Fiftieth Year

GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1932

Number 2552





# Che Common Way

There's an hour for each when the angel's speech
To the tongue of man is given—
When the earth is crossed as at Pentecost
By the rushing fires of heaven;
But the common way is for every day,
And we common folk must face it
With a common smile for each common mile
And the little flowers that grace it.

To trudge and trust in the daily dust
With a comrade tried and cheery—
To lift the eyes to the heartening skies
When the plodding feet grow weary,
Is to bless the road and the hopes that goad
And the beckoning stars that guide me.
The common way that's for every day
Is the way you walk beside me.

The world must plod at the call of God
On a weary march and holy,
From best to best, toward an end unguessed,
But slowly—slowly—slowly.
So the lot we bear with all life we share,
And the goal of all life's growing;
For the common way that's for every day
Is the way of God's own going.

Amelia Josephine Burr.

# QUAKER SPICES

The New Member of the Quaker Family.

Packed in new, beautiful, attractive packages
—steady, hard-working silent salesmen.

Quaker Spices are guaranteed to be absolutely pure—a worthy addition to the Quaker Line.

Large Packages — Priced Low

They will be sold by Independent Dealers only.

Our salesmen will tell you about Quaker Spices—a line that will be an asset to the dealer's business.



LEE & CADY



THE Fleischmann's Yeast wagon was a familiar sight back in the 19th century. It delivered this famous product fresh right to grocers' doors. And, out of this distribution s stem has grown the merchandising plan which today, by frequent unfailing delivery, insures not only Fleischmann's Yeast, but all other Standard Brands products absolutely fresh to grocers all over the country.

Today the horse-drawn vehicles of the 1860's have given way to thousands of fast trucks which rush these items to you and over 250,000 other grocers at the peak of freshness.

#### Advantages of Standard Brands Merchandising Plan

- 1-Small Stocks
- 2-Small Investments
- 3-Fresh Merchandise
- 4-Rapid Turnover
- 5-Quick Profits



# FLEISCHMANN'S YEAST

STANDARD BRANDS INCORPORATED

Fiftieth Year

#### GRAND RAPIDS, WEDNESDAY, AUGUST 17, 1932

Number 2552

#### MICHIGAN TRADESMAN E. A. Stowe, Editor

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

UNLIKE ANY OTHER PAPER. Frank, free and fearless for the good that we can do. Each issue complete in itself.

DEVOTED TO the best interests of business men.

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

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

> JAMES M. GOLDING Detroit Representative 507 Kerr Bldg.

#### A NEEDED CHECK-UP.

#### How Do We Score in Good Citizenship?

Humiliating as it is to acknowledge the fact, most of us realize that our Government—National, state, local—is not at all what it ought to be. We cling to our inborn belief that it is the best in the world, and certainly we should not want to see it replaced by any other form of public control that we know about; but still in candor we have to admit that it falls far short of being a thorough and impartial enforcement of wise and just laws.

Sometimes it happens that the voters of a given locality, having become dissatisfied with conditions and practices that prevail, oust officials of the party that has been in power and elect instead, men and women of the opposite political faith. Whether the shift is from which to t'other or t'other to which, there is little hope of improvement. The fact is, as to both of the great political parties, the candidates who get onto the tickets generally succeed in doing so, not because of high character and qualification to serve well the public need, but because they are adroit in pulling the ropes and can be depended upon to work for their machine.

In regard to the lesser partisan groups, if by chance one of them attains supremacy in any section, there is small ground for expecting a lasting change for the better, either as to honesty or efficiency.

We are thankful that actual gangster rule is confined mainly to the one city it has made notorious and to a few other large centers. We consider ourselves fortunate that in most places there is comparative peace and quiet. But throughout the country, graft and corruption are of common occurrence among officials high and low, and the basest crimes are committed with alarming frequency.

Everywhere the complaints of overburdened taxpayers bear witness that we pay large amounts for the main-

tenance of even a semblance of law and order, while there is no lack of proof that governmental weakness and scoundrelism often occasion far heavier costs than those levied directly by taxation. The terse statement that "Instead of government by the people and for the people, we have government by the politicians and for the politicians,' is as true as it is trenchant.

In the foregoing observations, which really are an understatement of the case, there is little that is new and certainly nothing in the least cheering. For the deplorable condition that exists, there doubtless are a number of causes. Here we will take up one that is among the chief. This is the apathy, the indifference, even the ignorance, of a large share of our citizens, in regard to all that relates to public and political matters. Strange to say, this charge applies not so much to persons who make up the lower strata of society, as to those who are intelligent, moral, and well educated-in short are classed among our best people.

The cure for our governmental ills must come, if it comes at all, mainly from an increased efficiency on the part of individual voters. How can this be brought about?

When there is need for betterment in any line of conduct, the first thing to do is to take stock of present performance. This will bring out the points at which there is remissness or entire failure, and often will suggest the best remedies for whatever delinquencies may exist.

So wouldn't it be an excellent thing for every one of us to take a quiet hour and determine what rating we can fairly give ourselves in citizenship, using the word not with reference to the advantages which it affords, but as regards the duties it imposes. As to time, we can take the twelve months just past.

Voting.

In times of peace the outstanding duty of citizenship, the one that comes first to mind, is voting. So let this head the list. The number used for denoting the highest possible score should be large enough that all the various gradations from the smallest exercise of the franchise to that which is full and complete, may be indicated correctly.

One may keep registered and go to a single election in a year, in order to vote for one candidate or on a solitary measure. There are those who go to the polls if it is convenient to do so, and cast their ballots for a few personal friends who happen to be on the ticket, or vote on a few measures in which they take a special interest. This falls far short of full voting, which means attending every election—primary, general, municipal, school, special, and all—and casting a ballot

for some candidate for every office, and for or against every proposition.

Why is it that so many estimable persons let themselves off with only a partial discharge of this great duty, and that others equally worthy go to the length of repudiating it entirely.

One reason is that even the latter course usually involves no immediate penalty. True, there have been sporadic attempts to compel voting. But in most states there is still no law requiring one to vote, and no legal punishment if one doesn't vote. Nor does the omission of this duty deprive one of the protection and privileges that citizenship furnishes. Moreover, failure to vote never has been regarded as indicating any flaw in character, nor has it placed the slightest blemish on reputation. Absence from the polls for forty years has been no disgrace in the eyes of friends and neighbors.

Another reason, and a surprising one, is that many perfectly good people haven't yet gotten it through their ture of our government must break. Already are we not sometimes running dangerously close to that limit?

Let all upright persons be made to realize what a power the ballot may be and what may be lost through its disuse—realize these things as the bosses and their henchmen already do; and let the force of public opinion be directed toward requiring of all respectable citizens that they vote, the same as it now requires them to discharge their other obligations—then slacking at the polls will largely cease.

A word more right here about the common practice of partial voting. Large numbers of our most conscientious people are making a sadly incomplete use of the franchise. The basic reason for this is that when election time comes these find themselves knowing next to nothing about a great share of what is to be decided. They don't want to vote wrong. They know something of the candidates for part of the offices, and make choice of those they regard as best qualified. They have fairly definite ideas as to some of the measures to be determined upon, and vote for or against these as the case may be. As to the remainder of the ballot, in respect to both candidates and measures, they simply "leave it go," inwardly resolving to do better next time.

This brings out clearly another duty, one not so obvious as voting, but outranking even voting in importance, since no one who neglects its fulfillment can vote intelligently. This other duty is just

#### Keeping Well Informed.

On our list this should have, for its perfect score, a number higher than that assigned to Voting, for it takes more time and attention. As to the exertion required for it, there is a great difference in individuals. Some there

are who takes so keen an interest in things political that they always are thoroughly informed, and almost or quite without conscious effort. But for the generality of people, this is a somewhat laborious task. Through sheer neglect of it, some really brainy persons are amazing examples of ignorance. Who does not know men of recognized ability in business or professional life, who have only the vaguest ideas as to what is going on in the council room of their city; and cultured, intellectual women who couldn't name their representative in Congress if their lives depended on it?

How shall a person who is not politically minded go about it to keep properly informed?

Certain it is that it cannot be done by placing childlike trust in the guidance of some strongly partisan newspaper, or one that is the organ of special interests. All the advice of such publications is biased to get results that chime in with their purposes.

And just as sure is it that the derelict who, without giving a thought to public affairs, has let the weeks slip along until the very eve of an election, cannot make up for past negligence by resort to a cramming process, attempting to learn all that is needful by spending an hour at the telephone, asking friends and acquaintances about candidates and propositions.

The way to do it is to keep at the job continually. The natural inclination to drop "politics" after an election is over and give one's attention entireto other matters, must not be indulged. One should form the habit of quietly gathering information bit by bit, whenever and wherever there is opportunity, scorning no reliable source, and paying heed to both sides of every question. A few moments may put one in possession of important facts. Generally it is not spending a great amount of time that is essential, so much as a faithful continuance of the quest.

When one comes to see how imperative it is that electors keep close track of what is going on in officialdom, interest will grow. Solid satisfaction will be experienced in finding oneself equipped to vote fully and intelligently, able to give valid reasons for every cross placed on the ballot.

Ella M. Rogers.

Our country does not need any more filling stations; we have too many of them now for our own good. According to statistics compiled by Glen B. Winship, an oil authority, excessive competition is costing the industry \$455,000,000 a year. The investment in unnecessary stations and distributing plants reaches the staggering sum of a billion dollars. Almost every town in the United States, of 1,000 population and over, has more service stations than it needs.

#### DETROIT DOINGS.

#### Late Business News From Michigan's Metroplis.

Although there has been no pronounced evidence that the rising curve of commodity and stock prices has favorably affected motorcar buying, its continuance is regarded as likely to hasten the introduction of some 1933 models. The feeling of motor company executives is that a sustained upward drive cannot fail to stimulate buying within the near future, and several, it is reported, are disposed to have their new models ready for the occasion.

The general situation is also being watched with close attention for its effect upon motor car prices in 1933. The bargain prices which the industry has been able to offer have been due in large part to low raw material costs. The general raising of price levels will reduce the industry's advantage in this direction, but there will be compensations in other ways.

The optimism awakened by the improvement in commodity and stock prices is evidenced most emphatically in the view of factory executives that the remainder of 1932 will not be the total loss originally anticipated. Many here are inclined to believe that the remaining months may come closer to 1931 in comparative sales than did those earlier in the year.

It now appears reasonably certain that the first of the modern engine-inthe rear cars will make its debut next vear. The Bremac Engineering Co., Sidney, Ohio, is making ready to sponsor such a design. The chassis is the work of W. R. McCulla, a veteran engineer, who at one time was in charge of Packard aircraft engineering and subsequently was associated with Willys-Overland as assistant chief engineer. The designer of the body, which is declared to represent a radical advance in streamlining, is not named, but he is said to have created several currently popular body de-While signs of conventional form. there are reports of several other radical designs of this general character, it still is believed that none of the larger established manufacturers is likely to sponsor one, due to an unwillingness to take a chance with delayed public acceptance.

Roy D. Chapin's appointment as Secretary of Commerce is doubly gratifying to the automotive industry. The general feeling is that it not only rewards the personal merit of Mr. Chapin but also that it gives noteworthy recognition to the industry. Another point one hears in connection with the selection is that it represents a sop to the industry in return for the staggering tax blow dealt it earlier in the year at Washington. Whether or not the latter surmise is correct, the industry is going ahead with its plans to fight for quick and drastic relief from the tax burden which its patrons now are carrying.

Arthur J. Levert, assistant manager of the Feltman & Curme Shoe Stores, 1228 Randolph street, was killed in an automobile accident while motoring in Ontario last week. John C. Plunkett, also in the shoe business with a brother under the style of Plunkett Bros., 2118 Park avenue, who was accompanying Mr. Levert on a vacation trip, was seriously injured.

D. Davidson, distributor of silk dresses for Eastern manufacturers, has moved from 33 John R street to new and larger quarters in the Hemmeter building, 230 Grand River avenue, East. Mr. Davidson recently resumed his duties as head of the firm bearing his name, following an illness lasting over a vear.

The Women's Apparel Club of Michigan, Inc., has issued announcements to the retailers in Michigan, calling attention to the fourth semiannual women's and children's apparel market and exposition to be held at the Hotel Statler, Aug. 28, 29 and 30. As an added attraction to the visitors a gala dance and revue will be tendered them at the Hotel Statler on Monday evening Aug. 29. More than 1,000 buyers are expected to attend the ex-

During the services held last week for Percy .C. Palmer, former Michigan traveling man, merchant and Canadian hotel keeper, one of the pathetic figures in attendance was that of Albert Robinson, colored chief of the bell boys in the Hotel Norton-Palmer, of which Mr. Palmer was treasurer and manager. For more than twenty-five years associated with the Norton Hotel in Detroit, Albert was transferred to the Norton-Palmer when that hotel opened for business in Windsor five years ago. During those five years a strong friendship developed between Mr. Palmer and Albert Robinson, bringing to light just one of the many fine qualities of "Perce" Palmer. He knew no racial or religious intolerance. He accepted people as he found them. Nor did he expect of others a perfection of character which he was conscious of lacking himself. As an employer he did expect and demand a full day's work for a full day's pay. He acquired friends, some of many years' standing, others more recent, but none commanded his love and respect more than those with whom he labored. Albert Robinson's poignant grief was but a reflection of the heartaches of the entire staff of the Hotel Norton-Palmer, both white and black, over his passing. Albert Robinson attended the services held in the modern chapel and again at the beautiful White Chapel cemetery. It was as Percy Palmer would have wished.

Detroit wholesalers report an increased business covering the last two weeks period, attributable, most of them believe, to the prospect of advancing prices. In the textile field many commodities have already advanced. This also applies to crude drugs and drug sundries, according to the sales manager of one of the large drug institutions in this city.

If a plan now being considered is carried into effect the larger department stores in this city will charge interest on delinquent accounts. committee is now investigating the situation in other cities where such a plan has been adopted. The move is being sponsored by the Detroit Retail Merchants Association.

Blessed are the joymakers.

#### IN THE REALM OF RASCALITY.

#### Questionable Schemes Which Are Under Suspicion.

A Tradesman reader writes to enquire as to the responsibility and standing of the R. S. D. Co., 9329 Centerline avenue, Detroit. The subject company is a sales stimulation scheme operated by Harry Osmun at the above address, Osmun has been in this line of business in Detroit for a number of years and numerous complaints are in our files against a number of his various propositions. Most of these indicate misrepresentation on the part of salesmen who evidently make a more attractive offer to the purchaser of the plan than the company intends to give. The company's offer is contained in its printed contract form and the purchaser can expect only that which is provided for in this contract, according to Osmun. He states that he will not be responsible for additional promises or misrepresentation on the part of any of his salesmen. It is our recent information that complaint has been filed with the Federal Trade Commission against the subject. Possibly, because of this fact, Osmun has made refunds or other satisfactory restitution with a number of complainants who claimed misrepresentation on the part of the salesmen.

In the Realm of last week reference was made to the effort a man named Neider was making to secure shipments of butter, eggs and cheese for storage by the Jersey City Cold Storage Co., of New York, Mr. Neider's proposition was coupled with the demand that he be given \$20 for permitting the connection between cold storage and shipper. The proposition was so unusual that the Realm denounced it as unnecessary and fraudulent. Appeal was immediately made to the Jersey City Cold Storage Co., with the following result:

New York, Aug. 12—We acknowled your letter of Aug. 8. Mr. Neider is not an employe of ours and never has been connected, directly or indirectly, with our company by con-tract, inference or otherwise for any purpose whatever. We certainly are not interested in any operations of his without our knowledge. Until the re-ceipt of your letter, we had no knowledge of such collections and contracts and we wish to state that we have

never participated and do not intend to participate in any such practice.

This man did call upon us about two weeks ago and said he had a warehouse in the Northwest and desired to house in the Northwest and desired to know whether we would make loans to customers who might store with us. This is a general practice here by all warehouses and we told him we were interested in that subject. We, of course, always pass on the credit of the prospective borrower. In this connection we wrote him a letter, a copy of which is herewith enclosed, but we

had no idea he intended to indulge in any such practice as outlined in your letter. Naturally, we do not wish to be drawn into any publicity or practice any matter to which we were not a rty. We never had anything to do with the property of a customer until the goods were actually in our ware-house and then only for loans, labor and storage charges. Certainly we never had any kind of payments in advance.

W. S. Aldrich, advance. President Jersey City Cold Storage

Co.

The full name of the person involved in this undertaking is W. O. Neider, 230 South 5 street, Niles, Michigan.

Pending further investigation concerning him, Realm advises that readers of the Tradesman withhold action

in dealing with him.

Details of a number of cases in which various persons and companies agreed to discontinue unfair trade practices, are made public by the Federal Trade Commission. Names of parties involved are not divulged as it is understood in the stipulation agreements made with the Commission that their identities are not to be revealed.

The parties to these agreements with the Commission range in variety from dealers in Panama hats to bottlers of

soft drinks.

Soft drinks, mineral waters and malts are the commodities involved in four of the stipulations; two of them concerning use in advertising of the word "Vichy" to describe waters which in fact were not taken from Vichy springs, nor were artificial Vichy.

Seven stipulations concern misrepresentation of dealers' products as either manufactured or hand-made. A dealer in knit goods described his firm as a "mill." Machine-made bed covers were called "hand-made." A patent medicine vendor erringly employed the designation "laboratories."

Misrepresentation of products is the practice involved in six stipulations relating to such articles as straw hats which were erroneously called "Panama," non-silk goods which were described as "crepe" and "chiffon," a polishing liquid in which there was no wax" as advertised, and domestically made cigars labeled "Havana." Two of these cases were based on misrepresentation of the qualities of certain typewriter ribbons.

Copies of the facts in each case stipulated with names of respondents deleted, may be had upon application to the Federal Trade Commission. Such facts are made public for the benefit of the trade or industry involved and the guidance of the public in these matters.

The stipulations numbered from 891 to 908 are described briefly as follows: Corporation manufacturing women's hats agrees to stop use of word "Pan-(Continued on page 19)

### KENTSTORAGE COMPANY Grand Rapids, Michigan



JOBBERS OF FRUITS—PRODUCE—BUTTER—EGGS General Merchandise Warehousing COLD STORAGE

#### Proceedings of the Grand Rapids Bankruptcy Court.

Grand Rapids, Aug. 6—We have to-day received the schedules, reference and adjudication in the matter of LaVerne N. Atwater, individually and doing business as the Grand Rapids Mercantile Adjustment Co., Bankrupt No. 4971. The base schedules show assets of \$1,085.69 of which \$400 is claimed as exempt, with labilities of \$15,033.70. The court has written for funds and upon receipt of same the first meeting of creditors will be called and note of same made herein. The list of creditors are as follows: State and City Tax, Grand Rapids \$435.00.00 Theresa B. Belly, Grand Rapids \$150.00 Theresa B. Belly B. Be

Dr. William C. Keck, Grand Rap. 17.23
Drs. Rooks & Sugg, Grand Rapids 4.50
Dr. J. J. Rooks, Grand Rapids 4.647
Dr. R. H. Denham, Grand Rapids 6.98
Mrs. Catherine V. Andreen, G. R. 12.19
Dr. A. T. Hoxie, Grand Rapids 5.25
Dr. Raymond G. Richards, G. R. 47.79
Henry Smith Floral Co., G. R. 1.12
Dr. L. E. Baribeau, Grand Rap. 21.01
Dr. S. LeRoy, Grand Rapids 15.53
Dr. H. Duicker, Grand Rapids 6.95
Drs. Campbell & Miller, Grand R. 6.00
Dr. S. E. Braendle, Grand Rapids 6.75
Dr. M. S. Ballard, Grand Rapids 18.51
Dr. W. W. Oliver, Grand Rapids 18.51
Dr. W. W. Oliver, Grand Rapids 6.60
Dr. E. M. Smith, Grand Rapids 19.12
Dr. W. B. Babcock, Grand Rapids 39.72
Henry E. Seinen, Grand Rapids 39.72
Henry E. Seinen, Grand Rapids 39.72
Henry E. Seinen, Grand Rapids 39.72
Aug. 2. On this day first meeting of creditors in the matter of Major Oil Co., Bankrupt No. 4952, was held. Bankrupt was not present but was represented by McDonald & McDonald, attorneys. No creditors present or represented. Claims filed only. Fred G. Timmer, Grand Rapids, trustee; bond \$100. It was agreed officers of bankrupt corporation would appear at any time for examination. Meeting adjourned without date.

First meeting of creditors in the matter of Carl Evert Anderson, Bankrupt No. 4930, was held Aug. 3. Bankrupt present in person and by attorneys Campbell & Campbell; creditors represented by McDonald and Aug. 3. Bankrupt proved and allowed. Sale of assets to Adolph Hornkohl by custodian approved. Bankrupt sworn and examined without reporter. Fred G. Timmer, Grand Rapids, trustee; bond \$100. Meeting adjourned on date.

Aug. 8. First meeting of creditors held to-day in the matter of Martin M. Fox, alleged Parkers and Parkers M. Wexter and Parkers M. Metroneys. Claims proved and Respirators of Martin M. Fox, alleged Parkers M. Wexter M. Metroneys.

ids, trustee; bond \$100. Meeting adjourned no date.

Aug. 8. First meeting of creditors held to-day in the matter of Martin M. Flox alleged Bankrupt No. 4959. Alleged bankrupt present in person and by Warner, Norcross & Judd, one of his attorneys. Creditors represented by Corwin & Davidson, Hilding & Baker, Charles H. Lillie, Cleland & Snyder and Grand Rapids Credit Men's Association. Claims proved. allowed and objected to. Alleged bankrupt stated they were not prepared to make proposed offer of composition at this time, the alleged bankrupt being unable to definitely determine what offer he can make. Hearing adjourned to Aug. 23.

Aug. 8. First meeting of creditors held to-day in the matter of Budd Jewelry Co. of Kalamazoo, a Michigan corporation, alleged Bankrupt No. 4960. Alleged bankrupt present by Martin M. Fox, its president, and represented by Warner, Norcross & Judd, one of its attorneys. Creditors represented by Hilding & Baker, Corwin & Davidson and G. R. Credit Men's Association. Claims filed only. Martin M. Fox, president of alleged bankrupt, sworn and examined before reporter. Attorney for alleged bankrupt stated they were not prepared to make proposed offer of composition at this time, the alleged bankrupt being unable to definitely determine what offer it can make. Hearing adjourned to Aug. 23.

In the matter of Leonard D. Stevens, Bankrupt No. 4949. The first meeting of creditors has been called for Aug. 25.

In the matter of Edward A. Murphy, Bankrupt No. 4962. The first meeting of creditors has been called for Aug. 25.

In the matter of Frederick E. Border, Bankrupt No. 4965. The first meeting of creditors has been called for Aug. 25.

In the matter of Frederick E. Border, Bankrupt No. 4965. The first meeting of creditors has been called for Aug. 24.

In the matter of Frederick E. Border, Bankrupt No. 4965. The first meeting of creditors has been called for Aug. 24.

In the matter of Frederick E. Border, Bankrupt No. 4965. The first meeting of creditors has been called for Aug. 24.

In the mat

(Continued on page 7)



Keep Your

THAT'S what you can do with your property and investments when you place them in a Living Trust with us as Trustee.

You can pass on the investments we make for you, if you wish. You can judge for yourself the value of the Trust in protecting your principal and providing dependable income.

You can cancel the arrangement at any time. Or, if you find it works well, you can extend its terms to provide for your family later on.

Meantime, you will have more freedom to attend to your regular business or to enjoy your leisure, without investment or money worries.

> THE MICHIGAN TRUST CO. GRAND RAPIDS

THE FIRST TRUST COMPANY IN MICHIGAN

#### MOVEMENTS OF MERCHANTS.

Plainwell—The J. F. Easley Milling Co. has decreased its capital stock from \$100,000 to \$30,000.

Detroit—The Crow Co., 15400 Wyoming avenue, has changed its name to the Crow Ice Cream Co.

Monroe—The Monroe State Savings Bank, which closed its doors a year ago, will be re-opened August. 27.

Lansing—John Tompkins, who has had twenty-five years in the jewelry business has opened the Jewelers' Mart at 121½ South Washington avenue.

Detroit—The General Ideal Coal Co., 2475 Bellevue, has been organized to deal in coal and other fuel, with a capital stock of \$4,000, all subscribed and paid in.

Flint—Artson's, Inc., 149 East Second street, dealer in ready-to-wear apparel for women, has been incorporated with a capital stock of \$5,000, all subscribed and paid in.

Kalamazoo—Harry Okun, who has conducted a shoe store at 116 East Water street for the past twenty-five years, has opened a branch store at 138 North Burdick street.

Lansing — Kline's, specializing in wearing apparel for women and children, opened for business at 214 South Washington avenue, under the management of Jerome Glass.

Corunna—The Automatic Ventilator Co. has merged its business into a stock company under the same style with a capital stock of \$20,000, all subscribed and \$15,000 paid in.

Fowler—The M. L. Sturgis Co. has merged its fuel, builders' supplies, elevator, etc., business into a stock company under the same style with a capital stock of \$5,000, all subscribed and paid in.

Grosse Pointe Farms — DePetris, Inc., 202 Grosse Pointe boulevard, has been incorporated to raise and sell flowers, plants and vegetables, with a capital stock of \$10,000, all subscribed and paid in.

Detroit—The Monroe Produce Co., Inc., 1109 Majestic building, wholesale and retail dealer in fruits and vegetables, has been incorporated with a capital stock of \$10,000, all subscribed and \$2,000 paid in.

Detroit—The Good Health System, Inc., with business offices on the third floor of the Book building, has been incorporated with a capital stock of \$50,000, \$20,000 of which has been subscribed and paid in.

Detroit—The Randolph & Jefferson Corporation, 1217 Lafayette avenue, dealer in dry goods, etc., has been incorporated with a capital stock of 4,000 shares at \$1 a share, \$1,000 being subscribed and paid in.

Owosso—Owosso Motors, Inc., 215 East Main street, has been incorporated to deal in autos, tractors, farm implements, parts, etc., with a capital stock of \$50,000, of which \$28,000 has been subscribed and paid in.

Detroit—The American Household Products Corporation, 356 East Congress street, has been organized with a capital stock of \$5,000, all subscribed and paid in. The company will manufacture and sell home products

facture and sell home products.

Detroit — The Business Equipment Co., 531 Shelby street, has merged its

office equipment and furniture business into a stock company under the same style with a capital stock of \$5,000. all subscribed and paid in.

Allegan — New parties have taken over the management of the New Sherman Hotel. They are Mr. and Mrs. C. M. Floyd, of Grand Rapids and Lansing, who will be assisted by Mrs. Maude B. Brooks, of Columbus, Ohio.

Muskegon — Adolph E. Melrose, photographer and dealer in picture frames, etc., has merged the business into a stock company under the style of the Melrose Studio Inc., with a capitalization of \$5,000, all subscribed and paid in.

Benton Harbor—Announcement that Hotel Vincent had been taken over by Anthony J. Walish, of Milwaukee, attorney for the first mortgage bondholders, at a foreclosure sale, was followed by news that the bondholders will re-organize and conduct the hotel.

Lincoln Park—Simon H. Weisman, who conducts a department store at 1750 Fort street, has merged the business into a stock company under the style of the Lincoln Department Store, Inc., with a capital stock of \$20,000, of which \$1,000 has been subscribed and paid in.

Detroit—Barney Atkins & Son, 1604 Union Guardian building, wholesale and retail dealer in leather and shoe findings, have merged the business into a stock company under the style of B. Atkins & Sons, Inc., with a capital stock of \$10,000, all subscribed and paid in.

Grand Rapids—Palais Royal, Inc., 190 Monroe avenue, N. W., wholesale and retail dealer in apparel and shoes for women, has merged the business into a stock company under the same style with a capital stock of \$50,000, \$1,000 of which has been subscribed and paid in.

Detroit—William Wolk, who conducts a wholesale meat business, cold storage warehouse, etc., has merged the business into a stock company under the style of the William Wolk Co., 1545 Winder street, with a capital stock of \$30,000, \$1,000 of which has been subscribed and paid in.

Detroit — The Glanz Apartment Service Corporation, 1761 West Forest avenue, dealer in pre-pay meters, washing machines, refrigerators, lighting and cooking apparatus, has been incorporated with a capital stock of \$25,000 common and 1,000 shares at \$1 a share, \$9,500 being subscribed and \$2,500 paid in.

#### Manufacturing Matters.

Kalamazoo—G. Whitney Williams, who recently opened an ice cream manufacturing plant at 430 South Burdick street, died suddenly Aug. 17, at Borgess hospital, following a few days illness.

Detroit—The M. L. Shoe Co., 7940 West Vernor Highway, has been organized to manufacture and sell boots and shoes with a capital stock of 20,000 shares at \$1 a share, \$6,000 being subscribed and paid in.

Kalamazoo—The H. L. G. Co., 501 North Rose street, has been organized for the manufacture and sale of water softeners, with a capital stock of 3,000 shares at \$10 a share, \$15,000 being subscribed and paid in.

Detroit—Marlene Hats, Inc., 1217 Griswold street, manufacturer and dealer in hats for women, also accessories, has been incorporated with a capital stock of \$25,000, \$6,000 of which has been subscribed and paid in.

Kalamazoo—The Vosler & De Loof Lumber Co. has opened a manufacturing department in which they are making refrigeration cases for grocers, florists, dariymen and meat packers. It is under the management of L. L. Vosler.

Detroit—The General Specialties Co., 1346 Broadway, manufacturer and dealer in lamps and allied goods, electric fixtures, etc., has been incorporated with a capital stock of \$5,000, \$1,000 of which has been subscribed and paid in

Detroit—The Lifetime Razor Co., manufacturer and dealer in razors, blades, hones and similar goods, 17837 Dequindre street, has been incorporated with a capital stock of \$5,000, \$1,000 of which has been subscribed and paid in.

# Advancing Prices Stimulate Buying in New York.

Activity in the wholesale markets in New York during the past week reflected a general feeling of improvement, with a tendency toward heavier buying noted throughout, according to the market report of McGreevey, Werring & Howell, Inc. The advances in the prices of silks and staple domestic goods had the effect of stimulating buying considerably, and the prospects of more widespread advances is expected to create a more stable condition within the next few weeks.

'There has been an increase in activity on gloves and handbags, with the \$4.75 retail price line strongly featured in the latter," the report continues. "Crepe and uncut and shirred velvets are shown along with woolen fabrics in bags for immediate selling. Leathers, in order of their importance at this time, comprise lizard grains, plain calf and alligator grain, with black and brown the volume colors. Rib soleil has been introduced and is meeting with approval. Antelope is strongly featured in all lines, with marcasite, metal and prystal trims and monograms.

"Interest in jewelry has increased, with multi-strand short necklaces highlighted. Brooches and clips are expected to be outstanding. Much interest is shown in neckwear, with cape collars, bibs and small tailored collars stressed. Scarfs are shorter and preference is given to the square-end type in both woolens and silks.

"While many new Paris trends are reflected in better dresses, no definite changes are noted. The Victorian influence is interpreted in leg-o'-mutton sleeves, capes, high necklines and trimmings of beads, bows, buckles and buttons. The two-piece dress, with hiplength or tunic overblouse, is particularly stressed. The rough silks are being widely purchased and increased activity has been shown in crinkle satins, many of which are made on the dull side, with satin surface trimming.

"It is interesting to note that there has been greater activity on \$10.50

dresses than \$6.50. It is also notable that while the high neckline is generally accepted, retailers are anxious to secure smart lower necklines which they believe will be more salable at this time.

"Activity in better coats has picked up considerably and buyers in the market express confidence in the styles and values obtainable at this time.

"Calls for furs have increased, with ponies and kidskins leading in demand. Fur jackets of sealine, kidskin and lapin in the \$16.50 to \$29.50 ranges have been freely purchased, with preference given high-length types.

"Hosiery colors for Fall show a definite trend toward more neutral and slightly darker shades. Considerable interest is shown in the new non-run stockings, developed by several mills."

#### Better Goods Attract Lamp Buyers.

A trading-up policy in the purchase of lamps for Fall marks operations of buyers attending the trade show now in progress at the Hotel New Yorker, New York. The change in policy is regarded as significant since it has broadened the limits of volume buying to include \$20 retail numbers. The higher price contrasts with the \$12.50 limit observed at the spring showing and the \$15 top price which ruled in Fall purchases last year. White lamps continue an outstanding style item. In the period styles, Georgian was featured. Novelty lamp items included a tea caddy model. New features in shades were pleated taffeta covered parchment shades and transparent vel-

#### Shoe Output Declines Sharply.

Shoe production was curtailed sharply during July, according to estimates made last week by the Tanners' Council of America, and the total of 22,000-000 pairs brought the output to a point 24 per cent. below normal, based on the council's index, adjusted for long-time trend and seasonal variations. The June figure of 23,463,000 pairs was 17 per cent. below normal. Production during July of last year amounted to 28,614,000 pairs. Including the July estimate, total output for the first seven months of this year was 171,-765,000 pairs, a decline of 8.6 per cent. from the corresponding period of 1931, when the figure was 188,017,000 pairs.

#### Active Buying in Hardware Trade.

Exceptional activity on Fall merchandise marked the various wholesale hardware markets last week. Retailers' orders for Fall merchandise reached the highest volume of the current buying season. Reports that price increases are pending on a wide range of household utensils are current and are believed to account for some activity. The reports persist despite producers' denials. Retailers, having cleared Summer stocks, placed orders for four to six weeks' requirements in Fall goods. The average orders are in sharp contrast to the two weeks' limit which has prevailed on purchases for the last year.

You hurt the feelings of the meek and you don't know it. You hurt the feelings of the high-tempered and you know it in two seconds.

# Essential Features of the Grocery Staples.

Sugar—Local jobbers hold cane granulated at 4.60c. Beet granulated is all sold out.

Tea—The past week has brought out new Formosas at a very low price and has resulted in considerable demand. Some buyers, notably chain stores, are anticipating their wants several months. First grade Pingsuey teas have moved up a little during the week. Ceylons, Indias and Javas have shown no change in this country, although in primary markets they are reported strong, speaking of medium grades.

Coffee-The past week has seen a continuance, in a small way, of the firmness in future Rio and Santos coffee. The political situation in Brazil has not changed very much and the undertone of the future market is therefore steady to firm, particularly as the supply of coffee in this country is much under what it has been. Actual Rio and Santos, however, has shown no change for the week. Nobody seems to have much confidence that the present firmness will continue a whole lot longer. Mild coffees show no change for the week. The jobbing market for roasted coffee has also not materially changed. Consumptive demand for coffee about as usual.

Canned Vegetables — The major vegetables have shown the greatest steadiness. Peas are very firm. Many think too firm. Stringless beans have shown improvement. The new tomato pack has just started, but there has been a very satisfactory movement on juice. In a general way, adjustment seems to have halted the downward trend of prices. Any substantial or sustained rise, however, hangs definitely on business improvement.

Canned Fish - The demoralization which has affected the shrimp packing industry has eased, and new prices have thus far shown an upward tendency. The pack of fancy chinook salmon is very light, with many large factors on Columbia River already closed down. Alaska salmon is still a little irregular, and there is the threat of Japanese importations, but this seems to be highly exaggerated by the Northwest. The evil after effects of the recent price developments are all too apparent in salmon, and have undoubtedly hurt at a season of the year when this food should move

Dried Fruits-The dried fruit market has taken on a somewhat better tone. Apricots have moved well lately. showing an encouraging recovery over the demoralization which was becoming apparent last month. A short supply of the lower grades coupled with recent improved export covering has lifted the market generally. Packers are insisting on buyers' diversifying their orders with the result that top grades, which showed price weakness because of the grading of this year's crop, have worked higher. Sentiment in prunes continues improved by the probability of there being a pool to control the new crop. This has given spot prunes a firmer tone on the Coast and would undoubtedly help to stimulate business here also. New fig prices are expected this week. As related here before, the new crop is less than last year's in quantity but better in quality than it has been in some years. The several varieties are matured unusually well and show the slightest sign of blemish or infestation. This has increased the hopes of packers for marketing domestic figs more quickly and, perhaps, at better prices. Raisins show no change. Spot Thompsons are held for around 5½c, Fresno, for choice bulk, and futures are still quoted at 3½c.

Beans and Peas—Some strength has appeared in the market for dried beans and peas during the week. This applies particularly to pea beans, red and white kidneys and California limas, all of which show small supplies and present firmness. Blackeye peas are also firm.

Cheese—Demand for cheese during the week has been fair. The market is firm and slightly higher.

Nuts—The market is working into good shape, with spot prices higher and futures looking up. The French walnut market is now reported as considerably firmer abroad than it is here. The crop is said to be very short, and growers are holding for better prices. Pecans look good for considerable recovery. Walnuts and almonds are coming along in good shape in California. The Italian filbert market has made a gradual but consistent advance, but the Levant is about stationary.

Rice—The market is much better in the South, and spot stocks, as well as the undertone of the new crop, have been aided considerably by export buying. Good advances in prices in the primary market have been reported. The long grains and short grains both have made gains.

Salt Fish—The market for mackerel and other salt fish has shown no particular feature during the past week. New American shore mackerel is being packed, but in a small way. Prices are not named at this writing. The demand for mackerel is not very good. Other salt fish show no change for the week.

Syrup and Molasses—Sugar syrup is in light supply, quiet demand and steady to firm as to price. Compound syrup is quiet without change. Molasses shows quiet demand at unchanged prices.

Vinegar—A stiffer tone marked vinegar. Although prices were unchanged they were very firm. Stocks are considerably under a year ago. There has been a good hand-to-mouth demand the past week.

#### Review of the Produce Market.

Apples—25@35c per bu. for Transparents, Red Astrachans and Dutchess; selected fruit commands 50@75c.

Bananas-4@4½c per lb.

Blackberries-\$2 per 16 qt. crate.

Butter — Demand at the present writing is fairly active with receipts about enough to cover. Jobbers hold plain wrapped prints at 21c and 65 lb. tubs at 20c for extras.

Cabbage-40c per bu.

California Fruits—Peaches, 90c per box; Plums, \$2 per box; Bartlett Pears, \$2 per box.

Cantaloupes — Calif. stock sells as follows:

Standards	2.25
Jumbos	2.75
Michigan Osage are now at their	best.
They are sold as follows:	
11 x 11	\$1.00
12 x 12	1.25
14 x 14	1.50
Carrots-25c per doz. bunches.	
Cauliflower-\$1.50 for box cor	itain-

Cauliflower—\$1.50 for box containing 6@9.

Celery-Home grown 25@40c per bunch.

Cocoanuts—90c per doz. or \$3.50 per bag.

Cucumbers—No. 1 home grown hot house, 50c per doz.; No. 2, \$1 per bu. Currants—Red or white, \$1.25 per 16 at, crate.

Dried Beans—Michigan jobbers pay as follows for hand jicked at shipping station:

C. H. Pea from elevator \_\_\_\_\_\$1.90
Pea from farmer \_\_\_\_\_\_ 1.60
Light Red Kidney from farmer\_\_ 1.40
Dark Red Kidney from farmer\_\_ 1.60

Eggs—Fine fresh eggs, showing no heat, have been inclined to be scarce during the week and prices are about 2c higher. There are a great many heated eggs about which are hard to move. Jobbers pay 16c for 56 lb. crates and 17c for 57 and 58 lb. Jobbers sell the candled eggs at 16c.

Grape Fruit — Florida commands \$7@7.50.

Green Corn—10c per doz.

Green Onions-20c per doz.

Green Peas—\$2.25 per hamper for Calif. or Wash.

Honey Dew Melons—\$1.50@1.75 for crates of either 9 or 12.

Lettuce—In good demand on the following basis: Imperial Valley, 6s, per crate \_\_\$2.75

Imperial Valley, 4s and 5s, crate 3.25
Home grown leaf, per bu. \_\_\_\_\_ .50
Lemons—The price is unchanged

from a week ago, as follows:

360 Sunkist \_\_\_\_\_\_\$9.00

300 Sunkist \_\_\_\_\_\_\$9.00

360 Red Ball \_\_\_\_\_\_\_\$8.00

300 Red Ball \_\_\_\_\_\_\_\$8.00

Mushrooms—40c per one lb. carton. 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
324	 	 		 		 		4.00
NI	 D		20.	 	1	 1.	an ah	0.0

New Beets—30c per doz. bunches. Onions—Home grown, 65c per bu. for medium yellow.

Parsley-40c per doz. bunches.

Peaches—Home grown are now in complete command of the market, selling as follows:

Rochesters \_\_\_\_\_\_\$1.75

South Havens \_\_\_\_\_\_\_\_1.75

Other varieties \_\_\_\_\_\_\_\_1.25

Pears—Early varieties, 75c@\$1.

Pickling Stock—Onions, 80c per box of 20 lbs.; cukes, \$2.50 per bu. or 20c per 100.

Pieplant-60c per bu. for home grown.

Plums-\$1 per bu. for early varieties.

Potatoes—Home grown, 55c per bu. on the local market; country buyers are paying 50c per 100 lbs.

Poultry—Wilson & Company pay as follows:

Heavy fowls 13c
Light fowls 10½c
Ducks 12c
Light Broilers, 2 lbs 12c
Rock Broilers, 21/2 lbs. up 15@17c
Radishes—10c per doz. bunches. Spinach—40c per bu. for home
grown.
String Beans-75c@\$1 per bu.
Tomatoes-Home grown, 55c per
½ bu.; \$1 per bu.
Veal Calves - Wilson & Company
pay as follows:
Fancy 6@9c
Good 6c
Medium 5c
Wax Beans-75c@\$1 per bu.
Watermelons-40@50c for Georgia.

# Southern Grocers Protest Unfair Competition.

qt. crate.

Whortleberries-\$2.25@2.50 per 16

Retail grocers and wholesale produce dealers of Atlanta, Ga., face an acute problem in combating what they claim to be unfair competition from co-operative markets. Four such markets are now being operated, with reports of others to be opened soon. Farmers are allowed to merchandise their products without a state or a city license, grocers and dealers claim. The market is being glutted with produce, with the rural traders accepting prices far below actual values when faced with the problem of trucking some of their products back home. Trucks from all parts of the state and from surrounding states pour into the city, having heard rumors of the amount of produce sold there. As a consequence many are unable to dispose of their products and begin peddling from house to house in an effort to obtain what price the housewife is willing to pay. The peddlers are not forced to buy licenses as long as the produce they sell is of their production. Cantaloupes are being peddled at six for 25c and watermelons at equally as low prices. Other commodities are being sold at the same low level, merchants claim, causing established businesses to suffer from the unfair competition.

#### Persale Prices Again Advanced.

Percale prices were marked up ½@ 3/4c by M. C. D. Morden & Sons Monday, following a similar advance last week. The advance brings the 80-square style to 9c, the 68-72s to 8¼c, the 64-60 vat dyes to 7½c and the 64-60 commercial colors to 6¾c. The advance in gray goods, combined with the rush of orders in the last ten days, is held responsible for the rise. Further advances are considered likely for the trade after other mills fall in line with the Borden action, in an attempt to bring the prices back to at least the cost of production, it was indicated.

#### Withdrew Some Knit Goods Lines .-

The sharp advances in cotton prices sent a flood of orders on heavyweight ribbed underwear and low-end sweaters into the New York selling offices last week and caused several mills to withdraw their lines. One of the largest underwear mills is now behind in production of certain underwear styles, particularly random heavyweights, and from current indications many of the heavyweight producers who have not already withdrawn their lines will do so.

#### MUTUAL FIRE INSURANCE

INSURANCE---

Personal Responsibility For Fires.

The pressure for new sources of revenue is leading city officials to promote once more the idea of collecting from careless citizens the cost of extinguishing or attempting to extinguish fires. In the last decade, possibly as many as twenty-five cities of the country enacted ordinances pro-viding that the municipality should have the right to sue for the cost of extinguishing or attempting to extinguish any fire whenever the fire started or spread by reason of the failure of a citizen to obey an order of the fire department or fire prevention bureau. The whole purpose of the legislation then was to act as a fire preventive. It was believed that citizens would more readily comply with the orders of the fire department when they knew that they might be saddled with a charge amounting to one or several hundred dollars if a fire started or spread because they ignored a fire prevention order.

Unless, however, there is continuous publicity under an ordinance of this kind, citizens forget about it, and the effect is not likely to be very great. In Cincinnati, a case was brought against one of its citizens for the cost of extinguishing a fire which the fire department said had spread because the citizen had disobeyed an order of the fire prevention bureau. The case was carried beyond the municipal court and the decision in favor of the city was sustained. It happened, however, that the careless citizen's business went into a receivership and no money was actually paid over to

To-day, this idea or one similar to it has been revived. In Cincinnati, City Manager Clarence Dykstra is proposing that the present ordinance shall be broadened so that the city may bring suit to collect for the cost of extinguishing or attempting to extinguish the fire when carelessness is the cause of the fire, whether that carelessness is or is not connected with any violation of a fire department order. In New York, Fire Commissioner Dorman has proposed that in the event a fire starts or spreads by reason of failure to obey an order of the fire department, then the fire department shall collect five per cent. of the insurance paid on account of the loss; and if the fire starts or spreads by reason of carelessness and no order of the fire department is involved, then the city shall obtain two per cent. of the amount of fire insurance collected because of the loss.

As revenue producing measures, the effect of the existing or proposed ordinances would be almost nothing. The expense involved in bringing suit and proving in court the negligence or carelessness of a citizen or even proving that the fire started or spread by reason of his failure to obey an ordinance of the city or order of the fire department, is great. The expense and labor involved in collecting money in this way would go far to offset anything which might be obtained for the fire department itself. A few cases of this kind brought into the court at in-

tervals, undoubtedly would stimulate respect for city ordinances and fire department orders, however.

Fire Commissioner Dorman, of New York, has suggested that the theaters should pay for the special service given them by the fire departments in stationing firemen in the theaters during stage performances. This seems to be an entirely legitimate charge and one which could be made to produce some real revenue for fire departments. The same kind of special service charge might be made at other places of public gathering when the fire hazard is severe. For instance, at the Christmas season, it is common practice in many cities to place firemen on duty in the crowded five and ten cent stores or in department stores where great crowds gather in festooned and highly decorated buildings. While the firemen are stationed in these places primarily for protection to life, they perform at the same time a very special service for the proprietors of the theaters and stores where they are on

Another suggestion of Fire Commissioner Dorman which might bear revenue fruit is that very special inspections be charged for. Thus if a special monthly inspection is made of a theater, a special inspection charge might be made by the city.

Undoubtedly the tendency among municipalities everywhere is to recognize that many of the services performed for citizens are of a special nature, peculiarly benefiting certain taxpayers above others. In all these cases, the city will be seeking to use them as a source of revenue.

It is doubtful that payment for fire department services in extinguishing fires can be made a real revenue producer until the attitude of the American people is more radically changed. In the European countries, the man who owns property is looked upon more as a steward of that property, charged with the responsibility of preserving it for the benefit and welfare of the state or society. Carelessness or negligence, therefore, which results in loss or damage to the property is looked upon as an act of bad citizenship and in Germany, for instance, the burden of proof is placed upon the property owner to show that he was not responsible for the fire. Where that cannot be shown, a fine may be assessed against the citizen. In this country, there is still very much the attitude that fires are entirely providential, beyond the control of the property owner and moreover the attitude is that the citizen pays his taxes to get protection of the fire department and any payment beyond the taxes, no matter upon what basis, would be exacting tribute on the part of a tyran-

Undoubtedly as economic pressure develops both for the conservation of property and for the relief of prudent and careful taxpayers, the American people, too, will come to regard a careless fire as an evidence of bad citizenship, as an event calling for special services which it is unfair to charge to all the taxpayers. The pressure of economic events and conditions is the most powerful educator known and if this educator continues to function as in the past two or three years, the at-

titude of the American people will be changing rapidly upon this and many other fronts.

#### A Business Man's Philosophy.

The man who invents a better chair, plants a tree, or builds a railroad contributes definitely to the well-being of people, whereas the advocate of political cure-alls, even though his intentions are noble, rarely adds to real progress.

Happiness is rooted in economic health. A nation that makes heroes of its business men will enjoy three meals a day and a comfortable bed, while the nation that makes heroes of its politicians will go hungry and shelterless. A politician can divide nothing until it has been produced. Only as production is encouraged,

stimulated and adequately rewarded does a nation prosper.

The fallacy in the thinking of the dreamers is that industry, invention and science would thrive under any system or any leadership. The truth is that business is extremely sensitive. Great captains of industry are uncommon. The reward which they receive is a trifle compared to the wealth they create.

William Feather.

It takes nature 400 years to build an inch of topsoil such as we have in our best farm land, a Department of Agriculture official points out. That is why the damage caused by erosion is such a serious matter. Plant food taken from the soil by crops can be replaced by fertilizers, but that washed away is gone for good.

# The GRAND RAPIDS MERCHANTS MUTUAL FIRE INSURANCE CO.

A LEGAL RESERVE MUTUAL COMPANY

# 23 YEARS

OF DIVIDENDS TO POLICYHOLDERS

Affiliated with

THE MICHIGAN RETAIL DRY GOODS ASSOCIATION

320 Houseman Bldg., Grand Rapids, Mich.

# A LOGICAL SAVING

The saving received by Federal Mutual policyholders is entirely logical. They have associated their property with other selected properties and benefit from a decreased number of losses. Other reasons contributing directly to these large annual savings are able management and efficient operation. More and more domestic and commercial property owners, prompted by a need for economy in operation, are turning to the Federal Mutuals for safe, economical protection. You too may join if your property qualifies.

#### FEDERAL HARDWARE & IMPLEMENT MUTUALS

Retail Hardware Mutual Fire Ins. Co. Hardware Dealers Mutual Fire Ins. Co.
Minneapolis, Minnesota
Minnesota Implement Mutual Fire Ins. Co.
Owatonna, Minnesota

# OUR FIRE INSURANCE POLICIES ARE CONCURRENT

with any standard stock policies that you are buying

The Net Cost is 30% Less

Michigan Bankers and Merchants Mutual Fire Insurance Co. of Fremont, Michigan

WILLIAM N. SENF, Secretary-Treasurer

#### Proceedings of the Grand Rapids Bankruptcy Court.

Hankruptcy Court.

(Continued from page 3)
rupt No. 4974. The bankrupt is a resident of Grand Rapids. The schedules show assets of \$1,686.89 with liabilities of \$49,636.57. The first meeting of creditors will be called and note of same made herein. The list of creditors is as follows: Taxes Oakland, Calif. \_\_\_\_\_\_\$ 14.85
Rio Del Mar Country Club,
San Fracisco, Calif. \_\_\_\_\_\_\_65.00
Sequeval Country Club, Oakland

Sequoyah Country Club, Oakland,

Cumings Bros., Flint \_\_\_\_\_\_1,285.00 Goodlin Radio Co., Grand Rapids 5,000.00 Hathaway Tire Co., Kalamazoo \_\_\_600.00 Kenrad Mfg. Co., Owensbury, Ky. 50.00 

corporation, Bankrupt No. 4975. The bankrupt's place of business is Grand Rapids, and the nature of the business is given as "Advertising Counsel." The schedules show assets of \$127,353.77, with no exemptions claimed, and liabilities of \$113,287.76. First meeting of creditors will be called promptly and notice thereof given herein. The list of creditors is as follows:

as follows:

Acme Engraving Co., Los Angeles \$ 30.00
Elsworth Adams, Oakland, Calif. 1,898.58
Advertising and Selling, New York
Advertisers Building, Inc., Oakland,
Calif. 300.00

Calif. 300.00
Alhambra Water Co., Oakland, Cal. 15.00
Allens Press Clipping Bureau,
San Francisco, Cal. 236.00
American Automobile Association,
Washington, D. C. 203.65
Aristo Engraving Co., Los Angeles 194.25
Audit Bureau of Circulations, Chi. 180.00
Automotive Daily News, New York 12.00
Automobile Pub. Co., Los Angeles 16.00
Bird & Jax Co., Salt Lake City,
Utah 1,989.00
Bird & Jax Co., Ogden, Utah 255.00

Francisco \_\_\_\_\_\_ Goodhue-Kitchener Printing Co., Oakland, Cal. 1,250.04
G. R. Electric Co., Grand Rapids 17.50
G. R. Furn. Temple, Grand Rapids 212.50
Gray Ketterer & Hanson, Detroit 900.53
Grimes-Strassforth Staty. Co., Los

Angeles 13.60
G. R. Electrotype Co., Grand R. 1,019.04
Chas. R. Hadley Co., Los Angeles 23.71
H. S. Hastings, Los Angeles 5.00
Hawthoree Studio, Los Angeles 31.38
Hoffscheneider Bros. Co., San Fr. 1,779.90
E. H. Huebbe, Oakland, Cal. 6.00
Hopffgarten Adv. Sign Co., Boise,
Idaho 3,780.80
Houck Motor Coach Adv. Ltd.,
Los Angeles 1.00 Angeles

Los Angeles \_\_\_\_\_ 1.00 Chas. W. Klor, Los Angeles \_\_\_\_ 16.74

Knickerbocker Press, Grand Rapids 812.31 Freeman Lang, Los Angeles 21.65 Leamington Florists, Oakland 22.25 Lederer, Street & Zeus Co., Berkeley, Cal. 669.32 Lederer, Street & Zeus Co., Berkeley, Cal.

Los Angeles Addressing & Mailing
Co., Los Angeles, Cal.

Los Angeles Chamber of Commerce,
Los Angeles, Cal.

Los Angeles Matrix & Pub. Co.,
Los Angeles Matrix & Pub. Co.,
Los Angeles Matrix & Pub. Co.,
Los Angeles

Letter Shop, Los Angeles, Cal.

3.64

McGulloch Bros., Phoenix, Ariz.

McKinney Blue Print Corp.
Los Angeles

Los Angeles

18.27

Mackay Radio & Tel. Co., Oakland,
Cal.

3.90

16.10 Los Angeles 39.
Pacific Tele. & Tel. Co., Oakland 187.
Pasadena Post, Pasadena, Cal. 19.
Phoenix Photo Engraving Co.,

Pacific Tele. & Tel. Co., Oakland 187.26
Pasadena Post, Pasadena, Cal. 19.57
Phoenix Photo Engraving Co.,
Oakland, Cal. 188.79
Patrick & Moise Klinkner Co.,
San Francisco 60
Pelicano Rossi Floral Co., San
Francsco, Cal. 7.50
Photo Copy Service Co., Los Angeles 14.75
Postal Tel. & Cable Co., Oakland 55.14
Postal Tel. & Cable Co., G. R. 36.06
Printing Plates, Inc., Oakland 1,259.65
Pisani Printing & Publ. Co., San
Francisco 540
Arthur Poolton, Seattle, Wash 11.80
Quimby-Kain Co., Grand Rapids 12.95
Radio K.L.X., Tribune, Oakland 388.45
Radio K.P.O. Chronicle, San Fran. 76.50
Radio K.T.A.B., San Francisco 63.75
Radio K.F.R.C., San Francisco 356.50
Radio K.F.N.L., Lors Angeles 356.50
Radio K.F.N.L., Lors Angeles 356.50
Radio K.F.N.L., Lors Angeles 36.50
Radio K.F.N.L., Lorg Beach, Cal. 255.00
Radio K.F.N.L., Twin Falls, Idaho 102.88
Radio K.Y.A., Examiner, San Fran. 63.75
Radio

Standard Bulletin Pub. Co., G. R. 11.45 Standard Rate & Data Service,

M. E. Davenport

West. Union Tele. Co., Oakland \_\_\_\_\_ 5.98
West. Union Tele. Co., Grand R. 30.90
West. Union Tele. Co., Los Angeles 21.31
Wurzburg Dry Goods Co., Grand R. 167.39
Ted Wilson, 334 F111,9cmfwypvbkgqjk
Ted Wilson, 334 F111,9cmfwypvbkgqjk
Ted Wilson, San Jose, Cal. \_\_\_\_\_ 10.00
Wm. Rechel Co., Oakland \_\_\_\_\_\_ 3.56
Zellerbach Paper Co., Oakland, Cal. 13.66
Accounts due 800 newspapers \_\_\_\_ 58,192.11
Amer. Sign Corp., Kalamazoo \_\_\_\_\_ 541.00
American Transparency Co.,
Norwood, Ohio \_\_\_\_\_\_\_ 1,137.50
Automotive Daily News, New Y. 4.682.77
Brubaker Studios, Grand Rapids \_\_\_\_\_ 216.25
Cargill Co., Grand Rapids \_\_\_\_\_ 216.25
Cargill Co., Grand Rapids \_\_\_\_\_\_ 665.42
Commercial Letter Co., Grand R. 871.07
Cream City Outdoor Adv. Co.,
Milwaukee \_\_\_\_\_\_\_\_ 1,717.35
E. H. Ellis, New York \_\_\_\_\_\_\_ 400.00
G. R. Furn. Temple, Grand Rap. 1,487.50
Herald, Grand Rapids \_\_\_\_\_\_ 707.24
International Magazine Co., N. Y. 382.50
A. P. Johnson, Grand Rapids \_\_\_\_\_ 2,830.84
National Litho. Co., Detroit \_\_\_\_\_\_ 250.00

Why Voluntary Chains Suffer. New York, Aug. 16 — Food manufacturers feel they cannot obtain the same degree of unified sales effort from voluntary grocery chains as they do from corporate groups, and for that reaso give more attractive terms to the corporate chains, H. V. Pelz. research director of the American Institute of Food Distribution, stated to-day. Discussing the reasons for discrimination, Mr. Pelz said that the voluntary chains will be given as much consideration in matter of prices and terms as their rivals receive as soon as the independents are able to demonstrate that they command the same degree of co-operation and discipline from members as the corporate chain does from its units.

"Manufacturers to-day are prepared to go further than they ever did before in the matter of cooperation, advertising and terms," Mr. Pelz contiued, "when they are assured of real support for their lines. The new attitude may be summed up in the statement that producers are prepared to go along with groups offering real co-operation, but have reached the point where they will no longer permit themselves to be 'chiseled' or beguiled by promises of voluntary chains which are not in a position to exert full control over the merchandising in member stores."

Advertising allowances, special discounts and other sales helps, which were readily obtained by voluntary groups from manufacturers in the recent past, are being slashed in a substantial manner at the present time, he added.

Millions can't understand why anyone should be so set on puritanical perfection of behavior.

#### FALL TERM STARTS

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#### GERMANY CAN STILL WIN.

Germany celebrated the thirteenth anniversary of the promulgation of the Weimar constitution last Thursday under conditions fully in keeping with the unlucky significance which the superstitious attach to the number thirteen. The republic still lives, but it is a republic which its early friends would hardly recognize. Regardless of the immediate course of political developments within the Reich, the fathers of the German constitution must be bemoaning the evil days upon which their creation has fallen.

Certainly it would have shocked them thirteen years ago to know that so stanch a monarchist, so influential a figure of imperial Germany, as Field Marshal von Hindenburg was in time to be the Reich's president. It would have alarmed them even more if they could have foreseen that so typical a representative of Junkerdom as the aristocratic Von Papen was to be Germany's chancellor. And still greater would have been their anxiety if they could have known that the strongest party in the Reichstag in 1932 was to be the bushwhacking National Socialists of the obscure Herr Hitler.

No man can now say whether the republic of 1932, so changed in every outward aspect from the republic of 1919, will ever revert to its original form. Yet it must be remembered that in its first years the Reich passed through fully as serious tests as those it is facing to-day. It met assaults from both the right and the left. It went through a period of violence in which political assassination, claiming as ts victims some of the strongest pillars of the republic, became the order of the day. Furthermore, it is far from surprising that the constitutional structure has bent and in spots given way under the anvil-like blows of world-wide depression and political discontent. If it has shown a capacity to adapt itself to the demand for a strong, dictatorial government which almost every country has felt in varying degree, this is rather a sign of hope for Germany's future than a cause for despair.

German liberalism is to-day under at least temporary eclipse. The moderate bourgeois parties, with the exception of the Centrists, have either gone over to the enemy's camp or been snuffed out by the rise of reactionary extremism. Nationalism and Communism have both gained in strength. The friends of the republic and of parliamentary government would find themselves in an actual minority could their foes combine their forces. Yet this has ever been the history of republics when their enemies took advantage of economic or political crises to attempt their overthrow. Germany can still win through to stability and order and moderation. We believe she will.

#### MORE PURCHASING POWER.

In an address made last week before the Interstate Merchants' Council of Chicago, Professor Paul H. Nystrom, of Columbia University, an authority upon retail merchandising, in an address upon the trade outlook, touched upon the interest which retailers should take in all possible ways of increasing public purchasing power — a subject which has been discussed in the Tradesman on several occasions. Higher and more wages mean better retailing, Dr. Nystrom said, adding that the retailer belongs in the forefront of every civic and economic movement to secure improvement.

"This is neither the time nor the place to present detailed suggestions on how the depleted purchasing power of the public may be replenished," Dr. Nystrom explained, "but any discussion of the possibility of increasing or improving retail sales would be superficial and shallow without consideration of the general economic situation."

While a number of outstanding merchants in the past and the present are renowned for their benefactions and philanthropies, no instance occurs of a studied effort made toward bringing about those adjustments which would improve the position of all consumers. The argument is made, of course, that stores can best meet this problem by doing all in their power to pass along goods at the most economical cost. While a large measure of saving, and thus of increase in purchasing power, can be accomplished in this way, nevertheless there is good reason to believe that an attack upon the problem from the positive angle of influencing higher wage standards might prove even more effective. Just now, for instance, there might be less pressure on price, with its corresponding bearing down on wages. Competition probably prevents individual store action along this line, but the need is emphasized of a general policy which might be developed after proper study has been given to the entire subject.

#### WORK BEFORE PROFIT.

In appraising business prospects for the near future the question centers on whether the recent revival in confidence will grow sufficiently strong to be translated into a buying movement which will start the wheels of industry going. There are some indications of this outcome, although it is evident that business men are not going to rush into purchases or production without being very sure of their markets. There is an artificial character to the security and commodity booms so far which makes them wary.

Of fundamental importance, of course, is whether mass purchasing power can recuperate sufficiently to sustain whatever initial progress is made from the starting up of industry. For this start the buying by people who have money, but who have been afraid to spend it, will furnish the motive power, aided by those who are re-engaged in industry and trade. If this kind of buying appears in volume, then activity will grow and perhaps the country will be well on the road to recovery.

The one qualification to be emphasized is the attitude taken toward wages. The recent rise in the stock market has indicated that the speculative instinct has not died out, but was merely dormant and waiting for an opportunity to recoup its losses. If the same spirit dominates business, and profits are marked up to over-

come previous setbacks, while wages are held down, then another disaster may be expected with all certainty.

"Work Before Profit" would be a very good slogan to adopt for the months to come and until mass purchasing power has been retored to its normal vigor. Otherwise, the revival in industry may prove very short-lived. Greed brought about this depression and greed may ditch the recovery.

#### REAL JOYS OF FISHING.

August is not a good month for fishing for those who never enjoy the sport unless they get plenty of action and fish. But for the true fisherman, one whose pleasure does not depend upon the catch alone, this is a good month

Such a fisherman, if he spends the day at labor amid the heat and noise of the city, knows that both pleasure and relaxation await him beside some stream. So evening finds him, preferably with some kindred spirit, at the water's edge. He puts out his line and sits back to await results.

If the fish are in the mood, he does not wait long. Perch, blue gills, or bass may spot the wriggling worm or minnow and go for it without delay. For an hour or so the fisherman may be fairly busy pulling in his line—with or without fish—and rebaiting. This period may be shorter if, as is almost inevitable within motoring distance of a city, bathing and fishing parties destroy the angler's privacy.

But about the time when he can no longer see the cork bobbing, the stream becomes quieter. Boating parties and bathers, for the most part, leave it to the fisherman. Unless he chooses to leave, too, he removes the cork and casts out for catfish or other species that feed along the bottom of the stream. Lighting his pipe, he relaxes and watches the fireflies flicker out in the meadow or listens to the night calls of the birds and the splashing of fish out on the stream. But he is alert when the line starts to sway.

As midnight approaches and various night sounds cease, the fish seem to stop biting for a time. Then the fisherman packs up his tackle and goes home, relaxes and content. There are folk who insist that such an evening is a waste of time. Poor souls, they do not know the real joys of fishing!

#### DRY GOODS CONDITIONS.

Some activity is reported for the first time on the new fall lines being shown by stores. This was about the only feature to trade developments. With only a few exceptions, furniture sales have not realized expectations. Fur and cloth coat promotions have also been disappointing. Men's wear trade is somewhat more active.

Reports place store volume a little ahead of last month's figures, which turned out to be quite a bit below what was expected. The Federal Reserve report disclosed a drop of 30 per cent. in department store sales under the total for July, 1931. On a corrected basis, the month having one more day than last year, the decline was 27 per cent.

Decreases ran from 27 per cent. in the Boston and Minneapolis Reserve

districts to 35 per cent, in the Cleveland area, which has been hard hit by the curtailment in the heavy and machine industries.

Despite the poor showing last month, the recent gain in sentiment has apparently convinced store managements that prospects have brightened because buying budgets have been increased. Price increases in the wholesale merchandise markets during the week were noted in cotton goods, novelty silks, hosiery, blankets and other items. Buyers are not expanding their orders very much as a result of these advances, but they are operating more confidently. Delivery difficulties are now being straightened out.

#### POOLS WILL GET NOWHERE.

Although plans for a commodity pool to finance purchases of raw materials by producers are reported to be going ahead, the view in industrial quarters continues to be that this is aimed at improving business psychology rather than at concrete results. In other words, it is regarded as propaganda to improve the commodity markets and to induce buyers to start purchases in the hope of avoiding higher prices and not as a move which will go very far in actually removing surpluses.

In substance, the scheme is very little different from the Farm Board and more than likely to have about the same disastrous effect, since the only practical way to remove surpluses is to pass them along into consumption. If this opportunity were open to producers now they would not show hesitation. They certainly are not looking for lower prices. What they are looking for is a market and, if the market for what they make were present, prices would not bother them at all.

Throughout this depression banking, financial and many industrial leaders have been clinging hard and fast to traditional economic doctrine. That production comes ahead of consumption is one of these principles. Circumstances, on the contrary, appear to be emphasizing that production cannot get started before there are consuming markets. Commodity pools will get nowhere, it is pretty clear, until demand comes along.

#### CHIGGER FOR SHORT.

Consider the Sarcopsylla Penetrans. It has millions of acquaintances, but no friends. It qualifies for charter membership in the caste of unmentionables, so far as polite society is concerned, but no advertiser has yet undertaken to exploit it as such. Consider it you must if you frequent the out of doors. For the Sarcopsylla Pentrans-chigoe, chigre, jigger or chigger for short-is here. It-she is the more appropriate pronoun since the female of this species is the real offender-frequents picnic grounds, vacant lots on which volunteer fire companies are holding their annual fairs, lawns, bushes and other places, ready to burrow into the ankles of the unwary. There are various medicaments, just as there are for mosquitoes. Salt. soda and various unguents will bring relief to the victims if promptly applied.

Freedom is humanity's destiny.

#### OUT AROUND.

# Things Seen and Heard on a Week End Trip.

The cooler weather which prevailed most of the time last week furnished an incentive for two out country trips. Friday we called on Tradesman friends at Paw Paw, Lawrence, Bangor and South Haven. The next day took us to Greenville, Stanton and Sheridan.

My first call at Paw Paw was on a merchant who enquired regarding the attitude of George Welsh toward the merchants of Grand Rapids. I told him very frankly that Mr. Welsh apparently had little concern for legitimate merchants, judging by his espousal of the city commissary which he maintained during the past two years at great expense to city employes and great loss to local tax paying merchants.

"Mr. Welsh was here the other day," remarked the merchant, "and we all turned out to hear what he had to say. I was not favorably impressed with either his argument or attitude, and I think that opinion was shared by most of those present. What was our surprise, when the speaker concluded his remarks, to find that his friends had put Welsh stickers on all our automobiles fore and aft. It took me a half hour to remove the stickers. Any favorable impression his remarks may have made was completely dissipated by such an act vandalism on the part of his friends-probably at his instigation and probably with his approval."

The Adamson grocery store was established in 1924. Nyle A. Adamson purchased a half interest in the business two years later and recently he purchased his brother's interest, so the business will be continued by Nyle A. Adamson, instead of under the name of Adamson Bros.

The firm of Longwell Bros., dealers in drugs, groceries, wall paper and paints will soon celebrate the eightysecond anniversary of the starting of their business in Paw Paw and the present store stands very nearly where it has stood during all these years. The business was started by the late George W. Longwell, father of the present owner, George W. Longwell, Jr., who conducted it alone for a while, later taking into partnership for a few years, his brother, the late J. M. Longwell, later well known as the proprietor of the Dyckman House. The partnership continued for a period of years, when the first owner took over the business and his brother took charge of the hotel. Fifty-two years ago, Mr. Longwell took his son, George, into business with him and a little later, after the other two sons, the late Harry Longwell and Edgar B. Longwell had returned from college, they too, were associated somewhat with their father and brother, Harry Long-Harry Longwell, until his death in 1894. During all these years, George Longwell, Ir., has continued to transact business in this store daily, having seen a great many changes in the business of the community.

Mr. Longwell's son, J. Turner Longwell is at present associated with his father in the conduct of this business, which for all these eighty-two years has been one of the substantial enterprises of Paw Paw. The Longwell name has been on the subscription list of the Tradesman since No. 109—approximately forty-seven years.

Somewhat to my surprise, I found a hard surfaced road all the way from Lawrence to South Haven. The country through which the road passes is very picturesque and as we neared the last named place the fruit belt became of increasing interest. We passed a constant succession of wagons and trucks, taking fruit and vegetables into South Haven and bringing baskets, crates and other containers to the farms and orchards.

The J. R. Spelman Co. now has ten grocery stores in South Haven and surrounding towns. The extensive development made some years ago on old US 31 is not doing so well this year. A new fruit market has been established on new US 31 about two miles South of South Haven.

The resort season is now at the peak and every merchant in South Haven and nearby towns was very busy.

In passing Cook's Corners Saturday I was pained to learn that L. J. Kimberly who conducted a grocery store there for twenty-five years, was near nearing the end. He is 77 years of age and apparently had no malady except the encroachment of old age.

The long extension of cement pavement on M 14, with Stanton as the Northern terminus for the present, is all completed except two miles, which involves the best detour I have ever experienced since I began driving a car in 1906. The pavement is one of the best constructed I have ever had the pleasure of driving over. Both detour and pavement show what can be done when the contractor does his full duty.

Eighteen years ago I purchased a home in East Grand Rapids of Maxwell M. McIntosh, who had long been a department head in the Boston store. He utliized the money I paid him to start a dry goods store at Stanton-a store he and his capable wife have maintained on a high standard of excellence ever since. They live in Stanton during the winter and at Clifford Lake, where they maintain a cottage home, during the summer. Mrs. Mc-Intosh says her husband would surely expire if he could not get to a lake during the summer season. The long and varied experience Mr. McIntosh had had in a high class city store has enabled him to give the people of Stanton the best dry goods emporium the town has ever had. Mrs. Mc-Intosh is a great asset to her husband and the women who do their trading at the store because of her rare taste in handling women's wear.

At Sheridan I had the pleasure of greeting William H. Wood and his sturdy son, who conduct the only drug store in the town. Mr. Wood has been a close and critical reader of the Tradesman ever since Nov. 10, 1883. If he lives a few weeks longer-and his appearance indicates that he is headed for a ripe old age-he will have saluted every issue of the Tradesman for forty-nine consecutive years. It pleased me greatly to note that many of the burdens of business have been gradually transferred to the broad shoulders of a worthy son, whose admiration for his father and the life he has led were plainly noticeable in every remark he made concerning his father.

I never pass through Sheridan that I do not take an approving glance at the general store of J. G. Cutler Co., which is one of the best stores of the kind of which I have any knowledge.

George B. Catlin, author of the Story of Detroit and member of the Detroit News editorial staff for forty years, passed his seventy-fifth birthday one day last week, working at his desk as usual. Mr. Catlin has lived a very useful life and is one of the best posted men on American history, past and present, of whom I have any knowledge. His acquaintance with early Michigan history places him in a class by himself. Anyone who does not possess a copy of his Story of Detroit, which covers early days in Michigan with great fidelity, is poor indeed.

The recent stand of the Ringling show in Grand Rapids reminded me of the two months I spent as assistant advance agent of the Adam Forepaugh show in 1877 or 1878. The connection happened under peculiar circumstances. Forepaugh and Bailey & Hutchington were both booked to show in Grand Rapids the same week. This meant a fierce publicity fight on the part of both shows to get the people so excited over the situation that they would attend both shows to see which was the larger. New \$1,000 wagers were broadcasted in the daily papers every day for two weeks concerning the number of elephants, tigers, lions and camels each show contained. Money was spent with great prodigality. The currency of contained. that period was silver dollars. Charles H. Day, the advance agent, brought a trunk full of silver dollars when he located at Sweet's Hotel and began the campaign. Another trunk full of silver dollars was shipped to him from the show later. Adam Forepaugh, who was with the show, wired Mr. Day ever day as to the "progress of the war," as he expressed it. Encouraging replies were made to these enquiries, which were invariably followed by a laconic answer, "Keep the air The fight was a complete success for both parties-full houses (tents) greeted both. Greatly elated over the result, Mr. Day asked me to continue to assist him the remainder of the season, a proposition I was very glad to accept. I saw many cities and towns I would probably never have seen otherwise. When I

parted company with Mr. Day he paid me twice the amount he had agreed to pay me and made me promise him that I would assist him again the next season. As he died during the winter I could not keep my agreement. I never saw the show. In fact, I have seen but two large shows in my lifetime - Barnum's hippodrone in Grand Rapids in 1876, and Barnum, Bailey & Hutchinson's in Madison Square Garden in New York in 1911. I am glad that my career as a showman was cut short before I became obsessed with the attractions of a showman's life.

The dedication of a bronze memorial to James Cardinal Gibbons in Washington Sunday afternoon reminded me of the only time I ever saw that distinguished prelate. It was at the famous peace conference held in Baltimore in May, 1911. At the suggestion of the Cardinal, who presided over the distinguished gathering, President Taft and Andrew Carnegie both spoke at some length. As near as I can recall, the closing words of Mr. Carnegie were as follows: "If our great President (Taft) is able to accomplish his purpose, which will usher in the era of universal peace, I will feel like the prophet of old when he exclaimed, 'Let Thy servant depart in peace, because he has seen the wonder of the world'." I had previously spent a half hour with Mr. Carnegie in his home in New York City, where I undertook to interest him in contributing enough money to create a public museum for Grand Rapids.

It has been my good fortune to meet many of the princes of the Roman Catholic church, including Archbishop Ireland, whom I regard as one of the brainiest men I ever knew. Of course Cardinal Gibbons is the greatest man the Roman Catholic church has ever produced in this country—possibly the greatest it ever will produce. Such men seldom put in an appearance more frequently than once in a hundred years.

The ceremony in Washington was conducted by Martin H. Carmody, of Grand Rapids, President of the Knights of Columbus, which organization undertook the expense involved in the creation of the memorial. Mr. Carmody's remarks in describing the gift and introducing President Hoover were very appropriate to the occasion and reflected great credit on the gifted gentleman.

About twenty-one years ago the late Jacob Riis told me an anecdote concerning Cardinal Gibbons, who introduced Mr. Riis to a lecture audience in Baltimore. Previous to the introduction he said to Mr. Riis: "If I do not remain until your lecture is finished do not attribute my action to any lack of interest in you or your subject. I am getting to be a very old man and do not wish to tire myself unnecessarily." "That will be all right with me," replied Riis. "I realize, of course, that you are on the shady side of 80." "No, not the shady side," replied the Cardinal, "I am on the sunny

(Continued on page 23)

#### **FINANCIAL**

#### INCOME OR SALES TAX.

# Farmers Undertake To Create Absolute Necessity For Same.

Two proposed amendments to the Sate constitution, one setting a limitation of taxes on real estate and one exempting from taxation homesteads valued at less than \$3,000—were attacked by H. N. Duff, secretary-manager of the Merchants' Association, Inc., Lansing, in a recent talk at the Hotel Olds before the Civic Bureau and representatives of various organizations here to discuss tax problems.

The speaker branded the two amendments as the greatest scheme ever devised to "soak the rich." He pointed out that if they carried in the November election it would be up to the next session of the State Legislature to pass either a State income tax or general sales tax to raise the money that would be lost for the operation of government.

The first amendment, which would limit the amount of taxes to be assessed against property for all purposes in one year to 1.5 per cent. of the assessed valuation of the property, was called a "threatening measure" by Mr. Duff

Referring to Mr. Duff's discussion of the proposed tax amendments at the Civic Bureau luncheon on Monday, and our subsequent discussion of the same, I visited the office of the State Tax Commission and talked with Mr. Thompson, who is in charge of the division having control of tax assessments against public utilities.

I submitted to Mr. Thompson copy of the amendments received from the Secretary of State's office which he had not previously read, but had heard of amendment No. 2 which he recognized as "The \$15 per thousand maximum assessment," and in discussing the result in case Amendment No. 2 is adopted Mr. Thompson stated that it will mean a little less than one-half of their present average rate of \$32.36 per thousand and, consequently, would result in a terrible shortage of funds, which will have to be provided from other sources.

The total assessed valuation of the State dropped for the year 1931 approximately 12½ per cent. The tax levy dropped during the same time 6½ per cent. Consequently, it has been necessary to increase the rates yearly and the rate has been going up constantly for ten to twelve years.

Mr. Thompson stated that the "average rate" is used in the assessment of taxes against all public utilities and that all public utility taxes go to the Primary School Fund. Mr. Thompson estimated that the total tax assessed against public utilities this year will be approximately \$13,000,000 consequently if this amount should be reduced one-half in the future through adoption of Amendment No. 2 it will require drastic taxation to compensate for the loss.

It is understood that the farm bureaus are the primary sponsors of Amendment No. 2 and if same is passed it will be a considerable relief to the farmers.

Referring to Amendment No. 4. After reading same Mr. Thompson remarked, "It is all wet. How are townships and municipalities going to know where they are at if they cannot make up the budgets in advance. This amendment will undermine our fundamental theory of government. All forms of government must stop if same are not adequately financed."

Under the laws of Michigan all assessments must be made on the basis of cash values. Other states permit assessments on the basis of 50 per cent. of the cash valuation as in Illinois and Indiana. At the present time there is an exemption allowed on household goods \$500. Other exemptions are for farmers covering cattle under one year of age and swine under six months of age, and certain exemptions for carpenters but which are not of particular importance.

In Mr. Thompson's opinion it would be ruinous to permit property owners to become their own assessors, as would be authorized by the adoption of Amendment No. 4. Mr. Thompson mentioned many difficulties that they have at the present time in establishing fair values, and that in many instances "community valuation" prevails particularly up in the Thumb district as well as in the Danish settlement in Mason county.

In the event the \$3,000 exemption on homesteads is passed it will automatically eliminate many thousands of potential voters who would be unable to qualify under Amendment No. 7 for voting on the direct expenditure of public money or the issue of bonds. In this respect the tie-up between Amendments No. 4 and No. 7 appears to be of a serious nature: for without question Amendment No. 7 must be considered as "class legislation."

I enquired of Mr. Thompson as to whether it would not be worth while to have one of the members of the Tax Commission appear before a local group for a public discussion of the proposed tax amendments in order that there may be instituted a more thorough understanding as to what is contemplated and Mr. Thompson replied that it would all depend upon which member of the Commission was solicited, owing to the fact that there are two members of the Commission in opposition to the amendments and the third member is in favor of the amendments.

Upon enquiry in regard to Governor Brucker's attitude on the amendments Mr. Thompson stated that he had not known of any opinion having been expressed by the Governor.

Mr. Thompson advised that possibly a good authority to consult in connection with this subject would be Wayne Newton, tax economist, who is now-associated with Governor Brucker's office. Mr. Newton was formerly associated with the Michigan State College.

Mr. Thompson stated that many of the rural school districts are aware of the situation that will be involved in the event that the tax amendments are enacted, which will result in at least a 50 per cent. reduction in available funds and as a result he understands action is being taken in order to educate the voters in the premises. Mr. Thompson stated that this information has come to him from various assessing offices, which is the only source of advice he had.

I visited Mr. Newton in his office and learned that he has been giving consideration to the same subjest we are discussing, notwithstanding the fact that he is advised that Governor Brucker has assumed a neutral attitude in regard to the tax amendments.

Mr. Newton stated that Amendment No. 2 was sponsored originally by the Michigan Farmer, a Capper publication printed in Detroit, and that it had its subscribers sign the necessary petitions to have this amendment submitted to the voters. When representatives of the Michigan Farmer

and some other interested parties called on Governor Brucker to obtain his attitude on the amendment, prior to it having been offered publicly, Governor Brucker replied that he did not oppose it and that attitude has since been taken to mean that he is in favor of it, which is not the case, as he believes he is compelled to remain neutral, owing to the serious ramifications of the facts involved.

Mr. Newton contends that any problem insofar as lack of taxes under new proposals is concerned is invariably met through increasing the assessed valuation without increasing the equalized valuation and increasing the assessed valuation would be a remedy under the proposed amend-

Analysis of any security furnished upon request.

J. F. STERLING, Statistician

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GUARDIAN DETROIT UNION GROUP

ment No. 2 if it were not for the fact that Amendment No. 4 nullifies, through the possibility of property owners establishing their own assessment values, any potential benefit from increased valuations.

Mr. Newton advised me that the farmers and farm organizations are wholeheartedly in favor of the proposed second amendment, but on the other hand they are equally strong in their opposition to Amendment No. 4.

It appears to me that the main purpose of Amendment No. 2 is to first reduce real estate taxes and then create the absolute necessity for an income or sales tax.

William G. Farnsworth.

#### Soundness of Assets Determines Goodness.

Within the past year the habit has developed of appraising the condition of banks on the basis of the amount of cash and due from banks which they have plus their holdings of Government obligations. This total is taken in relation to their deposits and when reduced to percentage is said to show the "liquidity" of the institution. Such an interpretation is extremely unfortunate. In the first place this is a violent misuse of the term "liquidity" and, secondly, it does not have any necessary relation to the condition of the institution.

The habit of analyzing bank statements in these terms is the result, of course, of the difficulties of the past year. Because of heavy withdrawals to which many institutions have been subjected, it has been concluded that that bank is best which has the largest proportion of cash or its immediate equivalent. This is not true. Such a method of appraisal of our banks by the public may give a very distorted picture of the actual situation and is likely to cause difficulties in years to come.

The goodness of a bank is dependent upon the soundness of its assets. It is not a part of the normal operation of a bank to be able to meet all of its demands in cash overnight. An institution which attempts to maintain such a condition ceases to be a bank and becomes a cross between a safety deposit vault and a specialized pawn shop.

The best assets which any bank can have are good, self-liquidating loans. These are loans advanced to business men for the financing of production and distribution. With the completion of the production and distribution the loan is paid and the funds becoming available for relending in the same manner to some other borrower.

Necessarily there is a distinct time element involved in such advances. A loan is not bad or frozen merely because it cannot be paid before the end of the necessary period of productive or consumption activity which it is financing. It becomes frozen only when, after the completion of the business transaction, the borrower still is unable to pay.

A bank whose portfolio consists of good, self-liquidating loans of this character is the soundest type of institution in our financial organization. Because of the constant repayment of loans it is possible for the institution

to keep itself in harmony with business developments. A portfolio consisting of this type of loan is vastly superior to one heavily loaded with bonds, even Government bonds.

The only great advantage of bonds is that they are presumably readily saleable or shiftable to some other lender. If the self-liquidating commercial paper is equally shiftable, such a portfolio is in every respect superior to a bond portfolio. Paper eligible for rediscount with the Federal Reserve Bank has this quality of shiftability and also is self-liquidating. Consequently it is the best possible asset which a commercial bank could have. One is not justified, therefore, in appraising an institution merely on the basis of its cash and bond holdings. Rather it is essential that one also take into consideration the selfliquidating paper which is held in its Ralph West Robey. portfolio.

# Make 160 \$1 Checks Do Work of \$8,000.

[Copyrighted, 1932.]

A unique buying movement has been set in motion here. It is to show to what extent one dollar may be used in purchasing merchandise or paying bills. It was started at a bank employes' banquet. E. M. Morris, president of the First Bank & Trust Co., put the scheme in operation. Morris gave each of the 160 employes a check for one dollar. He urged them to hurry to the stores on the following morning and spend their dollar, all of it. The merchant receiving it was expected to hurry to put the check in circulation through some source from his store and to urge the recipient to pass it on as quickly as possible.

The checks are to be kept in circulation until the 50 blank spaces on the back for endorsements are filled, then the check is to be redeemed at the bank.

In this way it is expected that an amount equal to \$8,000 will be put in circulation. This explanatory note appears on the back of each check:

"In the interest of better business, the giver of this check asks the acceptor to receive it at its face value, in payment of bills or purchase of merchandise, and in turn please pass it on in the same manner until it has served 50 people in a helpful way.

"The fiftieth endorser will receive \$1 in cash at the First Bank & Trust Co., of South Bend, Ind.

"Active men and active dollars point the way to prosperity and active dollars, like active men, earn constantly and strengthen the financial structure of their community and nation. Every well-managed bank is doing its best to aid in the sound advancement of commerce and industry.

"Behind the money and credit of banking is always the human aspect and our desire is to assist in your financial progress. This check is one of 160 placed in circulation in the spirit of 'Let's go forward together' by E. M. Morris, president of the First Bank & Trust Co., of South Bend, Ind.

"When you pay a bill or buy a commodity with this check, you are cooperating with 50 of your fellow citizens through whose hands this check

will pass, in creating \$50 of available credit. The total of 160 checks will have created \$8,000 purchasing power when returned fully endorsed and paid."

#### Stock Market Forecasting.

A strong formation of accumulation indicated on your charts is what is called a "common upward turn." It consists of a gradual turning movement on your charts, indicating a well rounded out bottom. The distribution stage in a bear market is represented by what is called a "common downward turn." The "common upward turn" indicates an upward trend and the "common downward turn" the beginning of a bear market or decline in a particular stock.

A common formation, the ascending bottom, indicates an accumulation and advance and a descending top indicates distribution and a decline. major formation, called the "double bottom" is the best known to the average chart-reader. It is called the "double bottom" in the accumulation stage and a "double top" in the distribution stage. In this formation, stocks hit at the same level at two different periods and form a perfect square and then a rally or decline occurs. The formation is particularly strong due to the fact that the resistance levels at both points is approximately at the same price.

There are also other variations of these formaions which are known as "triple and quadruple bottom and top." Some authorities hold that the more tops or more bottoms are indicated on charts the greater the rally or the decline is apt to be. In order of regularity of appearance most common are the head and shoulders, common turn, the ascending bottom and double top.

Mr. R. W. Schabacker of the B. C. Forbes Publishing Company, in a recent book, gives striking examples of these various formations. The addition of charts to the investment program is well worth the time it takes to make one's own charts.

Jay H. Petter.

Could we but regard ourselves as interdependent, as nations that must trade with each other, that must lend to each other, that must trust one another, that must grin and take on the spirit of reciprocal friendship, we would give courage to the faltering voices of statesmen who see the course we should traverse but who are not emboldened yet by an enlightened public opinion to set their faces to the horizon that beckons them.—David Lawrence.

Poverty isn't ennobling.



UNDER THE TOWER CLOCK ON CAMPAU SQUARE

#### **BUSINESS INSURANCE**

The best insurance for your business is a connection with a strong bank which is ready with its support in emergency, and its co-operation in the hour of opportunity.

The GRAND RAPIDS SAVINGS BANK, is such a bank, STRONG enough to protect you.

LARGE enough to serve you, SMALL enough to know you.

We invite your account,

Business or Personal.

#### GRAND RAPIDS SAVINGS BANK

"The Bank Where You Feel at Home"

17 Convenient Offices

#### RETAIL GROCER

Retail Grocers and Meat Dealers Association of Michigan.

President—Paul Schmidt, Lansing.
First Vice-President — Theodore J.

Bathke, Petoskey.

Second Vice-President — Randolph
Eckert, Flint.

Secretary — Herman Hanson, Grand
Rapids.

Secretary — Herman Hanson, Grand Rapids, Treasurer—O. H. Bailey, Sr., Lansing, Directors—Holger Jorgenson, Muskegon; L. V. Eberhard, Grand Rapids; John Lurie, Detroit; E. B. Hawley, Battle Creek; Ward Newman, Pontiac.

# To Face the Issues—Is Not That One Way Out?

Discussion of credit as profitable if properly handled in a recent meeting brought this question from the floor:

"Are not all accounts which range \$12.50 to \$15 or even \$20 per month unprofitable? Is not the service entailed more costly than the earnings?"

The question evinced the tendency among all of us to generalize—to seek an easy classification which will save us from the labor of getting detailed facts and thinking those facts out into action. The answer obviously must be that some such accounts may be—probably are—unprofitable, while others pay their way and leave a net earnings behind them.

Examination showed that this grocer does a strictly neighborhood business. He delivers within a limited circuit, hourly, all day. He has a fine store and makes money. But he was "beginning to think" that small accounts did not pay—that anything less than a \$40 or \$50 monthly account cost more than it was worth in service.

I looked him frankly in the eye as I said: "Why ask me, a stranger to your business? Why not find out definitely for yourself and act on that accurate information?"

He looked a bit puzzled and hesitated, so I continued: "Did you ever sit down with your accounts and analyze them, going over each one in the light of your intimate knowledge of the habits of each customer, to determine whether they paid, and which among them paid?"

He never had done that, of course. Not a grocer in a thousand does that, Yet what more logical process can we

I suggested to this grocer: "Go over every account you have. Take all the time needful. You have no job which can be more important than finding out whether you are making money on certain accounts. Put in several evenings on this job if you can find no time during the day. Then diligently make those accounts pay their way or weed them out."

"Why, weed them out, what do you mean? How can I do that?" As he spoke I could see the familiar expression in his eyes of awe at the thought of possibly turning away or "offending" a customer.

But in truth the process is the most logical, the most common sense in business, for it means cutting out loss and insuring profit. For why should any man serve anyone without compensation? Why should anyone work for another at his own expense? Why should you contribute your labor to any buyer of groceries and throw in part of your earnings from the remainder of your business for the privilege of so serving?

If we pause to take in the purport of such questions, we can, I am sure, begin to sense the wisdom of them. We shall also gain a hint of where they point.

Digging, now, into our accounts we find conditions which reveal a lot to any thinking man. Here is one—we had suspected it, but hardly realized its badness—running around \$14 average in recent months, and it is made up of butter, cream, bread. There is hardly another item and deliveries have averaged once daily, often twice, sometimes three times. Our business has so rushed us that we had not noticed how Mrs. Atkins' orders have fallen from assortments to these three items.

Nothing in that kind of business, surely. What to do?

We set that aside, our own question unanswered for later consideration.

Here, now, comes Mrs. Gunderson, wife of a moulder in the foundry. Her bill averages not more than \$12.50, but it runs to rather well assored orders, given systematically two or three times weekly. She gives us no trouble, her orders are easy to assemble and her bill is paid in full promptly at the end of each month.

No trouble to decide on that account. It pays its way and we want to continue serving Mrs. Gunderson.

So we go through a portion of the alphabet this first night. It being 9:30, we want to quit for now, but here are several like the Atkins bill set aside. What to do?

Why, gentlemen, there is just one course to follow. Ask each of those women to drop in as soon as convenient and talk turkey to them. Show them plainly that the work of service is not paid for. Ask them where they do the remainder of their buying. Then suggest that they concentrate in our store-and try to tell them why. If that suggestion does not seem to bite -if it does not appear to interest them-if they resent any suggestion at all-just tell them quietly and courteously, but none the less firmly and conclusively that we cannot afford to continue the deal on such basis.

"Would you talk that way to a customer?" asks this grocer with surprise and doubt in his face. "Indeed and why not?" is the answer. What is a grocer in business for? We know—or think we know. Then surely, if a customer is an expense, if service to her is a loss, where is the business sense in continuing it?

A few-I warn you it will be few will get the idea and increase their orders. Most will either drop out quietly or get mad and quit in a huff or assume the high and mighty air, telling you that there are plenty of grocers eager to serve them. Bow, of course, acknowledge the truth of what they say, be polite, smile-but hold your ground without deviation. Either they must increase the size of their accounts-or systematize orders to conform with the assortment they buy or do several things you find needful to make their business pay its way; or you do not care to serve them Make it plain, however, that you decline service because you cannot afford to serve longer.

"But what will they say among their neighbors?" is your next fearful question. Reflect and you can answer it yourself.

Those who are pleased with your goods and service are not to be driven from you by such gossip. Those who do not know you, hearing you "talked about" thus, are rather apt to try you some day. Finding you a perfectly good grocer, you have made a new customer for the old one—plus the advantage that the new comes with some understanding of your business requirements. "Get folks to talk about you. Never mind what they say, so long as they talk," is pretty sound philosophy.

The point is, you are right, and right will win out with reasonable people. Reasonable people are the only ones worth having—the only ones out of whom you can make money and you are in business to make money—so get after the reasonable people and confine your efforts to them.

For this is the main thing: that immediately you curtail expense and stop losses. Your own time and efforts and that of all your staff can now be devoted to better service to your paying trade. You can devote your time to building and solidifying a really profitable clientele. Nothing is ever lost by honest self-assertion, standing for your rights with sound sense. But everything is apt to be gained thereby. Try it. It works. I know.

Far too many salesmen are going after business firmly convinced that they will not meet with success. A good policy: Use your ability to sell the customer "confidence" that improvement is coming. Show him that it is just as important to build up inventories now with low-priced merchandise as it was back in 1929 to see that high-priced supplies were liquidated. Conditions indicate that the turning point in sales is not far distant and present prices will not persist after the turn has come. Later, customers will thank you for getting them to buy at to-day's low levels .-Roger W. Babson.



The Superiority of—



# **RED\*STAR YEAST**

R ED STAR Compressed Yeast is the result of over 47 years of research and manufacturing experience. It is Rich in Vitamins and being a cereal product its Purity and Uniformity is unquestioned. The freshness of RED STAR YEAST is assured by regular deliveries to you in sanitary foil wrappers.

20c A DOZEN (Delivered)
YOUR PROFIT is 50% on cost selling at 2 cakes for 5c
Our Branch in or near your city guarantees a Fresh Supply

#### RED STAR YEAST & PRODUCTS CO.

Main Office - Milwaukee, Wisc.

Detroit Branch—1234 W. Fort St. Grand Rapids Branch—515 Division Ave.. 8.

\*\* STRICTLY INDEPENDENT—SINCE 1882 \*\*



#### 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.

# Members Get Their Money's Worth at Cleveland.

How are the retail meat dealers' associations carrying on these days?

Here is the story of the Cleveland organization as told by Secretary George Bubel. He says:

"Cleveland maintains a full time secretary, a stenographer, an office, its own fully equipped club rooms and, along with the services rendered, it must be admitted that as a whole it has been a job well done in a period of depression. The service we render is worth many times the annual membership dues yet it is not uncommon for our members, or those we solicit, to ask what we do. It is too bad that the greater portion of our meat dealers, not alone in Cleveland but over the entire Nation have not learned the lesson and consequences of isolated individualism and recognized the values of co-operation and organization.

"The Cleveland organization renders a real service to its membership for the meager sum of \$12 per year, as follows:

"We sell ice coupon books at a saving of \$5 for every 5,000 pounds of ice used.

"We make, in our own office, window posters and streamers, tailor-made to members' own specifications and worded cpoy, 14 x 22 inches in size, in two colors, for the meager sum of 5 cents each; mimeographed postal cards or letters for direct mail advertising at no charge at all; compose, type and mail their correspondence regardless of the nature or body of

"Maintain a collection agency, free of charge, to handle members' bad

"Supply hired help through our employment bureau without the cost of even a telephone call.

"Buy outright the meats necessary to put on two cutting tests a month and give them the blackboard work with it.

"Eliminate unfair competition and fake advertising regardless of the offender, be he large or small.

"Scrutinize the activities of our legislative body so that our meat merchants will not be mere revenue producers for politicians to squander and spend.

"Give them insurance and adjustment service.

"Bargain for anything they need, whether it be a radio or an automobile tire.

"In the past year we fought two calendar concerns at a saving of \$70 for two members.

"Taught book-keeping, took inventories, played detective, supervised stores, analyzed their business, and have done and will do anything within reason.

in reason.

"Due to the lack of financial support, the Merchants and Consumers'
Protective Alliance, a subsidiary organization of the Cleveland Associa-

tion, was compelled to cease its radio broadcasts against the chain stores. These broadcasts were on the air for almost two years. Eighty hours of continuous talk went through the microphone at a total expenditure of \$28,000.

"There is at present a movement on in Cleveland to pass legislation to compel poultry inspection with a grading service and stipulations regulating the sale, grading and advertising of poultry. Through our efforts, in cooperation with the grocers, we succeeded in persuading the Associated Charities to give to the individual merchant a portion of the food business for the poor, instead of all to the chain stores. This will total a million dollars for a year.

"We are now working on a plan of co-operative advertising. Only those merchants that operate a clean, up-todate market will be eligible to membership. Standard commodities only will be advertised.

"We are staging a war on the linen concerns which supply butcher linens to the retailers.

"The chains are having their troubles. A. & P. closed 60 meat markets in six months; Kroger, 40."

#### Death of Former Allegan Grocer.

Following a long period of failing health, Frank H. Green, of Allegan, seventy-one years of age, passed away in his home Monday night. He was born in this city in 1860. At the early age of ten years Mr. Green began his business career as a peddler of newspapers. When only fourteen he purchased a carload of coal from Pennsylvania and sold it in comparatively small lots to Allegan residents and business houses. Later he was general manager of the Grange store at the time the late Albert Stegeman and his efficient wife were its proprietors. Just prior to the Allegan fire Mr. Green operated a feed concern, abandoning this to conduct a grocery on Hubbard street, which he owned and operated thirty-seven years, most of the time having for a partner in this business a brother, Charles Green, As a side line he conducted another business, dealing in coal, cement and land plaster with storage houses on Depot hill. This coal line he sold later to Thomas Cook, of Allegan. He also was the owner of a large and very productive fruit farm in Ganges township and, after retiring from active business, which he did ten years ago, he passed his summers at his farm, attending to the sales part of the project. . He was stricken about three years ago, since which time he has been very poorly.-Allegan Gazette.

# Dangers To Health From Food Sold on Streets.

With the multiplicity of ice cream, soft drink and sandwich vendors crowding street corners and lining the highways in unprecedented numbers, all unhygienic food and drink dispensers, whether in the open or behind the soda fountain counter, are a positive and active menace to health, especially at this time of year. The chief danger is not in the drink or food, but in the personal habits of the one who sells it for immediate consumption.

This warning is based upon the typhoid fever situation. When a careless typhoid carrier handles sandwiches, ice cream cones, cracked ice for drinking glasses and the like just before serving, the value of all previous sanitary precautions is destroyed.

Using a drinking straw for sanitary reasons is useless if the clerk who passes it to you with soiled fingers is a typhoid carrier. This appears to be a typhoid-fever year. Cases are coming from carriers. A carrier who dispenses food or drink is dangerous to health.

The vendors are too numerous to permit an examination of each by the health authorities. People must exercise reasonable precaution on their own initiative if they are to escape danger.

Andy Hall,

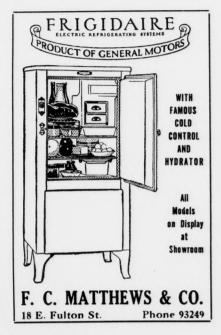
Director of Public Health.

A new dry glue, for laminating woods, metals, etc., is made in thin, transparent sheets, glues in ten minutes through heat and pressure. The bond is described as strong, flexible, water-proof, fire-resistant, non-corrosive, fungus-proof.

Boys always make out what the big words mean if they're on a circus poster. Ease is pleasantest after pain.

Store, Offices & Restaurant Equipment

G.R.STORE FIXTURE CO. 7 Ionia Ave., N. W. Phone 86027





#### **HARDWARE**

Michigan Retail Hardware Association. President—Chas. H. Sutton, Howell, Secretary—Harold W. Bervig. Treasurer—William Moore, Detroit.

#### Making Use of the Fall Fair Exhibit.

At this season of the year, the hardware dealer will be pondering whether or not a fall fair exhibit is worth while. The question is one which can't be answered "Yes" or for the value of the fall fair exhibit depends to a large extent on the hardware dealer himself, the way in which he handles the exhibit, the lines he features and the public he desires to reach.

For a dealer who handles farm implements and whose customers are almost entirely farmers, the fall fair exhibit is not merely desirable, but practically necessary. The fall fair represents the great gathering place for the farmers; and consequently it represents also an excellent opportunity for the dealer to introduce himself, his store and his goods to a large number of prospective customers. Even where, say, only 50 per cent. of the dealer's customers are rural, this still holds good.

If you handle implements, here is a point to remember. The fall fair is a chance to introduce your new lines to your country customers. Here is where it pays the dealer to know what developments are taking place in the agricultural industry. Have any new crops been introduced, or have new and more efficient methods been evolved for handling the old crops. Keep in touch with what is going on; if new crops are developed, discover and introduce the implements they require; if new and improved implements are put on the market for handling the staple crops introduce those implements also. Do not wait for your customers to ask you why you aren't handling the things they need.

Apart from implements, however, the fall fair gives the dealer an excellent means of bringing many regular lines to the attention of both rural and urban customers.

For instance, ranges and heaters can be shown to advantage. Paints and paint specialties are worth featuring. Washing machines, roofiing, fencing and many similar lines can be played

A display of this sort should, however, be more than a mere showing of goods you want to sell. As a rule, your fall fair continues three or four days, with the first day for setting up the exhibits and the last day for dismantling them. The time is limited. So, sometimes, is your space. Accordingly, you should select the lines you are going to feature on the basis of their likelihood to appeal to the sort of people who will attend the fall fair. You should aim to get the biggest possible returns in direct and prospective sales and in new customers from your fall fair showing.

This means that you should make careful preparation. Now and then a hardware dealer will suddenly decide to put in a fall fair display, secure at the last minute the least desirable location in the main building, hurriedly throw together a display of some sort, put an untrained junior clerk in charge because nobody else can be spared from the store-and then wonder why a fall fair display doesn't get more results.

The shrewd dealer arranges well in advance for a good location. He decides what lines to feature. Then he plans his exhibit quite as carefully as he planned the best hardware window display he ever put together. He considers the matter of lighting, the sort of background his display requires, the fixtures or forms necessary to show the goods. He starts to put the display together in plenty of time to have it completed properly before the crowd begins to come. And having done all this, he takes charge of it himself, with his most capable salesman as an alternate.

The exhibit is his big chance to meet a very large number of peopleoften more than he will meet inside his store in many months. Naturally, it doesn't pay to delegate so important a responsibility to a clerk whose capacity for such missionary work is still undeveloped.

Wherever possible, goods should be demonstrated. This of course depends upon the available facilities and the amount of space. It is good to show your new range; but it is better, if it can be set up and connected, to show it in action, and to distribute little cookies to the womenfolk from the country. Paints can be demonstrated. So can washing machines, and many other hardware lines. Quite often it is a good stunt, when you can't demonstrate your range, to show a model kitchen, with the range as a feature helped out by a comprehensive line of kitchen utensils.

But you are not just showing something. You are getting a line on people who are interested. A dealer is apt to fall into an easy routine of shaking hands, greeting people, and handing out an advertising booklet. You should go further. Ask questions -tactfully, of course. Find out which of the various lines you are showing interests the individual. Then get his name and address, and put it down on vour prospect list.

Your fall fair exhibit properly handled, should give you a line on a large number of stove, paint and implement prospects, to be followed up later by direct-by-mail advertising, telephone calls or a personal canvass.

If the people who come to your fall fair booth are regular customers, you are of course meeting old friends. But you will meet a lot of strangers; people who perhaps have never been in your store. Give them the address, and invite them to come in and look over the full line of ranges or get estimates and suggestions in regard to the paint job they contemplate.

The opportunity is a good one to hand out advertising matter. Your arrangements for the fall fair exhibit should include arrangements for a supply of stove and implement booklets and advertising matter, paint literature, color cards and similar material.

In this connection, intelligent distribution is important. There are at every fall fair hosts of children, eager to accumulate bright-hued advertising booklets of all sorts. As a rule the booklets are dropped before the youngsters leave the grounds.

One dealer, appreciating the waste, sent the children about their business with a peremptory "No," or an equally mandatory, "Get out of here." But another dealer said:

"Say, sonny, I've got something for you. Just give me your name, address and birthdate-and the school you attend. Well," when the information was given, "here's a button with your school colors." And in return for a few hundred relatively cheap buttons, he got a mailing list that, in the next year, doubled his regular sales of pocket knives, Scout outfits, skates and similar birthday gifts.

Victor Lauriston.

#### Steam-Powered Planes.

Engineers have been working for some time on the problem of applying steam power to aircraft. Reports from Cleveland state that progress has reached the point of actual test in flight. There has been devised a steam turbine of exceptional efficiency, fired by furnace oil, which may initiate a new era in airplane design.

It may do so because it may provide a new set of components for the designers. A steam engine is different in so many respects from the gasoline motor that a new type of aircraft might be designed around it. The steam power plant, for example, has a low fire risk, a low operating cost and is comparatively quiet in operation. Its power possibilities are very great, but are easily controlled, so that a superplane driven by steam power would be hardly more complicated in its mechanisms than a small craft. The largest planes of to-day require as many motors as propellers, but it may be assumed that a single steam power plant could provide power for multiple propellers. Other advantages claimed include the simplification of the lubricating problem and the elimination of motor vibration, an important factor in airplane design and in respect to safe operation and maintenance.

Gasoline motors have been vastly improved because of the demands of aviation so that the automobile of today is definitely in debt to the airplane. It is possible that the steam engine of industry and ordinary transportation will be equally affected by whatever success is achieved in adaptting steam power to the flying ma-

#### And For Old News.

Here's another interesting new use for a material already in existence.

This is a new packing material for bottles, from catsup to ginger ale. The material itself, strange as it may sound to some of us, is old newspapers ground up and, while wet, mashed down into a pulp which can be molded. For bottle packing, this pulp board is molded into a tray which precisely fits the contours of several bottles, laid flat in alternating directions. Two or three trays can be laid one on top of another to fill a carton.

This same material has previously been used for molded egg packing and for transportation of radio tubes.

Advantages claimed for the new bottle packing: greater attractiveness in the appearance of the package, considerable saving in weight, and a reduction in cost of packing. It is an advantage to the grocer, too, because he can lift out a tray of three or four bottles for separate sale, and wrap it as a unit safe and convenient for the customer to carry.

#### A Business Man's Philosophy.

In an address C. F. Kettering of General Motors Corporation observed that change is incessant and that those who wait for things to "settle down" will wait in vain.

"All the way along the road of life people are looking for park benches where they can sit down and rest," he said. "There is only one place where there are any park benches, and that is immediately in front of the undertaker's office."

He asked his audience to remember that 2,500,000 people are born in this country every year. In ten years 25,-000,000 new people come in who know nothing of what the older generation thought was good or bad. At twentysix, there are as many people younger than ourselves as older. At forty, 80 per cent. of the people are younger. Those who serve these young people must have their new point of view. They must be willing to scrap old ideas, old methods, old ways. That is the price of progress

William Feather.

How is a boy to select his career who hasn't any decision? And there are thousands of them.

Manufacturers and Distributors of
SHEET METAL ROOFING AND FURNACE SUPPLIES, TUNCAN IRON
SHEETS, EAVETROUGH, CONDUCTOR PIPE AND FITTINGS.
Wholesale Only. We Protect our Dealers.
THE BEHLER-YOUNG CO.
(SAME DAY SHIPPERS)
342 MARKET ST., S. W. GRAND RAPIDS, MICH.

#### CHICAGO...GRAND RAPIDS ROUTE

Merchant Freight Transportation with Store Door Service.

DAILY OVER-NIGHT.

All shipments insured.

Direct connection for all points in Michigan via

Associated Truck Lines, Consolidated Freight Co., Southern Mich. Trans. Co.

#### GRAND RAPIDS MOTOR EXPRESS COMPANY

GENERAL OFFICE

215 Oakes St., S. W. Grand Rapids, Mich. Phone 9-3307

Michigan Public Utilities Commission Permit No. 157

CHICAGO TERMINAL 1235 West 21st St. PHONES CANal 6970 - 6971 - 6972

#### DRY GOODS

Michigan Retail Dry Goods Association. President—Geo. C. Pratt, Grand Rapids. First Vice-President—Thomas P. Pitkethly, Flint. Second Vice-President—Paul L. Proud.

tary-Treasurer—Clare R. Sperry,

Port Huron. Manager—Jason E. Hammond, Lansing.

#### May Drop Amtorg Rug Complaint.

Improvements in the design, color and quality of Oriental rugs shipped here will be sought by members of the Oriental Rug Importers' Association, who met last week at the Prince George Hotel, New York, to discuss methods for increasing the demand for imported floor coverings. Agreeing that general business conditions were largely responsible for the depressed market, the importers indicated they will drop their attempts to have the United States Tariff Commission act to bar Amtorg Trading Corporation shipments. It was indicated in the trade that a blanket increase in rug duties would injure the entire industry and also that it would be impossible to invoke provisions of the anti-dumping law against the Soviet because of the difficulty of establishing a home market value for Persian rugs in Russia.

#### Denims Again Advanced by Mills.

Another advance of 1/2 cent per yard on denims, the second announced this week, was put into effect last Friday by the Cone Export and Commission Co. and other producers in the market. The price on a basis of the 28 inch, 2.20 yard construction was increased from 8 to 81/2 cents per yard. The mills, in explaining the advance, pointed out that the higher price of cotton made the price established on Monday for August, September and October deliveries out of line with costs. Active trading has marked the denim market since late last week and the mills are convinced the additional price advance will not retard the present buying movement.

#### Small Houseware Orders Up.

Orders for small housewares and kitchen equipment for early Fall promotional events increased last week. Demand for kitchen items to retail in the 5 to 50 cent ranges is the largest since last Fall, one producer said. Interest in regular Fall merchandise increased, but there was little actual buying. Manufacturers are going to unusual lengths to offer new items, believing that volume business will be done only on exceptional products. One manufacturer plans to promote a new line of kitchen cutlery for regular Fall sales, featuring a composition instead of the usual enameled wood handle. The new article is expected to retail at 10 to 25 cents.

#### Hollow Ware Sales Goods Wanted.

A large number of hollow ware buyers are in the market placing orders for sales merchandise for immediate delivery. Despite the sharp gain in silver prices, buyers show little interest in goods for future shipment. The majority feel that sterling silver hollow ware producers will not change present quotations before holiday buying is completed by the stores. Pewter beverage sets, which include a pitcher tray and six goblets, are popular sales

items. The sets are ordered freely as sales items to retail at \$4. In plated goods, the \$7.50 and \$10 retail brackets are selling in slightly better volume than in previous weeks.

#### Fabric Hats in Good Demand.

Expanding orders for Fall millinery, particularly fabric hats made of the same weaves which are in active demand for dresses, is reported. The call has covered velvet, rough crepe and light woolen types. At the same time the felt hat was reported as likely to show a gain with the advance of the season. Brimmed hats are outstanding at the moment, but there was said to be a growing trend toward turbans and toques. Black and the new browns dominate in color pref-

#### Report on Hosiery Defect Causes.

Six reasons for the appearance of two-tone effects in hosiery are given in a report made public last week by the raw silk committee of the National Association of Hosiery and Underwear Manufacturers. These included differences due to color of the silk, number of courses, twist, size of thread and also to the use of old silk and silk from different throwsters. The Association also announced that it is developing a simplified manual on the essentials of unit cost accounting for distribution to its members.

#### Cover Initial Glove Requirements.

Retailers have covered initial requirements of both kid and fabric gloves in a fair way. Volume business has tended to concentrate on four and five button styles, having applique effects. Longer gloves for afternoon and sports wear are also sought, with attention given numbers having five inch flares. Some dealers this season add a \$1.95 retailer, but good volume is anticipated in types at \$2.95 and above. Fabric gloves figured in the \$1 and \$1.75 retail ranges. Black is outstanding, with color preference stressing new browns, navy and the white tones.

#### Peerless Restores Blanket Price.

A new phase of the competitive situation in the blanket field was opened when the Mill Associates, Inc., selling representatives for Peerless blankets, announced restoration of the \$2.65 price on all-wool 31/2 pound, 66x 80 inch blankets. The new price, effective Aug. 13, is an advance of 30 cents. An advance to \$3.25 was also announced on the 4 pound 72x84 allwool blanket from a former price of around \$2.90. Blanket mills included in an organization for stabilization of the market met and decided to adhere to previous prices on blankets.

#### Early Merchandise Tests Fewer.

Tests of merchandise for the Fall season have not yet come in in the volume expected, although the number of items received this week has shown a gain over last week. The delay is attributed largely to the slowness with which manufacturers are developing preparations for the coming season. In recent years, this month has seen a sharp pickup in the number of items received for tests. The impetus given the testing movement earlier in the Summer is expected to reassert itself

as the season advances, comments indicated.

#### Gold Effects Lead Novel Jewelry.

Owing to the strong Fall favor for blacks and browns, gold finishes in novelty jewelry are outselling silver in a two-to-one ratio. Marcasite, rhinestone and pearl are outstanding in the trimmings used, with necklaces and bracelets having the bulk of the demand. Hinged bracelets are being bought for day wear, with the flexible types preferred for evening. Pins and clips are sought as dress ornaments. The sale of earrings for both day and evening wear is expected to show a gain, with stress placed on new button

#### Glass Demand Continues Slow.

Except for partial resumption in glassware factories, the general manufacturing situation in the glass industries shows few hopeful signs of improvement. Until the better demand makes itself felt, manufacturers are sticking close to their policy of not anticipating requirements. everywhere are at the lowest minimum and the multiplicity of small orders is greater than it was last year at this time. Demand for flat glass shows no signs of life. Fairly active production and shipments continue in the glass container field.

The prolific worker invariably is prompt.

# MICHIGAN TELEPHONE



# FIRE!

# but the TELEPHONE brings help instantly

WHEN fire threatens the lives of loved ones, or valuable property that represents the savings of a lifetime, the telephone will summon aid immediately, day or night.

Each year, in Michigan alone, thousands of fires are reported by telephone. The use of the telephone to report fires has aided materially in reducing loss of life and property.

Whatever the emergency, your telephone is PRICELESS PROTECTION, enabling you to summon doctor, firemen, police, or service company, without delay.

JUST one telephone call in an emergency may be worth the cost of your telephone service for a lifetime.



# GRAND RAPIDS PAPER BOX CO.

Manufacturers of SET UP and FOLDING PAPER BOXES SPECIAL DIE CUTTING AND MOUNTING

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

#### HOTEL DEPARTMENT

Decadence of the Old-Fashioned One-Family Home.

Los Angeles, Aug. 13—In a letter from my good friend W. F. Jenkins, formerly owner of Hotel Western, Big Rapids, but more recently manager of Hotel Knight, Ashland, Wisconsin, I am advised that Will. Rick, formerly operator of Hotel Benton, Benton Harbor, has purchased the Ashland property, and took possession of same as of August first. From Mr. Jenkins' letter I glean that the Hotel Knight is doing an exceptionally good business, everything considered, which business, everything considered, which business, everything consucted, when is a good starter for the Ricks. Mr. Jenkins is still on the job, but intimates that he is hopeful of re-entering the Michigan field. I will never feel quite happy until he does.

The Hotel World, in commenting on a statement recently made in the metropolitan newspapers, by a noted architect, as to the decadence of the old-fashioned one-family home, suggests that there is "more privacy in the home hotel," a point I have made in these columns on several occasions. The present day home dweller is such in name only. He does not want a home, such as old-timers tried to es-He does not want a tablish, because if he desires privacy, he no longer secures it there, and "the most ideal mode of living is to be found in the new concept of the collective house—the hotel—where we are freed from the drudgery of house-keeping." The conditions which creatthose of isolation, are steadily disappearing. Because of economy of construction, the multiple-home provides for the poor of the cities the only homes they can afford to occupy, while at the care time providing for while at the same time providing for the wealthy the utmost of luxury and convenience. Between the two extremes, the home as it was once known is being steadily pressed out of existence, except, of course in the strictly rural districts. Obviously, the present depression has checked the flow of the better class American citizen into the sort of multiple-homes they would like to occupy, but when the financial skies brighten those idealists who see in the disappearance of the one-family home an evil omen, will have plenty of time to "view with alarm" the increased demand for the comforts and real economies of the apartment and the residential hotel, which may safely be regarded as the home of the future for the discrimin-ating American. In other words, the "cliff-dwellers" had the right vision.

That Senator from Maine wrote a grape juice house that he "came from a rock-ribbed prohibition state, and was just as loyal to the prohibition element as some of the Southern Democrats are to the Democratic party; that a majority of congressmen and senators feel as I do, but haven't the moral courage to get up and vote their sentiments," does not, to my mind, squarely fcae the issue. There are a lot of Congressmen—several of them from Michigan —who are by no means total abstainers, who were elected by prohibition votes and I cannot see why they should not represent their constituents, whether they are voting on the booze question or asking for an increase in the tariff on alfalfa. The time for to declare themselves is before the ballot is cast, or keep quiet ever

The American Medical Association, in annual convention last month, cer-tainly came out in the open and dis-cussed the matter of medical and surgical charges without mincing matters. A majority of the members took the position that the present custom is rotten to the core, and if persisted

in would bring forth regulatory gov-ernment control of fees, and this ap-plies also to hospital service and even down to the petty charges of phar-macists. I should say that this would be going pretty far, but recently I was commandeered by a friend of mine who asked me to accompany him to a certain hospital to arrange for a contemplated operation, and the high-jacking methods applied were at least interestmethods applied were at least interesting if not appalling. The patient thought he had appendicitis, and the surgeon who compelled him to an expense of \$35 for an X-ray, agreed with him, though for the life of me did I see anything in the picture which would denote anything but "cloudy weather". Then the cost of operation weather." Then the cost of operation was fixed at a fabulous sum, up in the was fixed at a labilities suili, up in the thousands. Hospital service was on the same plane. At my suggestion we adjourned to a free clinic, and acting on the appendicitis theory, he was offered relief and two weeks in the hospital for a trifle over a hundred dollars. The contribution was a success but it was operation was a success, but it was fer bowel strangulation instead of appendicitis. Of course this was an exceptional case, but the custom of making the cost of operations basic on the patient's financial status, is an ever present one, although there is absolutely no responsibility of any sort, the victim assuming all the risk. As a rule physicians are not over paid, but there are the exceptions I speak of. Then there is the pharmacist, not satisfied with enjoying the profits in various lines of trade, has his cypher code advising his fellow druggist just how much to charge for filling cer-tain prescriptions, and the physicians who expect a commission on same.

Some years ago a hotel operator conceived the idea of issuing credit cards to those who desired to establish a credit with his hotel, and as the idea was adopted by many others, most of whom had their trials and tribulations. For instance, some of them thought it would make a hit if they would send out a bunch of cards to prospective customers as well, resulting in the filing of many of them by irresponsibles, and a consequent shower of bad checks. These with the regulars who occasionally go wrong regulars who occasionally go wrong, proved to be no joke. The moment the hotel man decides that he will cash personal checks for nobody, and re-quire those with other forms of re-mittances to identify themselves, he may be said to have arrived mentally.

Somebody asks: "What constitutes a hotel day?" Who knows? Most hotels have what they call a "check out" hour, and the day ends with it, no matter what time the guest may have checked in. In some it is, say, 6 p. m. If the guest retains his room after that hour, he is asked to pay for an extra day. If his train does not leave until day. If his train does not leave until evening, he is dead sure to retain his room until that hour, even if he has room until that hour, even if he has no use for it. There may be a bunch of people who may be waiting for rooms at that hour, or they may have gone to other hotels and found what they wanted. But the man who had the room, knew custom allowed him to retain it until the prescribed hour and he had no thought of the poor devil who had been hanging around all day waiting for an opportunity to check in. All of which could be avoided if the management would establish a system of rebating a part of the a system of rebating a part of the charge to the guest who checked out at 9 a. m., being through with his room at that time, but standing on his right to retain it until the later hour. right to retain it until the later hour. Ten per cent. on a \$5 room would pay for the occupant's breakfast, and he would, in nine cases out of ten, avail himself of it. The incomer would not question the rate if his bill was advanced to the same extent. This plan was in vogue in the Planters' Hotel, St. Louis, for many years and the Weavers, practical hotel men, assured me on several occasions that it was feasible.

A Chinese restaurant in London is featuring a new delicacy in the form of eggs which have been buried underground for twenty years, and do not require any cooking before eating. For people who are a trifle finicky about their fresh eggs, this ought to make a decided hit. It is from among this class that the Chinese "joint" secures most of its patrons.

Mrs. Anita M. Baldwin, multi-millionaire daughter of the late "Lucky" Baldwin, says she is being driven out of the country by taxes, administration policies, racketeers, kidnappers and gangsters. She plans to go to Canada. She says: "In spite of careful investments my holdings have dwindled in value from \$35,000,000 to \$15,000,000, and yet there are people here who actually take the re-election of President Hoover seriously." Business of President Hoover seriously." Business methods in high places are dishonest, she claims, and I guess she would find some backers for this state-

The police commission of Los Angeles have definitely decided that hereafter their minions shall obey the law and they have issued a radical order to the effect that any officer who effects an entrance to a private home without a search warrant shall "walk the plank." This was brought about through the disastrous termination of several suits for damages against the city, wherein complainans were awarded verdicts because the officers had overlooked this formality. And, strange as it may seem, the head of the antisaloon league has acquiesced in this determination to hereafter keep out of trouble. The constitution of California is almost a replica of the National document and the right to hold inviolate he sanctity of the home, is go-ing to be strictly adhered to in the future. Hence the thrifty indivdual may even utilize the blossom of the dandelion in preparing his spring tonic, and will not be subject to the interference of some booze fighting police "bull" who might otherwise come in, and, by inference, threaten him with consignment to the "wicked place" or extract sustaneous from his or extract sustenance from his

A very interesting and sensible document is offered by President Brewer, of the Hotel Pantlind organization. Because of depleted earnings this institution is unable to meet present fixed charges, a condition troubling a lot of similar institutions. Instead of making arrangements for an easy fall into the hands of a receiver, Mr. of making arrangements for an easy fall into the hands of a receiver, Mr. Brewer appeals to the loyalty of the bond, stock and claim holders, to be patient for a bit. I will be much disappointed if they do not accept his point of view. point of view.

The Detriot Hotel Association seems to be pretty thoroughly organized on the proposition of tax reduction, as well as the question of over-charge on telephone service, which ought to result, in due time, in substantial results. In view of the formal endorsement of the tax reduction program, which it is estimated will be program, which it is estimated will reduce the burdens of the public very appreciably, it is expected the hotel contingent will find their efforts well worth while

#### 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.

Hotel and Restaurant Equipment H. Leonard & Sons 38-44 Fulton St., W. GRAND RAPIDS, MICH.

#### CODY HOTEL

GRAND RAPIDS

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

CAFETERIA IN CONNECTION

"A MAN IS KNOWN BY THE COMPANY HE KEEPS"

That is why LEADERS of Business and Society make their head-quarters at the

# PANTLIND HOTEL

An entire city block of Hospitality" GRAND RAPIDS, MICH. Rooms \$2.25 and up. Cafeteria -:- Sandwich Shop

### MORTON HOTEL

Grand Rapids' Newest Hotel

400 Rooms 400 Baths

> RATES \$2.50 and up per day.

#### Park Place Hotel Traverse City

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

#### New Hotel Elliott STURGIS, MICH.

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

#### 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

"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, Receiver.

A recent issue of the Hotel World-Review contains a very interesting write-up of our good friend Thorvald Aagaard, manager of the Battle Creek Aagard, manager of the Battle Creek Sanitarium, from the pen of a mutual friend, H. L. Lawson. Mr. Aagaard enjoys the acquaintance of every member of the fraternity in Michigan and is a valuable adherent of the State Association.

The Wisconsin Hotel Association, of which my friend Herman Kletsch, manager of the Republican House, Milwaukee, is secretary, and has been ever since I can remember, is organizing a permanent advertising bureau, for the purpose of enticing tourist trade in that direction. This will be a very good thing provided, always, that the right kind of advertising methods are employed.

Fred. Doherty, proprietor of Hotel Doherty, Clare, and president of the Michigan Hotel Association, has provided a loving cup trophy which is to be given to the winner of the Twin Elms Golf Club championship, in his group home town this grouper. own home town this summer.

The moratorium proposition of President Joseph Brewer, in the affairs of Hotel Pantlind, seems to have struck a popular chord with the interested investors, a large majority of whom have accepted same.

The Italian hotel owner must live charmed existence. According to all reports he is subected to twenty-one federal taxes, twenty-five pro-vincial and municipal taxes, besides various semi-voluntary contributions such as all hotel men are familiar with.

James H. Kane, former manager of Hotel Auditorium, Cleveland, is the newly appointed manager of Webster Hall, Detroit, succeeding David J. Martin.

The many friends of Charles H. Stevenson, owner of Hotel Stevenson, Detroit, and a former president of the Michigan Hotel Association, will be grieved to learn that he recently suffered a severe nervous breakdown and is confined to a local hospital where it is expected he will be compelled to remain for some time remain for some time.

A. M. Larson, of Muskegon, for many years an officer of the Michigan Tourist and Resort Association, passed away last week, after a lingering ill-

The eighteen day diet propaganda does not seem to be popular with either the hotels or physicians. If the hotel is operated on the American plan, there will be little inclination toward dietary achievements by its toward dietary achievements by its guests, but there are some people who seem to think that economy in eating is the real mission in this life. If they persist in it they will without a great deal of delay be transported to that realm where eating is popularly supposed to not be an achievement either.

Edward B. Hoffman, formerly proprietor of Hotel Wildermuth, Owosso, passed away in that city last week at the age of 72. Mr. Hoffman came to Owosso in 1909 after traveling out of Chicago for many years. For nine years he operated Hotel Wildermuth, retiring a few years ago.

Chicago and Philadelphia may have Chicago and Philadelphia may have worlds' fairs for a season, but Los Angeles has an exposition which goes on forever. It was re-dedicated by the governor a few days ago. It is located in what is known as Exposition Park, but thousands pass through the city annually without knowing a thing about it, though its displays are most wonderful. A visitor can see Caliwonderful. A visitor can see Cali-fornia without turning a wheel. Indeed, he can almost take an entire vacation and sleep at home every night, and yet "see California first" without ants in the butter, sand in the sugar or sunburn. One of the striking features is Los Angeles in replica. It is just something in paint on the . The buildings are acutally built into the picture. The minutest detail of every part is worked out in actual material used. Los Angeles harbor and the city in the distance are presented in the same way. The breakwater is there and the battleships ride the waves.

Every once in a while somebody ho is not financially interested in the operation of hotels and restaurants bursts forth in song—or rage—and talks about the Jesse James in that line of industry. Even in their palmline of industry. Even in their palmiest days ,the food dispensers never nest days the food dispensers never made even a small percentage of the profits you find in almost any other line of business. You will find the shoe man combining fifty cents worth of leather with a dollar's worth of elbow grease and working off the product for fourteen dollars and nothing is heard of it: or the medicine dispenser packing away three cents dispenser packing away three cents worth of ingredients in a tin can and offering it for a stingy dollar. And then there is the bootleg—well we won't go any further. Of course, it is true that cow meat, in the cow, is probably worth two cents per pound; with the packer, sixty; the retailer, ninety, and the platter in the restaurant, \$2.50, but it is well to bear in mind that the transportation company takes the first grab, and then there is the organized banditry in the kitchen which picks out the succulent portions for "home" consumption, so that when the guest has absorbed and paid for the dainty morsel finally peddled out to him there has been no wonderful margin of profit for the individual or concern which undertakes to "feed the

There are mergers and combinations in every trade and industry. No business is either too large or too small to escape the attention of the trained blenders. The day is near at hand when the hot dog distribution of the country will be in the keeping of some massive corporation which will have its uniformed representatives on hand wherever two or three human beings are assembled for sport or play. A melding of the hot dog and ham-burger industries of the Nation would be a warm proposition if full rations of mustard were included.

Some folks would go so far as to call this relieving the farmers, especially as farm relief is masquerading under many aliases. For instance some housewives scrape the kernel off the golden batam corn from the of the golden batam corn from the cob. But that is no way to eat corn. With me it is cob or nothing. Some people fix up corn with Parmesan cheese and greenpeppers and all that sort of truck. But the only humane way to capture it is to tuck your way to capture it is to tuck your napkin under your chin, have the butter plate handy, and gnaw away at the kernels. Farm relief Watch the orkernels. dinary human this summer and get an idea of just how he regards it.

Frank S. Verbeck.

#### Seven New Readers of the Tradesman.

The following new subscribers have been received during the past week: Everett Cole, St. James. Alva Cruzen, Los Angeles, Calif. Stilson V. MacLeod, Grand Rapids. Hilding & Baker, Grand Rapids. Siegel Jewelry Co., Grand Rapids. Nyle L. Adamson, Paw Paw. H. R. Aelsworth, Springport.

A man who isn't generous picks out all the old tightwads as his excuse.

#### IN CASE OF REPEAL

#### How Shall Liquor Sales Then Be Handled?

With a view to ascertaining the sentiment of some of the leading hotel men of Michigan as to how the sale of liquor could best be handled in the event of the repeal or modification of the Volstead law, the editor of the Tradesman recently addressed the following letter to a half hundred land-

Grand Rapids, Aug. 9—It looks to me as though the Volstead law would be repealed or modified immediately on the seating of the next Congress.

This will involve additional legisla-tion in order to handle the liquor

traffic in a satisfactory manner.

I am unalterably opposed to the

open saloon.

I believe the traffic can best be handled by entrusting the sale of liquor as a beverage to hotels of high class, coupled with its sale in sealed packages by Government agencies, similar to those maintained in the

Eastern province of Canada.

I believe that people will ignore the bootlegger if they can secure pure and wholesome liquor from hotels or Fed-

eral agencies.

I believe that the restoration of the sale of liquor to hotels will do much to place the hotels of America on a paying basis.
Will you kindly favor me with your

opinion on this matter and oblige.

E. A. Stowe.

Replies received to date are as

Muskegon, Aug. 10-Your favor of Aug. 9 is just received. I am pleased to note the position you take in regard to the repeal of the Volstead act and I agree with you in every particular except, perhaps, the advisability of having a public bar even in a It seems to me that if the sale of intoxicating beverages can be re-stricted to table service with meals or service in rooms or homes it will be better in the long run for all parties concerned. The trouble with our old system, which caused the liquor traffic to come into such bad repute, was the treating custom. A man sometimes would go into a barroom with the intention of taking a single drink. While he was there perhaps four or five friends would come in and there was an unwritten law that each of the party would treat for a round of the party would treat for a round of drinks. By the time the customer had taken a complete round of drinks, perhaps two or three more friends might join the party and then he would have too much liquor. Whatever is done in framing the new law I hope everything possible will be done to discourage this old custom. I have been in a position to observe this matter very closely and I am satisfied in my own mind that the principal cause of the liquor industry coming into ill repute was the American custom of treating.

Edward R. Swett,

Manager Occidental Hotel Co.

Grand Rapids, Aug. 10-I am in hearty accord with your views on the proper method of handling the liquor traffic in the event of the repeal of the

Volstead act, as outlined in your letter of the 9th instant.

The American Hotel Association, representing one of the largest of America's leading industries, stands opposed to the open saloon.

Hotels have suffered travendous

Hotels have suffered tremendous losses because the failure to prohibit has encouraged the patronage of speakeasies to the detriment of the hotel dining rooms, thereby diverting the business of the legitimate hotel keeper to the non-tax paying bootlegger.

The restoration of the hotel bar is the only antidote for this calamitous situation and would, without question,

bring prosperity to the hotel industry. A. A. Frost, Manager Morton Hotel.

Grand Rapids, Aug. 10—I have your letter of Aug. 9, in which you ask my opinion on the matter of repeal of the Volstead law.

Casting a glance over the twelve years since we have had National prohibition, I would say the question is not are we to have liquor or no liquor but are we to have liquor or no liquor, but are we to have liquor, legal or illegal? I personally believe in legalized liquor traffic, controlled in such a manner as will guarantee that there will not be a return of the old If the hotels are permitted to dispense it, unquestionably it will go far towards the solution of their pres-ent difficulties.

I shall be glad to lend my assistance to any movement that will legalize the transportation and sale of liquor.

Ernest W. Neir,

Manager Hotel Rowe.

Niles, Aug. 14-I think you are right. It does look as though the Vol-stead law will be repealed on the seat-

stead law will be repealed on the seating of the next Congress.

I don't think there is any question about the fact that the restoration of the hotel bar would place most of the hotels on a paying basis, but, so far as my own opinion is concerned. I am free to confess that this liquor question. free to confess that this liquor question seems to be too big a problem for me. I wouldn't know what would be best for our country and perhaps we will have to go right on trying until we find a better solution than the one we have had.

have had.

I think we all are opposed to the open saloon. I know, at least, that I am decidedly opposed to it.

Meta Jennings,

Manager Four Flags Hotel.

Grand Rapids, Aug. 12—Replying to your letter of Aug. 9 addressed to the Hermitage Hotel, we are very much in favor of a change in the Volstead law and I believe this is pretty much public sentiment at this time. This hotel is opposed to the return of the open saloon and would favor the sale open saloon and would favor the sale of liquor by Government agencies in sealed packages and by the hotels.

We all know that liquor is used in great quantities in the homes and li-censing hotels to sell liquor would go a long ways toward placing hotels again on a paying basis. I congratulate you on the stand you are taking and I hope you will give it plenty of publicity.

M. T. Vanden Bosch, Vice-President Hermitage Hotel Co.

Clare, Aug. 12-In answer to your letter of the 10th on the Volstead law, let me say that I am for the repeal of 18th amendment, but I am also opposed to the open saloon. At a meeting of hotel men a short time ago, not one wanted to see the saloon come

As you know, the hotel industry has been hit very bad and a great part of this is due to the blind pig. Many socalled tourist homes are no more than

I want to see a change as soon as can get it, as it will be a big help ill.

A. J. Doherty, to all.

President Michigan Hotel Associa-

Port Huron, Aug. 15—As chairman for Michigan of the American Hotel Association Prohibition Committee, I naturally am quite interested in your observations set forth in your letter of Aug. 12.

During our campaign for repeal, it has been quite difficult to keep our members on the right track on this question. When the 18th amendment is repealed, it will be done by the Congress of the United States, and it is our job to see that only wet congressmen are elected this fall.

(Continued on page 24)

#### DRUGS

Michigan Board of Pharmacy. President—Clare F. Allen, Wyandotte. Vice-Pres.—J. W. Howard Hurd, Flint. Director — Garfield M. Benedict, San-

dusky.

Examination Sessions—Three sessions are held each year, one in Detroit, one in the Upper Peninsula and one at Ferris Institute, Big Rapids.

Michigan State Pharmaceutical
Association.
President—F. H. Taft, Lansing.
First Vice-President—Duncan Weaver,

First Vice-President—Duncan Weaver, Fennville. Second Vice-President—G. H. Fletcher, Ann Arbor. Secretary—R. A. Turrel, Croswell. Treasurer—William H. Johnson, Kala-

#### Begin To Prepare For National Pharmacy Week.

October 9 to 16 is the retail druggists' opportunity to sell to the public the value of their profession-Pharmacy. It is not a week to sell merchandise; it is a week to sell the service druggists render. Plan a window display and tie-up for this week which will be outstanding among your windows of the year.

In this connection it should be noted that the committee on research and relations of the National Wholesale Druggists Association has again undertaken the preparation of an unusually attractive window trim for distribution to retailers, free of charge through the wholesalers. This display material consists of a Medicinal Plant Map of the United States of America for use as a background during Pharmacy Week. The map carries reproductions of 125 important medicinal plants.

Under each of the beautiful illustrations appears a legend giving the common and Latin name of the plant, its use in medicine and information as to where the plant grows natively. In addition, on the face of the map in a large box appears a message to the public on the importance of the services of pharmacy.

Following this general article will be found a detailed description of the map and helpful suggestions for the growing from seed of various medicinal plants which may be displayed in drug store windows during pharmacy week.

Even though the merchandising side may predominate in an establishment, the very fact that a pharmacist owns or conducts the store, gives a prestige to the business and an assurance to the patron whatever his intended purchase may be. The significance and the beneficial results of Pharmacy Week to pharmacy and the drug business depend on the impress made on the public, the publicity given relative to its mission; there is opportunity during the fifty weeks or more each year to advertise the merchandising side of the store so very necessary for producing direct profit. During Pharmacy Week, however, pharmacy should be the paramount topic of the drug store. Professionalize your store for the week October 9th to 16th inclusive.

The Committee on Research and Relations of the National Wholesale Druggists' Association announces the completion of a Medical Plant Map of the United States of America for use as a window background by pharmacists during Pharmacy Week, Oct 9 to

This map represents the finest work in modern lithography. It is 44 x 65 in. in size and carries reproductions of 125 important medicinal plants. On the face of the map appears illustrations of the more important medicinal plants growing natively or cultivated in the United States. Around the border appears illustrations of the more important medicinal plants of foreign origin. The use of nine colors in the production of the display has made possible the bringing out of all of the brilliant hues and colors of the flowers. fruits and other parts of these interesting plants. Those who have seen the first prints of the sheet are high in their praise of the excellency of the reproductions, many of which are from original photographs and others from the classic works of Milspaugh, Bentley and Trimen and others.

Under each of the beautiful illustrations appears a legend giving the common and Latin name of the plant, its use in medicine and information as to where the plant grows natively. In addition, on the fact of the map in a large box appears a message to the public on the importance of the services of pharmacy.

Professor Anton Hogstad, Jr., Chairman of the National Pharmacy Week Committee, is co-operating with the N. W. D. A. in an effort to have these displays more generally used by retail pharmacists than ever before. Professor Hogstad will supply on request radio and news stories for use by retail pharmacists during Pharmacy Week. Retailers should address Dr. Hogstad, 161 Sixth avenue, New York City.

Pharmacists everywhere should begin now to plan definitely for outstanding window displays during Pharmacy Week. Prizes will again be offered by state and local associations for best displays and the Federal Wholesale Druggists' Association will again offer a grand prize in the form of a silver cup for the best Pharmacy Week window display in the United States.

Much has been written about the possibility of pharmacists engaging the services of the florist to grow for them from seed various medicinal plants which may be displayed in drug store windows during Pharmacy Week. This is an excellent suggestion. Those who have had experience in germinating medicinal plant seed know very well that the seed of some plants germinate very readily, while others are exceedingly difficult to germinate and develop and grow very slowly. The seedcoat of the seed of many plants is more or less impregnated with silica. Seed of this character usually require a period of many months of conditioning in the soil before they will germinate. Many seed of this kind will not germinate at all unless they remain in the soil over winter or are treated artificially. winter or are treated artificially.

Some seed of this character, like those of the biennial henbane, may be immersed in concentrated sulphuric acid for thirty to sixty secodns, then rinsed with clear water and planted, after which they will germinate in six to ten days. Otherwise, months are required. Other seed difficult to germinate are those of colchicum, cardamom, belladonna, golden seal. Sometimes seed of this kind are shaken vigorously with sand or other rough, sharp, hard material or rubbed with sandpaper. This cuts down the outer silica layer and permits moisture to enter so that the seed will germinate quickly. It is our advice that for Pharmacy Week pharmacists do not try to grow plants from seed that are difficult to germinate, even in the hands of experts. The results are often unsatisfactory.

Many seeds are easy to germinate. It is a fact that a few flats or seed pans, filled with young growing plants attract unusual attention in almost any store window. Everyone knows how a little growing shamrock makes a splendid display on St. Patrick's Day or a little green grass helps tremendously a display of lawn grass seed. So, too, with medicinal plants.

It is suggested that pharmacists take shallow boxes, even cigar boxes would do for a temporary display; fill these

with very light, sandy soil to within about three-quarters inch of the top. Sow the seed selected evenly over the surface, possibly one-half inch apart, and then fill with additional soil so that the seed are covered with soil



# BOOST FOR MICHIGAN WHOLESALERS **BECAUSE** THEY BOOST FOR YOU.

**TOURISTS** DEMAND



GOOD CANDY

National Candy Co., Inc. PUTNAM FACTORY Grand Rapids, Mich.

# SCHOOL SUPPLIES

PENCIL AND INK TABLETS, ERASERS. PENCILS. PENHOLDERS. PRANG'S PAINTS, INKS, MUCILAGE, COMPASS-ES, SLATES, CRAYOLAS, CRAYONS, CHALKS, PENS, COLORED PENCILS. NOTE BOOKS, DRAWING TABLETS. BRUSHES, DICTIONARIES, ARTISTS SPELLING BLANKS, THEME TABLETS, COMPASS SETS, COLOR BOXES, LOOSE LEAF COVERS, SCHOOL COMPANIONS, PENCIL BOXES, PROTRACTORS, BAN-NER NOTE BOOKS, NOTE BOOK FIL-LERS, MUSIC BOOKS, ETC.

Hazeltine & Perkins Drug Co.

Grand Rapids

Michigan

about four times the diameter of the seed. If the soil is moist when first placed in the box, only a light watering will be necessary; if the soil is dry, it should be fairly well soaked. A piece of window glass should now be placed over the top of the box and the box placed in a window where it will get strong sunlight. Of course, strong wooden boxes or regular seed pans or flower pots are better if these are available. Pharmacists can request their forists or nurserymen to grow these seedlings, although those who are interested will find much pleasure and profit from germinating the seeds in the store window.

The question as to where one may obtain seed of medicinal plants is easily answered. Nearly all of the growers of garden-flowering plants list many medicinal species. It is not necessary, however, to obtain supplies from the florist, although this may be done. Several hundred seeds and fruits are used in medicine as drugs. A large number of these, as taken right out of the drug stock, will grow. The following are to be found in the drug stocks of most pharmacies and are suitable for pharmacists to experiment with. Half a dozen boxes representing some of these seedlings, displayed in a window or on a counter, and properly labeled will arouse much favorable comment and interest; anise, fennel, ripe orange seed, psyllium seed (Plantago lanceolata yielding French Psyllium is the common buckhorn so troublesome in our lawns), hemp seed (soak in luke-warm water first), capsicum (seed from fruit - some will grow a little slowly), carraway, flaxseed, American wormseed (some will grow from fresh fruit drug), corriander, castor oil beans (file or cut through the seed-coat slightly - will grow if fresh), black mustard and yellow mustard (very easy) stramonium seed (soak first-some of commercial drug seed will grow), celery fruit, poison hemlock fruit and annual larkspur or delphinium. Practically all of these seeds yield medicinal plants from which U. S. P. or N. F. drugs are derived. When the seedlings begin to come up, display with the growing plants some of the whole drug and bottles of the preparation in which the drug is used. If the plant is illustrated on the Medicinal Plant Map, connect the growing plants with the illustration on the map.

Other seed will be found in the usual drug store stock of vegetable drugs. Some of these will germinate; in fact, the pharmacist might take a box two or three feet wide and three or four feet long and about six or eight inches deep. Place this on the floor of the window, fill it with good light sandy soil, place in it rows of quite a number of these seed, properly labeled, and put a sign in the back of the window, "Miniature Medicinal Plant Garden." Of course, all such exhibits need to be sprinkled lightly with water once a day after the plants begin to grow. A galvanized iron tray might be obtained from the local florist to put under the box or boxes or seed pans containing these exhibits. This will protect the floor of the window and by placing a very little water in the bottom of the

tray, afford an opportunity for maintaining the proper humidity in and around the plants.

These suggestions are all decidedly practical. Pharmacists should begin planting right after the first of September to be certain to have some interesting seedling medicinal plants by the week of Oct. 9.

#### IN THE REALM OF RASCALITY.

(Continued from page 2) in any way that would deceive buyers into believing the articles are made from the Jipijapa leaf in accordance with process used in making Panama hats.

Corporate manufacturer of soft drinks discontinues describing product as "Vichy" in a way which would deceive buyers into the erroneous belief that the product is a Vichy or an artificial Vichy.

Individual selling colonial coverlets will cease advertising products as hand-made or woven by hand, when this is not true.

Dress fabrics corporation will no longer employ the words "crepe," "chiffon," "velvet" and "pongee" so as to imply that its products are made of silk when this is not true.

Co-partners selling and distributing knit goods agree to no longer make use in advertising of the words "knitting mills" so as to deceive purchasers into believing that they own, control or operate a factory.

The word "manufacturers" will not be used by an individual selling upholstery fabrics who neither owns nor operates a mill.

Corporation manufacturing a liquid polish stops use of word "wax" to describe a product not containing wax.

Representations that it manufactures the products it sells, will be discontinued by a corporation selling paints, varnishes and kindred commodities.

Corporate manufacturer of an alleged artificial Vichy water salts will cease use of words "Vichy" and "artificial" so as to deceive purchasers into believing the product to be an artificial Vichy water containing essential ingredients of natural Vichy water, when such is not the fact.

A corporation and an individual selling typewriter ribbons stop use of an advertising designation which would deceive purchasers into erroneously believing the product had been coated three times.

Individual selling paper products stops use of word "mills" when he neither owns nor operates a paper mill.

Typewriter ribbon sales corporation discontinues use of words which would indicate that its products are made of silk, when this is not true.

Copartners selling and distributing alleged malt product abandon the use of words in advertisements which imply their products are imported. When the product is composed in substantial part of imported ingredients the advertising matter above mentioned shall refer to the particular ingredient imported and otherwise clearly indcate that the product is not composed wholly of ingredients of foreign origin.

A new stencil brush carries its ink in its handle. A push button at the user's finger tip controls the ink flow.

#### WHOLESALE DRUG PRICE CURRENT

Prices quoted are	nominal, based on market	the day of issue.
Acetic, No. 8, lb. 06 @ 10	Gum Aloes, Barbadoes,	Hemlock, Pu., lb.2 00@2 25 Heml'k Com., lb. 1 00@1 25
Boric, Powd., or	so called, lb. gourds @ 60	Juniper Ber., lb. 4 00@4 25 Juniper Wd, lb. 1 500@1 75
Carbolic, Xtal., lb. 36 @ 43	Aloes, Socotrine,	Lav. Flow., lb. 4 00@4 25 Lav. Gard., lb 1 25@1 50
Citric, lb 40 @ 55 Muriatic, Com'l.,	lb @ 75 Powd., lb @ 80 Arabic, first, lb. @ 50	Lemon, lb 2 00@2 25
lb 03½@ 10 Nitric, lb 09 @ 15	Arabic, first, lb. @ 50 Arabic, sec., lb. @ 45	Mustard, true, ozs. @1 50 Mustard, art., ozs. @ 35 Orange, Sw., lb. 4 00@4 25
Oxalic, lb 15 @ 25 Sulphuric, lb 03½@ 10	Arabic, sorts, lb. 15 @ 25 Arabic, Gran., lb. @ 35	Orange, Sw., lb. 4 00@4 25 Origanum, art,
Tartaric, 1b 35 @ 45	Arabic, P'd, lb. 25 @ 35 Asafoetida, lb 50@ 60	lb 1 00@1 20 Pennyroyal, lb. 3 25@3 50
Alcohol Denatured, No. 5.	Asafoetida, Po., lb. @ 75 Guaiac, lb @ 60	Peppermint, lb. 3 50@3 75 Rose, dr @2 50
Gal 48 @ 60 Grain, Gal 4 25@5 00	Guaiac, Powd @ 70	Rose, Geran., ozs. 50@ 95 Rosemary
Wood, Gal 50 @ 60 Alum-Potash, USP	Kino, lb @ 90 Kino, powd., lb. @1 00	Flowers, lb 1 50@1 75
Lump, lb 05 @ 13	Myrrh, lb @ 60 Myrrh, Pow., lb. @ 75	Sandalwood, E. I., lb12 50@12 75
Powd. or Gra., lb. 05¼@ 13 Ammonia	Shellac, Orange, lb25 @ 35	W. I., lb 4 50@4 75 Sassafras,
Concentrated, lb. 06 @ 18 4-F, lb 05½ @ 13	Ground, lb 25 @ 35 Shellac, white,	true, lb 2 00@2 25 Syn., lb 75 @1 00
3-F, lb 05½ @ 13 Carbonate, lb 20 @ 25	(bone dr'd) lb. 35 @ 45 Tragacanth,	Syn., lb 75 @1 00 Spearmint, lb 3 00@3 25 Tansy, lb 5 00@5 25 Thyme, Red, lb. 1 50@1 75 Thyme, Whi., lb. 1 75@2 00
Muriate, Lp., lb. 18 @ 30 Muriate, Gra., lb. 08 @ 18	No. 1, bbls 2 00@2 25	Thyme, Red, lb. 1 50@1 75
Muriate, Po., lb. 20 @ 30	No. 2, lbs 1 75@2 00 Pow., lb 1 25@1 50	Wintergreen Leaf, true, lb. 6 00@6 25
Pound 07 @ 20	Honey Pound 25 @ 40	Birch, lb 3 00@3 25
Balsams Copaiba, lb 50 @ 80	Hops ¼s Loose, Pressed,	Syn 75 @1 00 Wormseed, lb 6 00@6 25
Fir. Cana., lb. 2 00@2 40 Fir. Oreg., lb. 65 @1 00	lb @ 60	Wormwood, lb. 7 00@7 25 Oils Heavy
Peru, lb 2 00@2 20 Tolu, lb 1 50@1 86	Hydrogen Peroxide Pound, gross 25 00@27 00	Castor, gal 1 35@1 60 Cocoanut, lb 22½@ 35
Barks	½ Lb., gross 15 00@16 00 ¼ Lb., gross 10 00@10 50	Cod Liver, Nor-
Cassia, Ordinary, lb 25 @ 30	Indigo Madras, lb 2 00@2 25	wegian, gal1 00@1 50 Cot. Seed Gals. 90@1 10 Lard, ex., gal. 1 55@1 65
Ordin., Po., lb. 20 @ 25 Saigon, lb @ 40	Insect Powder	Lard, No. 1, gal. 1 25@1 40
Saigon, Po., 1b. 50 @ 60 Elm, 1b 35 @ 40	Pure, lb 25 @ 35 Lead Acetate	Linseed, raw, gal. 52@ 67 Linseed, boil., gal. 55@ 70
Elm, Powd., lb. 35 @ 40 Elm, G'd, lb 40 @ 45	Xtal, lb 17 @ 25 Powd. & Gran. 25 @ 35	Neatsfoot, extra, gal 1 25@1 35
Fassafras (P'd lb. 45) @ 35	Licorice	Olive, Malaga, gal 2 50@3 00
Soaptree, Po., lb. 25 @ 30	Extracts, sticks, per box 1 50 @2 00	Pure, gal 3 00@5 00 Sperm, gal 1 25@1 50
Cubeb, lb @ 75	per box 1 50 @2 00 Lozenges, lb 40 @ 50 Wafers, (24s) box @1 50	Tanner. gal 75@ 90 Tar, gal 65@ 75
Cubeb, Po., lb. @ 80 Juniper, lb 10 @ 20	Buchu, lb., short @ 50	whate, gal @2 00
Pound 05 @ 15	Buchu lb long (a)	Opium Gum, ozs., \$1.40;
Borax	Buchu, P'd., lb. @ 60 Sage, bulk, lb. 25 @ 30 Sage, loose	lb 20 00@20 50 Powder, ozs., \$1.50;
P'd or Xtal, lb. 06 @ 13  Brimstone	pressed, 4s, lb. @ 40	lb 21 00@21 50 Gran., ozs., \$1.50.
Pound 04 @ 10	Sage, ounces @ 85 sage, P'd & Grd. @ 35 Senna,	lb 21 00@21 50 Paraffine
Pound 80 @1 00 Cantharides	Alexandria, lb. 50 @ 60 Tinnevella, lb. 20 @ 30	Pound 06½@ 15
Russian, Powd. @1 50 Chinese, Powd. @1 25	Powd., lb 25 @ 35 Uva Ursi, lb 20 @ 25 Uva Ursi, P'd, lb. @ 30	Black, grd., lb. 30 @ 40 Red, grd., lb. 42 @ 55
Chalk	Uva Ursi, P'd, lb. @ 30 Lime	White, grd., lb. 35 @ 45 Pitch Burgundy
Crayons, white, dozen @3 60	Chloride, med., dz. @ 85	Pound 20 @ 25 Petrolatum
dustless, doz. @6 00 French Powder,	Lycopodium	Amber, Plain.lb. 12 @ 17
Coml., lb 03½@ 10 Precipitated, lb. 12 @ 15	Magnesia	Amber, Carb., lb. 14 @ 19 Cream Whi., lb. 17 @ 22 Lily White, lb. 20 @ 25
Prepared, lb 14 @ 16 White, lump, lb. 03 @ 10	Carb., ½s, lb @ 30 Carb., 1/16s, lb. @ 32	Show White, lb. 22 @ 27
Capsicum Pods, lb 60 @ 70	Carb., P'wd., lb. 15 @ 25 Oxide, Hea., lb. @ 75	Plaster Paris Dental Barrels @5 25 Less, lb 03½@ 08
Powder, lb 62 @ E5	Oxide, light, lb. @ 75  Menthol	Potassa
Whole, lb 25 @ 35 Powdered, lb 30 @ 40	Pound 4 28@4 64 Mercury	Liquor, lb @ 40
Ounce 12 85@13 50	Pound 1 65@1 80	Acetate, lb 60 @ 96
Copperas Xtal, lb 03¼@ 10	Ounces ———— @12 60	Bicarbonate, lb. 30 @ 35 Bichromate, lb. 15 @ 25
Powdered, lb 04 @ 15	%s @12 68	Bromide, lb 51 @ 72 Carbonate, lb 30 @ 35
Cream Tartar Pound 25 @ 40	Bulk, Powd., select, lb 45 @ 50	Chlorate, Xtal., lb 17 @ 23 powd., lb 17 @ 23
Pound 40 @ 50	No. 1, lb 25 @ 35 Naphthaline	Gran., Ib 21 @ 28
Dextrine	Balls, lb 06¾ @ 15 Flake, lb 05¾ @ 15	Iodide, lb 3 64 @3 84 Permanganate, lb. 22½@35
Yellow Corn, lb. 06½@ 15 White Corn, lb. 07 @ 15	Nutmeg	Trussiate,
Witch Hazel, Yel-	Pound @ 40 Powdered, lb @ 50	Red, lb 80 @ 90 Yellow, lb 50 @ 60 Quassia Chips
low Lab., gal. 99 @1 82 Licorice, P'd, lb. 50 @ 60	Pound ——— @ 25	Pound 15 @ 20
Flower Arnica, lb 75 @ 80	Powdered, lb 15 @ 25 Oil Essential	Quinine
Chamomile, German, lb 35 @ 45	Almond, Bit., true, ozs. @ 50	5 oz. cans., ozs. @ 57
Roman, lb @ 90 Saffron,	Bit., art., ozs. @ 35 Sweet, true, lb. 1 50@1 80	Epsom, lb 031/4 @ 10 Glaubers,
American, lb. 35 @ 40 Spanish, ozs. @1 25	Sw't, Art., lbs. 1 00@1 25 Amber, crude, lb. 75@1 00	Lump, lb 03 @ 10 Gran., lb 03½@ 10
Formaldehyde, Bulk Pound 09 @ 20	Amber, rect., lb. 1 5@2 00 Anise, lb 1 25@1 60	Nitre, Xtal or Powd. 10 @ 22
Fuller's Earth	Bay, lb 4 00@4 25	Gran., lb 09 @ 20 Rochelle, lb 21 @ 31
Powder, lb 05 @ 10 Gelatin	Bergamot, lb5 00@5 20 Cajeput, lb 1 50@1 75 Caraway S'd. lb 3 00@3 25	Soda, lb 02½@ 08 Soda
Pound 60 @ 70	Caraway S'd, lb. 3 00@3 25 Cassia, USP, lb. 2 25@2 60	Ash 03 @ 10 Bicarbonate, lb. 03½@ 10
Brok., Bro., lb. 20 @ 30	Cedar Leaf, lb. 2 00@2 25 Cedar Leaf,	Caustic, Co'l., lb. 08 @ 15
Whi. Flake, lb. 271/2@ 35	Coml., lb 1 00@1 25 Citronella, lb 75 @1 20	Phosphate, lb. 23 @ 28
White AXX light,	Croton, 1bs 8 00@8 25	Sulphite, Xtal., lb 07 @ 12
lb @ 40 Ribbon 42½@ 50	Cubeb, lb 5 00@5 25 Erigeron, lb 4 00@4 25	Silicate, Sol., gal. 40 @ 50
Glycerine Cound15 @ 35	Eucalyptus, lb. 1 00@1 25 Fennel 2 00@2 25	Gallons 52 @ 67
Junu 10 W 30		01

# 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

#### DECLINED

Hart Green Beans Kellogg Corn Flakes Prunes Japan Tea

Parsons, Parsons, Parsons, Parsons, Parsons,	64 32 18 10	oz. oz.	 - 4 20 - 2 70
6 2		J.	

48.	MIC 1	A AX	LE (	GREA	SE	30
24,	3 ]	b			_ 5	90
15	lb.	pails.	per	doz.	11	70
25	lb.	pails,	per	doz.	17	65
		-				

APPLE BUTTER		
Quaker, 12-38 oz., doz.	2	00
Musselman, 12-38 oz.		
doz	2	00

BAK	ING I	1WO	DERS	S
Royal,	2 oz.,	doz.		93
Royal,	4 oz.,	doz		1 80
Royal,	6 oz.,	doz.		2 45
Royal, 1	2 oz.,	doz.		4 85
Royal,	21/2 lbs	doz	. 1	3 75
Royal,	b lbs.,	doz	2	4 50



				I
K	C, 10c size, 8 oz	_ 3	60	•
K	C. 15c size, 12 oz	_ 5	40	
	C, 20c size, full lb			9
	C, 25c size, 25 oz			1
K	C. 50c size. 50 oz	_ 8	50	F
K	C. 5 lb. size	. 6	50	1
	C. 10 lb. size			
				1
				7.

BLEA					
Clorox,					
Lizzie.	10	UZ.,	128	 2	19

		3 L U I	NG				
	Ball,						
Boy	Blue,	18s.	per	cs.	1	35	

BEANS and PEAS
100 lb. bag
Chili Beans 5 00
Dry Lima Beans 100 lb. 6 25
Pinto Beans 5 50
White H'd P. Beans 2 90
Split Peas, Yell., 60 lb. 4 40
Split Peas, Gr'n 60 lb. 3 15
Scotch Peas, 100 lb 5 20

	BUR	NER	s		
Queen	Ann,	No.	1	 1	15
Queen				1	25
White					
and	2, doz			 2	25

DOTT! - 04 DO	
BOTTLE CAPS	
Dbl. Lacquor, 1 gross	8
nka ner ares	

	_	_
	_	_
BREAKFAST FOO	DS	3
Kellogg's Brands		
Corn Flakes, No. 136		
Corn Flakes, No. 124		
Pep, No. 224	2	0
Pen. No. 202	2	0
Krumbles, No. 424	2	71
Bran Flakes, No. 624		
Bran Flakes, No. 602	1	5
Rice Krispies, 6 oz	2	0
Rice Krispies, 1 oz	1	10
All Bran, 16 oz	2	2:
All Bran, 10 oz	2	70
All Bran, 3/4 oz	1	10
Kaffe Hag, 6 1-lb.		
cans	2	75
Whole Wheat Fla., 24	1	90
BROOMS		

BROOMS		
Leader, 4 sewed	3	45
Our Success, 5 sewed		
Hustlers, 4 sewed		
Standard, 6 sewed		
Quaker, 5 sewed	6	25
Warehouse	6	50
Rose	2	75
Whisk, No. 3	2	25

Amsterdam Brand	s	
Gold Bond Par., No.51/2	7	50
Prize, Parlor, No. 6	8	00
White Swan Par., No.6	8	50

# ROLLED OATS Purity Brand



oman, Dis	
Large, 12s1	85
Regular Flakes China, large, 12s	2 70
Chest-o-Silver, 12 lge. Glassware, 12s, large	2 98 2 25
Purity Oat Snaps, 24s	2 20

Post Brands		
Grapenut Flakes, 24s	2	00
Grape-Nuts, 24s	3	80
Grape-Nuts, 50	1	40
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

		RUS	ub		
Solid Solid Point	Bac	k. 1	in.	 1	7
		C+c	WA		

Shaker	_ 1 80
No. 50	_ 2 00
Peerless	_ 2 60
Shoe	
No. 4-0	_ 2 25
No. 2-0	_ 3 00
BUTTER COLOR	2
Dandelion	_ 2 85

CANDLES	10 1
Electric Light, 40 lbs.	10.1
Plumber, 40 lbs	1414
Paraffine, 6s	141/
Paraffine, 12s	14 72
Wicking	20
Tudor, 6s, per box	00

# CANNED FRUITS Hart Brand

No. 10	_ 4 75
Blackberries Pride of Michigan	_ 2 55
Cherries	
Mich. red, No. 10	_ 5 25
Red, No. 2	_ 3 00
Pride of Mich., No.	
Marcellus Red	
Special Pie	
Whole White	

Gooseberries
No. 10 7 5
Pears
Pride of Mich. No. 21/2 3 6
Plums Grand Duke, No. 2½ 3 23
Black Basshamias
No. 2 2 80 Pride of Mich. No. 2 2 45
No. 2 3 25 No. 1 2 00
No. 2 3 25 No. 1 2 00 Marcellus, No. 2 2 35 Pride of Mich. No 2 90
No. 2 3 00
Marcellus No. 2
No. 2 3 00 8 oz 1 20 Marcellus, No. 2 1 85 Pride of Mich. No. 2 2 35
CANNED FISH Clam Ch'der, 10½ oz. 1 35 Clam Chowder, No. 2 2 75 Clams, Steamed, No. 1 2 75 Clams, Steamed, No. ½ 2 40 Finnan Haddie, 10 oz. 3 30 Clam Bouillon, 7 oz. 2 50 Cnicken Haddie, No. 1 2 75 Fish Flakes, small 1 35 Cod Fish Cake, 10 oz. 1 55 Cove Oysters, 5 oz. 1 35 Lobster, No. ¼, Star 2 75 Shrimp, 1, wet 1 45 Sard's, ¼ Oil, K'ey 4 90 Sardines, ¼ Oil, k'less 3 85 Salmon, Red Alaska 1 20 Sardines, Im. ¼, ea. 6@16 Sardines, Im. ½, ea. 6. 6 Sardines, Im. ½, ea. 5 Sardines, Cal. 1 10 Tuna, ½ Van Camps, doz. 1 75 Tuna, ¼ S, Van Camps, Tuna, ¼ S, Van Camps,
Clam Chowder, No. 2_ 2 75
Clams, Steamed, No. 1 2 75 Clams, Minced, No. 1/2 2 40
Finnan Haddie, 10 oz. 3 30 Clam Bouillon 7 oz. 2 50
Chicken Haddie, No. 1 2 75
Cod Fish Cake, 10 oz. 1 55
Lobster, No. 4. Star 2 75
Sard's, 4 Oil, Key 4 90
Sardines, ¼ Oil, k'less 3 85 Salmon, Red Alaska, 1 90
Salmon, Med. Alaska 1 45
Sardines, Im. 4, ea. 6@16
Sardines, Im., ½, ea. 25 Sardines, Cal 1 10
doz. 1 75
doz. 1 75 Tuna, 4s, Van Camps, doz. 1 35 Tuna, 1s, Van Camps, doz. 3 60 Tuna, 4s Chicken See
Tuna, 1s, Van Camps, doz. 3 60
Tuna, ½s, Chicken Sea. doz 1 85
CANNED MEAT Bacon, Med. Beechnut 3 00
Bacon, Lge. Beechnut 2 10 Beef, Lge. Beechnut 5 10
Beef, No. 1, Corned 2 00 Beef, No. 1, Roast 2 70
Beef, 2½ oz., Qua., sli. 1 35
Beef. No. 1, B'nut, sli. 4 50
Chili Con Car., 1s 1 20
Deviled Ham, $\frac{1}{4}$ s 1 50 Deviled Ham, $\frac{1}{4}$ s 2 85
CANNED MEAT  Bacon, Med. Beechnut 3 00  Bacon, Lge. Beechnut 2 10  Beef, Lge. Beechnut 5 10  Beef, No. 1, Corned 2 70  Beef, No. 1, Roast 2 70  Beef, 2½ 0z., Qua., sli. 2 35  Beef, 4 0z., Qua., sli. 4 50  Beef, No. 1, B'nut, sli. 4 50  Beefsteak & Onions, s. 2 70  Chili Con Car., 1s 1 50  Deviled Ham, ½s 2 85  Potted Beef, 4 0z 1 10  Potted Meat, ½ Libby 50  Potted Meat, ½ Libby 50
Potted Meat, 1/2 Libby 80

No. 2 No. 2

Bosto

CATSUP
Sniders, 8 oz. \_\_\_\_\_ 1 35
Sniders, 14 oz. \_\_\_ 2 15
Sniders, No. 1010 \_\_\_\_ 90
Sniders, Gallon Glass\_ 1 25

CHILI SAUCE
Sniders, 8 oz. \_\_\_\_\_ 2 10
Sniders, 14 oz. \_\_\_\_ 3 00
Sniders, No. 1010 \_\_\_\_ 1 25
Sniders, Gallon Glass\_ 1 45

OYSTER COCKTAIL
Sniders, 8 oz. \_\_\_\_\_ 2 10
Sniders, 11 oz. \_\_\_\_ 2 40
Sniders, 14 oz. \_\_\_\_ 3 00
Sniders, Gallon Glass 1 45

CHEESE

Deviled Ham. 4s 1	50
Deviled Ham, ½s 2	85
Potted Beef, 4 oz 1	10
Potted Meat. 1/4 Libby	
Potted Meat, 1/2 Libby	80
Potted Meat. 1/2 Qua.	75
Potted Ham, Gen. 1/4 1	45
Vienna Saus. No. 1/2 1	00
Vienna Sausage. Qua.	90
Veal Loaf. Medium 2	25
Baked Beans	
Campbells	64
Quaker, 16 oz	60
Fremont, No. 2 1	25
Van Camp, med 1	25

# CANNED VEGETABLES Hart Brand Baked Beans Medium, Sauce, 36 cs. 1 70

No. 21/2 Size, Doz	95
No. 10 Sauce 4	00
Lima Beans	
Little Quaker, No. 10 10	50
Little Quaker, No. 1_ 1	15
Baby, No. 2 1	
Pride of Mich. No. 2 1	60
Marcellus, No. 10 6	50
Red Kidney Beans	
No. 104	25

T O	v
6 5	0
4 2	5
9:	5
1 80	)
1 60	)
2 00	)
1 90	)
1 25	5
	4 2: 4 2: 9: 6: 1 8: 1 8: 1 8: 1 9: 1 9:

Cut, No. 10 9 00  Gut, No. 2 1 60  Cut, No. 1 1 10  Pride of Michigan 1 35  Marcellus Cut, No. 10_ 7 25  Wax Beans  Little Dot, No. 2 2 25  Little Dot, No. 1 1 80  Little Quaker, No. 1 1 45  Choice, Whole, No. 10 10 25  Choice, Whole, No. 10 10 25  Choice, Whole, No. 2 1 80  Choice, Whole, No. 1 1 35  Cut, No. 10 9 00  Cut, No. 2 1 60  Cut, No. 2 1 10	CHEWING GUM   Adams Black Jack   65   Adams Bloodberry   65   65   Adams Dentyne   65   66   Adams Calif. Fruit   65   66   Adams Sen Sen   65   66   66   66   66   66   66   6
Cut, No. 1 1 10 Pride of Mich., No. 2 1 25 Marcellus Cut, No. 10_ 7 25	Teaberry 65
110, 10, 10, 10, 10, 10, 10, 10, 10, 10,	COCOA

#### COCOA



rcellus, No. 2 95	
ney Crosby, No. 2_ 1 20 tole Grain. 6 Ban- am, No. 2 1 60	Droste's Dutch, 1 lb 8 00 Droste's Dutch, ½ lb. 4 25 Droste's Dutch, ¼ lb. 2 25 Droste's Dutch, 5 lbs. 2 50
Peas	Droste's Dutch, 28 lbs. 35
tle Dot. No. 2 2 40	Droste's Dutch, 55 lbs. 35
tle Quaker, No. 10 11 25	Chocolate Apples 4 50
tle Quaker, No. 2 2 15	Pastelles, No. 1 12 60
tle Quaker, No. 1 1 45	Pastelles, ½ lb 6 60
ed E. June, No. 10 9 50	Pains De Cafe 3 00
ed E. June, No. 2 1 75	Droste's Bars, 1 doz. 2 00
ed E. June, No. 1 1 25	Delft Pastelles 2 15
le of Hart, No. 2 1 75	1 lb. Rose Tin Bon
le of Mich., No. 2 1 45	Bons18 00
cel., Sw. W, No. 2 1 50	7 oz. Rose Tin Bon
cel., E. June, No. 2 1 35	Bons 9 00
cel., E. Ju., No. 10 7 50	13 oz. Creme De Cara-
	que13 20
Pumpkin	12 oz. Rosaces 7 80
10 4 35	1/4 lb. Pastelles 3 40
2½ 1 35	Langues De Chats 4 80
2 1 05	nangues De Chats 4 00
Sauerkraut	CHOCOLATE
10 4 25	Baker, Prem., 6 lb. 1/2 2 50
2½ 1 15	Baker, Pre., 6 lb. 3 oz. 2 55
9 85	- Ton, 0 10. 0 02. 2 00

2 1 05	Dangues De Chats 4 00
Sauerkraut  0 4 25 2½ 1 15 2 85	CHOCOLATE  Baker, Prem. 6 lb. ½ 2 50  Baker, Pre., 6 lb. 3 oz. 2 55
Spinach 2 ½ 2 25 2 1 80	CLOTHES LINE Hemp, 50 ft 2 00@2 25 Twisted Cotton, 50 ft 1 50@1 75
Squash on, No. 3 1 35	Braided, 50 ft 1 90 Cupples Cord 1 85
Succotash	COFFEE ROASTED Lee & Cady

Succotash	Lee & Cady
Golden Bantum. No. 2 2 10 Hart, No. 2 1 80 Pride of Michigan 1 65 Marcellus, No. 2 1 15	1 lb. Package Arrow Brand 21 Boston Breakfast 24
Tomatoes  No. 10 5 80  No. 2½ 2 00	Breakfast Cup 21 Imperial 37 <sup>1</sup> J. V 18 Majestic 29 Morton House 33
No. 2 1 50 Pride of Mich., No. 2½ 1 70 Pride of Mich., No. 2_1 35	Nedrow 28 Quaker 30 McLaughlin's Kept-Fresh

McLaughlin's	Kept-Fresh
	1

COFFEE by M'Laughlin SERVICE
Coffee Extracte

Coffe	e E	xtr	acts	3	
M. Y., per	100				12
Frank's 50	pk	gs.		4	25
Hummel's	50,	1	lb.		101/

CONDENSED MILK Eagle, 2 oz., per case 4 60

#### EVAPORATED MILK



Page, Tall	2	55
Page, Baby	1	43
Quaker, Tall, 101/2 oz.	2	30
Quaker, Baby, 4 doz.		
Quaker, Gallon, 1/2 dz.		
Carnation, Tall, 4 doz.		
Carnation, Baby, 4 dz.		
Oatman's Dundee, Tall		
Oatman's D'dee, Baby		
Pet, Tall		
Pet, Baby, 4 dozen	1	25
Bordens Tall, 4 dozen		
Borden's Baby, 4 doz.		

CIGARS			
Hemt. Champions	38	50	
Webster Cadillac	75	00	
Webster Golden Wed.	75	00	
Websterettes	38	50	
Cincos	38	50	
Garcia Grand Babies	38	50	
Bradstreets	38	50	
La Palena Senators_	75	00	
Odins	38	50	
Throw Outs	37	50	
R G Dun Boquet	75	00	
Perfect Garcia Subl.	95	00	
Budwiser	19	50	
	20	00	
	13	00	
	19	50	
	37	50	

#### CONFECTIONERY

Stick Candy Pails Pure Sugar Sticks-600c 4 00 Big Stick, 20 lb. case 17 Horehound Stick, 5 lb. 18

Mixed Candy	
Kindergarten	14
Leader	11
French Creams	13
Paris Creams	
Jupiter	
Fancy Mixture	14

Fancy Chocolate
5 lb. boxes
Bittersweets, Ass'ted 1 50
Milk Chocolate A A 1 50
Nibble Sticks 1 50
Chocolate Nut Rolls _ 1 60
Blue Ribbon 1 25
Gum Drops Pails
Champion Gums 14
Jelly Strings 14

Lozenges	
A. A. Pep. Lozenges	14
A. A. Pink Lozenges	
A. A. Choc. Lozenges	
Motto Hearts	
Maited Milk Lozenge	es 20
Hard Goods	Pails

Hard Goods	
Lemon Drops	14
O. F. Horehound di	rops 14
Anise Squares	13
Peanut Squares	14
Cough Drops	- Bxs

Putnam's	1	35	
Smith Bros 1		45	
Luden's	1	45	
Specialties			
Pineapple Fudge		18	

Pineapple Fudge	
Italian Bon Bons	14
Banquet Cream Mints	20
Handy Packages, 12-10c	85
COUPON BOOKS	

			grade	
100	Econ	omic	grade	4 50
500	Econ	omic	grade	20 00
1000	Econ	omic	grade	37 50
			books	
			me, sp	
			nt cov	
			out che	

# CREAM OF TARTAR

#### DRIED FRUITS

Apples
N. Y. Fey., 50 lb. box 13
N. Y. Fey., 14 oz, pkg. 16

	ricots
Evaporated,	Choice
Evaporated,	Fancy 14
Evaporated,	Slabs
Ex. Fancy	
Ci	itron
10 lb. box .	24

Currants	
Packages, 14 oz	171/2
Greek, Bulk, lb	

# Dates Imperial, 12s, Pitted 1 85 Imperial, 12s, Regular 1 40

Evap. Fancy	Choice	12½ 14	
Lemon	Peel American	91	

Lemon, Orange,	American American	21 21	
hehee	Raisins bulk	91/	
recueu,	Duik	0 1/4	
Chomps	on's s'dles	s blk 9	
Chomps	on's seedle		
15 00		01/	

Chompson's s'dless blk Chompson's seedless,	9
15 oz	914
California Prunes	
100 90 25 lb boxes	

a Prunes
boxes
boxes
boxes
boxes
boxes@061/2
boxes@071/4
boxes@091/2
boxes@14
boxes

Hominy Pearl, 100 lb. sacks 3 50  Bulk Goods	Peanuts, Jumbo, 12, 1 lb. case 1 05 Pecans, 3, star 25 Pecans, Jumbo 40 Pecans, Mammoth 50	PLAYING CARDS Battle Axe, per doz. 2 65 Bicycle, per doz 4 70 Torpedo, per doz 2 50	HERRING Holland Herring Mixed, Kegs	SOAP Am. Family, 100 box 5 85 Crystal White, 100 3 50 F.B., 60s	Blodgett-Beckley Co. Royal Garden, ½ lb 75 Royal Garden, ¼ lb 77
Elbow, 20 lb 05 Egg Noodle, 10 lbs 12  Pearl Barley	Walnuts, Cal 23@25 Hickory 07	POTASH Babbitt's, 2 doz 2 75	Milkers, Kegs 86 Milkers, half bbls Milkers, bbls	Flake White, 10 box 2 85 Grdma White Na. 10s 3 50 Jap Rose, 100 box 7 40 Fairy, 100 box 4 00 Palm Olive, 144 box 9 90	Japan       Medium     18       Choice     24@31       Faney     38@42
0000 7 00 Barley Grits 5 00 Chester 3 50		FRESH MEATS  Beef Top Steers & Heif 13 Good St'rs & H'f	Lake Herring  ½ Bbl., 100 lbs  Mackerel  Tubs, 60 Count, fy. fat 6 00	Lava, 50 box 2 25 Octagon, 120 5 00 Pummo, 100 box 4 85 Sweetheart, 100 box 5 70 Grandpa Tar, 50 sm, 2 10	No. 1 Nibbs 35  Gunpowder Choice 40
Sage East India10	Almodns, Salted 95 Peanuts, Spanish 125 lb. bags 5½ Filberts 32	Good St'rs & H'f 11 Med. Steers & Heif 10 Com. Steers & Heif 09	Pails. 10 lb. Fancy fat 1 50  White Fish Med. Fancy, 100 lb. 13 00	Grandpa Tar, 50 lge. 3 50 Trilby Soap, 100, 10c 7 25 Wiliams Barber Bar, 9s 50 Williams Mug, per doz. 48	Ceylon Pekoe, medium 45
Tapioca Pearl, 100 lb. sacks 7½ Minute, 8 oz., 3 doz. 4 05 Dromedary Instant 3 50 Jiffy Punch	Pecans Salted 55 Walnut California 40  MINCE MEAT	Veal           Top         11           Good         10           Medium         9	Milkers, bbls. 18 50 K K K K Norway 19 50 8 lb. pails 140 Cut Lunch 150 Boned, 10 lb. boxes 16	SPICES Whole Spices	English Breakfast Congou, medium 28
3 doz. Carton 2 25 Assorted flavors.	None Such, 4 doz 6 20 Quaker, 3 doz. case 3 15 Yo Ho, Kegs, wet, lb. 16%	Lamb Yearling Lamb 15 Good 14 Medium 10	SHOE BLACKENING 2 in 1. Paste, doz 1 30	Allspice, Jamaica @24 Cloves, Zanzibar @36 Cassia, Canton @40 Cassia, 5c pkg., doz. @40 Ginger, Africa @19	Congou, Choice 35\pi_36 Congou, Fancy 42\pi 43
V. C. Milling Co. Brands Lily White 5 10 Harvest Queen 5 20 Yes Ma'am Graham,	OLIVES 7 oz. Jar, Plain, doz. 1 05 16 oz. Jar, Plain, doz. 1 95 Quart Jars, Plain, doz. 3 25	Mutton Good08	E. Z. Combination, dz. 1 30 Dri-Foot, doz 2 00 Bixbys, doz 1 30 Shinola, doz 90	Mixed, No. 1	Medium 39 Choice 45 Fancy 50
Lee & Cady Brands Home Baker	5 Gal. Kegs, each 6 50 3 oz. Jar, Stuff., doz. 1 15 8 oz. Jar. Stuffed, doz. 2 25 10 oz. Jar, Stuff., doz. 2 65 1 Gal. Jugs. Stuff. dz. 2 40	Medium 06 Poor 04	STOVE POLISH Blackne, per doz 1 30 Black Silk Liquid, dz. 1 30	Pure Ground in Bulk Allspice, Jamaica @25	TWINE Cotton. 3 ply cone 25 Cotton, 3 ply Balls 27
Cream Wheat  FRUIT CANS Presto Mason	PARIS GREEN 1/28 34 1s 32	Pork Loin, med11 Butts08 Spareribs05½	Black Silk Paste, doz. 1 25 Enameline Paste, doz. 1 30 Enameline Liquid, dz. 1 30 E. Z. Liquid, per doz. 1 30 Radium, per doz 1 30	Cloves, Zanzibar @38 Cassia, Canton @25 Ginger, Corkin @27 Mustard @26	VINEGAR F. O. B. Grand Rapids Cider, 40 Grain 16 White Wine, 40 grain 20
F. O. B. Grand Rapids Half pint 7 15 One pint 7 40 One quart 8 65	2s and 5s 30  PETROLEUM PRODUCTS Including State Tax	Neck bones 04 Trimmings 05  PROVISIONS	Rising Sun, per doz. 1 30 654 Stove Enamel, dz. 2 80 Vulcanol, No. 10, doz. 1 30 Stovoil, per doz 3 00	Mace, Penang       @85         Pepper, Black       @25         Nutmegs       @26         Pepper, White       @38         Pepper, Cayenne       @36	White Wine, 80 Grain 25  WICKING No. 9. per gross 80
Half gallon11 55  FRUIT CAN RUBBERS Presto Red Lip, 2 gro.	From Tank Wagon Red Crown Gasoline 17.5 Red Crown Ethyl 20.5 Stanolind Gasoline 15.7	Barreled Pork Clear Back 16 00@20 00 Short Cut Clear 16 00	SALT F. O. B. Grand Rapids Colonial, 24, 2 lb 95	Paprika, Spanish @36  Seasoning	No. 1, per gross 1 25 No. 2, per gross 1 50 No. 3, per gross 2 30 Peerless Rolls, per doz. 90 Rochester, No. 2, doz. 50
carton 70 Presto White Lip, 2 gro. carton 76	In Iron Barrels Perfection Kerosine _ 10.3 Gas Machine Gasoline 39.5	Dry Salt Meats D S Bellies 18-29@18-10-8	Colonial, 36-1½ 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	Chili Powder, 1½ oz	Rochester, No. 3, doz. 2 00 Rayo, per doz 75  WOODENWARE
GELATINE         Jell-O, 3 doz.       2 55         Minute, 3 doz.       4 05         Plymouth, White       1 55         Quaker, 3 doz.       1 75	V. M. & P. Naphtha = 16.4  ISO-VIS MOTOR OILS In Iron Barrels	Pure in tierces 61/2 60 lb. tubsadvance	Packers Meat, 50 lb. 65 Cream Rock for ice cream, 100 lb., each 85 Butter Salt 280 lb bbl 4 00	Ponelty, 3½ oz. 3 25 Kitchen Bouquet 4 50 Laurel Leaves 20 Marjoram, 1 oz. 90 Savory, 1 oz. 65	Bushels, Wide Band, wood handles 2 00 Market, drop handle 90 Market, single handle 95
JELLY AND PRESERVES Pure, 30 lb. pails 2 60 Imitation, 30 lb. pails 1 60	Light       77.1         Medium       77.1         Heavy       77.1         Ex. Heavy       77.1	10 lb. pailsadvance 7% 5 lb. pailsadvance 1 3 lb. pailsadvance 1 Compound tierces 7 Compound, tubs 74	Block, 50 lb. 40 Baker Salt, 280 lb. bbl. 3 80 6, 10 lb., per bale 93 20, 3 lb., per bale 100 28 lb. bags, Table 40	Thyme. 1 oz 90 Tumerci, 1½ oz 65	Market, extra 1 60  Splint, large 8 50  Splint, medium 7 50  Splint, spec 6 50
Imitation, so in. pans 1 00				OTABOLL	
Pure, 6 oz., Asst., doz. 90 Pure Pres., 16 oz., dz 1 85	Polarine	Sausages Bologna	1	Powd., bags, per 100 3 25	Churns  Barrel, 5 gal., each 2 40  Barrel, 10 gal., each 2 55
JELLY GLASSES 1/2 Pint Tall, per doz. 38 1/2 Pint Squat, per doz. 38	Iron Barrels	Bologna       13         Liver       15         Frankfort       15         Pork       20         Veal       19         Tongue, Jellied       25	MORTONS	Corn Kingsford, 24 lbs 2 30	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
Pure Pres., 16 oz., dz 1 85  JELLY GLASSES 4 Pint Tall, per doz. 38	Iron Barrels     62.1   Medium   62.1   Heavy   62.1   Special heavy   62.1   62.1	Bologna       13         Liver       15         Frankfort       15         Pork       20         Veal       19	MORTONS  LIODIZED  C A L T	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 2 17 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46	Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 3 to 6 gal., per gal 16
JELLY GLASSES  1/2 Pint Tall, per doz. 38  1/2 Pint Squat, per doz. 38  Margarine  1. VAN WESTENBRUGGE Food Distributor	Iron Barrels     62.1   Medium   62.1       62.1	Bologna 13 Liver 15 Frankfort 15 Frankfort 20 Veal 19 Tongue, Jellied 25 Headcheese 10  Smoked Meats Hams, Cer. 14-16 lb. @14 Hams, Cert., Skinned 16-18 lb. 914 Ham, dried beef Knuckles @24	MORTONS	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt. Galvanized _ 2 85 14 qt. Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 at. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes _ 60 Mouse, wood, 6 holes _ 70
JELLY GLASSES  ½ Pint Tall, per doz. 38  ½ Pint Squat, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor	Iron Barrels	Bologna 13 Liver 15 Frankfort 15 Pork 20 Veal 19 Tongue, Jellied 25 Headcheese 10  Smoked Meats Hams, Cert. 14-16 lb. @14 Hams, Cert., Skinned 16-18 lb@14 Ham, dried beef	MORTON'S  ILIODIZED  SALT  TPOURS  TOTAL COMPANY MINISTERS  TOTAL COMPA	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 146 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45	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 Dairy 4 00  Traps  Mouse, Wood, 4 holes 60
JELLY GLASSES  1/2 Pint Tall, per doz. 38  1/2 Pint Squat, per doz. 38  Margarine  1. VAN WESTENBRUGGE Food Distributor  Cream  Nut	Iron Barrels   Light   62.1   Medium   62.1   Heavy   62.1   Special heavy   62.1   Extra heavy   62.1   Extra heavy   62.1   Transmission Oil   62.1   Trinol, 4 oz. cans. doz. 1 45   Finol, 8 oz. cans. doz. 2 25   Parowax, 40, 1 lb.   7.35   Parowax, 40, 1 lb.   7.55	Bologna 13 Liver 15 Frankfort 15 Pork 20 Veal 19 Tongue, Jellied 25 Headcheese 10  Smoked Meats Hams, Cer. 14-16 lb. @14 Hams, Cert. Skinned 16-18 lb. 914 Ham, dried beef Knuckles 924 California Hams @12 Picnic Boiled Hams @16 Boiled Hams 916 Boiled Hams 922 Minced Hams 914	MORTONS	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 2 20  Gloss Argo, 24, 1 lb. pkgs. 2 217 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 73	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 _ 3 10 14 qt. Galvanized _ 3 10 10 at. Flaring Gal. Jr. 5 00 10 at. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes _ 65 Rat, wood _ 1 00 Rat, spring _ 1 00 Rat, spring _ 1 00
JELLY GLASSES  JENT Tall, per doz. 38  Jent Tall, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor  Cream-Nut. No. 1 12 Percola, No. 1 09  Wilson & Co.'s Brands Oleo  Nut 10	Iron Barrels   Light   62.1   Medium   62.1   Heavy   62.1   Special heavy   62.1   Extra heavy   62.1   Extra heavy   62.1   Transmission Oil   62.1   Trinol, 4 oz. cans. doz. 1 45   Finol, 8 oz. cans. doz. 2 25   Parowax, 40, 1 lb.   7.35   Parowax, 40, 1 lb.   7.55	Bologna 13 Liver 15 Frankfort 15 Pork 20 Veal 19 Tongue, Jellied 25 Headcheese 15  Smoked Meats Hams, Cert. 14-16 lb. @14 Hams, Cert., Skinned 16-18 lb. @14 Ham, dried beef Knuckles @24 California Hams @12½ Picnic Boiled Hams @16 Boiled Hams @22 Minced Hams @22 Minced Hams . @12 Beef	Free Run'g, 32, 26 oz. 2 40 Five case lots 2 30 lodized, 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	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 11 Argo, 8, 5 lb. pkgs. 2 246 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 5, 1 dz. 3 38 Blue Karo, No. 10 3 18 Red Karo, No. 1½ 2 66 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz. 3 10	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt. Galvanized _ 2 85 14 qt. Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 qt. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes _ 60 Mouse, wood, 6 holes _ 60 Mouse, tin, 5 holes _ 65 Mat, wood _ 1 00 Rat, spring _ 1 00 Rat, spring _ 20  Tubs  Large Galvanized _ 8 75 Medium Galvanized _ 7 75 Small Galvanized _ 6 75  Washboards  Banner, Globe _ 5 50 Brass, single _ 6 25
JELLY GLASSES  1/2 Pint Tall, per doz. 38  1/2 Pint Squat, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1 12 Percola, No. 1 09  Wilson & Co.'s Brands Oleo Nut 10 Special Roll 13	Iron Barrels   Light   62.1   Medium   62.1   Heavy   62.1   Special heavy   62.1   Extra heavy   62.1   Extra heavy   62.1   Transmission Oil   62.1   Trinol, 4 oz. cans. doz. 1 45   Finol, 8 oz. cans. doz. 2 25   Parowax, 40, 1 lb.   7.35   Parowax, 40, 1 lb.   7.55	Bologna	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, ½ lb. packages 4 00 CLEANSERS	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 11 Argo, 8, 5 lb. pkgs. 2 246 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 5, 1 dz. 3 38 Blue Karo, No. 1½ 2 66 Red Karo, No. 1½ 2 66 Red Karo, No. 1 dz. 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz. 3 10 Orange, No. 5, 1 doz. 4 74  Maple and Cane Kanuck, per gal 1 50	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt. Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 qt. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes _ 60 Mouse, wood, 6 holes _ 70 Mouse, wood, 6 holes _ 65 Rat, wood _ 1 00 Rat, spring _ 1 00 Mouse, spring _ 20  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 25 Glass, single _ 6 25 Single Peerless _ 8 50 Single Peerless _ 7 56 Northern Queen _ 5 56
JELLY GLASSES  JENT Tall, per doz. 38  Jent Tall, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1	Iron Barrels   62.1   Medium   62.1   Heavy   62.1   Special heavy   62.1   Extra heavy   62.1   Transmission Oil   62.1   Transmission Oil   62.1   Trinol, 4 oz. cans. doz. 1 45   Finol, 8 oz. cans. doz. 2 25   Parowax, 100 lb.   7.3   Parowax, 40, 1 lb.   7.55   Parowax, 20, 1 lb.   7.8	Bologna	Free Run'g, 32, 26 oz. 2 40 Five case lots 2 30 Iodized, 32, 26 oz. 2 40 Five case lots 2 30 Five case lots 2 30  BORAX Twenty Mule Team 24, 1 lb. packages 3 35 48, 10 oz. packages 4 40 96, ½ lb. packages 4 00 CLEANSERS  WASHING POWDERS Bon Ami Pd., 18s, box 1 90 Bon Ami Cake, 18s 1 65 Brillo 85 Climaline, 4 doz, 3 60	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 24, 1 lb. pkgs. 2 20  Gloss Argo, 24, 1 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 5, 1 dz. 3 38 Blue Karo, No. 10 3 18 Red Karo, No. 10 3 18 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½ _ 2 dz, 3 10 Orange, No. 5, 1 doz. 4 74  Maple and Cane Kanuck, per gal 1 50 Kanuck, 5 gal. can 6 50  Grape Juice	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt. Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 qt. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes _ 60 Mouse, wood, 6 holes _ 70 Mouse, wood, 6 holes _ 65 Rat, wood _ 1 00 Rat, spring _ 1 00 Mouse, spring _ 1 00  Tubs  Large Galvanized _ 8 75 Medium Galvanized _ 7 75 Small Galvanized _ 6 75 Single Peerless _ 8 50 Single Peerless _ 7 56 Universal _ 7 25  Wood Bowls 13 in, Butter _ 5 00
JELLY GLASSES  JENT Tall, per doz. 38  Jent Tall, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1 12 Percola, No. 1 19  Wilson & Co.'s Brands Oleo Nut 10 Special Roll 13  MATCHES Diamod, No. 5, 144 6 00 Swan, 144 5 00 Diamond, No. 0 4 75  Safety Matches Red Top, 5 gross case 5 45	Iron Barrels   Light	Bologna 13 Liver 15 Frankfort 15 Pork 20 Veal 19 Tongue, Jellied 25 Headcheese 10  Smoked Meats Hams, Cert. 14-16 lb. @14 Hams, Cert. Skinned 16-18 lb. @14 Ham, dried beef Knuckles @24 California Hams @12½ Picnic Boiled Hams @16 Boiled Hams @16 Boiled Hams @22 Minced Hams . @12½  Minced Hams . @15  Beef Boneless, rump @22 00  Liver Beef 10 Calf 40 Pork 04  RICE Fancy Blue Rose 3 50 Fancy Head 66¼  RUSKS	## Case lots 2 30 lodized, 32, 26 oz. 2 40 Five case lots 2 30 lodized, 32, 26 oz 2 40 Five case lots 2 30 ## Five case lots 2 35 ## Five case lots 3 35 ## Five case lots	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 34 Blue Karo, No. 1½ 3 38 Blue Karo, No. 10 3 18 Red Karo, No. 10 3 14  Imit. Maple Flavor Orange, No. 1½ 2 dz, 3 10 Orange, No. 5, 1 dz. 3 44  Imit. Maple Flavor Orange, No. 5, 1 dz. 3 64 Red Karo, No. 5, 1 dz. 3 64 Red Karo, No. 5, 1 dz. 3 64 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz, 3 10 Orange, No. 5, 1 doz. 4 74  Maple and Cane Kanuck, per gal 1 50 Kanuck, 5 gal. can 6 50  Grape Juice Welch, 12 quart case 4 40 Welch, 24 pint case 4 50 Welch, 36-4 oz. case 2 30	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt. Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 qt. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes _ 60 Mouse, wood, 6 holes _ 70 Mouse, wood, 6 holes _ 65 Rat, wood _ 1 00 Rat. spring _ 1 00 Mouse, spring _ 20  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 25 Korthern Queen _ 5 56 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
JELLY GLASSES  1/2 Pint Tall, per doz. 38  1/2 Pint Squat, per doz. 38  Margarine  1. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1	Iron Barrels	Bologna 13 Liver 15 Frankfort 15 Frankfort 15 Pork 20 Veal 19 Tongue, Jellied 25 Headcheese 19  Smoked Meats Hams, Cert. 14-16 lb. @14 Hams, Cert. Skinned 16-18 lb. @14 Ham, dried beef Knuckles @24 California Hams @12½ Pienic Boiled Hams @12½ Pienic Boiled Hams @12½ Minced Hams @22 Minced Hams @22 Minced Hams @15  Beef Boneless, rump @22 00  Liver Beef 10 Calf 40 Pork 04  RICE Fancy Blue Rose 3 50 Fancy Head 64  RUSKS Postma Biscuit Co. 18 rolls, per case 1 20 18 cartons, per case 1 20 18 cartons, per case 1 20 18 cartons, per case 2 15	Free Run'g, 32, 26 oz. 2 40 Five case lots 2 30 Iodized, 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 00 6, 4 lb. packages 4 00 CLEANSERS  WASHING POWDERS Bon Ami Pd., 18s, box 1 90 Bon Ami Cake, 18s 1 65 Brillo 85 Climaline, 4 doz, 3 60 Grandma, 100, 5c 3 50 Grandma, 24 Large 3 50 Grandma, 12 Large 2 55 Gold Dust, 12 Large 2 55 Golden Rod, 24 4 25 La France Laun., 4 dz. 3 60 Old Dutch Clean., 4 dz. 3 60 Octagon. 96s 3 90 Rinso, 40s 3 20 Rinso, 24s 5 25	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 5, 1 dz. 3 38 Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 46 Red Karo, No. 1½ 3 44  Imit. Maple Flavor Orange, No. 1½ 3 44  Imit. Maple Flavor Orange, No. 1½ 3 44  Imit. Maple Flavor Orange, No. 5, 1 dz. 3 64 Red Karo, No. 10 3 44	Barrel, 5 gal., each _ 2 40 Barrel, 10 gal., each _ 2 55 3 to 6 gal., per gal 16  Pails  10 qt, Galvanized _ 2 85 14 qt. Galvanized _ 3 10 12 qt. Flaring Gal. Jr. 5 00 10 qt. Tin Dairy _ 4 00  Traps  Mouse, Wood, 4 holes, 60 Mouse, wood, 6 holes, 70 Mouse, wood, 6 holes, 65 Rat, wood _ 1 00 Rat, spring _ 1 00 Rat, spring _ 20  Tubs  Large Galvanized _ 8 75 Medium Galvanized _ 7 75 Small Galvanized _ 6 75  Washboards  Banner, Globe _ 5 50 Glass, single _ 6 25 Glass, single _ 6 6 75  Washboards  Banner, Globe _ 5 50 Brass, single _ 6 6 00 Double Peerless _ 7 56 Northern Queen _ 5 56 Universal _ 7 25  Wood Bowls 13 in, Butter _ 9 00 15 in, Butter _ 9 00 15 in, Butter _ 18 00 19 in, Butter _ 18 00 19 in, Butter _ 25 00  WRAPPING PAPER Fibre, Manila, white _ 05 No. 1 Fibre _ 06½ Butchers D F _ 06½ Butchers D F _ 066½
Pure Pres., 16 oz., dz 1 85  JELLY GLASSES ½ Pint Tall, per doz. 38 ½ Pint Squat, per doz. 38  Margarine  1. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1 12 Percola, No. 1 09  Wilson & Co.'s Brands Oleo Nut 10 Special Roll 13  MATCHES Diamod, No. 5, 144 6 00 Swan, 144 5 00 Diamond, No. 0 4 75  MULLER'S PRODUCTS Macaroni, 9 oz 2 20 Egg Noodles, 6 oz 2 20 Egg Noodles, 6 oz 2 20 Egg Noodles, 6 oz 2 20 Egg Vermicelli, 6 oz 2 20	Iron Barrels	Bologna	## PULPS	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 246 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 66 Red Karo, No. 10 3 18 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz, 3 10 Orange, No. 5, 1 dz. 3 64 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz, 3 10 Orange, No. 5, 1 doz. 4 74  Maple and Cane Kanuck, per gal 1 50 Kanuck, 5 gal. can 6 50  Grape Juice Welch, 12 quart case 4 40 Welch, 24 pint case 4 50 Welch, 36-4 oz. case 2 30  COOKING OIL Mazola Pints, 2 doz 4 60 Quarts, 1 doz 4 60 Quarts, 1 doz 4 30 Half Gallons, 1 doz. 7 75 Gallons, ½ doz 7 25	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 3 10 12 qt. Galvanized 3 10 10 at. Tin Dairy 4 00  Traps  Mouse, Wood, 4 holes, 60 Mouse, Wood, 6 holes, 70 Mouse, wood, 6 holes, 60 Rat, wood 1 00 Rat, spring 1 00 Mouse, spring 20  Tubs  Large Galvanized 8 75 Medium Galvanized 7 75 Small Galvanized 7 75 Small Galvanized 6 15  Washboards  Banner, Globe 5 50 Brass, single 6 25 Glass, single 6 25 Glass, single 6 00 Northern Queen 5 56 Universal 7 25  Wood Bowls  13 in, Butter 9 00 17 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 18 00 19 in, Butter 9 00 19 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 18 00 19 in, Butter 05 No. 1 Fibre 06 Kraft 05 Kraft Stripe 09 ½  YEAST CAKE Magic, 3 doz. 2 70
Pure Pres., 16 oz., dz 1 85  JELLY GLASSES ½ Pint Tall, per doz. 38 ½ Pint Squat, per doz. 38  Margarine  I. VAN WESTENBRUGGE Food Distributor  Cream-Nut. No. 1 12 Percola, No. 1 09  Wilson & Co.'s Brands Oleo Nut 10 Special Roll 13  MATCHES Diamod, No. 5, 144 6 00 Searchlight, 144 box 6 00 Swan, 144 5 00 Diamond, No. 0 4 75  MULLER'S PRODUCTS Macaroni, 9 oz 2 0 Spaghetti, 9 oz 2 20 Egg Noodles, 6 oz 2 20 Egg Noodles, 6 oz 2 20 Egg Nermicelli, 6 oz. 2 20 Egg A-B-Cs 48 pkgs 1 80  NUTS—Whole	Iron Barrels   Light	Bologna	## Case lots 2 30 lodized, 32, 26 oz. 2 40 Five case lots 2 30 lodized, 32, 26 oz 2 40 Five case lots 2 30 lodized, 32, 26 oz 2 40 Five case lots 2 30 lodized, 32, 26 oz 2 40 Five case lots 2 30 lodized, 32, 26 oz 2 40 lodized, 32, 26 oz 2 40 lodized, 34, 10 oz. packages 4 40 lodized, 36, 10 oz. packages 4 40 lodized, 18s, box 1 lodized, 19s, box 1 lodized, 2 lodized, 2 lodized, 2 lodized, 3 lodize	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 66 Red Karo, No. 10 3 18 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½ 2 66 Red Karo, No. 5, 1 dz. 3 64 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz. 3 10 Orange, No. 5, 1 doz. 4 74  Maple and Cane Kanuck, per gal 1 50 Kanuck, 5 gal. can 6 50  Grape Juice Welch, 12 quart case 4 40 Welch, 24 pint case 4 50 Welch, 36-4 oz. case 2 30  COOKING OIL Mazola Pints, 2 doz 4 60 Quarts, 1 doz 4 30 Half Gallons, 1 doz. 7 75 Gallons, ½ doz 7 25  TABLE SAUCES Lee & Perrin, large 5 75 Lee & Perrin, small. 3 35 Pepper 1 60 Royal Mint 2 40 Tobasco, 2 oz 4 25	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 Dairy 4 00  Traps  Mouse, Wood, 4 holes, 60 Mouse, wood, 6 holes, 70 Mouse, wood, 6 holes, 65 Rat, wood 1 00 Rat, spring 1 00 Rat, spring 20  Tubs  Large Galvanized 8 75 Medium Galvanized 6 75 Small Galvanized 6 75  Washboards  Banner, Globe 5 50 Brass, single 6 6 75  Washboards  Banner, Globe 5 50 Brass, single 6 6 00 Double Peerless 8 50 Northern Queen 5 56 Universal 7 25  Wood Bowls 13 in, Butter 5 00 15 in, Butter 9 00 15 in, Butter 9 00 15 in, Butter 18 00 19 in, Butter 18 00 19 in, Butter 25 00  WRAPPING PAPER Fibre, Manila, white 05 No. 1 Fibre 06½ Butchers D F 066 Kraft 05 Kraft Stripe 09½  YEAST CAKE
Pure Pres., 16 oz., dz 1 85  JELLY GLASSES ½ Pint Tall, per doz. 38 ½ Pint Squat, per doz. 38  Margarine  1. VAN WESTENBRUGGE Food Distributor  Cream-Nut, No. 1 12 Percola, No. 1 09  Wilson & Co.'s Brands Oleo Nut 10 Special Roll 13  MATCHES Diamod, No. 5, 144 6 00 Swan, 144 5 00 Diamond, No. 0 4 75  MULLER'S PRODUCTS Macaroni, 9 oz 2 02 Egg Noodles, 6 oz 2 20 Egg A-B-Cs 48 pkgs 1 80	Iron Barrels	Bologna	## CLEANSERS    WASHING POWDERS	Corn Kingsford, 24 lbs 2 30 Powd., bags, per 100 3 25 Argo, 24, 1 lb. pkgs. 1 52 Cream, 24-1 2 20  Gloss Argo, 24, 1 lb. pkgs. 1 52 Argo, 12, 3 lb. pkgs. 2 17 Argo, 8, 5 lb. pkgs. 2 46 Silver Gloss, 48, 1s 11½ Elastic, 32 pkgs 2 55 Tiger, 48-1 Tiger, 50 lbs 2 75  SYRUP Corn Blue Karo, No. 1½ 2 45 Blue Karo, No. 1½ 2 46 Blue Karo, No. 1½ 2 66 Red Karo, No. 10 3 18 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½ 2 dz. 3 10 Orange, No. 5, 1 dz. 3 64 Red Karo, No. 10 3 44  Imit. Maple Flavor Orange, No. 1½, 2 dz. 3 10 Orange, No. 5, 1 dz. 4 74  Maple and Cane Kanuck, per gal 1 50 Kanuck, 5 gal. can 6 50  Grape Juice Welch, 12 quart case 4 40 Welch, 24 pint case. 4 50 Welch, 36-4 oz. case. 2 30  COOKING OIL Mazola  Pints, 2 doz 4 60 Quarts, 1 doz 4 60 Red & Perrin, large. 5 75 Lee & Perrin, small. 3 35 Pepper 1 60 Royal Mint 2 40	Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 3 to 6 gal., per gal. 16  Pails  10 qt, Galvanized 2 85 14 qt. Galvanized 3 10 12 qt. Flaring Gal. Jr. 5 00 10 at. Tin Dairy 4 00  Traps  Mouse, Wood, 4 holes, 60 Mouse, wood, 6 holes, 70 Mouse, tin, 5 holes 65 Rat, wood 1 00 Rat, spring 20  Tubs  Large Galvanized 8 75 Medium Galvanized 7 75 Small Galvanized 6 70 Brass, single 6 00 Double Peerless 8 50 Glass, single 6 00 Double Peerless 7 75 Northern Queen 5 56 Universal 7 25  Wood Bowls 13 in, Butter 9 00 17 in, Butter 18 00 19 in, Butter 9 00 17 in, Butter 9 00 17 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 10 in, Butter 9 00 11 in, Butter 9 00 12 in, Butter 9 00 13 in, Butter 9 00 15 in, Butter 9 00 15 in, Butter 9 00 16 Kraft Stripe 06 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 10 in, Butter 9 00 10 in, Butter 9 00 11 in, Butter 9 00 12 in, Butter 9 00 13 in, Butter 9 00 14 in, Butter 9 00 15 in, Butter 9 00 16 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 10 00 11 in, Butter 9 00 12 in, Butter 9 00 13 in, Butter 9 00 14 in, Butter 9 00 15 in, Butter 9 00 17 in, Butter 9 00 18 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 19 in, Butter 9 00 10 in

#### 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.

#### Every Force Laboring For Betterment.

Improvement is on the way through sheer strength of the will of America to work itself out of a mess. Where previously there were only hopes to build upon, we now face strong facts coupled with the force and fortitude of many men who propose to follow these facts to their logical conclusion.

It is natural to have a seasonal bulge in business. It comes with the change of season and the necessity for a change in shelter, in apparel and all the complex needs of the people. Business has been taking "it on the chin," but is now working with grim determination to improve things all along the line. Improvement in the basic commodity markets indicate a fundamental development toward progress.

The President has developed a ninepoint plan for economic relief. He proposes, concerted action on a wide front to expand employment.

The first force for good is the organization under the Reconstruction Finance Corporation of the liquid supply of money available for employment of men and the utilization of materials.

Business is to enjoy a wider expansion of credit and the definite job of the Federal Relief Banks is to supply full credit for production where consumption of goods is assured.

Another great National effort is to spread existing employment through reduction of work hours. A plan for modernization includes stimulation of a movement for "slum-clearings" and to make available in states and cities sums of money to make effective a program of modernization.

The Government can only go a short distance down the road through Federal aid. If it goes too far taxaion will be increased beyond all bounds.

If the movement forward is sincere, and most every business man thinks so, then it is time for the individual and individual corporation to do something for itself along the lines of conservative expenditure to bring about economic recovery.

Travel the country, as our field editors do, and we find store after store that needs some modernization-a coat of paint, a replaced flooring, a new and better equipment and all of the little improvements that have been forgotten during the past three years. A piece of property can drift along for a time without repair and refurnishing, but the time comes when it is good business to spend some money for its A few dollars judiciously spent makes the little modernization plan of the little store relatively as important as the great national plan. It is possible to multiply work done in the little store by tens of thousands of other stores and if such can be done, then truly improvement is on the way.

There is something to be said on the question of hours in retail store operation. There is no such thing as a five

day week in sight for retail businesses, but something should be done to correct the condition of store help working from 8 a. m. to 10 p. m. six days a week. Store help has been very cooperative, even under the conditions of pay cuts and extended vacations without pay. But pressure on the worker in the store cannot continue indefinitely. The human machine can't stand up under the continuous strain. The thing to do is to rearrange the hour schedules so that more clerks can be employed. It is the humanitarian thing to do. It is also good business, because fresh and healthy workers sell more shoes than do tired and worn

It is indeed a wholesome thing to observe that every force for good is now at work for the good of the many. which in the last analysis always is for the good of the individual business itself. If we can keep up this momentum all will be well again. If we simply consider it a seasonal bulge it will lose its fire and vigor, and consequently deeper slumps may lie ahead. But it is the first time in the business history of America that every individual and every economic force is in step-making betterment in business through well directed effort "for the common good."-Boot and Shoe Recorder.



# Lines of Interest To Grand Rapids Council.

Quite a number of the friends of Mr. and Mrs. Walter E. Lypps gathered at their home last Saturday evening to celebrate the anniversary of the birth of brother Lypps. A very clever and courteous plan was employed in placing the number of candles on the birthday cake, the number being fourteen. Now even Walter himself will admit being older than that would indicate, although he is still a very young man. What was the significance of the fourteen? It represented the number of guests present and the reporter feels that that is the very essence of hospitality and goodfellowship. The host and hostess are so unselfish, fine and admirable that their thoughts were on their guests, even in planning the birthday cake. A candle for each one present is an excellent idea. The guests were entertained at bridge and five hundred. In bridge Mr. and Mrs. Harry Nash won high scores and also the valued prizes for lady and gentleman winner. Among the out of town guests, were Mrs. O. Salisbury and Mrs. Helen Smith, both members of the Ladies Auxiliary of Cadillac Council, Detroit.

Darcy G. Wilcox, representing Libby, McNiel & Libby, Chicago, has done his bit to restore prosperity and is entitled to wear badge "71", as he recently purchased a new eight cylinder car. He reports business very good and his firm is so well pleased with his efforts that they have practically doubled his territory. We have

recognized Darcy as a man of capacity and are glad that his firm is giving him ample opportunity for him to extend himself.

Raymond W. Bentley, general chairman of the New Year's party, held their first committee meeting this week. It is a little early to divulge any plans, but the members of the committee were all present and very enthusiastic. The boys are looking forward to and planning one of the finest parties ever held by Grand Rapids Council on New Year's eve.

William I. Millar, residing at 1440 Byron avenue, who sells furniture for several manufacturers, injured his right hand and suffered a nervous shock in an automobile accident on his way home from Detroit recently. He is a son of John H. Millar, of the National Candy Co., who is one of our loyal and enthusiastic members. We hope for Mr. Millar's complete quick recovery.

Senior Counselor B. C. Saxton, in company with Secretary-Treasurer H. R. Bradfield, called on Frank B. Osgood, 458 Ethel avenue, and found him getting along nicely after an automobile accident. The accident occurred at Ganges, where Mr. Osgood severed an artery in his left hand and suffered severe bruises on the chest and abdomen. He has sold almost all kinds of paper for printing purposes since 1881 and has a wide circle of friends in the State who will regret to learn of this accident, but will rejoice that he is making rapid improvement in recovering.

Every salesman who was interviewed by the reporter this week reports business much on the up-grade. Merchants are placing larger orders for prompt shipment and the old fear that has gripped nearly all of us is losing its strangle hold. We hope to see it completely routed within a few short weeks

In a previous issue we mentioned that many of the successful business men of this community were from the ranks of the United Commercial Travelers. Confirming that statement, may we refer to the Zuiderhoek Coffee Co., 1921 South Division avenue, which is owned and operated by Henry D. Zuiderhoek. The traveled many years selling coffee to the retail trade through Western Michigan. Af-

ter learning the coffee business thoroughly, he established a business for himself, blending, roasting and selling coffee. He employs at present several salesmen, covering the trade territory of Grand Rapids to market his products.

Glad to hear the many favorable reports from different sections of the country on the reception of the Olney resolution, adopted at the convention of the Grand Council of Michigan. Firms employing large number of salesmen have requested permission to reprint this resolution for their salesmen and customers. We believe that this is an illustration of a "little leaven leaveneth the whole lump" and we believe the efforts of the United Commercial Travelers are having greater influence to-day in restoring confidence than any other force or influence at work. Remember your Team Work in Business obligation.

Official Reporter.

Made Good Use of the Front Cover.
Belding, Aug. 15—I often think how neglectful I am in not acknowledging more frequently the many, many good things I receive from my friend in his splendid paper, the Michigan Tradesman.

This week the article on the cover page by Charles W. Garfield was the first thing I read. I honestly don't remember any article or bit of prose or poetry I ever read that seemed to "strike home" to me like this one has. I have read it to myself several times, and yesterday read it before the assembled Sunday school, of which I am superintendent. Several spoke of the beauty of the thought afterwards, and of how much they enjoyed it.

Mrs. Lloyd has a scrapbook in which she has placed nearly every

Mrs. Lloyd has a scrapbook in which she has placed nearly every poem or item appearing on the covers of the Tradesman during the years we have taken the magazine. These we prize very highly.

I just felt, Mr. Stowe, that I wished to express sincere appreciation of the splendid magazine were have and for

I just felt, Mr. Stowe, that I wished to express sincere appreciation of the splendid magazine you have and for the wonderful things you publish in it.

E. C. Lloyd.

Welded parts are now available commercially to machine and equipment makers. Economies over other methods of fabrication are said to be effected in many cases.

A new synthetic leather, made by impregnating crepe wadding with latex, is said to be strong, flexible, porous and water absorbent. Its principal present use is for insoles.

# lositive protection plus profitable investment is the policy of the

MICHIGAN SHOE DEALERS
MUTUAL FIRE INSURANCE COMPANY
Mutual Building . . . Lansing. Michigan

#### OUT AROUND.

(Continued from page 9) side." "How do you make that out?" asked Riis.

"On the sunny side—nearer Heaven," replied the great Cardinal.

It pleases me greatly to see the inroads a Grand Rapids man is making in the newspaper field so long monopolized by the blatant and arrogant Chicago Tribune. Ever since Colonel Knox purchased the Chicago Daily News he has demonstrated that the owners of the Tribune have a foeman worthy of their steel and recent developments show very clearly that he has the Tribune crowd on the run. They recently disposed of their Detroit Mirror and rumor has it that they did this in order to obtain sufficient cash resources to finance the battle the Chicago Daily News is giving them. I naturally feel a personal interest in this contest, because Mr. Knox's father was a patron of the Tradesman for many years during the time he was engaged in the grocery business here and the gifted son had the opportunity of reading the Tradesman in the days when he was planning his remarkable career-successful to the nth degree in every undertaking he has espoused.

The most ridiculous feature in the newspaper situation of America is the caption the Tribune carries at its masthead, "The World's Greatest Newspaper." As a matter of fact, there are a dozen daily newspapers in this country which are head and shoulders ahead of the Tribune, not to mention the New York Times, which is so far ahead of the Tribune that the latter will never get within hailing distance.

I note Russell Boyle has finally done exactly what I expected he would do-permitted the mortgage on the Rowe Hotel to be foreclosed. Despite the remarkable example furnished by Joseph Brewer in rescuing the Pantlind Hotel from receivership or bankruptcy, Mr. Boyle has permitted the Metropolitan Life Insurance Co. to foreclose its mortgage on the hotel, which is for less than one-third the value of the property, thus sponging off the stockholders, who were given the personal assurance of Mr. Boyle that they would be taken care of, no matter what happened. I happen to be one of those who accepted his statements at par and now find that they were not worth 5 cents on a dollar. With the comparatively small indebtedness of the Rowe Hotel, there is no reason on earth why it should be sacrificed because of the weakness of an individual who proved to be a destructive, instead of a constructive, exploiter. The stockholders of the Rowe Hotel are not the only persons who have reason to harbor resentment against Mr. Boyle. By industriously exploiting bad bonds he has probably put more banks on the hummer than any other man in Michigan.

The Gold Seal Business Builders, 2949 Grand River avenue, Detroit, which sued the Tradesman two or three years ago for a million dollars, and never gave security for costs, have

discontinued business in Detroit and moved to Cleveland, where they are located on Prospect street. They are bad actors and our Ohio readers are advised to give them a wide berth. There is no merit in their proposition and little if any, responsibility on the part of the principals.

As illustrating the straits which some men have been forced to face during the depression now happily disappearing, I take the liberty of reproducing the following letter:

I am writing to request that you cancel my subscription to the Michigan Tradesman. I regret to take this step and have always liked your magazine, but I do not know how I will ever earn the money to pay for the subscription.

You who are working every day do not know or understand the frame of mind that it is possible for a man who is out of work and every day hears the same answers when he seeks work. True, I have been able to secure some jobs, but let me give you an idea of what pay and how they take advantage of the present conditions to secure good men for small money.

tage of the present conditions to cure good men for small money.

1. For four weeks I worked as advance salesman for a coffee company securing new customers. Prior to the depression they paid \$1.25 for a new customer and paid when the order was written. Now they pay 95c and pay when the order is delivered. It is four weeks since I covered the territory allotted and as yet I have only been paid for about two-thirds of the orders I wrote.

2. A credit clothing house next employed me. Prior to the depression they paid \$27.50 salary and \$5 auto expense a week. Then they dropped to 20 per cent. commission on collections and \$5 auto expense. When I went to work they offered me 18 per cent. commission and no auto expense. I gave it a fair trial for two weeks and two days. I earned the first two days \$1.26, the first full week \$5.38 and \$5.25 the second week. Out of this I paid for my own car expense. Can you tell me how I can support a family of six children on what is left?

It is five months since I have earned any money to speak of. I haven't exactly lost hope of securing something, but am beginning to wonder when. I do not wonder that the man out of work is bewildered and that he is in sort of a daze.

Grand Rapids, Aug. 13—It affords me a great deal of pleasure to send my check for my fiftieth subscription to the Michigan Tradesman, the reading of which has been to me in all the years a source of profit and pleasure. F. C. Beard.

I knew Mr. Beard when he was a clerk in a grocery store at Morley fifty-eight years ago. Later he engaged in the grocery business for himself at Morley, achieving exceptional success as a merchant. For many years he had a lucrative contract with the G. R. & I. Railroad to furnish ties. He came to Grand Rapids about thirty years ago and added to his fortune by judicious investments in outlying real estate. About twenty years ago he re-engaged in the grocery business at 1504 Wealthy street, where he has long enjoyed the reputation of maintaining the most frequent turnover of any grocer in the United States. He will be 81 years old next Monday. He positively refuses to grow old and his friends confidently expect to assist him in celebrating his one hundredth birthday anniversary, nineteen years hence.

Oscar Levy, traveling representative for Charles G. Graham & Co., told me last week he was going to St. Joseph on a "Jewish vacation." As I was not familiar with the term, I asked for an explanation. "A Jewish vacation," he replied, "is one where you put your wife in the front seat and your samples in the back seat and you sell enough goods en route to pay your gasoline bills and hotel bills.

One of the best posted fruit men in Michigan is Charles E. Bassett, postmaster of Fennville and local correspondent for the Allegan Gazette. Mr. Bassett is a pomologist of wide experience and extended reputation who has done much work of a constructive character for the pomolgical department of the Federal Government. He checks me up and sets me aright in his local correspondence on a statement I recently made concerning the aple crop of the Fennville district, as follows:

"During a recent visit to Fennville our good friend, E. A. Stowe, of the Michigan Tradesman got the idea that Fennville apple orchards were being neglected because of the meager returns the growers received last season. While it may be true that a few growers have not kept up their orchard work as well as usual, it is also true that most of the growers of the better class have done more than usual, scraping the trunks and large limbs of the trees, banding with chemically treated bands to lessen the worms, and doing an unusual amount of spraying, so that the Fennville district will continue to produce and market more first class apples than any other shipping point in Michigan.

E. A. Stowe.

#### Death of Alonzo Herold.

Alonzo Herold died at his home in this city, 263 Charles avenue, Aug. 9. Mr. Herold was long and actively identified with business in Grand Rapids and won prosperity through his own ability and efforts, during which time he ever commanded secure place in the confidence and good will of those with whom he came in contact in the varied relations of life. Mr. Herold was born in Holland, Ottawa county, Michigan, Dec. 22, 1859, his parents having come to that place in the preceding years from Ohio and his father having there engaged in the work of his trade, that of shoemaker, as a pioneer representative of that line of industry in the sturdy little Michigan city that was founded by colonists from the European Netherlands. Mr. Herold attended the public schools of Holland until he was fourteen years of age and showed great liking for his studies, with the result that he profited fully by the advantages thus afforded him. His father had in the meantime engaged in the mercantile business at Holland, and when both the family home and the store were destroyed by fire Alonzo Herold found that his school work must be interrupted. Thus, at the age of 14 years, he came to Grand Rapids in 1873 and here entered the employ of the Cappon-Bertsch Leather o. A year later he took a position with L. J. Rindge & Co., shoe merchant, the concern later be-

coming known as Rindge, Kalmbach & Co. For ten years Mr. Herold was a clerk in the retail department of that establishment and in 1884 he resigned his position and engaged in the retail shoe business as senior member of the firm of Herold & Bertsch, with Christian Bertsch as coadjutor. The firm built up a prosperous business and after the lapse of eight years Mr. Herold sold his interest to J. H. Hagy. In Sept., 1893, he became one of the principals in the incorporation of the Herold-Bertsch Shoe Co., which developed a large and substantial business in the manufacturing of shoes and in handling the output at wholesale. With this representative concern Mr. Herold continued an active executive until March, 1925, when he retired although still retaining his interest in the business. Mr. Herold made a record of admirable business achievement which is deserving of commendation for the substantial and worthy success he gained through his own ability and application during many years of prominent association with the business activities of the city of his adoption. He was loyal and liberal as a citizen, was a Republican in politics and he was a communicant of St. Mark's church, Protestant Episcopal. In 1886 Mr. Herold wedded Miss Sarah Bole, of Grand Rapids, and they had two children: Clifford is manager of the drug store conducted by the Muir Drug Co., at Elvria, Ohio, and Miss Verna holds a position in the library of the Crescent street public school in Grand Rapids.

The only ship that comes to a man who sits down and waits is a receivership.

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# **Business Wants Department**

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

#### IN CASE OF REPEAL

(Continued from page 17)

In Michigan we have every congressional district organized with chairman in each district. These sub-chairmen are doing a very effective job and will continue to do so until after election.

In my opinion it would be a mis-take to start any discussion at this time on the questions propounded in your letter, as all these questions will have to be decided by the people of Michigan after the 18th amendment has been repealed.

Our job now is to get repeal. Let's do that first. John A. Anderson, Manager Hotel Harrington.

Petoskey, Aug. 15—I, too, am unalterably opposed to the open saloon. The American Hotel Association of the United States and Canada took a vote of its membership not long ago and they were nearly unanimous in favor of a service bar only in hotels. The hotel men do not want to become saloon keepers, but if they could sell liquors in their dining rooms and thus hold the business which is now going to the speakeasies and night clubs, one of their greatest problems would be solved. I believe the Government could arrange to sell wine, beer and liquors in original packages out of the grocery stores, similar to the way they handle grocery stores, and takeages and takeages. handle cigars and tobaccos, and when you bring these commodities to the people at a reasonable price, boot-

legging must cease.
W. L. McManus, Jr.,
Manager Cushman House.

### Items From the Cloverland of Michi-

Items From the Cloverland of Michigan.

Sault Ste. Marie, Aug. 16—We are all feeling better since listening to President Hoover's speech of acceptance last week, which was one of the greatest speeches in history. Many of our Democratic friends have decided to take a chance on Mr. Hoover after that speech. A better day is coming and the man best fitted by experience to carry on is President Hoover.

A third water taxi line started at St. Ignace last week, operating under

St. Ignace last week, operating under the name of the Mackinaw Ferry Co. The boat from St. Ignace will be handled by Milo Gonser. He will operate his twenty-six foot Chris-Craft, Silver Wings, and also a cabin cruiser. The cruiser will run every two hours and the speed boat every hour be-tween Mackinac Island, Mackinaw

City and St. Ignace.

A Karmelkorn shop has been opened at 542 Ashmun street by C. W.
Atkin, of Houghton. There are now Atkin, of Houghton. There are now 600 shops in this country and Canada. Each shop is locally owned and operated. Mr. Atkin is more than pleased with the volume of business since he opened last week and the new shop seems to have a bright future. Mr. Atkin has had years of experience in the candy business at Houghton and is giving his personal attention to the

business here.

No matter how much money talks, it never bores anyone.
The Shallows Inn, at the Shallows,

opened for business last week by Mrs. Oscar Peterson and Mrs. Stewart Davidson, specializing in serving fish and chips also chicken dinners. It is located on the shore line of the river in the cottage known as the Bailey

in the cottage known as the Bailey cottage. Many of our local people, as well as the tourists, are enjoying the dinners, which are the first of the kind in Sault Ste. Marie. The prices are most reasonable and the small overhead will assure a nice business.

A clock 118 years old has been presented to the Women's club of Mackinaw City for its library by C. A. Roberts, of Wawatam Beach. Mr. Roberts is well known here. He is a retired salesman and a collector of eight day clocks. His collection of clocks is one of the largest in the clocks is one of the largest in the State, including the smallest to the

largest grandfather clocks Cap, as is known to his many friends here, spends the summers in his summer home at Mackinaw City on the bay shore and the winters at his winter home in Florida.

There are thousands of unemployed from all over the State in the berry patches in the neighborhood of Shelldrake picking berries. The berries are plentiful, which enable the willing workers a nice livelihood. Large workers a nice livelihood. Large trucks are hauling most of the berries

The Soo Reminder, a new weekly advertising paper published by L. E. Runnels, discontinued with last week's Mr. Runnels is moving Munising, but has made no announcement as to his future plans. This paper will be missed, as it was a clever publication All of the advertisements were hand set and showed the work

of an expert.

The Upper Peninsula medical men the Upper Feminsula medical men held their annual convention here at the Hotel Ojibway last week. There was a large attendance and a good programme was enjoyed by all. The visitors were shown around the city and the Canadian Soo. The delegates and the Canadian Soo. The delegates left feeling that they had been more than pleased with the Sault and its hospitality and the memories of the convention and entertainment wil entertainment will

linger in their minds.
R. Colwell, a salesman, aged 36, representing the Home Serving Studio, of Manistee, suffered a heart attack last Friday and passed away at the home of W. Frederick.

Years ago people used to drop in for visit. Now they visit in for a drop. Harley B. Burdick, the well known ed merchant, of Saginaw, accom-Harley B. Burdick, the well-known seed merchant, of Saginaw, accompanied by his wife, spent several days last week visiting old friends here. This was Mr. Burdick's second visit to the Northland and he noticed a big change during the many years since change during the many years since his last visit. He says we have a most delightful climate and more de-

most delightful climate and more delightful places nearby to spend a vacation on the great lakes than he has seen elsewhere in all his travels.

The Upper Peninsula farmers and their families gathered for their annual round up at the Upper Peninsula experiment station one day last week. They were shown the exhibits at the poultry plant, showing the recognized grades of eggs. Grading eggs for special markets is increasing the income and helping to maintain a market for and helping to maintain a market for many poultrymen. The day of saying an egg is an egg is past. Quality in eggs count just as it does in other market commodities. They were shown the latest equipment in killing and preparing dressed poultry for the market. ket. It was a very profitable and in-structive meeting.

An airline advertisement says: "An hour in the air is like a week's vacation." Yes, and a drop too soon is like a trip to heaven.

William G. Tapert.

When On Your Way, See Onaway. Onaway, Aug. 16—In the Aug. 3 issue of the Tradesman we told of the quantities of blueberries and rasp-berries which were being harvested, furnishing labor as well as recreation

for pickers.

Now to go on with the story: In addition to the above now comes the biggest crop of blackberries in the history of Northern Michigan—wild tory of Northern Michigan—wild mean—those great tory of Northern Michigan—wild blackberries we mean—those great big, juicy fellows such as we used to call "thimble berries" which grew on the mountain sides down East. It doesn't take many of these big fellows to fill a quart measure and the pickers say, "Can I sell you a bushel of blackberries to-day?" A whole bushel for \$1.50; well, that would make a whole lot of jam.

lot of jam.

A. E. Chauncey, of the firm A. E. Chauncey. Of the Chauncey & Baldwin, real estate dealers of Bridgman, called in to see the "Squire" to-day. There is a real booster for Berrien county, no mistake.

Talk about berries, where we speak of them in bushels Mr. Chauncey talks carloads; yea, train loads. It would make very interesting reading if the Tradesman would invite Mr. Chauncey to give a detailed account of the fruit activities in Bernien county. I think it would be an incentive for other portions of the State to promote just such industries, inasmuch as there are a good many idle acres and an equal number of idle men. Nature will step in and co-operate; numerous little patches of small fruits are gradually appearing in our vicinity right in the midst of wild fruit. Just over the line in Cheboygan county our neighbors have more extensive tracts of berries grown on lands composed of inexpensive soil; these same lands are now showing very satisfactory results and the profits run up into real big

Depression. There must be a way at. With all the wide universe spread before us craving for action, why not get busy? There is no excuse for idleness; if you cannot demand a salary, work for nothing until you can de-mand one. The world likes a busy mand one. The world likes a busy man. If you want anything done, done right and done in a hurry employ a busy man to do it. A drone is worthless. There is no excuse for any man hanging around or loitering in a poolroom waiting for a job to come to him; it won't come. Perhaps he doesn't want it anyway and that is the way the employer looks at it probably.

It is said that the way to prevent It is said that the way to prevent failures and losses is for the Government to prevent the manufacture of red ink. There are other ingredients which are more dangerous and one of them is "white mule;" high license is not the remedy either.

Squire Signal.

#### Growing Old a Rather Pleasant Progression.

Detroit, Aug. 16—Your letter of congratulation was thoroughly appreciated. I have not seen the notice in the New York Evening Post. I have had a great many letters of congratulation from strangers whom I have never known or even met. Growing old is after all a rather pleasant progression. The afternoon is a lovely progression. The afternoon is a lovely part of the day, if the skies are clear, the weather fair and one's faculties enable him to appreciate his surroundings. Old Governor Felch once said, as he drew near the end of his journer. "It looks beautiful toward the

1 had hardly given my 75th birthday a thought, for after so many, birthdays are apt to become commonplace events. But a conspiracy was on foot. I was lured away by a fake telephone call by which one of the girls was to keep when here assurant all sorts of questions. me busy answering all sorts of ques-tions. When I returned to my desk I found two huge baskets of flowers, containing seveny-five roses and the other a large assortment. There was also a huge cake decorated with yellow roses, by initials and the dates 1857—1932 and boxes of small presents from members of the staff. Wm. E. Scripps, president; Hereward Scott, al manager, heads of depart-members of the editorial staff, general the mechanical and other departments tiled in with congratulations, making it a very happy occasion for the old timer.

I read with great pleasure your quotation from Mr. Garfield on the cover or the last Tradesman. His philosophy of life has been put to the long test of living and still rings true. Instead of fading like a tender flower he has ripened like sound grain, ready tor the harvest when it arrives. I hope the reaping may be long deferred. Geo. B. Catlin.

No matter how many clothes your wife has she always buys a lot more the minute you offer to take her on a trip. Gabby Gleanings From Grand Rapids.

Abe Schefman & Co. are removing their wholesale produce business from the Pere Marquette cold storage to the South end of the G. R. & I. freight depot which runs South from Fulton street. They have made a determined effort to make the cold storage pay, but have not succeeded. The great institution is fully ten years ahead of the requirements of this market. It cost \$420,000-\$60,000 for the land and \$360,000 for the building and equipment, which is up to the minute in efficiency. The taxes on the plant were \$6,466 last year. Schefman & Co. were under contract to pay \$500 per month rental. The owner offered to rent it to the Kent Storage Co. for \$750 per month, but the proposition was turned down. G. D. Moffett. manager of the Development Department of the Pere Marquette Railway. is putting in a few days in Grand Rapids in an effort to solve the problem of keeping the plant in operation at the smallest possible loss to the company. The outcome will probably be that the storage will be conducted by the owner under the management of a competent operator. It is too valuable a property-to the community as well as the owner-to be permitted to be idle.

Peter D. Kline, Vice-President of the Grand Rapids Trust Co., died of heart disease Monday in the Cleveland clinic hospital. He was born in Sheboygan, Wis., fifty years ago. His early activities were in Utah, where he was engaged in railroad construction. In 1916 he affiliated with the American Public Utilities Co., at LaCrosse, Wis., which was under the control of Kelsey, Brewer & Co., of Grand Rapids. The next year he was appointed vice-president and general manager of the Wisconsin-Minnesota Light and Power Co., a subsidiary of the American Public Utilities Co. Mr. Kline came to Grand Rapids in 1924 as a vice-president of the American Public Utilities and a partner of Kelsey. Brewer & Co. The following year, when the American Public Utilities Co. properties were sold to Insull, of Chicago, he went to the Grand Rapids Trust Co. as a vice-president. He leaves a wife and daughter to mourn his loss.

Referring to the manner in which Geo. Welsh takes credit to himself for 'solving the unemployment problem in Grand Rapids" by invoking the aid of scrip and the city commissary store, a local man who is close to the matter says that Welsh is a "masterly disseminator of misinformation."

Wm. L. Berner, manager of Lee & Cady, left to-day for Big Star Lake, where he and his wife will spend the remainder of the week.

C. K. Maloley, who has been conducting a grocery store at 1911 South Division avenue, has engaged in trade at 458 Lyon stret, former location of M. Pollie.

Silk mills find a new outlet for their clippings, housewives material for quilt blocks, in a new package containing four to five yards of selected silk pieces.

To lose graciously calls for real

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Distributors of

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