463. The schedule shows assets of \$722.55 with liabilities of \$1,338.69. The first meeting of creditors will be called and note of same made herein.

April 13. We have to-day received the schedules, reference and adjudication in the matter of Winning Baking Co., a corporation composed of Louis Keil and Adolph Keil, Bankrupt No. 4454. The bankrupt concern is located at Muskegon. The schedule shows assets of \$30,652.21 with liabilities of \$41,309.49. The first meeting will be called and note of same made herein. The list of creditors of said bankrupt is as follows:

City of Muskegon	\$1,016.38
Oscar Olson, Muskegon	222.00
Alfred Somers, Muskegon	185.39
Albert Wickerink, Muskegon	204.00
Frank Kerling, Muskegon	252.00
Daniel Dobberstein, Muskegon	228.00
George Huch, Muskegon	204.00
Estella Kolasa, Muskegon	120.00
Charles Keil, Muskegon	130.00
Hayssen Mfg. Co., Shelbygan, Wis.	360.00
J. H. Day Co., Cincinnati, Ohio	502.93
Hathaway Motor Co., Muskegon	356.29
Doughnut Machine Corp., New York	650.02
Bankers Trust Co., Muskegon	2,500.00
Doughnut Machine Corp., N. Y.	1,500.00
Anderson Packing Co., Muskegon	1,099.11
Crescent Mills, Fremont	62.00
Central Electric, Muskegon	23.00
Commercial Photo Co., Chicago	4.50
Consumers Tire, Muskegon	83.99
Consumers Power Co., Muskegon	61.57
Detroit Wax Paper Co., River Rouge	592.18
Fredricks Lbr. Co., Muskegon	76.03
Griffith Laboratories, Chicago	60.00
G. R. Coat & Apron Service, G.R.	55.78
Abe Hartsema, Muskegon	3,399.92
John Hume, Muskegon	420.00
Hume Grocer, Muskegon	60.22
Lockwood Mfg. Co., Cincinnati	115.92
C. W. Mills Paper Co., Grand Rapids	54.58
Muskegon Paper Box Co., Mus.	56.00
Mich. Home Tel., Muskegon	4.80
City of Muskegon	2.25
Campeau, Mullaly & Meier, Mus.	11.40
Martin Moon, Brunswick	12.32
Muskegon Gas Co., Muskegon	7.09
Chronicle, Muskegon	427.20
Mecher Bros., Muskegon	7.00
Muskegon Hdwe. Co., Muskegon	11.68
Michigan Sanitary Supply Co., Muskegon	16.65
Muskegon Bldg. Mat., Muskegon	15.75
Malt Diastase Co., Brooklyn, N.Y.	39.69
Peoples Mill & Elevator Co., Coopersville	40.00
Peoples Milling Co., Muskegon	107.00
Puffer Hubbard Mfg. Co., Minneapolis	70.29
Red Star Yeast Co., Muskegon	233.33
Ryskamp Bros., Grand Rapids	24.00
Republic Transfer Co., Muskegon	4.00
Standard Brand Inc., Muskegon	9.83
Swift & Co., Muskegon	282.86
Steindler Paper Co., Muskegon	33.90
Steketee & Son, Muskegon	50.00
Sanitary Dairy Co., Muskegon	70.00
State Electric Co., Muskegon	27.14
Hubert H. Smith, Muskegon	2.14
Van Camps, Chicago	27.69
Wit & VanAndel, Muskegon	522.69
Workman Printing Co., Mus. Hts.	7.00
Wilson & Co., Chicago	26.83
Wolfis Bros., Muskegon	5,758.68
Watson-Higgins Co., Grand Rapids	800.00
Blackburn Milling Co., Muskegon	729.67
Doughnut Machine Co., New York	183.75
Oscar Olson, Muskegon	130.53
Albert Wickerink, Muskegon	18.00
Frank Kerling, Muskegon	711.00
Daniel Dobberstein, Muskegon	449.51
George Huch, Muskegon	363.54
Estella Kolasa, Muskegon	55.11
Ross Chicote, Muskegon	246.50
Richard Chilcote, Muskegon	74.36
Kimball Co., Muskegon	573.94
Reliable System Co., Muskegon	60.54
G. T. Railroad Co., Muskegon	52.00
Kansas Milling Co., Muskegon	3,491.95
Kal. Veg. Parch. Co., Kalamazoo	1,191.32
Super Serv. Sta., Inc., Kalamazoo	37.15
Emil Keil, Muskegon	5,460.05
E. B. Gallagher Co., Grand Rapids	892.47
Etta Burdick, Muskegon	357.00

In the matter of George Rickman, Bankrupt No. 4195, the trustee has heretofore filed his final report and account, and a final meeting of creditors was held April 3. There were no appearances, except that of the trustee. Claims were proved and allowed. The trustee's final report and account was considered and approved and allowed. An order was made for the payment of expenses of administration, as far as the funds on hand would permit. There were no dividends. No objections were made to the discharge of the bankrupt. The final meeting then adjourned without date, and the case

has been closed and returned to the district court.

In the matter of Jesse E. Stover, Bankrupt No. 4415. The first meeting of creditors was held April 8. The case has now been closed, as a no-asset one and the files will be returned to the district court.

In the matter of Hale Hat Stores, Inc., Bankrupt No. 4372, the trustee conducted sales of assets at Gary, Ind., Springfield, Ill.; Decatur, Ill., and Fort Wayne, Ind., on April 6, 7 and 8. The stock and fixtures at Gary, Ind., were sold on April 6, to Lester Smilack, of Toledo, for \$300. The stock and fixtures at Springfield, Ill., were sold to Maurice Keiserman, of Springfield, Ill., for \$550. The sale was held April 7. The stock and fixtures of the estate at Decatur, Ill., were sold on April 7 to Jack Loeb, of Decatur for \$315. The stock in trade and fixtures at Fort Wayne, were sold on April 8 to Lester Smilack, of Toledo, for \$335. The trustee was present in person at each sale and acted as auctioneer. Several bidders were present. The sales have been confirmed and adjourned without date. This completes the liquidation of the physical assets of the bankrupt corporation.

April 15. We have to-day received the schedules, reference and adjudication in the matter of John B. Addis, Bankrupt No. 4465. The bankrupt is a resident of Grand Rapids, and his occupation is that of a huckster. The schedule shows assets of \$6,230.42 of which \$375 is claimed as exempt, with liabilities of \$4,283. The court has written for funds and upon receipt of same the first meeting of creditors will be called.

April 15. We have to-day received the schedules, reference and adjudication in the matter of Leon P. Ellis, Bankrupt No. 4464. The bankrupt is a resident of Grand Rapids, and his occupation is that of a millwright. The schedule shows assets of \$514 of which \$425 is claimed as exempt, with liabilities of \$1,105.99. The court has written for funds and upon receipt of same the first meeting of creditors will be called.

In the matter of Grames Mfg. Co., a corporation, Bankrupt No. 4211, the trustee has heretofore filed his final report and account, and a final meeting of creditors was held April 2. The bankrupt corporation was not represented. The trustee was present in person. Claims were proved and allowed. The trustee's final report and account was approved and allowed. An order was made for the payment of expenses of administration and the declaration and payment of a first and final dividend to labor claims of 33 per cent. 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.

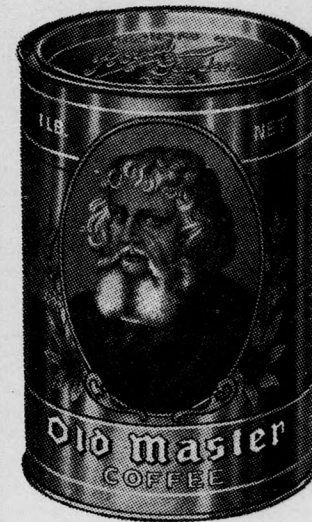
April 13. On this day was held the sale at auction in the matter of Wildwood Outdoor Club, Bankrupt No. 4242. The trustee was present in person and conducted the sale as auctioneer. Certain items of assets were sold to Shirlev C. De Groot, for \$18. The remainder of the items offered for sale were sold to Amelia Greening, for \$201.25. The sales were confirmed and the meeting adjourned without date.

In the matter of John F. Dall, doing business as Dall's Fashion Shop, Bankrupt No. 4387, the trustee has filed his first report and account, and an order has been made for the payment of expenses of administration to date.

In the matter of Robert A. Denman, Bankrupt No. 4416, the trustee has filed his first report and account, and an order has been made for the payment of expenses of administration to date.

In the matter of Wero Oil Co., Bankrupt No. 4191. The sale of assets in this estate has been called for April 28, at Muskegon. The assets of this estate continue (Continued on page 31)

These Be Our Leaders



Sold only by

The Blodgett-Beckley Co.

Members India Tea Bureau

Main Office Toledo

Detroit Office and Warehouse

517 East Larned Street



SARLES

Detective Agency
Licensed and Bonded
Michigan Trust Bldg.
Grand Rapids, Mich.

I. Van Westenbrugge
Grand Rapids - Muskegon
(SERVICE DISTRIBUTOR)

Nucoa

KRAFT CHEESE

All varieties, bulk and package cheese

"Best Foods"

Salad Dressings

Fanning's

Bread and Butter Pickles

Alpha Butter

TEN BRUIN'S HORSE RADISH and

MUSTARD

OTHER SPECIALTIES

Jennings' Pure Extracts

Vanilla, Lemon, Almond, Orange,
Raspberry, Wintergreen.

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

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.

HOTEL DEPARTMENT

Late News About Hotels and Hotel Men.

Los Angeles, April 18—William G. McAdoo wouldn't play when the Democrats had a pow wow here last week. McAdoo, it will be remembered was the big "I am" who during the world war, when everyone was making unusual sacrifices to help raise funds for carrying on that controversy, married President Wilson's daughter, spent eighteen million dollars as railroad administrator in replacing tickets, stationery, etc., with his name and title printed thereon, but which did not add one iota to their validity. I should say any party would probably exist without such a blighter on their roster.

Now the Government is wrecking one warship which cost nine millions in 1918, and has two more carded for the same fate. There will be no salvage whatsoever, and the wrecking expense will be considerable. It may not be the right way of looking at it, so long as the nations consider powerful navies to be necessary, but one can't help thinking of what might have been. Suppose the money to build this ship and similar ships of other powers had been left in the pockets of the people, from whom it was taken? Suppose it had been used in the construction of roads, or construction and endowment of free hospitals, or any one of the hundred projects for human happiness that readily suggest themselves? No doubt such ships as these are insurance against war. But also it is seen that they are part of the far larger expenditure, constant and clamorous, that is keeping the nations poor. A civilization which cannot get along without such expensive machines of war is not thoroughly successful. But the very fact that such ships are being destroyed is a hopeful sign.

I notice that the Wisconsin and other hotel associations are considering adopting a college hotel course similar to the one which has been so successfully established by the Michigan organization. Even the Great Lakes association is arranging to be represented at the Michigan meeting which is to be held at the State College, Lansing, May 4 to 8 inclusive.

As before stated this course is designed primarily for those ambitious people in the hotel business who want to learn more about the business itself, who wish to go into a detailed study of the particular subjects in which they are interested. It is not to be considered as a strictly association meeting, but rather as the serious pursuit of education and training. It is hoped that the managers, proprietors and owners of hotels will co-operate by extending the opportunity to their employees in the various departments of their hotels to attend the classes they desire, improving their understanding of their own positions and finally by their acquired knowledge, benefitting the institutions with which they are associated. The course will be conducted by experts in their particular fields. The bulk of the instruction will be given by college faculty members. Each subject will be taught from four to eight hours during the week's sessions, and it will be so arranged that those selecting one of the courses may complete it in two or three days if necessary.

The subjects that will be considered include accounting, practical psychology, purchasing, textiles, decorations, heat, light, power and ventilation. A registration fee of \$3 will pay the tuition of the entire course, and this charge includes the cost of a banquet which will close the session. The session will be in charge of Miss Ruth Mary Myhan, manager of Hotel Shamrock, South Haven, who is chairman of the short course committee.

George W. Woodcock, manager of Muskegon Country Club, who has been spending the winter in Los Angeles and vicinity, writes me that he arrived home safely, with the Mrs., under his own power, stopping at Grand Canyon and other points en route, encompassing the distance from Los Angeles to the Sherman House, in Chicago, in just seven days, arriving home in a snow storm. The Woodcocks enjoyed their California sojourn and so did their numerous friends out here.

Recently a hotel manager received an anonymous letter containing two new dollar bills, accompanied by the statement that 23 years ago the writer had stopped at his hotel and had carried away a towel. He did not want to go before the judgment seat with the towel on his mind and he begged to be permitted to enclose two dollars to cover the price of the article. An auditor figured out that with the original cost of the towel at 50 cents, the accrued interest compounded would approximate \$2. Some conscience, surely. Possibly some of us retired hoteliers will receive belated compensation of a like nature.

M. L. Meyers, in Hotel World, offers this: "Every other hotel will tell you that it is the 'hotel with the home-like atmosphere.' And in many cases it is true. That's one of the chief reasons for the steady gain of hotel residence in recent years. Gazing into the crystal globe, I can see the time when, to induce my friends to visit my home, I'll have to boost it as the 'home with the hotel-like atmosphere.'"

A lot of hotels are talking of putting on extensive advertising campaigns this spring. No sort of business needs publicity more than the hotel, but from my personal observation less judgment is displayed in the mediums for securing this line of publicity by hotel men than in any other line of business. When you select publications which are read by the traveling public, or the commercial men, you have accomplished much.

The Club Managers Association of America, held a meeting in Detroit last week, and put in a lengthy session in the discussion of the feasibility of refrigerating dining rooms so that their attractiveness might be accentuated in extremely hot weather. A good thing to talk about, and something accomplished if it can be brought about, for nothing decreases cafe patronage like torrid atmosphere. Most folks do not feel like eating when they are suffering from the heat, and when they come in from the street and find an air-cooled dining room it has more to do with loosening up their purse strings than anything yet offered. Their appetite is stimulated and they enjoy a hearty meal. The motion picture people became wise to this fact some time ago, when they adopted iced ventilation and sold just as many admission tickets during dog days as at any other time. The recent discovery of "dry" ice, which is soon to revolutionize refrigeration, ought to help some in this direction.

The Hotel Top-in-a-bee, at the village of that name, which was placed in the hands of a receiver on the death of John Bailey, who conducted it for many years, will quite likely be operated this year as the result of a judicial order, which gave the receiver permission to open for the resort season, it being maintained that the best way to conserve the assets was to retain the prestige gained by the Baileys. The property is under charge of a Detroit trust company.

Those patriots up in Ishpeming are bound to have a first-class hotel to take the place of the Nelson House.

"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



NEW

Decorating and Management --

FACING Grand Circus Park. FAMOUS Oyster Bar.
800 Rooms -- 800 Baths

Rates from \$2
HOTEL TULLER
HAROLD A. SAGE, Mgr.

MORTON HOTEL

Grand Rapids' Newest Hotel

400 Rooms -- 400 Baths

RATES
\$2.50 and up per day.

HOTEL DETROITER

ROOMS 750 BATHS
FREE GARAGE
UNDER KNOTT MANAGEMENT

SINGLE ROOMS WITH PRIVATE BATH
\$2.00 \$3.00
NO HIGHER



DETROIT

In
Kalamazoo
It's

PARK-AMERICAN

George F. Chism, Manager

Republican Hotel

MILWAUKEE, WIS.
Rates \$1.50 up—with bath \$2 up
Cafeteria, Cafe, Sandwich Shop in connection

Park Place Hotel

Traverse City
Rates Reasonable—Service Superb
—Location Admirable.
GEO. ANDERSON, Mgr.
ALBERT J. ROKOS, Ass't Mgr.

HOTEL KERNS

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

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
GEORGE L. CROCKER, Manager.

Occidental Hotel

FIRE PROOF
CENTRALLY LOCATED
Rates \$2.00 and up
EDWARD R. SWETT, Mgr.
Muskegon -- Michigan

Columbia Hotel

KALAMAZOO
Good Place To Tie To

HOTEL CHIPPEWA

MANISTEE, MICH.
Universally conceded to be one of the best hotels in Michigan.
Good rooms, comfortable beds, excellent food, fine cooking, perfect service.
Hot and Cold Running Water and Telephone in every Room.
\$1.50 and up
60 Rooms with Bath \$2.50 and \$3
HENRY M. NELSON, Manager

"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.

At a recent meeting of the city council the mayor was authorized to give a warranty deed for the property to the hotel company, for a consideration of \$5,000. That is for the site property, which is the best in the city for this particular purpose. It seems that over 300 of the town's people have contributed \$50,000 for the purpose of building this institution, which is to be one of the most attractive in the Upper Peninsula, and it now looks as though it would be completed this summer.

Ex-congressman Crampton, of Michigan, who has been given charge of the administration of the Boulder Dam district, announces that grading machines, manned by three individuals, which will do the work of 100 laborers, will be used in construction work at the new dam. Very little encouragement in this statement for the thousands of unemployed who have already arrived at the dam site, anticipating substantial jobs.

Also comes the announcement from Secretary Stimson that the cost of sending a fleet of battle ships to the Virgin Islands and other West Indies points, to transport President Hoover there and back, was only \$235,000. He qualifies this statement, however, with another one to the effect that the president paid for his own meals, which ought to leave a slight margin of profit to the Government.

The Ontario legislature has passed a law penalizing chair warmers who are so much in evidence in hotel lobbies. It may work out, but it is always a delicate matter to differentiate between loafers and persons who may have real business with guests of the hotel. An astute bell-captain is, to my notion, worth a whole volume of legislative acts. Of course the law is a sort of protection, in a way, against the possibility of damage suits from individuals who are wrongfully ejected from such establishments.

The announced plan of book publishers to confine their activities to so-called tabloid products and to encourage abridgment in all literary productions, is simply in line with the trend of the times in almost everything. This is the age of condensed milk, baled hay, pee-wee afternoon speeches and sermonettes. Pocket editions of almost everything are in demand—even of radio advertising—if it can be put in that form. The lawyer no longer harangues judge and jury, and the doctor puts it up in capsules. Several years ago I crashed the gates of the Saturday Evening Post with an article on the tabloid meal of the future; picturing the hotel guest standing in line for his meal which was dropped upon his tongue with sugar tongs. No chafing, no dishwashing, no tips for overworked waitresses—everything in tablet form—a balanced ration for every appetite and every degree in life. It may not come until the next unemployment period, but according to Dr. Woods Hutchinson, as is the way. The tonsils and teeth are already a thing of the past. The palate will be sure to follow.

On the occasion of a trip to California and Hawaii, five years ago, I decided the best way to make the journey understandingly was to make the trip in many stops and consequently I stopped off at a Harvey hotel every night, thereby securing a close-up on every inch of the scenery along the way. I remember, with a great deal of pleasure a stop I made at Santa Fe, New Mexico, for a period of two days. Recuperating, as it were, in the Plaza, immediately in front of the museum which occupied the old state capital, I formed the acquaintance of the local Episcopal dominie who very kindly volunteered to show me the high lights of that unusual city. The trip

ended up with a visit to the executive offices of the then head of the New Mexican Government, Governor Dillon, who was a very interesting gentleman, brimming over with hospitality, following up the rather lengthy call at his office by a return visit to the hotel, that evening. He knew my good friend Charley Renner, and I expect it was for this reason more than any other that he supplied me with a letter to the management of the Fox studios in Hollywood, and through which I was accorded the entire of that establishment—a privilege accorded to but few and which was strictly individual in its scope. Now, all this is preliminary to the fact of an announcement just made in movie circles to the effect that that most clever, versatile and beautiful actress, Madge Bellamy, is leaving the screen service on account of incompatibility of temper. I can hardly believe this to be true. I became quite well acquainted with Miss Bellamy, and she frequently included me in parties of friends to whom she used to boost California from her high-powered car. Her film career is certainly a tragedy. She is still a singularly beautiful woman, her work on the still screen was wonderful, but it is claimed that on account of her flamboyant temper she is not to be considered for the talkies. I spoke about its being hard to secure admission to the movie studios when I first came here. It is still so, and while I still manage to "crawl under the canvas" occasionally, I am always admonished to preserve absolute quiet so far as movements and conversation are concerned. It is for this reason that the visiting list is restricted. Thousands who live in Hollywood have never been privileged to view a movie stage in real action. The rubber-neck busses scurry you through the grounds on some of their sight seeing trips, but you are never permitted to linger. The studios have figured it out that it costs them an average of \$100 for each person or party taken through the studio. The entrance of a party may mean delays and the distraction of the attention of actors, directors, camera men, electricians and others whose combined efforts are costing the producers sometimes as high as \$10,000 per day. And some visitor is very likely to ruin a shot by whispering, shuffling his feet, stumbling over something—or trying to say a few words to or get an autograph from some celebrity. A lot of visitors thoughtlessly, of course, do these fool things and that is why they have to bar the doors to all except those who have business there or are brought in by film executives. Soon after giving up his job at the White House Mr. Coolidge was out here and got into the show without a great deal of delay, but since that time—possibly through no fault of the Northampton executive—the maharajah of one of the principle states of India—a real king in his own country—was kept sitting in an anteroom for three whole days before his secretary finally convinced an official that he was really of "some pumpkins" in his own baliwick, and he drew a pasteboard. A lot of outsiders employ all sorts of dodges to get in. They told me about three girls who hung around a place outside the studio where extra girls went to lunch. They studied the costumes of the movie girls, some of which were particularly striking, and proceeded to make similar ones and followed the regulars through the gate, fooling the gateman, but the moment they reached the set the trick was discovered and they were cast out rather than in.

They tell a good one on our own Michigan (Muskegon) product, Buster Keaton. Recently a man stepped up to him near his home and said: "Mr. Keaton, I have often seen you in the set. I've had the honor of being atmosphere in several of your pictures. But I have never had the pleasure of

speaking to you." Buster shook hands with him, and when the individual intimated he was then on the way to the M. G. M. studio, offered to give him a lift in his car which was standing there. Mr. Man got in on the strength of the Keaton equipage, but one of the numerous policemen sized him up and whizz! bang! There he was extricating himself from the mazes of the gutter. But for all this I still maintain that Madge Bellamy, without exception is the most beautiful girl I ever saw in the pictures. Beautiful on the screen or off the screen, married or unmarried, and it is a shame to have her career cut short by a mere matter of temperament.

Frank S. Verbeck.

Items From the Cloverland of Michigan.

Sault Ste. Marie, April 20—Fair and warmer are the conditions here this week, with the men starting to work on several large contracts and navigation in full swing. Merchants are feeling a slight increase in business, with the expectation of continued increase from now on. Many enquiries are being received at the tourist bureau which makes us feel as if we should have a good tourist business. Only one of our manufacturing plants is closing down for a short time and that will be running again not later than June 1 or as soon as repairs can be made.

R. G. Ferguson, of the Soo Hardware Co., returned last week from Florida, where he spent the winter. When asked how he found conditions in Florida during the winter, he said they could not have been worse. Mr. Ferguson is taking charge of the Durocher & Sons business, at DeTour, for the creditors, much to the satisfaction of all concerned, so that the DeTour merchants are quite optimistic, as the Durocher plant is the largest industry at DeTour, but has been handicapped by poor financing heretofore.

Manistique will soon have a new hospital. Dr. George A. Shaw has purchased the Thomas property on Ridge street, which is now occupied by Edward Sheahan. The home, which is one of the largest in the city, will be entirely remodeled and redecorated. The new hospital will have accommodations for twenty patients, including three private rooms. It will be equipped with modern X-ray and diathermy equipment. Dr. Shaw has been practicing medicine and surgery in the city for the past four years, taking up the practice formerly conducted by Dr. S. H. Rutledge. His practice has continued to expand and has resulted in the decision to conduct a modern hospital.

The handle factory of the Northwoods Manufacturing Co., at Manistique, started operations last Monday, giving employment to twenty men, which may be increased as soon as conditions warrant.

L. E. Dayson, who has been conducting a confectionery and tobacco store at Rudyard, has sold the business to Hiram Potter & Son, who will continue the business. Mr. Dayson has made no mention as to what he will do in the future.

A writer declares that railroad crossings never should be beautified, but made ghastly in appearance. Many auto drivers have done their best to carry out this idea.

A new Variety store at Manistique was opened last week by A. B. Waters. The new store carries a wide variety of novelty and gift goods. It will be known as "Bert's Variety store." Mr. Waters was formerly a member of the firm of Waters & Stamness local jewelers.

Economists say business is on the upswing. That means the speculator may get soaked under the chin, instead of having his foot stamped on.

Word was received of the death of

C. A. Parker, who died last week at Anthony, Idaho. Mr. Parker conducted a grocery store at Gould City some years ago and was well known throughout Cloverland. The end came as a result of heart trouble, from which he had been suffering for some time.

Z. W. Bays, who has been service manager for the Lundstrom Chevrolet Co., at Manistique, until recently, will open the garage formerly conducted by the Schoolcraft Auto Co.

R. R. Reinhart, formerly manager for the Soo Beverage Co., is enjoying a trip through the copper country. He is accompanied by his wife and children.

Ted Steffens, who for the past several years was traveling salesman for the National Grocer Co. here, is connected with the Sims Motor Co., selling automobiles. While this is a new venture he reports being well satisfied with his success in the new line.

It is a pity that the farmer cannot make as much money out of a good hog as the city man can out of a blind pig.

William G. Tapert.

The surest antidote for adverse conditions is illumination, optimism and hard work; customers go where lights are brightest, sales people cheeriest and trying hardest to serve.



Warm Friend Tavern Holland, Mich.

Is truly a friend to all travelers. All room and meal rates very reasonable. Free private parking space.

GEO. W. DAUCHY, Mgr.

CHARLES RENNER HOTELS

Four Flags Hotel, Niles, Mich., in the picturesque St. Joseph Valley. Rumely Hotel and Annex, LaPorte, Ind.

Edgewater Club Hotel, St. Joseph, Mich., open from May to October. All of these hotels are conducted on the high standard established and always maintained by Mr. Renner.

Hotel and Restaurant Equipment

H. Leonard & Sons
38-44 Fulton St., W.
GRAND RAPIDS, MICH.

New Hotel Elliott STURGIS, MICH.

50 Baths 50 Running Water
European
D. J. GEROW, Prop.

CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

DRUGS

Michigan Board of Pharmacy.

President—Orville Hoxie, Grand Rapids.
Vice-Pres.—Clare F. Allen, Wyandotte.
Director—Garfield M. Benedict, Sandusky.

Examination Sessions — Beginning the third Tuesday of January, March, June, August and November and lasting three days. The January and June examinations are held at Detroit, the August examination at Marquette, and the March and November examinations at Grand Rapids.

Michigan State Pharmaceutical Association.

President—John J. Watters, Saginaw.
First Vice-President—Alexander Reid, Detroit.
Second Vice-President — F. H. Taft, Lansing.
Secretary—R. A. Turrell, Crosswell.
Treasurer—P. W. Harding, Yale.

The Therapeutic Uses of Tin.

Among the chemical elements which have of late years occupied the attention of pharmacologists and practical clinicians as a possibility in the treatment of disease has been tin. Its beneficial effects on the human organism was discovered in quite an accidental way, as have so many of the other medicinal compounds now in common use. It was noted, many years ago, that workers in factories where tin was used were free of skin affections, particularly those in which staphylococcus was the causative factor, while other people in similar circumstances of life, but not in daily contact with tin, were afflicted with skin lesions. This casual observation led to further study, and it was noted, by Gregoire and Foium in particular, that tin inhibited the growth of staphylococci in vitro.

That tin is not poisonous has been shown by the fact of its being used in the packing of foodstuffs and in the lining of cans, pots and drinking vessels. It does not form soluble tin combinations. Precaution, is however, indicated with strongly tart foodstuffs, especially with those which might form tartrate or malate of tin.

Internally the administration of tin in any form had not been undertaken until Pateuko gave to dogs, in a series of experiments, 0.2 gm. of tin daily for six weeks without observing any untoward effects. These investigations went on and Dommers recommended tin in the treatment of tape-worm in which he found, from personal observation in many patients, that the results produced were truly remarkable.

Further bacteriological research in connection with the bacterioidal activity of tin and its preparations showed that the protochloride, iodide, oxide or metallic tin added to bouillon, diminished the abundance of anaerobic cultures. In bouillon containing 1 per cent. of lactose, maltose, glucose or levulose very little difference was seen in the development of organisms in anaerobic culture, but in all cases the virulence of the staphylococcus was decreased. Experiments carried on somewhat later showed that animals inoculated with cultures, made in the presence of tin, lived from four to eight days longer than controls. The therapeutic effect of salts of tin injected twelve hours after inoculation with a virulent staphylococcus was very evident. The treated animals lived from three to six days longer than the controls.

The field in which the tin has been most extensively used and in which the best results have been obtained is that of dermatology; particularly in cases of furunculosis, abscesses and other staphylococcal affections. There are various modes of administering tin and its compounds for therapeutic effects. It may be given internally, as French physicians have recently been giving colloidal tin internally and intramuscularly. It may be used in the form of a lotion or a salve. It is best used, however, internally in some form or other with the application at the same time of a tin salve locally to the lesion.

The tin most suitable for internal administration must be free of lead and arsenic, the metals most often found in association with tin. It is usually a mixture of metallic tin and the oxide of tin. In cases of skin boils the usual dosage is from .5 to .1 gram daily, and no dietary restriction or modification is necessary. Local applications of tin ointment may be made. At the end of the second day the pain is usually found to be diminished and the inflammation completely disappears in from four to five days. In serious cases of generalized furunculosis, treatment for fifteen days is necessary for a complete resorption of the furuncles.

In childhood one of the most frequent affections is styes. With tin the effects on styes in children and even in infants has been found to be most satisfactory. The single doses varied from .22 to .44 gm. of tin. For best results it has been found that treatment should be instituted when the first reddening and swelling of the lids appear. In the majority of cases, the lid becomes perfectly normal in two or three days. More advanced styes should be continued for three or four weeks, because the styes recur if this is not done.

Until now the chief therapeutic indications for tin, as has been mentioned before, has been in skin lesions, particularly those in which the staphylococcus was the etiological factor. Research is constantly going on at the present time in an endeavor to discover other distempers in which this element may exercise its beneficial properties. Not only has tin become a topic of interest among clinics, but others of the primary elements are being viewed as therapeutic possibilities. Thus lead has now been used for quite a few years in the treatment of certain forms of cancer, chorionepithelioma, in particular. Iron is an element whose worth in treatment is very high; titanium, in the form of an oleate has been tried in cancer by English investigators.

There is but little doubt that if careful investigation is made of the therapeutic possibilities of others of the chemical elements, which are not now used in medicine, some interesting discoveries will be made. In many instances more gratifying results have been obtained with simpler agents than with expensive and complicated compounds.

Among some of these simple elements which have been serving with undoubted efficacy in the field of therapeutics have been magnesium and an analgesiac, antipyretic, mercury and

arsenic as specific in syphilis, gold in skin tuberculosis, silver in gonorrhea, and many, many others which space will not permit to enumerate.

Edward Podolsky, M. D.

Benzoin and Glycerin Lotion.

A mixture of glycerin, tincture of benzoin and rose water is a common household lotion for the hands or face, and the usual method of mixing these is unsatisfactory. The following improved methods have been suggested:

1. Tincture benzoin ----- 6 drs.
Glycerin ----- 4 ozs.
Rose water, to make ----- 16 ozs.

Mix the glycerin and rose water in a bottle, shaking well. Then very carefully pour the tincture on top of the mixture, cork the bottle, and slowly invert the latter once or twice without shaking it.

2. Tincture benzoin ----- 3 drs.
Glycerin ----- 8 ozs.
Rose water, to make ----- 16 ozs.

Add the tincture, in repeated portions to 4 fluid ounces of glycerin, agitating thoroughly after each addition. Allow the mixture to stand for an hour, and then add, in small amounts and with thorough agitation, enough rose water to make 8 fluid ounces. Strain the mixture at once through a very finely meshed cloth, rubbing it through with a glass rod or bone spatula. This operation should be repeated three or four times. Allow the mixture to stand for several hours, add the remainder of the glycerin and shake well, and then add rose water and again agitate thoroughly.

This preparation is best not prepared extemporaneously but should be made as above and kept as a stock product.

Cosmetics For the Hair.

In the case of oily and greasy scalps, shampooing must be rather frequent, after which a spirituous lotion may be rubbed and brushed into the head. Euresol is a valuable remedy for this purpose—though its employment carries us into the sphere of dermatological medicine rather than cosmetics, but it must be remembered that the prevention of seborrhoea may save the hair from falling. A useful hair wash containing both oil and spirit is the following the ingredients of which may be varied in quantity according to which type of local conditions prevails:

Euresol ----- 10 gr.

Al. risini ----- 2 dr.

Tinct. canthar ----- 1 dr.

Spt. lavand. spt. rosmarini aa ad 1 oz.

Careful combing of the hair is essential and in the case of girls this must be done morning and night. Loose plaiting is preferable to tight curling. Singeing of the hair is a barbarous procedure, utterly without rhyme or reason, and the practice should never be permitted. Hair dyes are seldom or never required in the case of children.

Furniture Polish.

The following will dry rapidly. Dissolve 2 ounces of shellac in 1 pint of strong alcohol; add 1 pint of linseed oil and half pint of turpentine. Mix well and add 2 ounces of ether and 4 ounces of amonnia water. Apply rapidly with a sponge.

IN THE REALM OF RASCALITY.

Questionable Schemes Which Are Under Suspicion.

We warn our readers not have any dealings with Henry J. Breitenfelt, who does business in Milwaukee under the style of Artisan Press, Monarch Press and Boston Printing Co. He is a man of small means and conducts his business in his own home, which is a small one-story bungalow. He is utterly irresponsible. He has solicitors in Michigan which are equally irresponsible.

A man named E. P. Hinkley, of Jackson, is undertaking to exploit a device which he calls the Oxygen Health Machine Co. Realm has obtained the following report on the device from a high medical authority:

"A call was made at the residence of Mr. Hinkley, Hinkley boulevard, Vandercook Lake. We found Mr. Hinkley living upstairs in a farm home, rented from the family living downstairs. Mr. Hinkley has an office at 709 Central State Bank building, Jackson. The pamphlet put out by Mr. Hinkley The Internal Air Vibrator has been changed to the Oxygen Health Machine Co. Mr. Hinkley gives a demonstration as to what the machine will do, curing every known disease there is. He states that he recently visited Mr. Edison at his Florida home and while there obtained a picture of Mr. Edison and Mr. Edison's physician and also states that he left his machine with Mr. Edison as a matter of trial for Mr. Edison's deafness. He states further that as soon as they complete arrangements some people in Jackson are going to form a company to manufacture the machine, as well as sell it. Mr. Hinkley is to do nothing but receive royalty from the machine.

"He does not receive money for treatments, but does demonstrate the machine, stating that he cures one hundred headaches a day. If anyone wishes to purchase or rent a machine he can come to Mr. Hinkley's office and he will demonstrate it and show how it works until he gets used to it. Money paid will be credited on rental or purchase price. He claims to have been investigated by the Chamber of Commerce of Jackson and he obtained legal advice from Mr. Spencer, of that body, who advised him that he must not diagnose or agree to cure any disease. He gave me a demonstration of the machine. It is nothing more than a forced atomizer. Two drops of medicine, which he claims is a prescription from a Chicago physician, are forced through the atomizer and will last for twenty treatments."

A fraternal magazine of large circulation which prints the advertisements of two companies selling abdominal belts and each claiming fat reducing qualities for such belts, has signed a stipulation with the Federal Trade Commission, agreeing to co-operate in the elimination of this advertising, which is alleged to be false and misleading. The publisher stipulated that proceedings against advertisers may go

forward without joining the publisher as a defendant and the publisher will abide by such action as the Commission may take against the advertisers.

Five advertiser-vendors, one advertising agency, and one publisher have signed stipulations with the Federal Trade Commission agreeing to stop circulation of false and misleading advertising covering alleged remedies for such diseases as piles, deafness, sterility, bowel disorders, obesity and dropsy.

Details of the cases are as follows:

Stipulation 043: The manufacturer and vendor of a treatment for piles agreed to cease making claims that its treatment will stop all pain; afford positive relief for chronic cases; that suffering from piles is needless; or that by a person's remembering the name he can forget the piles.

Stipulation 044: A company selling an artificial ear drum will stip advertising so as to lead the reader to believe that a person formerly active in the business but now dead is still engaged in it, giving his advice and attention and signing correspondence. Other misrepresentations to be stopped are: That the drums are medicated; that the use of the drums will restore hearing; that the use of the drums will make the reader or prospective purchaser hear (unless such representations are qualified to indicate they will not be effective in all cases of deafness). The firm will also cease stating in advertisements that the building in which it maintains its offices is occupied solely by it.

Stipulation 045: Sterility will be overcome by a certain remedy, according to its advertiser-vendor. It will enable every married woman who wants children to obtain them, it was said. The vendor agreed to cease making state-

ments to the effect that this treatment will overcome sterility unless such representations are qualified so as to indicate clearly that they refer to cases of sterility due to functional weaknesses only; or that the preparation is a competent treatment or remedy for cases of sterility caused by functional weaknesses.

Stipulation 046: Selling an alleged remedy for stomach and bowel disorders, an advertiser-vendor agreed to stop stating that his treatment is a new or successful method of treating disorders of the stomach, or adequate for the most stubborn cases, or will accomplish more than temporary relief. He will also refrain from such representations as that it has been prescribed by a prominent physician in many cases with astonishing results, or that a free trial will prove it to be a meritorious treatment.

Stipulation 047: Printing an advertisement for an abdominal belt, the publisher of a magazine of wide circulation, agreed to abide by whatever action the Commission may take against the advertiser, who made known that the belt would reduce fat and weight of the wearer by a massage action. It is alleged in proceedings pending against the advertiser that such a claim is false and misleading, and deceived purchasers.

Stipulation 048: An advertising agency preparing and placing copy for the vendor of artificial ear drums agreed that proceedings against the advertiser-vendor may go ahead without making the advertising agency a party defendant, and the agency will abide by whatever actions the Commission may make. The vendor of artificial ear drums is alleged to have made false and misleading statements.

Correct thinking makes correct doing.

Seasonable Merchandise

Base Balls, Indoor Balls, Golf Balls

GOLF SUPPLIES—Clubs, Bags, Etc.

TENNIS SUPPLIES—Balls, Rackets, Etc.

INSECTICIDES. ROGERS HOUSE PAINT

ROGERS BRUSHING LAQUER

PICNIC SUPPLIES.

WALL PAPER CLEANERS

SODA FOUNTAIN SUPPLIES

KODAKS AND FILMS

PAINT BRUSHES

MOTH KILLERS—ANT KILLERS

BATHING SUPPLIES — FOOD JUGS

SPONGES — CHAMOIS — ETC.

Complete Sample Line Always on Display

Hazeltine & Perkins Drug Co.

Grand Rapids

Michigan

Maristee

WHOLESALE DRUG PRICE CURRENT

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

Acids			Cotton Seed			Benzoin Comp'd.		
Boric (Powd.)	10 @	20	Cubebs	5 00@	25	Buchu		@ 2 40
Boric (Xtal)	10 @	20	Egigeron	4 00@	25	Cantharides		@ 2 52
Carbolic	38 @	44	Eucalyptus	1 25@	50	Capsicum		@ 2 28
Citric	46 @	60	Hemlock, pure	2 00@	25	Catechu		@ 1 44
Muriatic	3 1/2 @	8	Juniper Berries	4 50@	75	Cinchona		@ 2 16
Nitric	9 @	15	Juniper Wood	1 50@	75	Colchicum		@ 1 80
Oxalic	15 @	25	Lard, extra	1 55@	65	Cubeb		@ 2 76
Sulphuric	3 1/2 @	8	Lard, No. 1	1 25@	1 40	Digitalis		@ 1 94
Tartaric	43 @	55	Lavender Flow	6 00@	25	Gentian		@ 1 35
			Lavender Gar'n	1 25@	50	Guaiac		@ 2 28
Ammonia			Lemon	3 00@	35	Guaiac, Ammon.		@ 2 04
Water, 26 deg.	07 @	18	Linseed, boiled, bbl.	@	83	Iodine		@ 1 25
Water, 18 deg.	06 @	16	Linseed, raw, bbl.	@	80	Iodine, Colorless		@ 1 50
Water, 14 deg.	5 1/2 @	13	Linseed, bld., less	90@	1 03	Iron, Clo.		@ 1 56
Carbonate	20 @	25	Linseed, raw, less	87@	1 00	Kino		@ 1 44
Chloride (Gran.)	08 @	18	Mustard, artifi., oz.	@	30	Nyrrh		@ 2 52
			Nestfoot	1 25@	35	Nux Vomica		@ 1 80
			Olive, pure	3 00@	5 00	Opium		@ 5 40
			Olive, Malaga			Opium, Camp.		@ 1 44
			yellow	2 50@	5 00	Opium, Deodoriz'd		@ 5 40
			Olive, Malaga,			Rhubarb		@ 1 92
			green	2 85@	3 25			
Copaiba	1 00@	1 25	Orange, Sweet	6 00@	65	Paints		
Pir (Canada)	2 75@	3 00	Origanum, pure	@	2 50	Lead, red dry	13 1/4 @	13 1/4
Pir (Oregon)	65@	1 00	Origanum, com'l	1 00@	20	Lead, white dry	13 1/4 @	13 1/4
Piru	3 00@	3 25	Pennyroyal	3 25@	65	Lead, white oil	13 1/4 @	13 1/4
Tolu	2 00@	2 25	Peppermint	4 50@	75	Ochre, yellow bbl.		@ 2 76
			Rose, pure	13 50@	14 00	Ochre, yellow less	3 @	2 76
Cassia (ordinary)	25 @	30	Rosemary Flows	1 50@	1 75	Red Venet'n Am.	3 1/4 @	7 75
Cassia (Saigon)	40 @	60	sandelwood, E.			Red Venet'n Eng.		@ 5 08
Sassafras (pw. 60c)	@	50	l.	12 50@	12 75	Putty		@ 5 08
Sassafras Cut (powd.)			Sassafras, true	2 00@	2 25	Whiting, bbl.		@ 4 1/2
35c	20 @	30	Sassafras, artifi	75 @	1 00	Whiting	5 1/2 @	10 10
			Spearment	5 00@	5 25	Rogers Prep.	2 45 @	2 65
			Sperm	1 50@	1 75			
			Tany	6 00@	6 25	Miscellaneous		
			Tar USP	65 @	75	Acetabul		@ 5 70
			Turpentine, bbl.	@	68	alum		@ 96 12
			Turpentine, less	75 @	88	alum, powd. and		@ 09 15
			wintergreen,			Bismuth, Subni-		@ 2 12 @ 2 40
			leaf	6 00@	6 25	trate	2 12 @	2 40
			Wintergreen, sweet			Borax xtal or		@ 06 13
			birch	3 00@	3 25	powdered		@ 06 13
			Wintergreen, art	75 @	1 00	Cantharides, po.	1 25 @	1 50
			Worm Seed	6 00@	6 25	Calomel	2 42 @	2 82
			Wormwood	10 00@	10 25	Capsicum, powd	4 22 @	55
						Carbolic	5 00 @	9 00
						Cassia Buds	20 @	30
						Cloves	35 @	45
						Chain Prepared	14 @	
						Shinobinom	4 1/2 @	64
						Choral hydrate	1 20 @	50
						Cocaine	12 80 @	13 50
						Cocoa Butter	45 @	90
						Corns, list, less	30 @	10
								40-10%
						Copperas	03 @	10
						Copperas, Powd.	4 @	10
						Corrosive Sublim	2 00 @	2 30
						Cream Tartar	35 @	45
						Cuttle bone	1 @	90
						Dextrine	6 1/2 @	15
						Dovery's Powder	4 00 @	40
						Emery, All Nos.	10 @	20
						Emery, Powdered	@	10
						Epsom Salts, bbls.	@	03 1/4
						Epsom Salts, less	3 1/2 @	10
						Erget, powdered	@	4 00
						Flake, White	15 @	20
						Formaldehyde, lb.	09 @	35
						Guanine	50 @	90
						Glassware, less 55%		
						Glassware, full case 60%		
						Glauber Salts, bbl.	@	02 1/2
						Glauber Salts less	04 @	10
						Glue, Brown	20 @	40
						Glue, Brown Grd	16 @	22
						Glue, White	27 1/2 @	35
						Glue, white grd.	2 @	30
						Glycerine	17 1/2 @	20
						Hops	75 @	95
						Iodine	6 45 @	70
						Iodoform	8 00 @	30
						Lead Acetate	17 @	25
						Alace	@	50
						Alace powdered	@	50
						Menthol	6 50 @	70
						Morphone	13 58 @	14 35
						Nux Vomica	@	25
						Nux Vomica, pow.	15 @	25
						Pepper, Black, pw.	35 @	45
						Pepper, White, p.	75 @	85
						Pitch, Burgundy	10 @	20
						Quassia	12 @	16
						Quinine, 5 oz. cans	@	60
						Rochelle Salts	28 @	25
						Saccharine	2 60 @	2 75
						Salt Peter	11 @	32
						Seidlitz Mixture	30 @	40
						Soap, green	15 @	30
						Soap, molit cast	@	25
						Soap, white Castile,		
						case	@	15 00
						Soap, white Castile		
						less, per bar	@	60
						Soda Ash	3 @	10
						Soda Bicarbonate	3 1/2 @	10
						Soda, Sal	02 1/2 @	08
						Spirits Camphor	@	20
						Sulphur, lb.	@	10
						Sulphur, Subl.	4 1/2 @	10
						Tamarinds	70 @	75
						Tartar Emetic	7 @	25
						Turpentine, Ven.	50 @	75
						Vanilla Ex. pure	1 50 @	20
						Vanilla Ex. pure	2 25 @	2 50
						Zinc Sulphate	06 @	11
						</		

Webster Cigar Co. Brands	
Websterettes -----	33 50
Cincos -----	33 50
Webster Cadillacs --	75 00
Golden Wedding	
Panasellas -----	75 00
Commodore -----	95 00

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 merchants will have their orders filled at market prices at date of purchase. For price changes compare with previous issues

ADVANCED

Lamb
Salt

DECLINED

Pork
Cheese
Pet and Borden's Evap. Milk
Soap

AMMONIA

Parsons, 64 oz.	2 95
Parsons, 32 oz.	3 35
Parsons, 18 oz.	4 20
Parsons, 10 oz.	2 70
Parsons, 6 oz.	1 80



ROLLED OATS

Instant Flake, sm., 24s	1 80
Instant Flake, sm., 48s	3 60
Instant Flake, lge., 18s	3 40
Regular Flake, sm., 24s	1 80
Regular Flake, sm., 48s	3 60
Regular Flake, lge., 18s	3 40
China, large, 12s	3 15
Chest-o-Silver, lge., 12s	3 25

Post Brands.

Grape-Nuts, 24s	3 80
Grape-Nuts, 100s	2 75
Instant Postum, No. 8	5 40
Instant Postum, No. 10	4 50
Postum Cereal, No. 0	2 25
Post Toasties, 36s	2 85
Post Toasties, 24s	2 85
Post's Bran, 24s	2 70

BROOMS

Jewell, doz.	5 25
Standard Parlor, 23 lb.	8 25
Fancy Parlor, 23 lb.	9 25
Ex. Fancy Parlor 25 lb.	9 75
Ex. Fcy. Parlor 25 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

Shaver

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

Shoe

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

BUTTER COLOR

Dandelion	2 85
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MICA AXLE GREASE	
48, 1 lb.	4 55
24, 3 lb.	6 25
10 lb. pails, per doz.	9 40
15 lb. pails, per doz.	12 60
25 lb. pails, per doz.	19 15
25 lb. pails, per doz.	19 15

APPLE BUTTER

Quaker, 24-21 oz., doz.	2 10
Quaker, 12-38 oz., doz.	2 35

BAKING POWDERS

Arctic, 7 oz. tumbler	1 35
Royal, 10c, doz.	93
Royal, 4 oz., doz.	1 80
Royal, 6 oz., doz.	2 45
Royal, 12 oz., doz.	4 85
Royal, 5 lb.	24 50
KC, 10c size, 8 oz.	3 70
KC, 15c size, 12 oz.	5 50
KC, 20c size, full lb.	7 20
KC, 25c size, 25 oz.	8 80
KC, 50c size, 50 oz.	8 80
KC, 5 lb. size	6 85
KC, 10 lb. size	6 75

BLEACHER CLEANSER

Clorox, 16 oz., 24s	3 85
Lizette, 16 oz., 12s	2 15

BLUING

Am. Ball, 36-1 oz., cart.	1 00
Boy Blue, 36s, per cs.	2 70

Perfumed Bluing

Lizette, 4 oz., 12s	80
Lizette, 4 oz., 24s	1 50
Lizette, 10 oz., 12s	1 80
Lizette, 10 oz., 24s	2 50

BEANS and PEAS

100 lb. bag	
Brown Swedish Beans	9 00
Pinto Beans	9 25
Red Kidney Beans	9 75
White H'd P. Beans	5 35
Col. Lima Beans	8 75
Black Eye Beans	
Split Peas, Yellow	5 60
Split Peas, Green	6 50
Scotch Peas	4 70

BURNERS

Queen Ann, No. 1 and 2, doz.	1 25
White Flame, No. 1 and 2, doz.	2 25

BOTTLE CAPS

Dbl. Lacquer, 1 gross	
pkg., per gross	16

BREAKFAST FOODS

Kellogg's Brands.	
Corn Flakes, No. 136	2 85
Corn Flakes, No. 124	2 85
Pep, No. 224	2 70
Pep, No. 202	2 00
Krumbles, No. 424	2 40
Bran Flakes, No. 624	2 45
Bran Flakes, No. 602	1 50
Rice Krispies, 6 oz.	2 70
Rice Krispies, 1 oz.	1 10

Kaffe Hag, 12 1-lb. cans	6 15
All Bran, 16 oz.	2 25
All Bran, 10 oz.	2 70
All Bran, 1/2 oz.	2 00

CANNED FISH

Clam Ch'der, 10 1/2 oz.	1 35
Clam Chowder, No. 2	2 75
Clams, Steamed, No. 1	3 00
Clams, Minced, No. 1/2	2 25
Finnan Haddie, 10 oz.	3 30
Clam Bouillon, 7 oz.	2 50
Chicken Haddie, No. 1	2 75
Fish Flakes, small	1 35
Cod Fish Cake, 10 oz.	1 55
Cove Oysters, 5 oz.	1 60
Lobster, No. 1/4, Star	2 90
Shrimp, 1, wet	2 15
Sard's, 1/4 Oil, Key	6 10
Sard's, 1/4 Oil, Key	5 00
Sardines, 1/4 Oil, K'less	4 75
Salmon, Red Alaska	3 75
Salmon, Med. Alaska	2 85
Salmon, Pink, Alaska	1 35
Sardines, 1/4, ea. 10@22	
Sardines, Cal., 1/2, ea.	25
Tuna, 1/2 Curtis, doz.	1 80
Tuna, 1/4, Curtis, doz.	1 80
Tuna, 1/2 Blue Fin	2 25
Tuna, 1s, Curtis, doz.	6 10

CANNED MEAT

Bacon, Med. Beechnut	2 70
Bacon, Lge. Beechnut	4 50
Beef, No. 1, Corned	2 80
Beef, No. 1, Roast	3 00
Beef, 2 oz., Qua., all	1 25
Beef, 3 1/2 oz., Qua., sil.	2 25
Beef, 5 oz., Am. Sliced	3 00
Beef, No. 1, B'nut, sil.	4 60
Beefsteak & Onions, s	3 70
Chili Con Car., 1s	1 35
Deviled Ham, 1/4s	1 60
Deviled Ham, 1/2s	2 85
Hamburg Steak & Onions, No. 1	3 15
Potted Beef, 4 oz.	1 10
Potted Meat, 1/2 Libby	52
Potted Meat, 1/4 Libby	90
Potted Meat, 1/2 Qua.	85
Potted Meat, Gen. 1/4	1 45
Vienna Saus., No. 1/2	1 35
Vienna Sausage, Qua.	90
Veal Loaf, Medium	2 25

Baked Beans

Campbells	80
Quaker, 16 oz.	75
Freemont, No. 2	1 25
Snider, No. 1	1 10
Snider, No. 2	1 25
Van Camp, small	90
Van Camp, med.	1 45

CANNED VEGETABLES

Medium, Plain or Sau.	75
No. 10, Sauce	5 60

Lima Beans

Little Dot, No. 2	3 10
Little Quaker, No. 10-13	25
Little Quaker, No. 1	1 80
Baby, No. 2	2 75
Baby, No. 1	1 80
Pride of Mich., No. 1	1 55
Marcellus, No. 10	8 75

Red Kidney Beans

No. 10	6 50
No. 5	3 70
No. 2	1 30
No. 1	90

String Beans

Little Dot, No. 2	3 20
Little Dot, No. 1	2 40
Little Quaker, No. 1	1 90
Little Quaker, No. 2	2 90
Choice Whole, No. 10-12	75
Choice Whole, No. 2	2 50
Choice Whole, No. 1	1 70
Cut, No. 10	10 25
Cut, No. 2	2 10
Cut, No. 1	1 60
Pride of Mich., No. 2	1 75
Marcellus, No. 2	1 50
Marcellus, No. 10	8 25

Wax Beans

Little Dot, No. 2	2 75
Little Dot, No. 1	1 90
Little Quaker, No. 2	2 65
Little Quaker, No. 1	1 80
Choice Whole, No. 10-12	50
Choice Whole, No. 2	2 50
Choice Whole, No. 1	1 75

Cut, No. 10	10 25
Cut, No. 2	2 15
Cut, No. 1	1 45
Pride of Michigan	1 75
Marcellus Cut, No. 10	8 25

Small, No. 2 1/2	3 00
Extra Small, No. 2	3 00
Fancy Small, No. 2	2 45
Pride of Michigan	2 20
Marcellus Cut, No. 10	8 25
Marcel. Whole, No. 2 1/2	1 85

Diced, No. 2	1 30
Diced, No. 10	7 00

Corn

Golden Ban., No. 3	3 60
Golden Ban., No. 2	1 90
Golden Ban., No. 10-10	75
Little Dot, No. 2	1 70
Little Quaker, No. 2	1 70
Little Quaker, No. 1	1 35
Country, Gen., No. 1	1 35
Country Gen., No. 2	1 70
Pride of Mich., No. 5	5 20
Pride of Mich., No. 2	1 70
Pride of Mich., No. 1	1 25
Marcellus, No. 5	4 30
Marcellus, No. 2	1 40
Marcellus, No. 1	1 15
Fancy Crosby, No. 2	1 70
Fancy Crosby, No. 1	1 45

Peas

Little Dot, No. 1	1 70
Little Dot, No. 2	2 50
Little Quaker, No. 10	12 00
Little Quaker, No. 2	2 35
Little Quaker, No. 1	1 60
Sifted E. June, No. 10-10	00
Sifted E. June, No. 5	5 75
Sifted E. June, No. 2	1 85
Sifted E. June, No. 1	1 40
Belle of Hart, No. 2	1 85
Pride of Mich., No. 10	8 75
Pride of Mich., No. 2	1 65
Marcel., E. June, No. 2	1 40
Marcel., E. June, No. 5	4 50
Marcel., E. Ju., No. 10	7 50
Templar E. Ju., No. 2	1 32 1/2
Templar E. Ju., No. 10	7 00

Pumpkin

No. 10	5 50
No. 2 1/2	1 75
No. 2	1 40
Marcellus, No. 10	4 50
Marcellus, No. 2 1/2	1 40
Marcellus, No. 2	1 15

Sauerkraut

No. 10	5 00
No. 2 1/2	1 60
No. 2	1 25

Spinach

No. 2 1/2	2 50
No. 2	1 90

Squash

Boston, No. 3	1 80
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Succotash

Golden Bantam, No. 2	2 60
Little Dot, No. 2	2 35
Little Quaker	2 25
Pride of Michigan	2 10

Tomatoes

No. 10	5 80
No. 2 1/2	2 25
No. 2	1 65
Pride of Mich., No. 2 1/2	2 10
Pride of Mich., No. 2	1 40

CATSUP.

Beech-Nut, small	1 60
Beech-Nut, large	2 40
Lily of Valley, 14 oz.	2 25
Lily of Valley, 1/2 pint	1 65
Sniders, 8 oz.	1 55
Sniders, 16 oz.	2 45
Quaker, 10 oz.	1 35
Quaker, 14 oz.	1 80
Quaker, Gallon Glass	12 00
Quaker, Gallon Tin	7 25

CHILI SAUCE

Snider, 16 oz.	3 15
Snider, 8 oz.	2 20
Lilly Valley, 8 oz.	2 25
Lilly Valley, 14 oz.	3 25

OYSTER COCKTAIL

Sniders, 16 oz.	3 15
Sniders, 8 oz.	2 20

CHEESE

Roquefort	68
Wisconsin Daisy	17
Wisconsin Flat	17
New York June	27
Sap Sago	40
Brick	18
Michigan Flats	17
Michigan Daisies	17
Wisconsin Longhorn	17
Imported Leyden	28
1 lb. Limburger	26
Imported Swiss	56
Kraft Pimento Loaf	24
Kraft American Loaf	24
Kraft Brick Loaf	24
Kraft Swiss Loaf	35
Kraft Old Eng. Loaf	44
Kraft Pimento, 1/2 lb.	1 90
Kraft American, 1/2 lb.	1 90
Kraft Brick, 1/2 lb.	1 90
Kraft Limburger, 1/2 lb.	1 90

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	65
Beechnut Peppermint	65
Beechnut Spearmint	65
Doublemint	65
Peppermint, Wrigleys	65
Spearmint, Wrigleys	65
Juicy Fruit	65
Krigley's P-K	65
Zeno	65
Teaberry	65

COCOA



Droste's Dutch, 1 lb.	8 50
Droste's Dutch, 1/2 lb.	4 50
Droste's Dutch, 1/4 lb.	2 35
Droste's Dutch, 5 lb.	66
Chocolate Apples	4 50
Pastelles, No. 1	12 60
Pastelles, 1/2 lb.	6 60
Pains De Cafe	3 00
Droste's Bars, 1 doz.	2 00
Delft Pastelles	2 15
1 lb. Rose Tin Bon	18 00
Bons	9 00
13 oz. Creme De Caraque	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, 1/8s	35

CLOTHES LINE

Hemp, 50 ft.	2 00@2
--------------	--------

Hominy
Pearl, 100 lb. sacks -- 3 50

Macaroni
Mueller's Brands
9 oz. package, per doz. 1 30
9 oz. package, per case 2 20

Bulk Goods
Elbow, 20 lb. --- 5 1/2 @ 7 1/2
Egg Noodle, 10 lbs. --- 14

Pearl Barley
0000 --- 7 00
Barley Grits --- 5 00
Chester --- 3 75

Sage
East India --- 10

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

Jiffy Punch
3 doz. Carton --- 2 25
Assorted flavors.

FLOUR
V. C. Milling Co. Brands
Lily White ---
Harvest Queen ---
Yes Ma'am Graham,
50s --- 2 20

Lee & Cady Brands
American Eagle ---
Home Baker ---

FRUIT CANS
Mason
F. O. B. Grand Rapids
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 50
One quart --- 11 15
Half gallon --- 15 40

GELATINE
Jell-O, 3 doz. --- 2 85
Minute, 3 doz. --- 4 05
Plymouth, White --- 1 55
Quaker, 3 doz. --- 2 25

JELLY AND PRESERVES
Pure, 30 lb. pails --- 3 30
Imitation, 30 lb. pails 1 85
Pure, 6 oz., Asst., doz. 90
Pure Pres., 16 oz., dz. 2 40

JELLY GLASSES
8 oz., per doz. --- 36

OLEOMARGARINE
Van Westenbrugge Brands
Carload Distributor

Nucoa
ONE OF THE
Best Foods
Nucoa, 1 lb. --- 17
Holiday, 1 lb. --- 12 1/2

Wilson & Co.'s Brands
Oleo
Certified --- 20
Nut --- 13
Special Roll --- 17

MATCHES
Diamond, 144 box --- 4 25
Searchlight, 144 box --- 4 25
Ohio Red Label, 144 bx 4 20
Ohio Blue Tip, 144 box 5 00
Ohio Blue Tip, 720-lc 4 00
*Reliable, 144 --- 3 15
*Federal, 144 --- 3 95

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

MULLER'S PRODUCTS
Macaroni, 9 oz. --- 2 20
Spaghettini, 9 oz. --- 2 20
Elbow Macaroni, 9 oz. 2 20
Egg Noodles, 6 oz. --- 2 20
Egg Vermicelli, 6 oz. 2 20
Egg Alphabets, 6 oz. 2 20
Egg A-B-Cs 48 pkgs. 1 80

NUTS—Whole
Almonds, Tarragona --- 19
Brazil, Large --- 23
Fancy Mixed --- 22
Filberts, Sicily --- 20
Peanuts, Vir. Roasted 11
Peanuts, Jumbo, std. 13

Pecans, 3, star --- 25
Pecans, Jumbo --- 40
Pecans, Mammoth --- 50
Walnuts, Cal. --- 27 @ 29
Hickory --- 07

Salted Peanuts
Fancy, No. 1 --- 14

Shelled
Almonds Salted --- 95
Peanuts, Spanish
125 lb. bags --- 12
Filberts --- 32
Pecans Salted --- 37
Walnut Burdo --- 37
Walnut, Manchurian --- 65

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

OLIVES
4 oz. Jar, Plain, doz. 1 15
10 oz. Jar, Plain, doz. 2 25
14 oz. Jar, Plain, doz. 4 75
Pint Jars, Plain, doz. 2 75
Quart Jars, Plain, doz. 5 00
1 Gal. Glass Jugs, Pla. 1 80
5 Gal. Kegs, each --- 7 50
3 1/2 oz. Jar, Stuff., doz. 1 35
6 oz. Jar, Stuffed doz. 2 25
9 1/2 oz. Jar, Stuff., doz. 3 75
1 Gal. Jugs, Stuff., dz. 2 70

PARIS GREEN
1/2s --- 34
1s --- 32
2s and 5s --- 30

PEANUT BUTTER



Bel-Car-Mo Brand
24 1 lb. Tins --- 4 35
8 oz., 2 doz. in case --- 2 65
15 lb. pails --- 15
25 lb. pails --- 15

PETROLEUM PRODUCTS
Including State Tax
From Tank Wagon
Red Crown Gasoline --- 16.7
Red Crown Ethyl --- 19.7
Solite Gasoline --- 19.7

In Iron Barrels
Perfection Kerosene --- 12.6
Gas Machine Gasoline 39.1
V. M. & P. Naphtha --- 20.8

ISO-VIS MOTOR OILS
In Iron Barrels
Light --- 77.1
Medium --- 77.1
Heavy --- 77.1
Ex. Heavy --- 77.1

Polarine

Iron Barrels
Light --- 65.1
Medium --- 65.1
Heavy --- 65.1
Special heavy --- 65.1
Extra heavy --- 65.1
Polarine --- 65.1
Transmission Oil --- 65.1
Finol, 4 oz. cans, doz. 1 50
Finol, 8 oz. cans, doz. 2 30
Parowax, 100 lb. --- 7.3
Parowax, 40, 1 lb. --- 7.55
Parowax, 20, 1 lb. --- 7.8



semdac, 12 pt. cans 3 00
semdac, 12 qt. cans 5 00

PICKLES
Medium Sour
5 gallon, 400 count --- 4 75
Sweet Small
16 Gallon, 2250 --- 27 00
5 Gallon, 750 --- 9 75

Dill Pickles
Gal. 40 to Tin, doz. 10 25
No. 2 1/2 Tins --- 2 25
32 oz. Glass Pickled --- 2 80
32 oz. Glass Thrown 2 40

Dill Pickles Bulk
5 Gal., 200 --- 5 25
16 Gal., 650 --- 11 25
45 Gal., 1300 --- 30 00

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

PLAYING CARDS
Battle Axe, per doz. 2 65
Torpedo, per doz. --- 2 50

POTASH
Babbitt's, 2 doz. --- 2 75

FRESH MEATS
Beef
Top Steers & Heif. --- 18
Good St's & H's. 15 1/2 @ 16
Med. Steers & Heif. --- 13
Com. Steers & Heif. --- 11

Veal
Top --- 13
Good --- 11
Medium --- 09

Lamb
Spring Lamb --- 20
Good --- 18
Medium --- 15
Poor --- 11

Mutton
Good --- 12
Medium --- 11
Poor --- 10

Pork
Loin, med. --- 16
Butts --- 14
Shoulders --- 11 1/2
Spareribs --- 09
Neck bones --- 05
Trimnings --- 8 1/2

PROVISIONS
Barreled Pork
Clear Back --- 25 00 @ 28 00
Short Cut Clear 26 00 @ 29 00

Dry Salt Meats
D S Bellies --- 13-20 @ 13-14

Lard
Pure in tierces --- 11
60 lb. tubs --- advance 1/4
50 lb. tubs --- advance 1/4
20 lb. tubs --- advance 3/4
10 lb. pails --- advance 3/4
5 lb. pails --- advance 1
3 lb. pails --- advance 1
Compound tierces --- 11 1/2
Compound, tubs --- 12

Sausages
Bologna --- 16
Liver --- 18
Frankfort --- 20
Pork --- 31
Veal --- 19
Tongue, Jellied --- 35
Headcheese --- 18

Smoked Meats
Hams, Cer. 14-16 lb. @ 21
Hams, Cer., Skinned
16-18 lb. --- @ 20
Ham, dried beef
Knuckles --- @ 33
California Hams --- @ 17 1/2
Picnic Boiled
Hams --- 20 @ 25
Boiled Hams --- @ 34
Minced Hams --- @ 16
Bacon 4/6 Cert. 24 @ 28

Beef
Boneless, rump 28 00 @ 36 00
Rump, new --- 29 00 @ 35 00

Liver
Beef --- 16
Calf --- 55
Pork --- 08

RICE
Fancy Blue Rose --- 5 10
Fancy Head --- 07

RUSKS
Dutch Tea Rusk Co.
Brand.
36 rolls, per case --- 4 25
18 rolls, per case --- 2 25
12 rolls, per case --- 1 50
12 cartons, per case --- 1 70
18 cartons, per case --- 2 55
36 cartons, per case --- 5 00

SALERATUS
Arm and Hammer --- 3 75

SAL SODA
Granulated, 60 lbs. cs. 1 35
Granulated, 13-2 1/2 lb. packages --- 1 00

COD FISH
Middles --- 20
Tablets, 1/2 lb. Pure --- 19 1/2
doz. --- 1 40
Wood boxes, Pure --- 30
Whole Cod --- 11 1/2

HERRING
Holland Herring
Mixed, Kegs --- 35
Mixed, half bbls. --- 11 35
Mixed, bbls ---
Milkers, Kegs --- 1 05
Milkers, half bbls. --- 12 50
Milkers, bbls. --- 22 25

Lake Herring
1/2 Bbl., 100 lbs. --- 6 50

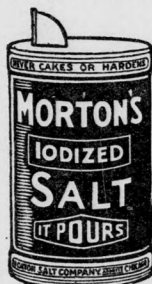
Mackeral
Tubs, 60 Count, fy. fat 6 00
Pails, 10 lb. Fancy fat 1 50

White Fish
Med. Faney, 100 lb. 13 40
Milkers, bbls. --- 18 50
K K K Norway --- 19 50
8 lb. pails --- 1 40
Cut Lunch --- 1 50
Boned, 10 lb. boxes --- 16

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

STOVE POLISH
Blackne, per doz. --- 1 35
Black Silk Liquid, dz. 1 35
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 35
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
F. O. G. Grand Rapids
Colonial, 24, 2 lb. --- 95
Colonial, 30-1 1/2 --- 1 20
Colonial, Iodized, 24-2 1 35
Med. No. 1 Bbls. --- 2 90
Med. No. 1, 100 lb. bk. 1 00
Farmer Spec., 70 lb. 1 00
Packers Meat, 50 lb. 65
Crushed Rock for ice
cream, 100 lb., each 85
Butter Salt, 230 lb. bbl. 4 00
Block, 50 lb. --- 40
Baker Salt, 230 lb. bbl. 3 80
14, 10 lb., per bale --- 2 10
20, 3 lb., per bale --- 2 50
50 lb. bags, Table --- 40
Old Hickory, Smoked,
6-10 lb. --- 4 50



Free Run'g, 32 26 oz. 2 40
Five case lots --- 2 30
Iodized, 32, 26 oz. --- 2 40
Five case lots --- 2 30

BORAX
Twenty Mule Team
24, 1 lb. packages --- 3 35
48, 10 oz. packages --- 4 40
96, 1/2 oz. packages --- 4 00

CLEANSERS



80" can cases, \$4.80 per case

WASHING POWDERS
Bon Ami Pd., 18s, box 1 90
Bon Ami Cake, 18s --- 1 62 1/2
Brillo --- 85
Climaline, 4 doz. --- 4 20
Grandma, 100, 5c --- 3 50
Grandma, 24 Large --- 3 50
Gold Dust, 100s --- 4 00

Gold Dust, 12 Large 3 20
Golden Rod, 24 --- 4 25
La France Laun., 4 dz. 3 60
Old Dutch Clean, 4 dz. 3 40
Octagon, 96s --- 3 90
Rinso, 40s --- 3 20
Rinso, 24s --- 5 25
Rub No More, 100, 10
oz. --- 3 85
Rub No More, 20 Lg. 4 00
Spotless Cleanser, 48,
20 oz. --- 3 85
Sani Flush, 1 doz. --- 2 25
Sapolio, 3 doz. --- 3 15
Soapine, 100, 12 oz. --- 6 40
Snowboy, 100, 10 oz. 4 00
Snowboy, 12 Large --- 2 65
Speedee, 3 doz. --- 7 20
Sunbrite, 50s --- 2 10
Wyandote, 48 --- 4 75
Wyandote Deterg's, 24s 2 75

SOAP
Am. Family, 100 box 5 60
Crystal White, 100 --- 3 50
Big Jack, 60s --- 4 75
Fels Naphtha, 100 box 5 50
Flake White, 10 box 3 50
Grdina White Na. 10s 3 50
Tap Rose, 100 box --- 7 40
Palm, 100 box --- 4 00
Palm Olive, 144 box 9 50
Lava, 100 box --- 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
Trilby Soan, 100, 10c 7 25
Williams Barber Bar, 9s 50
Williams Mug, per doz. 48

SPICES
Whole Spices
Allspice, Jamaica --- @ 35
Cloves, Zanzibar --- @ 47
Cassia, Canton --- @ 19
Cassia, 5c pkg., doz. @ 40
Ginger, Africa --- @ 19
Ginger, Cochir --- @ 40
Mace, Penang --- 1 39
Mixed, No. 1 --- @ 32
Mixed, 5c pkgs., doz. @ 45
Nutmegs, 70 @ 90 --- @ 59
Nutmegs 105-1 10 --- @ 60
Pepper, Black --- 26

Pure Ground in Bulk
Allspice, Jamaica --- @ 40
Cloves, Zanzibar --- @ 53
Cassia, Canton --- @ 92
Ginger, Corkin --- @ 33
Mustard --- @ 32
Mace, Penang --- 1 39
Pepper, Black --- @ 30
Nutmegs --- @ 43
Pepper, White --- @ 57
Pepper, Cayenne --- @ 40
Paprika, Spanish --- @ 45

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

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

Gloss
Argo, 48, 1 lb. pkgs. 3 60
Argo, 12, 3 lb. pkgs. 2 62
Argo, 8 1/2 lb. pkgs. --- 2 97
Silver Gloss, 18, 1s --- 11 1/2
Elastic, 64 pkgs. --- 5 35
Tiger, 48-1 --- 3 30
Tiger, 50 lbs. --- 06

SYRUP
Corn
Blue Karo, No. 1 1/2 --- 2 69
Blue Karo, No. 5, 1 dz. 3 73
Blue Karo, No. 10 --- 3 53
Red Karo, No. 1 1/2 --- 2 90
Red Karo, No. 5, 1 dz. 4 04
Red Karo, No. 10 --- 3 84

Imit. Maple Flavor
Orange, No. 1 1/2, 2 dz. 3 25
Orange, No. 5, 1 doz. 4 99

Maple and Cane
Kanuck, per gal. --- 1 50
Kanuck, 5 gal. can --- 6 50

Maple
Michigan, per gal. --- 2 75
Welchs, per gal. --- 3 25

COOKING OIL
Mazola
Pints, 2 doz. --- 6 75
Quarts, 1 doz. --- 6 25
Half Gallons, 1 doz. --- 11 75
Gallons, 1/2 doz. --- 11 30

TABLE SAUCES
Lee & Perrin, large --- 5 75
Lee & Perrin, small --- 3 35
Pepper --- 1 60
Royal Mint --- 2 40
Tobasco, 2 oz. --- 4 25
Sho You, 9 oz., doz. --- 2 25
A-1, large --- 4 75
A-1 small --- 2 85
Caper, 2 oz. --- 3 30

TEA
Blodgett-Beckley Co.
Royal Garden, 1/2 lb. --- 75
Royal Garden, 1/4 lb. --- 77

Japan
Medium --- 35 @ 35
Choice --- 37 @ 52
Fancy --- 52 @ 61
No. 1 Nibbs --- 54
1 lb. pkg. Sifting --- 14

Gunpowder
Choice --- 40
Fancy --- 47

Ceylon
Pekoe, medium --- 57

English Breakfast
Congou, medium --- 23
Congou, Choice --- 35 @ 36
Congou, Fancy --- 42 @ 43

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

TWINE
Cotton, 3 ply cone --- 33
Cotton, 3 ply Balls --- 35
Wool, 6 ply --- 18

VINEGAR
Cider, 40 Grain --- 18
White Wine, 30 grain --- 25
White Wine, 40 grain --- 19

WICKING
No. 0, per gross --- 30
No. 1, per gross --- 1 25
No. 2, per gross --- 1 50
No. 3, per gross --- 2 30
Peerless Rolls, per doz. 40
Rochester, No. 2, doz. 50
Rochester, No. 3, doz. 2 00
Rayo, per doz. --- 75

WOODENWARE
Baskets
Bushels, narrow band,
wire handles --- 1 75
Bushels, narrow band,
wood handles --- 1 80
Market, drop handle --- 90
Market, single handle --- 95
Market, extra --- 1 60
Splint, large --- 8 50
Splint, medium --- 7 50
Splint, small --- 6 50

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

Pails
10 qt. Galvanized --- 2 60
12 qt. Galvanized --- 2 85
14 qt. Galvanized --- 3 10
12 qt. Flaring Gal. Jr. 5 00
10 qt. Tin Dair --- 4 00

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

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

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

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

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

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

YEAST—COMPRESSED
Fleischmann, per doz. 30

Time Is Too Short

Hours fly,
Flowers die,
New days,
New ways;
Pass by!
Love stays.

Time is
Too slow for those who wait,
Too swift for those who fear,
Too long for those who grieve,
Too short for those who rejoice;
But for those who love,
Time is not.

SOME ITALIAN HOTELS.

(Continued from page 17)

said the husband, "we have been taken for a ride. We have spent a lot of money and have little to show for it." That is one consequence of the American notion that one loses cast somehow and misses something valuable if one does not always take the "best." Travelers like the English—and maybe like ourselves—really get the best and pay much less for it.

Conducted tours have their proper place in travel. If one has plenty of money and little time or has little time anyway, one can be shown an outline of the sights of Europe that is well worth anybody's while in a few weeks. But if one has even a little spare time and cares to forage a bit, he can see much more, see it better, enjoy experiences and close contacts with the people among whom he temporarily moves, and make his money go twice as far by traveling "on his own." Moreover, the least experience will equip any intelligent person to do this perfectly well.

No stranger would be apt to find the Rosetta. It is in a side court, hidden as in a back yard. There we had an innovation, for while we had pension rates, including three table d'hôte meals daily, we had the liberty to order a la carte; and we found the selection good and cooking fine. Our four days there cost us \$2.25 per day each, everything included. If again in Perugia, we'd surely stop at the Rosetta.

In Florence, which came next, we had a lovely room three flights up, facing South directly on the Arno, just below the Ponte Vecchio. Thus we were in the very heart of Old Florence. More details later, but I must insert this right here—that directly across from our windows were some of the oldest and quaintest of Florentine buildings, right on the Arno's shores, and that in front of us was the pool into which Tito Melema, as told in *Romola*, jumped from Ponte Vecchio to his death; and that Benvenuto Cellini's bronze bust in the middle of the bridge was in full view.

This was the Albion Hotel, a quiet, family-tourist house, wherein is no dog but where every portion of the halls and public rooms is always warm, where our room was perfectly comfortable and where the "ascensore" was always in running order. No location in all Florence could be more central or pleasanter. Food good, cooking and service pleasing. Our cost average \$3.35 per day all told. I recommend the Albion to all who want comfort at a moderate cost.

Our final memory of Italy is the Britannia in Genoa, so cold that we remember nothing else about the place. Complaint by phone to the porter brought vast loquacity about how the heat was "coming right up," but that was all we got. Had our stay been long, we should have changed. Cost was sufficient, considering it included charge for heat, which was non est.

It is distinctly irritating to be in such a place and meet the bland assurance with which such people slide around their obligations—while getting

paid just the same. And it is a joke which can be enjoyed if short lived, to provide your women folks with their warmest wraps while they eat in the refrigerated dining rooms.

Believe me, the Britannia will have a wide berth so far as we are concerned.

Paul Findlay.

Proceedings of the Grand Rapids Bankruptcy Court.

(Continued from page 23)

sists mostly of oil well property, for drilling oil wells, etc. All appraised at \$6,000. In the matter of M. Katz & Son, Bankrupt No. 4445. The sale of assets in this matter has been called for April 30, at the premises formerly occupied by the bankrupt, as stated below, the following property will be called. At 2 p. m. the Star Clothing Co., 210 Monroe avenue, Grand Rapids, men's furnishings, bags and suit cases, together with fixtures, appraised at \$5,446.81. Immediately thereafter the Famous Clothiers, 346 Monroe avenue, Grand Rapids, will be sold, it consists of men's clothing, bags and suit cases, together with fixtures appraised at \$4,714.80. Immediately thereafter fixtures located at 412 Monroe avenue, Grand Rapids, will be sold, they are appraised at \$182.50. Immediately thereafter the fixtures located in the Bon Ton store at 211 Monroe avenue, Grand Rapids, will be sold, they are appraised at \$182.50. All interested in such sales should be present at the date and places above stated.

In the matter of the Kalamazoo Cement Products Co., Bankrupt No. 4376. The sale of assets herein has been called for April 29, at the premises formerly occupied by the bankrupt, 2127 Portage street, Kalamazoo. The assets of this estate consists mostly of cement products, posts, bricks, rollers, etc., appraised at \$981.75, together with equipment appraised at \$702, also office equipment, appraised at \$12. All interested in such sale should be present at the date and place above stated.

In the matter of Barney Melnick, doing business as Bangor Bargain Store, Bankrupt No. 4409, the sale of assets was held April 14. The trustee was present in person and acted as auctioneer. Several bidders were present in person. The stock and fixtures for sale were sold to M. Goldsmith, of Detroit, for \$2,970. The sale was confirmed and the matter adjourned without date.

April 17. We have to-day received the schedules, reference and adjudication in the matter of Leonard Joldersma and John Joldersma, partners doing business as Joldersma & Electric Appliances, Bankrupt No. 4468. The bankrupt concern is located at Grand Haven. The schedule shows assets of \$1,255.39 with liabilities of \$2,242.55. The first meeting of creditors will be called and note of same made herein. The list of creditors of said bankrupt is as follows:

Jas. A. Brower, Holland	\$400.00
Gerrit DeGroot, Grand Rapids	22.34
Hall Electric Co., Muskegon	120.55
Morley Bros., Saginaw	35.70
Pruims Music House, Grand Ha.	20.00
Oakes Insur. Co., Grand Haven	82.00
Daily Tribune, Grand Haven	95.00
Reliable Tire Acc. Co., Muskegon	518.47
West. Mich. Music Co., Grand R.	253.00
Justema Insurance Co., Grand H.	40.33
Hillrand Bol, Grand Haven	300.00
G. H. State Bank, Grand Haven	355.00
Charles F. Bacon, Grand Rapids unknown	

April 17. We have to-day received the schedules, reference and adjudication in the matter of Leonard Joldersma, Bankrupt No. 4467. The bankrupt is a resident of Grand Haven. The schedule shows assets of \$1,127.65 of which \$675 is claimed as exempt, with liabilities of \$2,242.55. The court has written for funds and upon receipt of same the first meeting of creditors will be called. The list of creditors of said bankrupt is as follows: The list is just the same as above.

April 17. We have to-day received the schedules, reference and adjudication in the matter of Leonard Joldersma, Bankrupt No. 4466. The bankrupt is a resident of Grand Haven. The schedule shows assets of \$1,127.65 of which \$675 is claimed as exempt, with liabilities of \$2,242.55. The court has written for funds and upon receipt of same the first meeting of creditors will be called. The list of creditors is just the same as the partnership listed above.

Wines and "Hard Likker" in Latin Europe.

(Continued from page 20)

that not in any way, not in any respect, can the drink business in America be trusted to behave.

Such flagrant abuses killed the saloon business. The racketeers are to day signing the death warrant of the bootleg industry, because, even with freedom from license fees, that business

cannot be content with such profits as other lines are glad to have and keep.

You will note that I say nothing of the intrinsic merit or demerit of any of these things. I state but the facts and deductions therefrom.

Paul Findlay.

Lest We Forget.

Here is a list of members of the Michigan Commercial Travelers Association, who lived in Grand Rapids back in the 70's and 80's.

James N. Bradford.

L. C. "Cass" Bradford.

A. L. Braisted.

Herbert "Hub" Baker.

L. M. Cary.

Frank E. Chase.

E. N. Carrier.

P. J. Coppens.

C. P. Coffin.

Pat H. Carroll.

Frank Conlon.

E. P. Dana.

Charles C. Drew.

P. M. Doty.

A. S. Doak.

William Druke.

W. H. Downs.

J. B. "Doc" Evans.

W. Franklin.

Myron Hester.

David S. Haugh.

W. G. "Windy" Hawkins.

R. B. Hyman.

H. A. Hudson.

W. H. Jones.

D. E. Keyes.

F. L. Kelly.

J. Leo Kymmer.

William Logie.

F. M. Lillibridge.

G. R. Mayhew.

W. J. Price.

Charles S. Robinson.

Steve A. Sears.

Ira M. Smith.

Geo. H. Seymour.

Daniel E. Stearns.

R. Van Ness.

Richard "Dick" Warner, Sr.

This association was organized Jan. 17, 1874. The charter was in force thirty years.

Late Business Changes in Indiana.

Otisco — Ben Groskurd's general store was damaged by fire with a loss estimated at \$5,000.

Indianapolis—The Entroth Shoe Co. leased the shoe department in Selig Dry Goods store. Women's footwear ranging in price from \$5 the pair to \$3.50 are being featured. J. W. Hoffman has been made manager of the department.

Evansville—Purchase of the Pauline Hosiery Mills by the Shane Manufacturing Co., of this city, has been announced. Twenty persons will be employed at present and a production schedule of 750 dozen pair of hose a week will follow, it was stated. Rayon

hosiery will be the specialty of the company, of which Norman A. Shane is president.

Indianapolis—Opening of two stores, at 205 West Washington street and 259 East Washington street, is announced by Schiff's Outlet Shoe Stores. Wholesale prices are said to prevail. The stores will deal in children's as well as men's and women's shoes.

Carl J. Kuebler, trading as the Royal Furniture Co., has filed a voluntary bankruptcy petition in the U. S. District Court here, listing liabilities of \$9,377 and nominal assets of \$10,813, with \$600 claimed exempt.

Indianapolis—A voluntary petition was filed in the U. S. District Court here by Milton Foreman, retail furniture, through Milton Siegel, attorney. There are twenty-eight unsecured creditors. The petition lists liabilities of \$6,115, and assets of \$2,985.

Orders Slow Candy Box Deliveries.

Delivery difficulties are confronting manufacturers in the candy box trade because of a last-minute rush of orders for containers suitable for Mothers' Day sale. Orders this year are said to exceed the volume of last Spring by more than 5 per cent., but buyers delayed purchasing so long that the factories are swamped at this time with calls for immediate shipment. Boxes decorated with Colonial designs are outstanding in this year's business. Other popular numbers include pictures of rustic cottages and boxes inscribed with appropriate Mothers' Day verses.

Coconut Oil Shampoo.

A formula for a liquid preparation is: Coconut oil soap ----- 2 ozs.
Glycerin ----- 1 oz.
Oil of bay ----- 5 min.
Distilled water to ----- 8 ozs.

Heat the soap with the glycerin and water on a water bath to dissolve, then allow the solution to stand in a cool place to deposit. The supernatant liquid may be filtered to give a brighter liquid.

Pill Excipient.

Tragacanth powder ----- ¼ oz.
Salicylic acid ----- 1 gr.
Glycerin -----
Distilled water, each ----- ½ oz.
Mix S. A. Keep in a covered jar.

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, \$1 per inch. Payment with order is required, as amounts are too small to open accounts.

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Saginaw, Michigan

AGITATION ON WAGE CUTS.

An easing up in industry which may mean that little headway toward recovery will be made until the Fall was noted during the week. The beginning of this trend is illustrated in the weekly business index which deals with reports for the preceding week, a decline to 79.6 being shown after four weeks of steady rise to a high level for the year to date.

It is, of course, usual to expect some slackening at this time after the Spring rise and yet it was felt earlier that, with the increasing needs which have undoubtedly been built up over the period of reduced production, seasonal expansion might be prolonged and usher in the beginning of a real recovery.

Two influences of a highly important character, however, have probably acted to cause renewed hesitation. They are revived agitation on wage cuts and further weakness in commodity prices. Until these two factors prove less troublesome, the chances are that they will check the upward movement.

The wage argument now made is that investors are having their dividends and interest payments cut and labor should be willing to accept reductions also. Many employees have already suffered, but a general cut is now advocated and may be in the offing, despite the fact that part-time operations in most industries have already caused large earning losses.

In commodity prices another reaction has taken place. The Annalist weekly index now stands at 106.5, as against 107.6 in the preceding week. Only the metals group was higher. The chemical and miscellaneous lists were unchanged.

Who Knew the Pullman Brothers in Grand Rapids?

Chicago, April 21—Your letter of April 20 to Vice-President Keeley has been passed on to me, as I have made some investigation into the early career and family background of Mr. Pullman.

First, as to Mr. Pullman's responsibility for the sleeping car. I suppose at least a score of claims have been urged in behalf of various people as "inventors" of the sleeping car. A good deal more than a score of people contributed to its development. The sleeping car of to-day is the result of a long development to which the ideas and inventions—many of them patented—of many people contributed. I don't think it has been seriously claimed by anybody with real information that Mr. Pullman first conceived the idea of the sleeping car. Certainly he never claimed it. By the time he was five years old rudimentary sleeping cars were in operation in Pennsylvania.

Mr. Pullman was certainly responsible far more than anybody else for making the sleeping car what it is and for developing the system under which it is operated. That system has not essentially changed much since he devised it. The essence of it is a fabric of contracts by which one company provides services and manages the sleepers for the different railroads, operating them continuously over connecting lines, so as to make through routes and uninterrupted journeys possible over a number of different railroads.

Mr. Pullman and his organization contributed many inventions and brought together, harmonized and utilized all the various ideas and inventions which are represented in the

construction of the sleeper as we know it. By reason of this, he may, I think, fairly be regarded as responsible for the sleeping car as we know it. The system of unified and co-ordinated operation was not only applied to sleeping car management in this country by him, but was borrowed from this country by Europe and is now in operation there. The International Sleeping Car Company (Wagon-Lits) developed along American lines, followed Mr. Pullman's introduction of his cars and management methods in Great Britain and on the continent.

Now as to whether George M. Pullman lived in Grand Rapids. At one time I was convinced that he did and made some investigation. There is no doubt that some of the Pullman brothers lived in Grand Rapids, but it is my recollection that when I talked with Mrs. Frank O. Lowden on this point she expressed the belief that her father had not lived there; but as I recall she was not absolutely certain even on that point. Some three years ago I talked with Senator William Alden Smith and I think it was his impression that George M. Pullman did not actually live in Grand Rapids, although one or two of his brothers did. If you have records which establish that he did live there, I would very much like to know the dates, circumstances and business in which he was engaged. I have two or three times stumbled into a Pullman tradition which said that Mr. Pullman not only lived in Grand Rapids, but had a not unimportant part in the very early development of the furniture industry there. Does your information enlighten this point in any way? I would be most appreciative of any information you can give me on this entire subject. Mr. Pullman left very few letters or other material from which an account of his earlier years can be pieced together. The Grand Rapids episode is dated at a period concerning which there is very little illumination. On this account I am particularly glad to get into correspondence with someone who knows as much as you evidently do about this phase. It will be a real favor if you will write me as fully as may be convenient concerning the data which you have on the subject.

Judson C. Welliver.

Causes of Mental Depression.

States of mental depression are common and occur in adults in all ages. One so affected takes little pleasure in anything, and nothing seems worth while. Achievement, which ordinarily should bring happiness, appears hollow and worthless.

The depression settles down like a cloud and may last for long periods. Fear of some impending trouble and episodes of nervousness may be associated with it, and the sufferer feels that he may lose all self-control. The anxiety is often worse at night, and sleeplessness and bad dreams result.

A depressed state of mind does not occur without cause. Occasionally the cause may be quite evident as when a mother broods over the loss of her child, or when there is some underlying physical disorder, depleting vigor and health; but such clear cut instances of cause and effect are not very common.

The real cause is generally in the mental sphere, and people often suffer from mental anxieties and worries which unassisted, they find difficult to overcome. There may be family difficulties, personal troubles, loss of position, or frustration of long cherished hopes and ambitions, with a final realization that their full achievement is not possible.

Various impulses may accompany a state of depression, impulses to leave home, to make a drastic change, even to end it all, and impulses resulting in drunken sprees and other excesses often occur. Action on such impulses is unwise and does not bring relief.

The patient carries his worries and fears with him wherever he goes, and the depression after a debauch is worse than before.

The treatment of depressed states depends upon the underlying causes. When these are of physical nature, improvement in general health brings about mental improvement as well. Mental causes are seldom clearly understood by the patient, and he is much benefited by talking over the entire situation, not once but as often as necessary, with a physician whose experience with many patients gives him an understanding of such conditions. Frequently, persons have distressing problems solved in this way, problems which have troubled them for years out of all proportion to their real importance. The resulting increase in efficiency and happiness is of inestimable value. Needless to say, depressed and nervous persons in their desperation, may become a prey of unscrupulous quacks, who make extravagant promises, but whose treatment is useless if not positively harmful.

Dr. Sanger Brown.

Salt, Soda and Baking Powder Not Money Makers.

Salt, baking powder and soda were loss items in twenty-six Louisville grocery stores, the Louisville grocery survey shows.

Baking powder and soda losses were attributed to low turnover, low average order value and low gross margin. For the twenty-six stores as a group these two products resulted in an average net loss of 5.7 per cent. Seven stores, however, were able to earn net profits on them.

On salt the twenty-six stores averaged a loss of 1.9 per cent. of sales. Nine of the twenty-six stores earned a profit ranging from 20.7 per cent. to .4 per cent. and the fact that the average is a loss is a result largely of heavy losses by four stores which returned a net loss on total store operations.

Salt profitability did not seem to bear any relation to type of community served, the survey shows.

Lower general operating expense stores had an advantage as to profit, only one store making a net profit on salt being above average in this respect, the disadvantage in that case being offset by a high gross margin and a high turnover.

Average order value was low. For the group average nearly three times as much handling is required for a dollar's worth of sales as for the average commodity, the study showed.

Salt in packages accounted for 80.5 per cent. of the total sales and bulk salt for the remaining 19.5 per cent. Two nationally advertised brands accounted for about one-third of the sales. Iodized salt of these two brands made a net profit, but the plain salt of both failed to earn a standard return.

Planning New Wholesale Grocery House.

Bad Axe, April 21—Organization of a new wholesale grocery concern in Bad Axe to handle the franchise of the Independent Grocers' Alliance for the Thumb district was proposed by W. K. Hunter, vice-president of the Alliance, in an address before the Community Club.

The proposed concern would take over the franchise now held by Clark & McCaren Co., which will go out of business.

The Clark & McCaren Co. will liquidate its affairs and discontinue business. It has been operating here about twenty-five years.

Mr. Hunter declared that the new concern would be controlled entirely by Alliance headquarters and would distribute only to member stores.

A stock issue of \$60,000 is planned. Of this amount, Alliance headquarters will raise \$20,000, the retail members of the Alliance in the Thumb district will raise \$15,000 and the community must raise \$25,000.

A total of \$10,000 has already been subscribed in the city. A committee composed of William J. Schwalm, Fred L. Wright and Clare Ross was appointed to take charge of this phase of the matter.

Mr. Hunter said that budget estimates for the first year of the new concern call for a volume of business of \$500,000. The present equipment and employees of Clark & McCaren Co., will be retained by the new concern.

Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State:

Wojcik State Bank, Hamtramck.
Braden's California Products, Inc., Detroit.
Bon Marche Studios, Detroit.
A. C. Belanger & Sons, Inc., Detroit.
Constantine Silver Black Fox Ranch, Constantine.
Milwaukee Oil Co., Lansing.
Frenk E. Kenniston Co., Detroit.
Spade Tire Co., Grand Rapids.
Garden State Savings Bank, Garden.
Michigan Grain and Feed Co., Detroit.
W. H. Anderson Tool and Supply Co., Detroit.
Lorraine Sales Co., Detroit.
Pierce Boutine Motors, Inc., Merrill.
Southwark Foundry & Machine Co., Lansing.
Seherling & Hicks, Inc., Detroit.

Soap For Lavatory Basin.

The best liquid soap for lavatory basin use is a coconut oil soap, since it does not cake and lathers freely when used in a small quantity. The following is a formula for a soap of this description:

Coconut oil ----- 10 dr.
Potassium hydroxide ----- 1 dr.
Sodium hydroxide ----- 1 dr.
Water ----- 10 dr.

Dissolve the alkali in the water and mix with the oil. Allow to stand in a warm place for a few hours to saponify. Test for neutrality and dissolve in 6 oz. of water. Add perfume desired.

Red Fire.

Strontia nitrate ----- 8 ozs.
Potassium chlorate powder ----- 1½ ozs.
Rosin powder ----- 1½ ozs.
Charcoal powder ----- ½ oz.
Powder separately and mix thoroughly and carefully.

A. Machin, dealer in general merchandise at Gobles renews his subscription to the Tradesman and writes: "Keep the good work up."