

## THE ROAD TO YESTERDAY

We dreamed alone, my heart and I,  
Of summers lost and vanished springs;  
A little wind went singing by,  
With breath of roses on its wings;  
"Come out!" he beckoned, "come away!  
I know the road to Yesterday!"

We ran together down the way,  
A pleasant path of sun and shade,  
We found the homestead, old and gray,  
The garden where the children played  
Before their feet had learned to stray  
Beyond the realm of Yesterday.

The roses blossomed, white and red;  
The plum trees dropped their fragrant snow,  
A joyous bird sang overhead  
The very song of long ago;  
And sunbeams, through the open door,  
Wove webs of gold along the floor.

But from the window one should look  
With tender longing in her face—  
And one, above a holy book,  
Sit musing by the fireside place—  
Sweet souls! that changed to food divine  
Life's bitter bread, and meager wine.

And all the empty rooms should fill  
With children's voices, clear and sweet;  
And on the silent stairway still  
Sound the light tread of children's feet—  
"O heart!" I sighed, "what need to stay?  
There is no road to Yesterday!"

Emily Huntington Miller.





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to try the mouth-watering recipes in "Menu Magic"—Uneeda Bakers' new cook book distributed free to housewives. You'll see why these recipes build sales for scores of items in your store. Are you pushing this famous line that helps you sell?

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**This...** famous Cream of Tartar Baking Powder has been a steady source of profit to the grocer for more than 64 years. And today Royal is still a very profitable item because of the constant consumer demand. Order from your jobber.  
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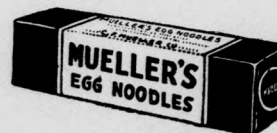
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**C. F. MUELLER COMPANY**

Jersey City

New Jersey



NOTE: New reduced prices became effective on October 3, 1932.



# MICHIGAN TRADESMAN

Fiftieth Year

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1932

Number 2564

## MICHIGAN TRADESMAN E. A. Stowe, Editor

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

DEVOTED TO the best interests of business men.

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JAMES M. GOLDING  
Detroit Representative  
507 Kerr Bldg.

### SOME TRENDS IN TRADE.

#### Sidelights on the General Business Situation.

Business activity in October was slightly better than the normal seasonal increase for the period. Better than normal upturns were shown by electric power, carloadings, cotton, wool, and rayon production, textile machinery, soft coal, food products, shoes and leather. Less than seasonal improvement was registered by steel and automobile production, lumber, cement and machinery used for production of capital goods.

Generally speaking, then, the upturn in consumption goods was all that could reasonably be hoped for; the heavy industries and the lines dependent upon building lagged behind. The slight net gain is significant because of the probability that after three years of almost uninterrupted decline a turn has come in the business cycle.

Regardless of the election results, we should expect a let-down in November. October marks a seasonal top in most industries, and normally general business activity in November is five per cent. under October.

Here's a big contrast: on October 24, 1929, the New York Stock Exchange had a 12,894,650 share day. Three years later the total transactions were 551,811 shares.

The sales of the International Business Machines Corporation are dependent largely on general business activity and new construction. The fact that their September business was the largest in a year, therefore, has real significance.

Recently there has been sort of a "run" on the Governmental postal savings banks while commercial savings banks show increasing deposits. Public confidence in the soundness of our financial system is being restored.

Artificial "pegging" of prices merely prolongs the inevitable day of reckoning. This is a conclusion which reasonably can be drawn from the many

experiments in recent years. Sterling exchange was supported for months, but at last the pressure was too great and the Bank of England stepped aside and allowed sterling to sink to a natural level, thus throwing another barrier before our export trade. The same thing happened last week with the Winnipeg wheat pool.

Did building permits increase in September over August? Take your pick of these reports: The U. S. Bureau of Labor Statistics reports a decline of 15.2 per cent. Bradstreets says they increased 10.4 per cent. S. W. Straus and Co. says they increased 1.04 per cent.

Averaging the averages, which is not a scientific procedure, it would seem that September just about held its own. Cities whose September dollar permits are worth talking about, because they were larger than August and larger than last September, are, in order of their rank: Detroit, Baltimore, Knoxville, Duluth, Kansas City and Memphis.

Employment in the Detroit area has recovered from 30 per cent. of normal on August 31 to 41.6 on October 15. Automobile makers are making an earlier start on next year's models.

Textile mills are busier than for several years. In South Bend, for example, the Wilson Brothers factory reports that October production orders for knitwear were 83 per cent. higher than the same month last year, and that September shipments were 150 per cent. better than July and 110 per cent. greater than August. Total shipments for the month topped last year by a comfortable margin.

The head of Phillips-Jones Corporation makes an equally encouraging analysis. Six months ago they employed 1,400 people. To-day they have ten plants in full operation, and a payroll of 5,050.

Watch the bituminous coal regions for increased sales possibilities. Production has jumped 97 per cent. above the low point of four months ago—an upturn nearly three times greater than normal.

As predicted two weeks ago, freight loadings, instead of turning down after Oct. 1, have continued to build up during the month. Current weekly loadings of around 650,000 cars per week are nearly half again as much as in the June low period. Loadings have improved for eleven consecutive weeks, and now are averaging slightly better than 61 per cent. of normal.

There's even some encouragement to be gleaned from the sales of new automobiles. While still a bit short of the goal of two cars in every garage, the sales of new cars for three months in a row have shown a narrowing decline from the previous year's figures, and that is the longest sustained com-

parative improvement since the w. k. depression started.

There may soon be two hats in every closet anyway. The John B. Stetson Co. reports that since the first of September, when they started a vigorous campaign of newspaper advertising, their sales have been two and one-half times as great as in the same period last year.

Richman Brothers, Cleveland, reputed to be the largest manufacturer and retailer of moderately priced men's clothes (and operating throughout the Middle West), say that their retail sales in the past two weeks have increased not only more than seasonally, but are well ahead of last year. The largest gains have been St. Louis, Kansas City and Omaha, with 41 per cent. increases over last year. Columbus, Dayton, Cincinnati, Indianapolis and Louisville have shown average gains of 37.4 per cent. Chicago and Milwaukee jumped 30 per cent., St. Paul and Minneapolis, 21.9; Cleveland, Akron and Youngstown, 20.2; Buffalo, Erie and Pittsburgh, 12.3; Toledo and Detroit, 10 per cent.

Cigarette sales in September were off 3.9 per cent.—a hopeful sign for the industry, since the decline for the three quarters was 10.12 per cent. However, an increasing proportion of the total output—now believed to be a fifth—is from the 10 cent brands, including, in order of their estimated sales volume, Wings, Twenty Grand (a swell name for a package of twenty cigarettes), Paul Jones, Sunshine and White Rolls. Their future seems largely dependent on the price of leaf tobacco as they are sold by the manufacturers for about \$4.20 a thousand. The tax is \$3, which leaves \$1.20 to cover production and sales expense and profit.

Farm income for 1932 is now estimated at 4½ billions. For 1931 the Department of Agriculture estimated the income at slightly under 7 billions.

Failures during the month averaged less than last year in number and in total liabilities.

We save a paragraph here each issue for optimistic symposiums. This one is from a field survey made among 530 companies by the Standard Statistics Co. The opinion was fairly general that the recent upturn was fundamental and that a further expansion will be witnessed in late Winter or early Spring. "Will your business expand in October over September?" 50.6 per cent. said "Yes," 20 per cent. "No," the balance uncertain. "Was your September gain over August greater than seasonal?" 42.5 per cent. said "Yes," 39.7 per cent. said "No," 17.8 per cent. said they were in line with normal seasonal variations.

The head of Deussen Motors reports retail orders for custom-built

cars in the last ten days totaling \$125,000, and a definite change in attitude among the rich who could afford quality products but feared that their high standards of living wouldn't look so good with eleven million out of work.

#### Gabby Gleanings From Grand Rapids.

Harry Wolcott has retired from a partnership in the Coit Park Food Shop. The business will be continued by the remaining partner, George Forcht.

L. M. Dexter has been elected as president and general manager of the National Brass Co., having succeeded the late A. L. Dexter. L. M. Dexter has been affiliated with the company for many years. E. B. Neuman continues as secretary and treasurer.

The W O O D broadcasting station is negotiating for an upper floor in the Pantlind Hotel, in which to install offices, broadcasting apparatus and practicing rooms.

The election of Thaddeus B. Taylor to the position of Judge of the Superior Court of Grand Rapids is a magnificent tribute to his learning, ability and popularity. Mr. Taylor is a high grade attorney, who will, undoubtedly, achieve marked success in his new position. Some of the attacks made on his character during the campaign were despicable. His election by an overwhelming majority relegates the persons responsible for the attacks to political obscurity for all time to come.

Claude Hamilton has returned from Los Angeles, Calif., whither he went to cross examine William A. Watts in the suit brought against him by the receiver in the bankruptcy case now pending against him to acquire title to the \$150,000 residence property now in possession of the Hamiltons on Robinson road, just East of the city. Mr. Watts was here some months ago and gave his disposition in the matter. Mrs. Hamilton accompanied her husband. They traveled by auto.

Mr. and Mrs. Ben H. Krause entertained sixteen guests at dinner, Nov. 8, at their home, 844 Gladstone avenue, in honor of Mr. Krause's 44th birthday anniversary.

Buried treasure of another kind is used by Frigidaire to stimulate its canvassers. Before a neighborhood is canvassed a distributor sales manager pick a prospect there, arranges with her to be at home on the given day. The lucky salesman who discovers her gets \$10—if he's good enough to get inside and make a sales demonstration.

"Homitosis" has been discovered in St. Louis and may sweep the country. It seems that it means bad taste in home furnishings. The furniture industry views the outbreak with some alarm but is ready with a cure.





### Lines of Interest To Grand Rapids Council.

The November meeting snapped into action at 8 p. m. sharp, Saturday evening, Nov. 5, with Senior Counselor Saxton wielding the gavel. About thirty members aided in the opening ceremonies. This number was augmented by several additional members later.

The Council did a very noble and commendable act in voting to donate \$50 from the general fund to the Widows and Orphans Fund. Brother Keyes, the oldest living charter member and noted for his charitable inclinations, made the motion and it was heartily acclaimed and passed by the Council.

The Widows and Orphans feature of the United Commercial Travelers is a feature that you will find in no other traveling men's organization. It is purely a charitable fund and costs nothing extra to the membership. It has relieved misery and woe innumerable times to those of our departed brothers who failed to provide in case of an emergency. This fund is open to any individual who cares to subscribe to it.

The question of ways and means to secure new members and the reinstatement of those who have lapsed was discussed. When one learns of the number of delinquents and suspensions shivers start playing polo up and down the spine. It is not always the delinquent who suffers the dire consequences of neglect, but his family. Being deprived of the bread winner and with no available means of support, they are left to the mercies of charity. To-day charity is so overburdened that there are many chances of want. Methinks charity begins at home with the brothers and that they should make sure that the family is provided for should they be taken.

The meeting closed at 9:45 p. m. It was short and snappy and you should attend the next one. Why? We heard Senior Counselor Saxton would pass out some very valuable Christmas presents to all present. It will be rather early for the role of Santa, but Bert is a fast worker and he is a believer in being just a tiny bit ahead of schedule. His presents may be of the material kind or of our ethereal or spiritual nature—however and whatever they may be, you will profit by your attendance.

A grocer's boy carrying a basket of eggs recently was hit by a coal truck. The eggs are expected to live.

The Ladies' Auxiliary was on the job at the close of the U. C. T. meeting with refreshments and a very fine entertainment. They engaged Phil Osterhouse and some of his specialty dancers for a varied program. You sure will have to hand it to the ladies when it comes to doing their share at the meetings.

Nowadays a child picks up geography from a rumble seat, arithmetic from a

dial phone and the alphabet from a radio call list.

Martin Vermair, one of the senior members of the Executive Committee and sales manager for the Valley City Milling Co., has returned from an extended trip through the East. We understand the trip was primarily for business reasons, but a whisper has filtered through that some gumshoeing was participated in, especially up near Cal's place. We hope that a satisfactory political arrangement was made toward dispelling evil forces which contribute to the remaining tag ends of the depression.

Doctors say that education will save half a million lives annually. And all the education it will take is enough to read traffic signs.

Harley Lovell, representative for the Roberts-Johnson-Rand Shoe Co., of St. Louis, Mo., is recuperating at his home after a visit to the Mayo clinic at Rochester. He was advised that strict diet and a rest would soon fit him for his duties. It is reported that he is slowly gaining and that he will be out again in the near future.

If you can't find it in the dictionary, the atlas or the Encyclopaedia Britannica, don't give up. Look for it in a drug store.

Chas. H. Bucher, 1337 Dunham street, who has represented the tea and coffee house of A. J. Casper Co. for the past twelve years in Western Michigan, has joined the ranks of the retired and will leave with his family about Nov. 10 for California. Brother Bucher is a son-in-law of Past Counselor John B. Wells.

Although women now wear only about one-fifth of the clothes they wore ten years ago, hooks in closets are just as scarce for husbands.

Clarence C. Meyers, 3904 Roberts avenue, Milwaukee, Wis., has accepted a position with the Hardware Mutual Insurance Co. and will cover Racine and Kenosha counties in Wisconsin. Brother Meyers is well and favorably known here and the Council joins in wishing him much success in his new position.

"The doctor will see you inside," said the nurse to the patient as she helped him on to the operating table.

We have always looked upon and admired graying locks as an emblem of piety, but have begun to think that forgetfulness lies at the base of such a thatch. Gilbert H. Moore, who is always on the job at every U. C. T. meeting, forgot that Nov. 5 was meeting night and he enjoyed the comforts of home during the evening while his brethren labored in behalf of traveling men. Perhaps there is a shade of forgiveness to be cast because Gil had just arrived home from a sales meeting held at his company's factory in Dowagiac. The Rudy Furnace Co. is bringing out a new line at popular prices and we presume Gilbert was so carried away with enthusiasm over the line that he plumb forgot the meeting.

A diplomat is a man who convinces his wife that a woman looks stout in a fur coat.

Iron Mountain and Escanaba councils are surely making history in the U. P. They are getting new members

almost where new member hain't. If Michigan had nineteen more councils as peppy and full of fight as those fellows across the straits, a different story could be written on our membership ledger. Go to it, brothers, the whole gang is pulling for you!

A Quaker declares that when a man runs into debt he runs into sin. But it is his creditors, not his sins, which find him out.

We met up with Ray Bentley the other day and what we thought was a bungalow tied to the back of his Oldsmobile proved to be a trailer. Ray is of the modest type and it took plenty of questions to get the reason for the trailer. Ray finally admitted that his business had increased to the point where he had to have some means to transport his cigar stock around his territory. His business is a cash and deliver business among dealers of cigars. When he started a few months ago, he piled all his stock in the back of his car. Now a large sized trailer is necessary to handle his trade. If his business continues to develop, he no doubt will be driving a heavy duty truck. Ray, we are with you. Thanks for the smoke.

If a man has a nose broken in two places he ought to keep out of those places.

W. E. and Mrs. Lypps, of 911 Wealthy street, entertained their daughter and son-in-law, Mr. and Mrs. Fox, of Detroit, over the week end.

We overheard a very interesting discussion Saturday evening between R. W. Radcliff and A. T. Hentzelman. They were relating how hard they worked and how many hours they put in to keep the wolf from nibbling the door knob off. In the heat of the discussion, Ottie piped up and said, "Rad I'll prove to you that you don't work at all. Listen to this. Each year has 365 days. If you sleep eight hours a day, it equals 122 days. Leaving 243 days. If you rest eight hours a day, it equals 122 days. Leaving 121 days. There are fifty-two Sundays, fifty-two days. Leaving sixty-nine days. If you have Saturdays half-holidays, they equal twenty-six days. Leaving forty-three days. Daily average for lunch, one hour, equals twenty-eight days. Leaving 15 days. Two weeks' vacation equals fourteen. Labor day no one works. That proves my point that you don't do a thing."

Brother Lozier received a letter last week from Alva Cruzon who resides at 11742 W. Vernon avenue, Los Angeles, California. Alva has gained some weight, but isn't feeling tip top as yet. He stated that his good wife had discarded her crutches, but that her ankle, which was broken some time ago, was rather lame. Mr. Cruzon stated that condition seemed to be improving, on the up-grade and that bigger and better prosperity was in sight in the Golden West.

Hotel guests have been known to leave their room only because they couldn't get it into their grips.

Here is something for you fellows who wonder what there is to the principles of U.C.T.ism. Grand Rapids Council has filed twelve claims at headquarters in the past month and, with-

out exception, drafts for the various amounts were in the mail in thirty-six hours. At this time when money is scarce and is so welcome to most of us, it is a pleasure to know that the order is on the job to give real service. What about your dues and assessments? It is not a good bet to lay your money on the line in time to avert a serious and embarrassing situation if you meet with an accident or death?

Politics makes strange bedfellows, but they soon get accustomed to the same bunk.

John H. Millar, an old timer with the U. C. T. organization and with a half century to his credit as a salesman, has retired to enjoy the fruits of his labors. Brother Millar went to work for the Putnam Candy Co. in 1879 and has been on the payroll continuously since that time. He can relate some very interesting stories as to the life of the drummer fifty years ago. The Council joins in wishing Brother Millar many long and pleasant years in retirement.

There must be something mysterious going on behind the curtains regarding the New Year's party which is being planned. When you ask Ray Bentley, the chairman, about it he only advises that we make no other engagements. He just lays his index finger along his nose and says, "Shush".

The nose, a physicians says, is a feature which never changes. Unless, of course, it's poked once too often into other people's business.

The Salesman's Club met at 12:30 Saturday, Nov. 5, in the cafe at the Elk's club. After regular business had been disposed of by President Dalton, Attorney James A. Starr was introduced as the speaker of the day. He talked on the Red Cross and its ramifications. The listeners were very much surprised to learn of the magnitude of its operations. Arrangements have been made to secure a well known speaker in the near future to discuss the home loan bank and its method of operation. The exact date will be announced in these columns later.

Readers of this column will, no doubt, miss the polished and well arranged news of the Council, as written by the official scribe, L. L. Lozier. However, one never expects the helper to be as good as the boss. Mr. Lozier is going to take a well earned rest from his publicity work and while he is enjoying that vacation, an old timer of 1916 and 1917 will endeavor to get the news to you through these columns but offers no guarantee as to the perfection of the arrangement. If you can get head or tail of the thing and you would like to get something by the censor, send your items to the secretary's office where it can be gathered up or call 52757. All councils in the state are invited to help make this U. C. T. page a humdinger. The more news the more space and the more space we use the more advertising the United Commercial Travelers will get. Mr. Stowe loves to help the boys and will give us all the space necessary for our columns.



When you read this column, the much discussed political campaign will be over. Some of us will be glad and some will be sorry for the things they are glad of, but, we won't have to wear out our radio dials in order to keep away from the hot air which was being wafted through the loud speakers and we will be able to settle down once more to the problem of self sustenance. We will have four long years to prepare arguments for the next campaign and in the meantime we will have prosperity eating out of our soup plate once again. Scribe.

#### Activities of Trustee in Bankruptcy.

The composition offer made to creditors by the Goshen Shirt Manufacturing Co. with factory in Manistee and offices in Chicago has been accepted by creditors. The amount of the offer is 40 per cent. This business has been conducted by operating receivers for the past several months in the Manistee plant.

In the matter of William Guidotti (Guidotti Hat Store) Grand Rapids, final dividends have been paid to creditors. Dividends paid total 27 per cent.

Assets of Wm. Brummeler & Sons Co., manufacturer of sheet metal products, Grand Rapids, were sold at public auction Nov. 1. Sale was confirmed by the Court to numerous buyers in parcels and small lots.

Certain assets of Alton F. Petrie, bankrupt, Pierson, known as the Pierson Elevator Co., have been recovered by the bankruptcy court from the previous mortgage holder and are for sale at this time. The property consists of a complete grain elevator and various other buildings, including a store building in the village of Pierson.

The drug store of John Austin Palmer, Hastings, will be sold at public auction on Thursday, Nov. 10, at 2 p. m., at the premises formerly occupied by the bankrupt, in Hastings. The property consists of a complete drug stock, with fixtures, appraised at \$1,109.72.

The assets of Holben's Family Shoe Store, 1371 Plainfield avenue, Grand Rapids, will be sold at public auction on Friday, Nov. 11, at 2 p. m. The appraisal of stock and fixtures is \$470.50.

The garage business of Mapes-Nebelius Cadillac Co., which has been operated by the bankruptcy court, will be offered for sale as a going business at public auction called for Monday, Nov. 14, at 2 p. m. The appraisal of assets to be sold amounts to \$2,677.33.

The assets of Tandler Co., Inc., bankrupt, Grand Rapids, consisting of a complete printing and engraving plant will be sold at public auction on Tuesday, Nov. 15 at 2 p. m. This property will also be offered for sale as a going business, operations not having been discontinued on account of bankruptcy. Appraisal is \$7,979.60.

Compact, moderately priced photo-electric cell outfits are now on the market. Controlling electric circuits through either interruption or completion of their light beams, they can be used to count or inspect objects, open doors, etc.

#### MEN OF MARK.

##### J. L. Brown, Manager Grand Rapids Packing Co.

J. L. Brown was born at St. Thomas, Ont., Sept. 29, 1891. Both of his parents were born in England. The family continued to reside in St. Thomas until he was 22 years of age. He did piece work for several years in the Pere Marquette car shops at St. Thomas. He was subsequently asked to remove to Grand Rapids and take a similar position in the car shops of the same railroad at Wyoming Park. After eight years with the railroad he transferred himself to the U. S. Gypsum Co. as general salesman. Four or five years later he connected himself with Swift & Co. He was city salesman for two years and then was manager of the local branch for eight years from 1923 to 1931. He was then transferred to the Detroit branch,



J. L. Brown.

where he acted as manager of the produce department for six months. On the retirement of Mr. Fuszck from the management of the Grand Rapids Packing Co., he was made manager of that concern, which he expects to expand in several directions. Not only will he kill and market more animals, but he proposes to enlarge the line of products placed on the market by the company.

Mr. Brown was married in 1913 to Miss Viola Haney, of St. Thomas. They have a boy 15 years old, who is a sophomore in South high school. The family reside at 725 East Griggs street.

Mr. Brown is a member of the Second street Methodist church. He is a Master Mason. He was naturalized in 1921.

The only hobby Mr. Brown cherishes is that of magic. He has made a study of the science since he was a child and is regarded as one of the most skilled sleight of hand operators in Michigan. He frequently gives entertainments at homes and small gatherings. He was so enamored with Thurston along that line that he once traveled 150 miles to see him display his art.

Mr. Brown attributes his success to hard work. He has never had any

falling out with the work habit and he expects in the near future to demonstrate what he can do in the wholesale meat line. He now keeps four trucks constantly employed delivering orders in the city and a special sausage truck which calls on the meat dealers who are customers of the company every day of the year except Sunday.

Mr. Brown is a gentleman of pleasant address and high integrity and there would seem to be no reason why he should not make a very excellent showing in the very near future.

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

Grand Rapids, Oct. 29.—We have received the schedules, in the matter of the Tandler Co., in bankruptcy No. 5039. The schedules of the bankrupt show assets of \$9,593.08, with liabilities listed at \$18,214.07. The list of creditors of said bankrupt is as follows:

|  |          |
|--|----------|
| State of Michigan                          | \$ 46.58 |
| City Treasurer, Grand Rapids               | 792.27   |
| Clarence DePlanta, Grand Rapids            | 520.00   |
| Frank Van Domelen, Grand Rapids            | 99.50    |
| Fabian R. Tandler, Grand Rapids            | 25.64    |
| Ernest J. Miller, Grand Rapids             | 46.96    |
| Cornelius Lodewyck, Grand Rapids           | 5.55     |
| Chris Kloet, Grand Rapids                  | 14.49    |
| Lester A. Matthews, Grand Rapids           | 520.00   |
| Claude Van Kuiken, Grand Rapids            | 18.40    |
| Wm. Ball, Grand Rapids                     | 24.68    |
| Earl Haan, Grand Rapids                    | 22.80    |
| Edw. Monroe, Grand Rapids                  | 4.73     |
| Wm. Crater, Wyoming Park                   | 14.47    |
| Wm. Cheney, Grand Rapids                   | 6.57     |
| John M. Teska, Grand Rapids                | 520.00   |
| A. B. Chair Co., Charlotte                 | 61.02    |
| Amer. Steel & Copper Plate, Chi.           | 111.62   |
| Ben Day, Inc., New York                    | 131.25   |
| Adam Brown Co., Grand Rapids               | 56.37    |
| Burkhardt Co., Detroit                     | 143.50   |
| H. W. & J. P. Bowers, Chicago              | 7.64     |
| Gen. Mich. Paper Co., Grand R.             | 1,858.24 |
| Camera Shop, Inc., Grand Rapids            | 972.88   |
| Central Trade Plant, Grand Rap.            | 1,929.45 |
| Carpenter Paper Co., Grand Rap.            | 81.85    |
| Cadillac Ribbon & Carbon Co., Det.         | 2.50     |
| Dow Chemical Co., Midland                  | 40.63    |
| G. C. Dom Supply Co., Cincinnati           | 86.31    |
| Dexter Folder Co., New York                | 6.45     |
| Detail Cold Enamel Co., Pittsburgh         | 4.00     |
| Eastman Kodak Co., Rochester, N. Y.        | 77.18    |
| Excello Machine Co., Grand Rapids          | 1.00     |
| European Brush Importing Co., New York     | 6.33     |
| Forbes Stamp Co., Grand Rapids             | .95      |
| G. R. Belting Co., Grand Rapids            | 2.39     |
| G. R. Electrotape Co., Grand R.            | 326.09   |
| G. R. Paper Box Co., Grand Rapids          | 8.25     |
| G. R. Wood Fin. Co., Grand Rap.            | 22.80    |
| P. B. Gast & Sons Co., Grand R.            | 125.60   |
| Wanner Mach. Co., Chicago                  | .60      |
| Westcott Paper Corp., Detroit              | 8.31     |
| Chicago Paper Co., Chicago                 | 225.00   |
| E. D. Conger, Grand Rapids                 | 1,400.00 |
| Old Kent Bank, Grand Rapids                | 3,725.00 |
| Clarence De Planta, Grand Rapids           | 695.00   |
| Lester Matthews, Grand Rapids              | 88.00    |
| James Zoeter, Grand Rapids                 | 200.00   |
| John M. Teska, Grand Rapids                | 85.00    |
| L. F. Grammes & Sons, Inc., Allentown, Pa. | 29.14    |
| J. S. Gunterman, Los Angeles               | 2.68     |
| G. R. Paper Co., Grand Rapids              | 5.30     |
| Hazeltine & Perkins Drug Co., G. R.        | 19.26    |
| A. L. Holcomb Co., Grand Rapids            | 22.25    |
| J. M. Huber, Inc., New York                | 3.75     |
| Hannah Floral Co., Grand Rapids            | 5.00     |
| Lewis Electric Co., Grand Rapids           | 37.77    |
| Max Levy & Co., Philadelphia, Pa.          | 21.00    |
| Jos. Mandell, Detroit                      | 10.38    |
| Mich. Spring Water Co., Grand R.           | 1.00     |
| Natl Steel & Copper Plate Co., Chicago     | 4.44     |
| Page Hardware Co., Grand Rapids            | 3.91     |
| Photographic Corp., Cleveland              | 15.00    |
| E. M. Pratt, Detroit                       | 4.13     |
| Polygraphic Co., New York                  | 10.65    |
| Quimby-Kain Paper Co., G. R.               | 1,788.06 |
| Samuel Bingham's Son Mfg. Co., Chicago     | 114.65   |
| Scientific Brake Hdqtrs., Grand R.         | .75      |
| Scott-Motman Elec. Co., Grand R.           | 70.25    |
| Tisch-Hine Co., Grand Rapids               | 4.03     |
| TerMolen & Hart, Grand Rapids              | 2.55     |
| Edw. Tatum Co., Grand Rapids               | 92.03    |
| Gus H. Unseld, Sr., Grand Rapids           | 17.28    |
| Sigmund-Ullman Co., Chicago                | 125.44   |

In the matter of Holben's Family Shoe Store, Bankrupt No. 5037. The sale of assets in this matter has been called for Nov. 11, at the premises formerly occupied by the bankrupt, at 1371 Plainfield avenue, N. E., Grand Rapids. The stock in trade consisting of men's, boys', women's shoes, and fixtures will be sold, appraised at \$470.50. All interested in such sale should be present at the date and time above stated.

In the matter of John Austin Palmer, Bankrupt No. 5025. The sale of assets in this matter has been called for Nov. 10, at the premises formerly occupied by the bankrupt, at 108 West State street, Hastings. The stock is a complete drug store, and fixtures, appraised at \$1,109.72. All interested in such sale should be

present at the date and time above stated.

In the matter of William D. Guidotti, Bankrupt No. 4756, final meeting of creditors held Sept. 26. Trustee present; creditors present in person. Trustee's final report and account approved and allowed. Bill of attorney for trustee approved and allowed. Order made for payment of administration expenses, supplemental first dividend of 5 per cent., and final dividend of 22.5 per cent. to creditors. No objection to bankrupt's discharge. Final meeting adjourned without date and files will be returned to District Court in due course.

Oct. 28. We have received the schedules, order of reference and adjudication in the matter of H. Frederick Dailey, Bankrupt No. 5048. The bankrupt is a resident of Grand Rapids, and his occupation is that of a clerk. The schedules of the bankrupt show no assets, with liabilities listed at \$2,291.81.

Oct. 28. We have received the order of reference and adjudication in the matter of Tandler Co., Inc., a corporation. In Bankruptcy No. 5039. The bankrupt concern had its residence in Grand Rapids. The schedules have been ordered filed and upon receipt of same the list of creditors, assets and liabilities will be published herein.

Oct. 18. On this day final meeting of creditors was held in the matter of Jacob A. Besteman and James DeMeester, copartners doing business as Besteman & DeMeester, Bankrupt No. 4813. Trustee present and represented by attorney. Bankrupt represented by attorney. Trustee's final report and account approved and allowed. Bills of attorneys for bankrupt, for trustee, and for trustee under trust mortgage prior to bankruptcy were considered and allowed. Report of trustee under trust mortgage considered and approved. Balance of bills, notes and accounts receivable and remaining assets of estate sold. Order made for payment of administration expenses and first and final dividend to creditors of 23.5 per cent. Meeting adjourned without date and files will be returned to district court in due course.

In the matter of Tandler Co., Inc., Bankrupt No. 5039. The first meeting of creditors has been called for Nov. 14.

Oct. 29. We have received the schedules, order of reference and adjudication in the matter of Fred J. Barnaby, Bankrupt No. 5049. The bankrupt is a resident of Hastings, and his occupation is that of a restaurant operator. The schedules of the bankrupt show assets of \$2,255, with liabilities listed at \$2,493.83. The list of creditors of said bankrupt is as follows:

|  |          |
|--|----------|
| Bankers Investm't Corp., Jackson           | \$130.00 |
| C. J. McKeown, Quincy, Hastings            | 400.00   |
| Glenn Greenfield, Grand Rapids             | 170.00   |
| City Treasurer, Hastings                   | 5.78     |
| Robert Dryer, Hastings                     | 20.00    |
| Eli Barnaby, Hastings                      | 70.00    |
| Naomi Ridelman, Hastings                   | 115.00   |
| Leah Burgess, Hastings                     | 15.00    |
| Blodgett & Buckley Co., Toledo             | 15.36    |
| Consumers Power Co., Hastings              | 31.96    |
| Continental Coffee Co., Chicago            | 4.50     |
| Edmonds Elev. Co., Hastings                | 8.19     |
| Edgar A. Murray Co., Detroit               | 5.00     |
| R. H. Loppenthien, Hastings                | 5.33     |
| H. Leonard, Grand Rapids                   | 15.79    |
| Ironsides Shoe Co., Hastings               | 25.30    |
| Hastings Motor Co., Hastings               | 15.03    |
| Lee & Cady Grand Rapids                    | 30.21    |
| Albert Pick Barth Co., Chicago             | 17.75    |
| B. C. Edmonds, Quincy                      | 100.00   |
| S. Powers, Nashville                       | 25.00    |
| Hastings Transfer Co., Hastings            | 3.50     |
| G. B. Reader, Grand Rapids                 | 5.40     |
| B. A. LyBarker, Hastings                   | 3.00     |
| Dr. Adrounia, Hastings                     | 3.00     |
| Riverside Cemetery, Hastings               | 6.00     |
| Standard Oil Co., Grand Rapids             | 5.00     |
| Smith Bros., Hastings                      | 12.25    |
| Walldroff & Son, Hastings                  | 37.51    |
| J. W. Goggins, Hastings                    | 2.83     |
| General Cigar Co., Chicago                 | 15.45    |
| Hekman Biscuit Co., Grand Rapids           | 10.73    |
| ImpDish Waters Co., Battle Creek           | 3.50     |
| Clyde Wilcox, Hastings                     | 9.00     |
| Ferris Coffee & Nut Co., G. R.             | 9.00     |
| Fred A. Smith, Hastings                    | 35.00    |
| McCall Bros., Hastings                     | 7.00     |
| H. J. Heinz Co., Grand Rapids              | 16.50    |
| Wallace Feed Store, Hastings               | 4.50     |
| H. B. Cowdrey, Hastings                    | 3.75     |
| Vern Manee, Hastings                       | 19.96    |
| H. Barnaby, Hastings                       | 78.00    |
| Eli Barnaby, Hastings                      | 100.00   |
| Hastings Nat. Bank, Hastings               | 175.00   |
| Geo. Coleman & Son, Hastings               | 37.54    |
| Geo. Crakes, Hastings                      | 54.00    |
| GHP Cigar Co., Detroit                     | 5.68     |
| Berdan Co., Toledo, Ohio                   | 28.19    |
| Hastings Lumber & Coal Co., Hastings       | 80.78    |
| Schultz Creamery Co., Schultz              | 11.04    |
| F. A. Brown & Co., Hastings                | 11.61    |
| Rademaker & Dooge Grocer Co., Grand Rapids | 41.76    |
| Bayuk Cigar, Inc., Grand Rapids            | 7.85     |
| Carveth & Stebbins, Hastings               | 15.90    |
| Home Lumber & Coal Co., Hastings           | 8.95     |
| Goodyear Hardware Co., Hastings            | 15.90    |
| Hastings Co-operative Oil Co.              | 17.22    |
| Mich. Bell Tele. Co., Hastings             | 8.25     |
| A. May & Sons, Grand Rapids                | 12.13    |
| C. W. Mills Paper Co., Grand Rap.          | 16.46    |

(Continued on page 19)



## MOVEMENTS OF MERCHANTS.

Grand Rapids—The Harley Smith Furniture Co., has decreased its capital stock from \$125,000 to \$60,000.

Detroit—The Wayne Store Fixture Co., 632 Madison avenue, has changed its name to the Wayne Show Case Co.

Cadillac—Frank Boyd, manager of the local Kalamazoo Stove Co. store, has removed the stock to 114 Hersey street.

Alba—Roy Anderson has sold his stock of groceries and general merchandise to Arthur Noiro, who has taken possession.

Battle Creek — The Battle Creek Lumber Co., 92 South McCalmly street, has decreased its capital stock from \$200,000 to \$150,000.

Marquette—Farrell's Style Shoppe, 108 West Ridge street, has been completely remodeled and redecorated in a most attractive style.

Detroit — The Coulter, Mould & Chaplow Lumber Co., 11440 Shoemaker avenue, has changed its name to the Coulter & Mould Lumber Co.

Detroit — The Century Cigar Co., Inc., 16147 Woodward avenue, has been incorporated with a capital stock of \$3,000, all subscribed and paid in.

Coldwater—Mrs. Herman Re has sold her news stand and magazine subscription agency to Lee Fullerton. The business was established in 1905 by the late Herman Re.

Detroit—The American Cash Shoe Co., 1643 Union Guardian building, has been incorporated with a capital stock of 25,000 shares at \$1 a share, \$1,000 being subscribed and paid in.

Kalamazoo—John Lesh and C. C. Applegate have filed notice of the dissolution of the business conducted by them under the style of the Auto Body Co., at 225 Portage street.

Detroit—The Sunbonnet Butter & Egg Co., rear of 3540 Jos. Campau, has been organized to deal in butter, eggs and produce, with a capital stock of \$5,000, all subscribed and paid in.

Ovid—The Durbin Drug Co. has opened a drug store in the Den Houten building. It will be under the management of Clare Durbin. A complete line of wall paper will also be carried.

Muskegon — Collegiate, Inc., 197 West Western avenue, dealer in clothing and furnishings for men, has been incorporated with a capital stock of \$2,000, \$1,000 of which has been subscribed and \$1,000 paid in.

Detroit—Canners Warehouse, Inc., 15841 Second boulevard, has merged its business into a stock company under the same style with a capital stock of 10,000 shares at \$1 a share, \$10,000 being subscribed and paid in.

Detroit—Leone & Co., 2479 Russell street, importer of Italian and other foods, has merged the business into a stock company under the style of Leone, Inc., with a capital stock of \$1,000, all subscribed and paid in.

Detroit—The Detroit Utility Supply Co., Inc., 1203 Barlum Tower, dealer in machinery and supplies for public utilities, has been incorporated with a capital stock of \$5,000, \$2,600 of which has been subscribed and paid in.

Grand Rapids—The Grand Rapids Ice & Coal Co., 139 Wealthy street,

S. E., has merged its business into a stock company under the same style with a capital stock of \$5,000, \$1,000 of which has been subscribed and paid in.

Detroit — The Blue Ribbon Shoe Shops, Inc., 336 Lafayette building, has been organized to deal in shoes, hosiery and sundries, at wholesale and retail with a capital stock of \$25,000, \$2,500 of which has been subscribed and paid in.

Grand Rapids—The Clarence D. Sullivan Funeral Home, Inc., 1922 South Division avenue, has merged its undertaking business into a stock company under the same style with a capital stock of \$50,000, \$3,000 of which has been subscribed and paid in.

Detroit—Benjamin Rosenberg has changed the name of his shoe store at 8000 Harper avenue, corner of Van Dyke avenue, to the Florsheim Rosenberg store. He feels that the value of a Nationally advertised name in the store is paramount to the owner.

Detroit — The Frank-Jay Products Corporation, with offices at Room 305, 1448 Wabash avenue, has been incorporated to deal in foodstuffs and soft drinks, with a capital stock of \$5,000 preferred and 2,000 shares at \$1 a share, \$1,500 being subscribed and paid in.

Lake Odessa—The local plant of the Arctic Dairy Co. has been closed. Expense is being eliminated by using the Grand Ledge condensary for the milk of this territory. This is the first time in the twenty-three years of the existence of this institution that it has closed down.

Detroit—The Replacement Equipment Corporation, with business offices in Hotel Belcrest building, c/o Richard B. Miller, has been incorporated to deal in spokes, rims and other automobile accessories with a capital stock of 100 shares at \$10 a share, \$1,000 being subscribed and paid in.

Detroit—The new Dodge car—about the date of whose introduction little advance intelligence has been vouchsafed—will be operated either without the speed-changing transmission now generally employed, or, at any rate, with a transmission embodying some "revolutionary new principle." As to details, company officials maintain a profound silence.

Detroit—A movement to place a uniform identification tag on all used cars as a means of building up public confidence in used cars has been launched under the sponsorship of the Ross Roy Service, Inc., used car appraisal authorities, it is announced. A uniform identification tag, it is asserted, would eliminate the doubt and uncertainty frequently associated with the selection of a used car, and would enable the prospective buyer to obtain at a glance the specifications, features and history of each car on sale. The tag would carry the signature of the dealer certifying to the accuracy of the statements made on the card.

## Manufacturing Matters.

Detroit—Beauty Counselors Co., 601 Fisher building, manufacturer and dealer in toilet goods has merged the business into a stock company under the style of Beauty Counselors, Inc.,

with a capital stock of 500 shares at \$100 a share, \$1,000 of which has been subscribed and paid in.

Detroit—The Inland Products Co., 6565 Mack avenue, manufacturer and dealer in anti-rust products, has merged the business into a stock company under the same style with a capital stock of 500 shares of A stock at \$100 a share, 1,500 shares of B at \$10 a share and 1,500 shares of C at \$10 a share, \$28,000 of which has been subscribed and paid in.

Jackson—The Reynolds Spring Co. has acquired from the Dura Co., Toledo, all the inventory, good-will, dies, tools and fixtures necessary for the manufacture of the product known as "Duraware," which will be used separately or combined with Reynolds "Bonnyware," which is being made into a large number of similar articles at the present time. Reynolds Spring Co. has heretofore manufactured automobile, furniture and other cushion springs, as well as various other mechanical articles such as "Bakelite" products, ford distributors, etc.

Detroit—The Union Store Fixture Co., 675 Gratiot avenue, has been organized to manufacture and deal in used and new store fixtures with a capital stock of \$4,000, all subscribed and paid in.

Detroit — Miller Peanut Products, Inc., 1990 Gratiot avenue, has been organized to manufacture and deal in nuts and candies with a capital stock of \$10,000, all subscribed and paid in.

Detroit—Jean Le Nault, Inc., 1540 Washington boulevard, has been incorporated to manufacture and sell cosmetics, with a capital stock of \$1,000, all of which has been subscribed and paid in.

Grand Rapids—The Paul L. Brooks Novelty Manufacturing Co., 430 Lyon street, N. E., has been organized to manufacture and sell toys and novelties with a capital stock of \$5,000, all subscribed and \$3,920 paid in.

Grosse Pointe Park — The Grosse Pointers, Inc., with business offices at 3380 Penobscot building, Detroit, has been organized to manufacture and deal in barber and beauty shop supplies with a capital stock of \$1,000, all subscribed and paid in.

## Bars Feature in Novelty Furniture.

Manufacturers of novelty furniture expect that home bars, produced for holiday sale, will be one of the outstanding items of the Christmas season so far as volume and profits are concerned. Starting as a small volume novelty on which business was confined to a few small orders, they have increased in demand so rapidly that producers are finding it difficult to keep up with delivery demands. The surprising feature of the call, so far as manufacturers are concerned, is that the articles are selling freely in retail ranges up to \$60. Small models to retail at \$15 are in fair demand, but the largest volume is found in the ranges from \$23.50 up, producers report.

## Woolen Spurt Expected Soon.

With men's Spring clothing lines ready to be taken on the road next week, piece goods sales are expected

to show a decided pick-up toward the close of this month. A fair-sized sampling business has been done to date on woollens and worsteds, and in some cases the actual orders have surpassed those placed at the corresponding period of last year. A real volume of business is not expected, however, until clothing houses obtain initial orders and receive some indication as to the course of business. Rough woollens will receive more attention this year.

## Plan Special Home Ware Sales.

Determined efforts to build up sales volume on home furnishings before Thanksgiving day were started by retailers this week. The trade recognizes the Thanksgiving holiday as marking the close of Fall buying of home wares as far as consumers are concerned and is anxious to crowd as much business in before then as possible. The fact that the day comes earlier this year than last adds to the store's difficulties in meeting last year's sales figures. Among the articles to be promoted this week and next are floor coverings, furniture, curtains and drapes, kitchen wares, table glassware and dinner sets.

## Steady Orders For Cosmetics.

Orders being placed by retailers indicate confidence in an active demand for perfumery and allied cosmetic lines during the holiday period. While a shrinkage in dollar volume is generally expected, a good comparison, so far as units are concerned, is held likely. Dram sizes of the more expensive perfumes are receiving considerable emphasis. Atomizers are meeting an active call, particularly in the medium to lower ranges. Water softeners and bath salts are moving well, with novelty containers a feature. Face creams are in brisk call, with considerable interest shown in fancy powder-puff boxes.

## Millinery Lacks "Empress Eugenie."

After a good start, the Fall volume in millinery has receded, is running below expectations. Lack of any outstanding style is blamed for the situation more than any other single factor. The trade, of course, is operating against the comparisons of a year ago when the Empress Eugene vogue developed marked interest and produced something like eight solid weeks of active business. At the moment the demand is divided among felts, soleils and fabric types, with the low end of the business ranking larger than producers care to see. Forward-tilt models continue in favor, with interest also shown in modified berets, sailors and turbans.

Rice—The rice market is generally unchanged in the South and the rough market still shows a somewhat easy undertone. Milled rice, which had been offered at easier prices in Texas, appears to have been well liquidated, but the domestic movement has not shown much improvement. Prices here hold fairly steady with stocks moderate.

Colored tires are achieved through a new liquid sidewall finish, said to be easy to apply, elastic, fast in color.



### Essential Features of the Grocery Staples.

**Sugar**—Local jobbers hold cane granulated at 4.70c. Beet granulated, 4.60c. The beet sugar manufacturers raised a large fund and placed it in the hands of an advertising agent to be expended in publicity in the daily papers of Michigan. Not a penny was expended in interesting the retail merchants of Michigan through their favorite publication which has championed the cause of beet sugar ever since the industry was established. As a result of this lack of business judgment on the part of the manufacturers, the money they contributed might as well have been burned up, because it did no one in any way connected with the industry any good. Michigan wholesale grocers report that they are selling less beet sugar than ever before.

**Tea**—From all available information it seems that nothing can be done in the tea countries to cut down current production. It will, therefore, not go into effect until the next crop is planted and it will then amount to 15 per cent. There have been no changes in the first hands tea business during the past week, but in some primary markets, notably as to India teas, some grades were easier. Prices in this country have remained about unchanged. Consumptive demand for tea is ordinary.

**Coffee**—The market for Rio and Santos coffee on spot, green and in a large way, has eased off still further during the past week. This was due mainly to the arrival of a considerable amount of coffee in this country and the naming of prices on the Farm Board coffee at about the level the trade expected. The chain stores are reported to have bought most of the Farm Board coffee at prices about 4 cents per pound under the last sale. The entire undertone of Rio and Santos coffee is weak and prices will undoubtedly go lower, unless the receipts of these coffees are greatly limited. Milds have also shown a slight decline since the last report. Nobody is buying coffees except for immediate wants, unless it is extraordinarily cheap. The jobbing market on roasted coffee is gradually weakening in sympathy with green.

**Canned Fruits**—Shipments of Hawaiian pineapple are reported as steady. California reports reaching this department put shipments of pineapple for October at 525,224 cases, about three-fifths of which reached the Pacific Coast. For the first ten months of the year shipments totaled 6,419,709 cases, nearly half of which went to the Pacific Coast. Thus pineapple has made quiet and steady progress back from the unfavorable position it occupied a year ago, after two successive record packs. New grapefruit prices have been named by several factors, most of these opening prices being tentative in nature. Price ideas fix fancy grapefruit hearts in No. 2 tins at \$1.10, cannery or Tampa. This price is comparatively safe and is not likely to bring in any wave of buying in advance of production. Some of the larger factors have not yet named their prices and probably will not do so until packing actually starts or is about to start. California

fruits are having a breathing spell, but after the large sale and movement of stocks during the summer and early fall, this was to be expected. Final pack figures collected by the California Cannery League show that the combined packs of fruits amounted this year to 14,824,628 cases, the lowest total since 1921. The pack of peaches was 6,427,414 cases; apricots, 1,804,561 cases; pears, 1,418,134 cases; cherries, 184,019 cases; Hawaiian pineapple, 4,980,400 cases.

**Canned Vegetables**—Prices on various foods are steady enough, except for the shading and trading which always takes place, especially in the higher grades. The greater part by far of the demand is for standard grade foods and these seem to be holding well at the same old levels that have existed for the past several weeks. Standard tomatoes and beans are neither stronger nor weaker than they were a week ago. Peas continue firm, particularly the standard grades, for which there is the most demand. Corn likewise holds up well, as fancy corn packers have already covered their outlets.

**Canned Fish**—Salmon is steady, with more attention being drawn to Alaska reds which have moved in large volume. Alaska pinks are inactive here now, as distributors have previously been covered. Fancy salmon is scarce, and working into very narrow supply on the spot. Japanese pink salmon thus far has not entered the American market in anything like sufficient volume to cause an upset.

**Dried Fruits**—Dried fruits move in fairly good volume this week, with seasonal lines showing more activity. There has been a good movement of top grades of California figs in packaged form and imported figs and dates have also shown to better advantage, with prices fairly well maintained. Loose domestic figs are not very active. Black figs have held fairly well because of their comparative shortage. Oregon prunes are still very low; in fact they are proving still very attractive to export markets which can buy fairly large sized Oregons for the same price that they are quoted on smaller Californias. There has been more activity in the primary prune market in the past few weeks, as packers began to cover their nearby requirements. The prune pool has proved a stabilizing influence and restored confidence. Thompson raisins are generally steady but unchanged. Talk of higher prices goes on, but nothing has been done as yet. Muscats and Sultanas continue easier. Last reports showed also that there was a slightly easier tendency in dried peaches.

**Beans and Peas**—Demand for dried beans during the week has been very poor and the market is even weaker than it was before. Almost all varieties are weak and declining. Split peas and blackeye peas, however, have been fairly well held.

**Cheese**—Cheese has been very quiet since the last report and a little weaker. It is a buyer's market.

**Nuts**—The nut market is somewhat more active this week. There has been a better movement of various unshelled nuts, and stocks keep mov-

ing well. Brazils have not shown the activity expected of them earlier in the season and so prices have not worked up as was earlier indicated, by reason of light stocks. Italian filberts in the shell are not going out very well because of unwillingness of importers to cover their requirements at present price ideas abroad. However, walnuts are proving a popular item. California walnuts are moving nicely into distribution, and there is a fairly good demand for imported nuts. The shelled nut market is taking on more life now in view of the holidays. Manufacturers are coming into the market for more stocks and the markets abroad on the whole are steady.

**Salt Fish**—The news came from Norway during the week that the supply of mackerel over there had been cleaned up and therefore prices were firm. The pack of Norway mackerel was only 20 per cent. of normal. There appears now to be a fair supply of Irish fat mackerel. The production of mackerel in this country has been fairly good, except as to the larger sizes. The demand for mackerel is very fair and prices are steady to firm without any change to speak of during the week.

**Sauerkraut**—Dealers in sauerkraut find no real improvement in the demand. Prices are very low because of the cheap cabbage price, which is the most unsatisfactory the country has ever seen.

### Review of the Produce Market.

**Apples**—Wolf River, 20 oz. Pippin and Red McIntosh, \$1@1.25 per bu.; Wagner, 85c@1.25; Spys, \$1.15 for No. 1 and \$1 for No. 2; Baldwins, 75c @ \$1.

**Bagas**—Canadian, 60c per 50 lb. sack.

**Bananas**—4¼@4¾c per lb.

**Beets**—60c per bu.

**Butter**—Demand for butter during the past week has been rather light. As the receipts have also been rather moderate, the situation has been about steady during the entire week with a slight advance in price. Jobbers hold plain wrapped prints at 21c and 65 lb. tubs at 20c for extras.

**Cabbage**—35c per bu.; 50c for red.

**California Fruits**—Bartlett Pears, \$2.50 per box; Tokay Grapes, \$1.35.

**Carrots**—25c per doz. bunches; 50c per bu.

**Cauliflower**—85c for box containing 6@9.

**Celery**—20@30c per bunch.

**Cocoanuts**—75c per doz. or \$5.50 per bag.

**Cranberries**—\$2.50 per 25 lb. box, Early Black or Late Howe.

**Cucumbers**—No. 1 home grown hot house, \$1 per doz.

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

C. H. Pea from elevator .....\$1.30

Pea from farmer ..... 1.10

Light Red Kidney from farmer .. 1.85

Dark Red Kidney from farmer.. 1.50

Cranberry beans to farmer ..... 2.75

**Eggs**—There have been a few small advances in eggs during the past week. Fine fresh eggs are wanted and are not overly abundant. It is really a day to day market. Jobbers pay 26c for 56 lb. crates and 28c for 57 and 58 lb. Pullet eggs fetch 17c per lb. Job-

bers sell candled eggs at 30c. Cold storage are offered on the following basis:

XX candled ..... 24c

X candled ..... 20c

Checks ..... 19c

Grape Fruit—Florida command \$4 per box.

Green Onions—15c per doz.

Green Peas—\$2 per hamper for Wash.

Green Peppers—50c per doz.

Honey—The market is weak and uncertain, because of over supply.

Honey Dew Melons—\$2.25 for crates of either 9 or 12.

Lettuce—In good demand on the following basis:

Imperial Valley, 6s, per crate ....\$3.50

Imperial Valley, 4s and 5s, crate 3.75

Home grown leaf, per bu. .... .50

Hot house, 10 lb. basket ..... .75

Lemons—The price is the same as a week ago, as follows:

360 Sunkist .....\$10.00

300 Sunkist ..... 10.00

360 Red Ball ..... 9.00

300 Red Ball ..... 9.00

Mushrooms—28c per one lb. carton.

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

126 .....\$4.50

150 ..... 4.50

176 ..... 4.50

200 ..... 4.50

216 ..... 4.50

252 ..... 4.25

288 ..... 4.00

324 ..... 4.00

Red Ball, 50c per box less.

Onions—Home grown, 30c per bu. for medium yellow and 60c for white. Growers are receiving 25c per 100 lbs. for their crops. Domestic Spanish, \$1.50 per crate.

Parsley—40c per doz. bunches.

Pears—Kieffers, 35@50c.

Pickling Stock—Onions, 60c per box of 20 lbs.

Potatoes—Home grown 30c per bu. on the local market; Idaho bakers, 27c for 15 lb. sack; carlot buyers are paying 25c per 100 lbs. at Greenville, 20c at Cadillac and 15c at Manton. Considering the fact that potatoes are a short crop the country over this price is a crime against the farmers, because it gives them back only about a third of what it costs them to raise and market their crop. Read first paragraph in Out Around this week and note what must be done to restore the price of potatoes to a living basis.

Poultry—Wilson & Company pay as follows:

Heavy fowls ..... 12c

Light fowls ..... 8c

Ducks ..... 10c

Light Broilers, 2 lbs. .... 9c

Rock Broilers, 2½ lbs. up ..... 12c

Radishes—10c per doz. bunches.

Spinach—50c per bu. for home grown.

Squash—Hubbard, 75c per 100 lbs.

Sweet Potatoes—\$1.35 per bu. for kiln dried Indiana grown.

Tomatoes—Hot house, 75c per 10 lb. basket.

Veal Calves—Wilson & Company pay as follows:

Fancy ..... 7c

Good ..... 5c

Medium ..... 5c



## MUTUAL FIRE INSURANCE

### Office Records a Huge Fire Menace.

In discussing fire prevention in office buildings one must recognize that a principal function of every office is to compile records. Entirely aside from the necessity of protecting and preserving these records, and the knowledge that their loss has proved the death blow to the business of most firms whom fire has robbed completely of their records, stands the startling fact that records and office equipment themselves constitute a tremendous fire menace. In some buildings they are the greatest hazard.

Paper, a most inflammable material, is the basis of all records. The accumulations in most offices runs into hundreds of thousands of sheets. And the equipment necessary to create or to file these records is either itself inflammable or does not prevent its contents from adding fuel to flames.

In the spectacular Burlington building catastrophe in Chicago, fire gaining entrance to this supposedly fire proof structure from a printing office across an eighty foot street, fed upon trim and equipment with an intensity that melted many metal filing cabinets, adding their contents to the blaze. Fire fighters were compelled to rip open and destroy scores of other steel filing cabinets whose contents had ignited before the fire could be brought under control.

In the dramatic Equitable building fire in New York City fire broke out in a pipe conduit on the third floor. There it had nothing but records and office equipment upon which to feed, yet it burned with an intensity which required hours to control.

The U. S. Bureau of Standards gives office records and equipment prominent rating in determining the fire hazard of any building. To-day non-inflammable and fire preventive equipment is available for use in creating or filing practically every office record, or essential memorandum. Metal furniture helps. Metal waste baskets and smoking stands, tables and chairs, are non-inflammable, but heavy insulation is the only preventive when equipment must house inflammable material. Protection of this sort is readily available to-day in movable or more permanently located equipment, in desks, posting equipment, record cabinets, vertical files, counter and wall cabinets, vault doors, and for every conceivable office requirement. And the premium for heavy insulation is so little that the business man who fails to investigate such protection is more of a menace than the one who refuses to insure. His "non-inflammable" equipment is usually only a false front. Both his business and his neighbors are unprotected.

The cost of creating, accumulating and compiling records is tremendous—fully thirty times their purchase cost, statisticians tell us. Most of them are absolutely irreplaceable. No insurance can cover them. With their loss the business is guillotined. No magic can save it; every job it provided is at an end. Every creditor hopes only for some small salvage.

With a fire a minute, every minute, day and night, no business man should

continue this menace that his records create. With all his care, fire may strike from within or without. The records he so urgently needs to preserve—the values he longs to insure, but cannot—may provide the fire unless heavy insulation prevents it.

### Mancelona and Kalkaska Now Connected By Pavement.

Mancelona, Nov. 7.—I thought you would be interested in knowing that we celebrated the opening of the 12.2 miles of pavement between Mancelona and Kalkaska last Thursday. With the completion of this pavement we now have hard surfaced road on M 131 all the way to Grand Rapids, with the exception of about seventeen miles between Kalkaska and Fife Lake. This will make a fine itinerary for you on one of your Out Around trips and we will be glad to see you and Mrs. Stowe at any time. The new pavement eliminates ten very dangerous right angle corners and two railroad crossings, besides shortening the distance between the two towns over two miles.

Last Thursday night practically every car in town turned out to join the motorcade from Mancelona to Kalkaska over the new pavement. In Kalkaska citizens from both towns and many neighboring villages gathered in the big county garage to hear the program dedicating the pavement.

L. S. Baldwin, manager of the Antrim Iron Co., of this village acted as Master of Ceremonies in a very able manner.

He introduced Fred Tomkins, president of the village of Kalkaska, who accepted the road for that town, and Frank Priest, candidate-elect for State Representative of this district, who accepted the road for Mancelona.

C. M. Ziegler, Deputy State Highway Commissioner, of Lansing, and A. L. Burridge, Division Engineer, of Cadillac, spoke in behalf of the State Highway Department.

Ex-Senator Pierson, of Boyne Falls, who is a great booster for good roads in this part of the state, spoke a few words.

Music was furnished by the Mancelona high school band and by a five piece clown band from this village.

At the close of the program, Mr. Baldwin called on K. B. Olson, of Birmingham, the contractor who built the pavement. Mr. Olson made many friends in handling the job on account of his fairness in hiring unemployed labor, so far as possible. He said that they had dug around in the gravel a great deal this summer and now the youngsters could dig around in a truck load of sand which was dumped on the street in Kalkaska and in which Mr. Olson had placed ten dollars worth of small coins. Of course, this was the best part of the celebration for the boys and girls.

J. W. Hannen, of Lansing, editor of Michigan Roads and Airports, attended the celebration.

After the program the crowd returned to Mancelona, where a free dance was held in the town hall.

Sid is away to-day attending to some of his many road duties.

We are watching with interest the campaign of our uncle George Z. Medalie for Senator from New York State.

Mildred Medalie.

### Corporations Wound Up.

The following Michigan corporations have recently filed notices of dissolution with the Secretary of State: Sterling Development Corp., Detroit. Feltex Manufacturing Co., Detroit. Horne Funeral Home, Jackson. Nicholson-Perry Corp., Detroit. Clawson Realty Co., Detroit. Riverly Development Co., Port Huron. F. N. B. Securities Co., Kalamazoo. Seven Mile Gardens, Inc., Detroit. Detroit Rubber Products, Inc., Detroit. Woodbrook Co., Detroit.

Ludington Merchants Service Bureau, Ludington.  
Feetham Bros., Inc., Muskegon.  
Chas. McIntosh & Co., Detroit.  
Peninsular Construction Co., Detroit.  
Montcalm and St. Antoine Grocery Co., Detroit.  
Ray Kebbe, Inc., Detroit.  
Schulte Sales Co., Detroit.  
Northwood Building Co., Detroit.  
Industrial Construction Co., Flint.  
Garfield Park Holding Co., Detroit.  
The Cincinnati Ball Crank Co., Detroit.

### Cutting Turkeys in Half Hands Housewife a Laugh.

In view of the big turkey crop this year and the fact that the birds will be larger than usual, weighing 12 to 25 pounds instead of 12 to 14, the customary size, the Institute of American Poultry Industries, Chicago, suggests

that turkeys be sold by halves. The average American family of man and wife, with probably two children, cannot eat a 15 to 18 pound turkey, nor will their oven harbor so large a bird. This would mean that there would be only one drumstick at the family table at Thanksgiving.

The suggestion has been considered here, and one of the metropolitan dailies has conducted a limited research among housewives to ascertain their opinion. The chief objection, it is learned, is that the housewives would not know how to go about preparing half a turkey, and might prefer a duck, a goose or a couple of chickens.

Hew to the dotted line.

## 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.

30%  
35%  
40%  
SAVINGS!

## SAFE PROTECTION

against a fire or windstorm loss through these strong companies at substantial savings. Federal management is capable; Federal losses are paid promptly. You secure the best at the lowest possible cost.

## Federal Hardware & Implement Mutuals

Retail Hardware Mutual Fire Ins. Co.  
Minneapolis, Minnesota  
Hardware Dealers Mutual Fire Ins. Co.  
Stevens Point, Wisconsin  
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



## IN THE REALM OF RASCALITY.

## Questionable Schemes Which Are Under Suspicion.

A breeder of rabbits agrees to discontinue misrepresenting the profits that may be obtained in the business of raising rabbits.

A manufacturer of an alleged remedy for an ailment common to cows, agrees to discontinue misrepresenting the therapeutic value of the product.

A distributor of an alleged remedy for ailments of the stomach and intestines, agrees to discontinue the use of the word "Laboratories" in firm name and in advertising in a manner to imply ownership or operation of a laboratory in which the product sold is compounded, when neither owning nor operating such a laboratory; and to discontinue representing that the product is a competent treatment for diseases of the stomach and intestines, when such is not the fact.

A manufacturer of paints, lacquers, bronze, bronze powders, and stencils, agrees to discontinue use of the word "Aluminum" to designate products not composed in whole or in substantial part of aluminum, in which latter case the word "Aluminum" is to be accompanied by a word or words in type equally conspicuous, to the effect that the product is not composed entirely of aluminum.

A distributor of transfer pictures, transfer adhesives, bronzing liquids, and bronze powders, agrees to discontinue the use of the word "Aluminum" to designate products not composed in whole or in substantial part of aluminum, in which latter case the word "Aluminum" is to be accompanied by a word or words in type equally conspicuous, to the effect that the product is not composed entirely of aluminum.

A manufacturer of shoes agrees to discontinue the use of the word "Doctor" followed by a fictitious name, on infants' and children's shoes that are not made in accordance with the designs, or under the supervision of an orthopedist.

A manufacturer agrees to discontinue use of the letters "K-G" to designate torch tips that are not "K-G" torch tips.

A distributor of coupons to be used by retailers in connection with the sale of their products, agrees to discontinue claiming to be a representative of Eastman Kodak Co. when such is not the fact, and to discontinue representing that cameras or other merchandise distributed is given free of charge when the cost is included in either the charge made for packing and shipping or the charge made for other merchandise purchased.

A manufacturer of toilet products including soap, creams and powders, agrees to discontinue misrepresenting the effectiveness of a certain treatment for enlarged pores; to discontinue representing that a certain doctor was former chairman of an organization known as "American Society of Dermatologists"; and to discontinue use of the statement "These noted dermatologists unanimously found respondent's soap most effective of all beauty

aids", when such is not the fact.

A distributor agrees to discontinue the use of the word "Radium" to designate electric light pendants that are not made of radium and have no radioactive properties.

A publisher of so-called "Song Sheets" agrees to discontinue the use of the words "Broadway and Hollywood Popular Songs" and "Songs of Radio, Stage and Screen" to designate song sheets consisting of comic verses, parodies on popular song hits, and other similar composition.

A manufacturer agrees to discontinue use of the word "Rubber" to designate varnishes, lacquers, and other industrial finishes that do not consist of rubber in whole or in substantial part.

A manufacturer of cosmetics agrees to discontinue the use of the word "Poudre de", "Fleur de" and "Jardin de" and other French words, either alone or in connection with the word "Paris", in a manner to imply the products so designated are manufactured in Paris or imported therefrom, when such is not the fact; to discontinue misrepresenting the value of the products; to discontinue quoting the regular prices as special, reduced prices for a limited time only; to discontinue representing that any merchandise is given free of charge, when the cost of the purported gratuity is included in the price of the product with which it is alleged to be given free of charge; and to discontinue the use of the word "Pearl" to designate products other than genuine pearls.

## Items From the Cloverland of Michigan.

Sault Ste. Marie, Nov. 8—A warm welcome was given to all our visitors who gathered here last Tuesday to celebrate the opening of the new Mackinaw Trail, the event we have looked forward to for the past several years. Nature helped in the decorations and we are all happy that the connecting link between the Straits of Mackinaw and the St. Mary's river is a reality. Everything planned for the celebration was carried out and a good time was had by all. The only kick in the plans was that on account of the limited time the Governor did not stop at Rudyard en route, which was a great disappointment to the citizens of Rudyard who had gathered to see him.

During the celebration week there was some very interesting pioneer reminiscing on old times when the mail was carried by stage and on foot between St. Ignace and the Sault. There are two men in the Sault who know more about the old Mackinaw road than any others. They are Henry "Pussy" Day, 75, and Corey A. Ferris, 89. Henry Day carried mail on foot over the Mackinaw road during spring months along about 1880, while Mr. Ferris, a vigorous old man despite his 89 years, drove the mail and passenger stage from the Sault to St. Ignace for five years, beginning in 1885, one year after he came to the Sault. "Pussy" Day was famous all over the Upper Peninsula as a walker. Mr. Day boasts that he could go on foot from the Sault to St. Ignace in twelve hours and on one occasion carried a message to St. Ignace and returned to the Sault with one in twenty-four hours. In fact, he made the trip so fast that people in the Sault when they saw him on the street the next day, thought he hadn't gone.

Almost all of the clubs are cutting down their entertainment plans for the winter. Looks as if a lot of folks would get a chance to stay home and get acquainted with their families.

The gas station and store owned by Mrs. Nicholson on M 28, between Stalwart and Faber, has closed for the season.

J. C. Spencer closed his gas station and cafe at DeTour last week and is figuring on seeking a new location for the winter.

Ex-Gov. Chase S. Osborn has returned to the Sault, following a speaking campaign in Kentucky, Illinois, Ohio and Michigan, where he made thirty-seven speeches in behalf of the Republican party.

A movement has been launched to add to the city's oldest structure. It is proposed to take over the John Johnston residence, built in 1793 and add it to the municipal system of parks, turning the historic house into a public museum. Negotiations are now under way with the Great Lakes Towing Co., which owns the land on which the house stands, to turn it over to the city, with the understanding that it will be restored.

The Horner Lumber Co. flooring mill, at Newberry, closed last Monday after nine weeks of operation, controlled by the Grand Rapids Trust Co. The superintendent, F. M. Eunis, said the warehouses and all storage places were filled again to capacity. The plant will remain closed indefinitely.

Humphrey Marshall, of Battle Creek, last week assumed charge of the local Metropolitan life insurance office here. W. A. Halverson, who has been in charge of the Sault district since its establishment May 25, has been transferred to take charge at Battle Creek. Mr. Marshall, who has

been in charge at Battle Creek district, was a member of the Lions Club in Battle Creek and a member of the Chamber of Commerce.

There are two classes of men—self made men and those who don't amount to much. William G. Tapert.

## Home Furnishings Sales Improve.

Active demand for home furnishings, especially drapes, curtains, occasional and kitchen furniture, mark retail trade this week. Sales of furniture suites and of floor coverings are lighter than was expected, in spite of the special promotional efforts made by the stores. The call for curtains and drapes is confined to low-end merchandise, but a fair volume of trade is done on medium and higher-price pieces of occasional furniture. The active consumer demand for kitchen furniture, including breakfast-nook sets and kitchen cabinets, which started in September, has continued unabated since that time.

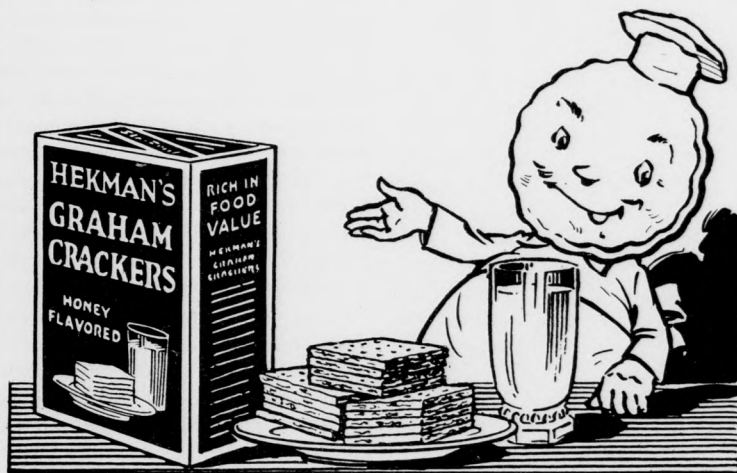
Ink purchases are being stepped up from the dime to the dollar class by one manufacturer through an ensemble package which holds four bottles of delicately colored inks. Feminine writers may match their ink to their mood, or to their note paper.

Our best possessions are thoughts and our friends.

## Added Sales With Hekman Grahams

HEKMAN'S delicious honey-flavored Graham Crackers are a profitable, quick-selling item every grocer should handle. They top all other brands for popularity. Even people who never knew they liked Graham Crackers, revel in the fresh, crisp goodness of HEKMAN'S.

During November, HEKMAN Grahams will be advertised state-wide in leading newspapers. Arrange now for your deliveries so you can cash in on this advertising direct to your customers.



**HEKMAN BISCUIT COMPANY**  
GRAND RAPIDS, MICH.



**COTTON TEXTILE DECISION.**

At Spartanburg, next week, the cotton textile industry has decided to make a momentous decision. In the Fall of 1930 a program calling for the abolition of women and minors in night-work was adopted. The motive was both humane and commercial, the former for obvious reasons and the latter because production in this way could be curtailed, thereby stabilizing the industry.

Last March this program was in force by 80 per cent. of the mills and in the Summer the percentage rose to 88 per cent. Nevertheless, the very few who still refuse to accept this policy have caused such disrupting effect in several divisions of the industry that the more enlightened elements have finally concluded that a decision must be made upon whether the program is to be continued. If it is not, then the industry may count upon a "knockdown, drag-out fight" with all which that implies.

Interest in this decision is intense in welfare quarters and among the processing and distribution trades, which have a good deal at stake in the outcome. Stabilization along sound and economic lines, when it means elimination of a low wage fringe of workers, is eminently desirable. Overproduction is cut down and costly price fluctuations reduced.

If all those who deal in cotton goods and who are acquainted with the problem and how it menaces their own interests will write to George A. Sloan, president, Cotton Textile Institute, 320 Broadway, New York, setting forth their views, perhaps sufficient opinion will be presented to persuade the four or five mills outside the program that cheapness is too high a price to pay for the calamity which their course threatens.

**REVALUATIONS NECESSARY.**

In the retail field as well as in industry there is increasing evidence of a more realistic view of the need of revaluation in order to cut excessive overhead. This has been marked by the reduction of large central office organizations and also by the strong efforts being made to obtain a higher sales production per unit of floor space. New lines have been taken on, combination selling has gained and the cash and carry scheme has been introduced.

In their current bulletin, Ernst & Ernst point out that accountants have the privilege of seeing inside many businesses and of noting faults common to the conduct of many. They point out that "to write down values does not in itself create any losses. The losses have already been incurred. The writing down of values accomplishes one major thing: It puts the business in position to make the most of what it has for the future."

Among the advantages of revaluation, they cite the encouragement of management which flows from balance sheets representing actualities, abler competition when real costs are known, improved credit position and desirability of voluntary over compulsory reorganization. They offer a pamphlet

giving fuller details of readjustment steps.

It was brought out some time ago that in this depression excessive overhead has tended to exaggerate the difficulties because so many producers have been able to cover at least a part of this burden through continuing to operate when on former occasions they would have closed down. Proper revaluations would probably overcome much of the trouble from this source.

**DRY GOODS CONDITIONS.**

Despite interest in the election, clear, cool weather toward the close of week shook buying apathy and brought a brisk upturn in retail trade. There was a spurt in apparel sales and cold weather goods generally. House furnishings were also quite active in some sections. Men's wear volume improved.

Early reports from chain store systems on October business disclosed about the expected results. Losses were sufficiently large in several instances to cut down on the year's average. One large variety chain reported the largest monthly decline of the year, indicating, perhaps, that it is being offered greater competition from independents.

Considerable interest is taken in the launching by one of the large stores in New York of a cash and carry basement. Tests have shown, according to officials of this concern, that a saving of 18 per cent. can be effected. This move may prove the answer to the widespread problem of competition between upstairs and basement departments in the same store.

Wholesale merchandise markets were not very active during the week. Slow retail trade in recent weeks has cut down on reorder business and also on purchases for sales. In many cases, unfortunately, the stores have sufficient goods already in stock to run sales. More favorable weather and an end to election uncertainty, however, might very well bring along a retail demand that would require replenishing. The number of buyers visiting the New York market last month ran 7½ per cent. under the total for October, 1931.

**BUSINESS MARKING TIME.**

The business index appears to have reached an area of fluctuation. For the last week reported, it has moved up slightly. This gain was brought about by rises in the cotton cloth and automobile production series. Carloadings, steel and power output were lower. The textile movement was brought about through work on heavy backlogs. Present trading has slackened off considerably, due largely to uncertainty over the nightwork question.

In the automobile industry, production toward the close of October was at a very low ebb. However, new model operations are now under way in several important plants. Building construction shows little sign of improvement and the October contract awards fell considerably under the normal decline from September. Apparently, the home loan plan has met with difficulties.

Easing in commodity prices was pronounced last week in the foodstuff and metal groups. Speculative gains have been lost. The Annalist weekly index now stands at 88.5 and is nearing the low of 87.3, which was made in the middle of last June. The high in the recent movement was reached early in September, when the number stood at 96.3.

The failure figures for October furnished one bright spot. The total dropped under the corresponding month of a former year for the first time since September, 1931, and liabilities were also the lowest since that time.

**LOOKING UP.**

The most substantial hopes for steady and profitable prices for farm products this fall come from the farms themselves. The Department of Agriculture's survey of crop conditions on Aug. 1 forecasts one of the smallest general harvests in years. The cotton crop will probably be the smallest since 1923, with about 5,000,000 bales less than last year. The tobacco crop is expected to be the smallest since 1913. The wheat crop is likely to be about 170,000,000 bushels less than last year, down to the lowest level since 1917. Corn, oats and barley probably will produce about average yields.

The cotton market is already feeling the effect of the short crop prospect. Wheat and tobacco are lagging, but unless conditions change more than now seems possible, they, too, will be climbing before the frost comes. The wheat market is all set for such a price come-back as would gladden the heart of the whole West, with bir surpluses largely disposed of and reports from abroad indicating no unusually large crops there. Even with nominal prices for corn, if hog and cattle prices continue strong the corn belt will be happy. Corn is easily marketed on the hoof.

The prospects for a farm-products rise are better than they have been since 1925. Best of all, they are based upon a law which neither political promises nor legislative interference can nullify—the law of supply and demand.

**SAFE FROM THE ANT.**

Although it must be admitted that our anxiety had not got beyond our control, we would nevertheless thank Professor Julian Huxley for his emphatic statement that there is no real danger that man's rulership of the world will be wrestled from him by the ant. It is a relief to have this most recent menace, conjured up by a serious-minded group of scientists who must have been reading too many political speeches, dispelled at a stroke by a noted biologist. We recognize the ant as a marvelous insect which has not allowed its capacity for organization to be deflected by any surrender to democratic principles and which apparently maintains a balance between production and consumption which averts the economic cycle. We realize that the division of ants into a leisure class and a working class, in which the latter willingly serves the

former, makes unemployment impossible. Nevertheless, any prospect that ants will assume control of the world would be distinctly unpleasant. There is a place in our world for ants. We tolerate them, even admire them, so long as they do not become too numerous. But we fear that in an ant's ordered world there would be no place for man.

**BUSINESS GAINS.**

Few indications of better economic conditions, with a corresponding decrease in requirements for relief, are more specific or interesting than the report of the Citizens Relief and Unemployment Committee of St. Louis. It has informed Governor Caulfield, of Missouri, that the mild weather and the upturn in industry made it unnecessary to use any of the \$209,000 apportioned to St. Louis by the Reconstruction Finance Corporation for relief in September. The upturn in industry, it was explained, was due to unexpected increases in orders, particularly in the garment and shoe factories and in railroad shops. This business improvement, together with the amount of highway work in progress, made local relief funds adequate to meet all demands. This statement is particularly important because of its definiteness and the evidence that the increase in buying orders was more than seasonal. Coupled with general reports showing a brighter outlook in other parts of the country, it justifies the hope that the forces of recovery are moving slowly but steadily forward.

**THEY SEE ALL SIDES.**

One day Ivy Lee, publicity man, called on John D. Rockefeller at Pocantico Hills to discuss a proposal. The old man asked Lee to explain the plan and Lee made as strong an argument for it as he could.

At the conclusion Rockefeller was silent a moment and then asked Lee to make an argument against it, setting forth the weak points.

Lee complied, revealing every danger and weakness he could think of.

Again Rockefeller was silent and then he said: "Well, Mr. Lee, apparently you have considered both sides of the question, but I think the affirmative has the better of the argument, so we'll go ahead."

Lee, who has worked for many notable men, says that observation and judgment are their distinctive qualities. Great men see with both eyes and hear with both ears. With the facts before them they can reach a sound judgment. Two other qualities common to highly successful men are frankness and enthusiasm, he says.

An enterprising Elk City, Okla., general store owner has revived his faltering business by installing a row of hitching posts and a watering trough in front of his store. Keep up with your customers, even if they go back to buggies.

Slipped inside used aluminum pistons a new expander is said to restore the piston's original shape, stop piston slap.



## OUT AROUND.

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

I asked a leading carlot potato dealer the other day why spuds are so low in price. He replied there was a very good reason for the present low price—the trucking system. "I go to Detroit, for instance," he said, "and sell ten customers a carload apiece at \$1 for 100 pounds delivered. I come home and start buying at 50 cents, which will enable me to sort, load, pay freight and cartage and leave me 10 cents per 100 pounds profit. While I am thus engaged I get telephone messages from my customers at Detroit, stating there is a trucker from my home town offering potatoes at 90 cents. Although the trucker carries half a carload, he practically breaks the price and I have to reduce my paying price to 40 cents and make a reduction on my carload orders to meet the price made by the trucker. This process goes on until the wholesale price of potatoes in Detroit is 50 cents and my paying price to the farmers has been reduced to 25 cents. There you have the whole thing in a nutshell. The railroads cannot reduce their freight rate to meet the transportation by trucks and the trucker is satisfied if he makes enough to enable him to live on doughnuts and coffee and clear \$2 per day, after paying for his gasoline. He travels over roads constructed and maintained by the people at no cost to himself and usually uses a second-hand outfit which he has purchased from some junk dealer. In the face of such competition we are powerless to do any better by the farmer, whose potato crop is marketed at a considerable loss in spite of all we can do. Governor Brucker called on me recently to ascertain why I could not pay more for potatoes. I told him what I have just told you and also that Wisconsin charges two cents per mile for the use of her roads by trucks. He said if he was re-elected the first thing he would do would be to propose a plan to help the farmers get a decent profit on potatoes and recommend it for enactment by the Legislature."

Landlords who have leases with chain stores now find that the leases can be voided by the tenants without giving advance notice or subjecting them to penalization. I have frequently warned my readers who have rentable property not to accept the one-sided leases insisted upon by the chain stores, but I do not imagine my advice was heeded in many cases, judging by the stories I now hear about landlords finding they deliberately walked into traps when they consented to the use of leases prepared by the shrewd shysters who are connected with the legal departments of the chain stores.

While in a neighboring city one day last week I met a fine man who conducted a well-kept retail store for several years. He had a large and profitable trade in his line, but went into the depression with too large an investment in book accounts, which have turned out to be practically worthless, due to the unemployment of the men who incurred the indebtedness. The merchant courageously undertook to face the emergency, but lost his business, his store building and his home. He still retains a hopeful view of the future and is planning to remove to an adjoining state and start life over again. I have never had my attention called to a more pathetic picture than this episode presents, and I have great admiration for a man who can rise superior to his surroundings and look disaster squarely in the face and defy it.

George Clark engaged in general trade at Altay, N. Y., in October, 1841. The store in which he did business is still standing and is still used for mercantile purposes. In 1870 the owner concluded there was not enough room for expansion in the small town in which he was located and twenty-one members of the Clark family came to Greenville, where the retired merchant erected the store building now occupied by C. L. Clark on the main street. E. S. Clark, a son of the York State merchant, engaged in the dry goods business, with which he was connected until he died Dec. 27, 1927. In the meantime his son had come into the business and is now sole owner. Of the Clarks who came to Greenville in a body sixty-two years ago, one member of the party, Wellington, is still living at the age of 80.

The versatile pastor of the East Congregational church (Grand Rapids) announced in his morning sermon Sunday that his organization proposed to confine its charity work the coming winter to sixty families who are members of the church or congregation. Rent, fuel and food will be provided in whole or in part, depending on the needs and requirements of the recipients of the church's bounty. Arrangements have been made to secure 1,000 bushels of potatoes from farmers who are willing to furnish same without cost to the church, except transportation. They will be distributed among the families on the church's list of beneficiaries and instructions handed out as to how they can be treated so as to avoid deterioration. Of course, every church cannot undertake the support of so many families, but if more churches would interest themselves in this work of assistance, much distress would be avoided. The East Congregational church is a pretty lively institution, with four regular services on Sunday and meetings every evening in the week except Wednesday and with unlocked doors inviting people to visit Klise memorial chapel every hour of the day and every day in the year.

Lapeer, Nov. 4.—To introduce myself I formerly had nine and a half years' experience with the J. C. Penny Co., so I present this information merely as

basic proof for the point which I shall try to make clear to you.

Real estate owners are complaining against heavy taxation and are actually in some cases losing their influence and homes, while, on the other hand, the chain stores are flagrantly evading the personal property tax to a great extent. Following is the practice of the J. C. Penny store which I personally managed: We quit ordering about Oct. 1, so that we could cut out inventory for Dec. 31, so that inventory would be Dec. 31, \$12,000. Would buy for Jan. 1 delivery and would have another \$5,000 in basement unpacked awaiting the 2nd of January. By January 25 we would have \$25,000 on hand and the regular stock would average \$40,000. Yet we would show the supervisor or assessor the recapitulation sheet, showing a mere \$10,000 to \$12,000 as a basis for taxation.

I maintain that the retail sales tax is the only means by which the large syndicate stores will pay their proportionate amount of tax.

The inventory of the average individual retailer will be more of an indication of what his average investment is than will the inventory of the chain store.

How can this be put across to the ordinary customer and individual store owner, so that those parasites will be made to bear their share of tax burden?

If you can use any of these facts in the aid of individual enterprise, please do so for I can verify facts given.

In the town where I managed a Penney Co. store there was an example of unfairness.

|                              |          |
|------------------------------|----------|
| Penney C. valuation .....    | \$12,000 |
| Spaulding valuation .....    | 11,000   |
| O. W. Uhlman valuation ..... | 12,000   |

Spaulding merely had ready-to-wear and dry goods and from looks of stores never had more than \$10,000 to \$12,000 at cost in the store.

Here is a problem which vitally concerns every retailer and every customer who owns real estate and I thought that possibly through your columns you could present the issue properly.

H. L. Jackman,  
Mgr. Palmer's Inc.

It is a matter of common knowledge among wise business men that chain stores of all kinds juggle matters pertaining to taxation in such a manner that they do not contribute their fair share of the public burdens which regular independent merchants cheerfully assume. This course can never be remedied until the taxing departments of the country come to understand that the chain store systems employ the shrewdest shysters they can secure to handle their tax expenditures in such a manner as to avoid giving the communities in which they do business a square deal. In the shake up on taxation methods which is sure to come in the very near future, unless the frequently repeated promises of those who sought public office at the polls this week prove to be a delusion and a sham, the miserable subterfuges resorted to by the chain store duckers and dodgers should be effectually squelched.

When I was elected President of the Grand Rapids Board of Trade, now known as the Association of Commerce, twenty odd years ago, I made an address to the directors stating that we would do all we could to secure industries from other states, but under no circumstances would we consent to enter into negotiations with any institution within the trade radius of Grand

Rapids; that if we could not secure favorable action for Grand Rapids we would do all we could to assist any other town or city in Western Michigan to secure the prize. This plan was adhered to rigidly during the two years I held the office of President and has, I am told, been the steadfast attitude of the organization ever since.

When the sulphite fiber manufacturer came here from Germany, many years ago, he wished for several very good reasons to locate in Grand Rapids, but could not secure a sufficient supply of soft water to meet his requirements. I took him to Muskegon, introduced him to some of the influential citizens of that city and started them on the negotiations which resulted so advantageously for Muskegon for a long term of years. This has always been my attitude and always will be, because I have always maintained that a community which has so many handicaps to overcome as Muskegon has—and has done her part so well—should have the encouragement and support of every good citizen.

I was in hopes Muskegon, in her strenuous efforts to build herself up as a great manufacturing city, would be equally generous in her attitude toward Grand Rapids, but some things the good people of Muskegon have done not in accord with that policy have given me pain. One I recall is the effort her industrial organization made to secure the removal of the U. S. Engineers headquarters from Grand Rapids to Muskegon. That was not a neighborly act, as I view it, especially when one considers how carefully Grand Rapids has ever guarded against any sinister action against Muskegon.

Another line of action Muskegon has recently undertaken I think is unworthy of so great a city. I refer to the proposed location of the cutter the Federal Coast Guard has had constructed at a cost of \$675,000 to assist in saving life from wrecks or disabling disasters on Lake Michigan. My Muskegon friends have bent every energy to have the cutter located at Muskegon and have treated Congressman Mapes very shabbily because he has declined to take any part in the controversy. Mr. Mapes has repeatedly refused to recommend any location for the cutter, because he believes that such action should be decided by the Admiral of the Coast Guard, after going over the situation thoroughly and deciding the case on its merits—where the cutter would be most serviceable to the most wrecks and where it should be stationed to enable it to render the quickest assistance to those in distress. Mr. Mapes considers the introduction of political pull into the matter as very unfortunate, because the matter to be decided is not a political one and should not be defiled by the slimy methods resorted to by politicians. He cites the appeal to the President's personal attorney by the Secretary of the Muskegon commercial organization as very

(Continued on page 23)



## FINANCIAL

### More and Better Credit Bureaus Guide Retailers.

Many retailers are meditating upon defaulting credit customers of the past few years and are promising themselves (also their bankers) that hereafter they are not going to be easy. This may also explain the rise in the number of credit bureaus throughout the country and the increased efficiency of their activities. There is steady growth in the local rating organizations from fifty in 1900 to 1,190 credit bureaus in the country at the present time. An increase of 50 per cent. has been shown in the last five years.

With increase in numbers has come an improvement in the classification of records and a great speeding up of information exchange. In many cases a few hours is enough for a merchant in one city to check up on a credit applicant who has recently moved from a distance. It never takes more than twenty-four hours to get intelligence from any locality. The National Retail Credit Association acts as a clearing house for information and advice.

Perhaps the greatest problem today is collections and in connection with that—the gyp collection agency. The Associated Credit Bureaus of Michigan are responsible for a bill compelling every corporation, firm or person to post a \$5,000 bond with the Securities Commission approved by the circuit judge and prosecuting attorney, and registered with the county clerk in the county where they reside, before they are allowed to solicit accounts for collection legally. If you want to protect your accounts for collections, ask to see their bond.

The new supervising collection department under the direction and control of the National Retail Credit Association of St. Louis, Missouri, require a \$2,000 bond in addition to the state requirements of \$5,000 from those collection departments operated by the different credit bureaus and who are members of the National Collection Department. It is not necessary for any merchant to place his accounts with the unscrupulous outfits which come along and tell some cock and bull story of the wonderful things they will do for you at a starvation price.

When a town decides to establish a credit bureau it gets a state charter for a non-profit corporation. The regional manager establishes a card file of every person buying on credit from a supporting member of the bureau. A complete record of debts, finances, incomes, etc., is kept in code for each customer. Information is exchanged with credit organizations all over the country. Warnings of dead beats and swindlers are (discreetly) circulated.

The improvement in credit machinery has been an important factor in preventing headaches from bad debts. Credit losses have been greatest among retailers not belonging to credit bureaus—the class, incidentally, which provides 90 per cent. of the merchant bankrupts. Bad debt losses for these retailers run from 3 to 4 per cent. of credit extended. For merchants be-

longing to credit rating bureaus, bad debt losses average 0.8 per cent.

The National Retail Credit Association holds every secretary responsible for his territory in National consumer reporting. We have 1,200 bureaus to draw from where private concerns have no connection with accurate information to furnish an intelligent standard report, National headquarters see to it that each and every credit bureau earns the price paid for information or report.

Our operators are trained and know what the requirements are. If we do not have the information on file, the different points of contact are made and a detailed report is established.

We, as well as our retail friends, realize what good our state associations do and how much can be carried further and improved by group meetings. Our association units are our elementary school, the group state association is our higher school of education. We recognize that higher education is necessary to increase the usefulness of our several bureaus and better our service.

Our state association is experimenting with an examination for every manager in the state covering some of the most important problems we have to contend with. It will help to strengthen the service of some of the bureaus and further the work of checking credit.

All merchants are interested in credit control providing they are not on a strictly cash basis. The credit bureau is the answer. In the past few years there has been a revelation of earning power being diminished, stocks and bonds depreciated, real estate values as well as bank credit being cut. Credit reports to-day are worthless and dangerous unless brought up to date, and this increases our work, as we are obliged to keep the report live. We give our members the information on file, of course, but it has to be re-checked before it is given out, so that the merchants as well as ourselves are protected.

In this connection I wish to call your attention to the supreme importance of credit co-operation. To insure efficient operation of a credit bureau there must be co-operation between credit sources as well as between the bureau subscriber and the bureau. There should not be competition in credit reporting among merchants. It is to your advantage, as any bureau secretary can prove to you, to impartially report the condition of your accounts. We know of, and come in contact with, innumerable cases where the merchant through so-called leniency had defeated his own purpose and forced customers to his competitor. Of course, when it finally comes out, the customer has a poor rating whereas a bit of intelligent effort in the first place might have kept them in line as well as keeping a customer for themselves. In other words, a bit of diplomacy and co-operation when Mr. Average Individual is embarking a credit rampage will most always save losses, long drawn out retributions and headaches later. Forget what your competitor is doing, your concern is your customers and you owe it to yourself to see that they do not com-

mit themselves beyond their means elsewhere and thereby endanger your account.

I have been sitting in state conventions for eleven years and this year I have obligated myself to responsibilities greater than serving on committees. It is going to mean a lot of hard work, but I have received innumerable benefits by my contact with secretaries from all parts of the United States and Canada. It has helped me immeasurably in my work as bureau secretary of Battle Creek.


Credit bureaus have considerable trouble in obtaining the information required for their files. Ledger experiences locked up in safes do no particular good, but if sent to some central office where it is properly

tabulated it will do every member, yourself included, a world of good. Make this a fast rule and obtain a credit report on every new account you put on your ledgers. You may be getting one of Jim Brown's customers, but you may also be creating grief for yourself as well as him. This is credit control. In connection with this, it is usually found a good policy to have the most experienced person in your office possible, one who knows about credit, to handle credit customers, a competent diplomatic person who is able to say No when necessary in refusing credit and still make them a cash customer maintaining the patronage for the store. No one should be permitted to go over the head of the credit manager. You

Analysis of any security furnished upon request.



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UNITED  
GUARDIAN DETROIT UNION GROUP  
INCORPORATED



should support this department on all charges and collections. When I hear a credit manager say, I know all my customers, I can tell who is O. K. and do not need to depend on the credit bureau to tell me how to open charges, I can tell by the bumps on their heads and the shape of their noses which to trust," I know such a person is out of place in the average store. He should be with the largest institution in the United States and he would be able to name his own salary. I do not waste time on him.

In the case of delinquent accounts we advocate very strongly a carrying charge of  $\frac{1}{2}$  of 1 per cent. after a certain number of days delinquency, this time limit to be governed by the policy of the store itself.

In conclusion, I wish to say that we have members who co-operate 100 per cent. with our office by sending to us their ledger experiences regularly and they obtain a credit report on all charges. Some of them do not care to open an account with a customer who is delinquent with merchants in other lines and at times stop our operators before all information is given. These firms are weathering the depression in fine shape, but the store which has been careless and operating on loose credit terms is experiencing terrible headaches, for which there is no remedy.

G. R. Armstrong,  
President Associated Credit Bureaus.

#### Eliminating State Banks Not a Solution.

One of the interesting aspects of banking discussion during the past few years has been the raising of the question of whether all commercial banks should not be placed under Federal supervision. No progress has been made in accomplishing this end and no legislation was introduced in the last Congress on the subject. Nevertheless, the idea has strong support in important quarters and it is probable that an attempt will be made to eliminate state banks the next time the general problem of banking reform comes up for legislative consideration.

The most recent development in this field is the report of the Economic Policy Commission of the American Bankers Association. This Commission recommends the continuation of our dual system and maintains that the aims of those in favor of eliminating state banks can be better accomplished by enlarging the sphere and membership of the Federal Reserve system. In addition, it is stated that the dual system offers the advantages of local financial independence and credit policies which are not dominated by an over-centralized Federal Government.

The demand that the dual system of banking be eliminated has arisen because of the large number of bank failures during the past decade. These failures have thrown into clear relief the fact that there is something fundamentally wrong in the way of our banks have been operated and supervised. The question is how best to eliminate these weaknesses.

If one could be assured that Federal supervision would be superior to that of the states there could be little argument against such a modification in our banking system. Past records,

however, do not indicate that this superiority has been present. National banks have a record for failures which, when all things are considered, is about as bad as that of the state institutions. Of course, the actual number has been smaller but this has been due, first, to the fact that the total is only half as large and, secondly, the larger proportion of small institutions, which have been especially prone to fail, have state charters.

Before it can be considered that the banking system is in an impregnable position something more than the mere elimination of state institutions will be necessary. In fact, one may say that if the policies from 1920 to date are repeated it will make comparatively little difference what particular legal authority gives charters to banking institutions.

What we need in this country is a more or less thorough overhauling of our banking laws. The existing statutes, it has been conclusively shown, do not provide the American public with the degree of protection from their banking system which they have a right to expect. We have as good bankers as any country in the world. At the same time, however, we have many people in charge of institutions who know little or nothing about the management of a commercial bank. It is necessary accordingly that steps be taken to prevent these weaklings in the banking system from being able to adopt policies which undermine the entire structure.

Ralph West Robey.

#### Stock Clearing Corporation.

Comment has been made recently on the New York Stock Exchange and its development and in conjunction with this the development of the Stock Clearing Corporation should be considered.

With the filing of the transaction and its record on the ticker tape, the method of clearing has just commenced for the brokerage house. It remains for them to complete this contract through actual exchange of the stock certificate.

The Stock Clearing Corporation is a subsidiary of the New York Stock Exchange. They operate considerably like a bank clearing association. In a bank, of course, only balances of debits and credits on individual checks are settled and in the stock clearing operation, only the balances of individual stocks owed or receivable are exchanged as a result of the day's transactions. This eliminates the necessity of running back and forth with each individual certificate as called for by market transactions. In this manner, only individual single checks are given, as a result of the day's transactions, in the balance of the firm's credits or debits.

The advantage of a clearing association is in its simplicity, speed and accuracy. It eliminates a great deal of exchanging of certificates and transferring as each transaction is cleared by the corporation for the broker. The daily settlements by them have the advantage of keeping balances fairly low since no one stock exchange firm can have a large credit or debit balance in a single day's trading. There is also

the argument that term settlements merely bring greater strain on the money market whereas daily settlements do not have a wide swing in the credit situation.

This clearing corporation commenced operations in 1920 and was organized to form the new money clearance system. It also took over the old system of stock clearance. It was an important development and has greatly assisted the stock exchange in handling the large volume of business during the recent low market.

Jay H. Petter.

#### A Business Man's Philosophy.

A man told me this story: About five years ago a friend of his, who for many years had enjoyed a large income, sold out his business for half a million dollars. He invested the money in apartment houses, which, he thought, were a prime investment. He lost every cent. After a fruitless search of a year for an "opportunity" commensurate with his ability and standard of living, he was offered a job at \$100 a month as an attendant in a gasoline filling station.

Many amusing and ironic incidents occurred. Friends, knowing nothing of his new position in life, would halt their cars at the gas tank and get a shock when they recognized their friend in uniform. He was a strong character, however, and quickly relieved their embarrassment by his good-natured eagerness to serve them and by his urgent invitation to call again soon. One day a barber whom he had long patronized at one of the leading hotels called and wanted to

drive on when he saw his former customer. But he was induced to stay and make his purchase.

After a few weeks of such encounters the man cast aside all false pride and requested his employer to send a card to all his friends, informing them that he was in charge of the pumps at a convenient station and that he would appreciate their trade.

This advertising led to a substantial increase in sales, and in a few months the man was promoted to a job in the industrial sales department at an increase in salary.

The reputedly wealth man who told me the story remarked: "I wish my affairs were in as good shape as his."

William Feather.

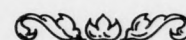
An ice company, in Los Angeles, gives twenty-four hour service through thirty-three automatic vending machines spotted about the city, each holding 5,000 pounds of ice and delivering it in wrapped cakes at the drop of a coin.



UNDER THE TOWER CLOCK  
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## SYMPATHETIC

Bankers who take a sympathetic interest in the business of their customers help more than by mere loaning of money. Such an interest has helped many a company prosper and grow far beyond the amount loaned.



### 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.  
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.

### Seventy-five Year Old Grocer Still Up To Date.

It is not years alone which build stability. Years do not even give us matured experience. Old business often dies of dry rot and plenty of men, with a lifetime of experience behind them, drop into the discard. It is ability to keep the mental muscles supple which counts. In line with such facts and thoughts, the following letter is instructive:

"I am happy to say we are enjoying good business, notwithstanding the depression which is world wide. Since I had the pleasure of seeing you last, we have moved to new quarters and have overcome the parking difficulty by having sufficient room at all times to accommodate our customers, even if a hundred should appear at one time. In our old location in Fort street, right in the heart of the city, this problem was each year becoming more difficult to handle.

"We saw the handwriting on the wall, and when our lease expired we purchased a large area between the outskirts of the city and its suburbs and started our new location after being in the old one for seventy-five years. I am thankful to say that the move, though a drastic one, has been justified."

"We now have two stores. One is on strictly cash-and-carry basis in which we carry the grocery department, all staple groceries, all staple vegetables from the mainland and local markets; and in the meat department all varieties of meats from local and mainland markets.

"All this, and a first-class bakery, are housed under one roof. No deliveries are made. We are thus able to compete with any cash-carry type store which exists; and we endeavor not only to give the public what it wants at competitive prices, but we throw in a good deal of service with it, by having sufficient salesmen on the floor and carry-out boys who assist customers in making their selections and taking the merchandise to their automobiles. This is May's Market, No. 1.

"We have another store on the property, entirely separate from the market, which we call our specialty shop. Charge accounts are taken and deliveries to all parts of the city go from this store. We carry a wonderful selection of European, foreign and domestic fancy groceries, and this shop is being extremely well received by all, including those who entertain either simply or lavishly.

"Thus, in abandoning our original location, we did not sever all old ties. Our Specialty Shop, in which no hard staples are carried, has maintained the best of our former, long established trade."

That letter was written by George Bustard, who calls himself general manager of Henry May & Co., Honolulu; but because of that seventy-five years of background, I suspect that none of the original Mays are in the organization now and that really George is about the entire works.

I incline further to this opinion—though I do not exactly know—because it is one fortunate feature of conservative English commercial habit that men who succeed to establish business seldom change the name, New blood comes in, but the old names remain. Witness Fortnum & Mason, London, with the original name, although the house is more than 220 years old and nobody named either Fortnum or Mason is now in the management.

But it is the spirit of eternal youth that counts. George "saw the handwriting on the wall" and correctly interpreted it. That is worth a thought or two, because so many men do not correctly read the writing and many more do not interpret its message aright. It was because of youthfulness of spirit, freshness of outlook, resiliency of apprehension that Bustard read, understood and acted. To do the right thing at the right time is a mark of true genius.

Small tradesmen, especially those who pass their lives at home with hardly an excursion into the outside world, note changes—or sense them coming almost unawares—and, because change is unwelcome to most of us after we pass a certain age, they look about for something to "blame" for the changes.

A generation ago blame for decadence of cross roads villages was variously apportioned. Part of it was laid against the interurban trolley and part against mail order houses. Of late, changes have been charged up against chain stores because they locate in active centers and draw more trade thereto.

But while we give a lot of energy and thought to battles against change which might far better be devoted to coping with such factors, we miss the cause of the effect we note. Before I name it, let us regard for a minute the skyscraper as it stands to-day veritably at the cross roads of time. Go where you will, tall buildings are suffering to day more keenly than others; and the reason is that streets are too narrow, their neighborhoods too congested, to accommodate enough people to fill the offices and transact business therein.

Is this a fortunate change or unfortunate, looking out over the long future? To my mind, it is most fortunate. Cities were tending to impossible congestion, values reaching utterly uneconomic heights. The skyline was reaching a level so altitudinous that air and light could not penetrate to the roadway. We were in danger of being slowly suffocated.

More than eight-five years ago, Lord Macaulay wrote: "Those inventions which abridge distance have done most for civilization"—except the alphabet and the printing press. "Every improvement in means of locomotion benefits mankind morally and intellectually as well as materially," and

that surely reads prophetically to-day that we have the auto and the airplane.

Crossroads villages are doomed, but their doom took with them the mail order business. Little towns are falling into decay, but it is the automobile and good roads which lie back of their demise. Small separate communities are becoming scarcer, but our compensation is that cities are being separated into many centers.

As against the Old World and the New, London, contrasted with Los Angeles—earth's two "largest" cities, we may note in passing—we find important department stores several miles apart in London, due to the fact that the city is an amalgamation of many formerly separate communities where-in those houses were established. Such districts will remain because the auto conduces to the scattering of business. Los Angeles spreads over an unbelievably wide area, with multiplying business centers, because the auto makes such districts the only practicable means of retail commerce today.

It is not nourishing to "blame" any basic agency of change. The thing to do is study change, be careful to note which way it is heading, and go along with it. That requires adaptability; but ready adaptability evinces active, youthful, flexible mentality. Let's take note of Henry May & Co., seventy-five years in one Honolulu location, able to move when move was indicated; and when change comes our way be ready to go along with it.

Paul Findlay.

A. & P. Sued For \$115,000.  
Steubenville, Ohio, Nov. 1.—Damage suits aggregating \$115,000 have been filed against the Atlantic & Pacific chain store management here

by customers who claim that they were poisoned from eating liver purchased from the A. & P. They say that the poison has permanently injured their nervous systems and their health. The damage suits, and the amounts claimed in each, are as follows:

Ned Stanley, \$15,000.  
Charles Stanley, \$10,000.  
Chas. Garlinger, \$15,000.  
Paul E. Stanley, \$15,000.  
Ollie Stanley, \$15,000.  
Lulu Smith, \$10,000.  
Fred Smith, \$10,000.  
Ned Stanley, Jr., \$15,000.  
Clayton Stanley, \$5,000.  
Mary I. Stanley, \$5,000.

### Cranberry Is Great Stuff.

Washington, Oct. 28—High praise for the humble cranberry as an article of food was sounded here before the 61st annual convention of the American Public Health Association, an organization of public health officials from all parts of the country, by Carl R. Fellers, of Massachusetts State College, Amherst. "Aside from its esthetic values of eye and taste appeal," said Prof. Fellers, "the cranberry is valuable in the diet chiefly for its high vitamin C, iodine and energy values. Moderate or even generous servings of cranberry sauce do not lower the blood alkali reserve, although very large quantities decrease it significantly."

A visual record of practically any machine's productive time, idle time and causes of the latter is supplied by a new device which also tabulates this data on a printed record.

### SALESBOOKS

NOW is the time to order.  
We save you money.  
Battle Creek Sales Book Co.  
Battle Creek, Mich.



## Rademaker-Dooge Grocer Co.

Distributors of

Anchor Red Salmon

Red Heart Med. Red Salmon

Surf Pink Salmon

Bull Dog Sardines

Red Crown Sliced Beef

The House of Quality and Service



## 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—Plus Goedecke, Detroit  
Next meeting will be held in Grand Rapids, date not decided.

### New Meat Cooking Facts Are Disclosed.

A roast of beef actually continues to cook for as long as forty-five minutes after it has been removed from the oven if it is not cut. So Mrs. Housewife should watch the time for putting on the meat if friend husband is likely to be late in returning from his game of golf. The meat will be overdone if dinner is kept waiting.

This is but one of the scores of recent findings, of a practical household nature, which have resulted from continued activity among the meats and home economics departments of some twenty-six state agricultural colleges and the U. S. Department of Agriculture in an intensive study of the product, meat. The colleges and the department are extending their study from the farm to the dinner table with the purpose of determining what it is that produces the tenderest and tastiest steaks, roasts and chops. They point out that this work is revealing information which is mutually beneficial to the live stock and meat industry and the consuming public.

The workers from the various institutions have just concluded a business session in Chicago which was called by the National Live Stock and Meat Board. It was at this session that the wealth of new information dug out during recent investigations was made public. Dean W. C. Coffey of the University of Minnesota presided with E. W. Sheets of the U. S. Department of Agriculture as secretary.

A number of revolutionary facts relative to the preparation of meat were brought out by the various stations in addition to that which revealed that the cooking process continues for some time after a roast is removed from the oven.

For years housewives have been of the opinion that it is advisable to remove the fell from lamb, according to Miss Lucy M. Alexander, bureau of home economics, U. S. Department of Agriculture. But the bureau has gone into this question of removing the fell very thoroughly and the results of its investigation show that the old idea was not entirely right. Miss Alexander pointed out, on the contrary, that it is best not to remove the fell from the lamb. She states very definitely that this thin papery covering does not have an undesirable effect on the palatability of the meat and, as a matter of fact, its removal tends to slow up the cooking time and makes the leg less shapely.

For the shoulder of lamb, however, the bureau recommends removal of the fell, not because this improves the flavor in any way but because it improves the appearance of the meat.

Almost every housewife wants to be able to cook meat properly and she is especially interested to-day in economy according to Miss Esther Latzke of North Dakota. Miss Latzke referred

to experimental work at her station which has shown that chuck roasts need not necessarily be cooked in the oven. Results comparable to an oven roast can be secured by cooking the chuck roast on top of the stove in a Dutch oven, she said, and at an advantage of using a great deal less fuel. Of course, if there are other foods to be cooked in the oven, then the oven heat may just as well be utilized for the meat also.

The question of using a high or low temperature for roasting meat seems to be decided once and for all by results of experimental work brought out at this meeting. This work shows definitely that the high temperature is very undesirable. A roast cooked at 500 degrees Fahrenheit lost five pounds and twelve ounces during roasting, while one cooked at 230 degrees Fahrenheit lost only one pound and fourteen ounces.

### Tuberculosis in Hogs Is Reduced 40 Per Cent.

A decrease in the number of swine affected with tuberculosis at the time of slaughter is disclosed by Federal meat inspection records for the fiscal year ended June 30, 1932, compared with previous annual periods. Since most swine are considerably less than a year old when slaughtered, lesions of the disease are commonly slight though sufficient to cause condemnations representing a large aggregate quantity of pork.

The percentage of carcasses more or less affected with tuberculosis during the last 25 years reached its high point in 1924 when 15.2 per cent. of the total number of hogs inspected under Federal supervision were classed as tuberculosis. Advanced tuberculosis was found in 2.7 per cent. of the number. During the last fiscal year the corresponding percentages were 11.4 and 1.59, respectively. The reduction of about 40 per cent. in seriously affected carcasses is considered by officials of the Bureau of Animal Industry, U. S. Department of Agriculture, as being especially encouraging from a livestock and meat standpoint.

### Excellent Suggestion To Assist Red Cross Drive.

Lansing, Nov. 1—As chairman of the publicity for the Ingham County American Red Cross roll call, which begins Nov. 11 and runs through until Thanksgiving, we have been in conference with Claude Hunter, of Hunter Brothers Grocery, one of the outstanding concerns in this part of the country, in regard to windows which would carry with them the Red Cross idea.

Mr. Hunter suggested that from time to time you carry ideas on the front cover of your magazine which are so valuable that he clips them and files them away with great care. While the designs which he suggested are being mailed directly to every grocer in this county, it occurred to us that such a message going to all of the merchants throughout the entire state might be of more value. If you cared to prepare such a message to the merchants of Michigan through publication urging them to prepare such windows, I am sure the American Red Cross would appreciate it greatly. If you would send me a couple of marked copies of such publication, I would see that same got to National headquarters.

One of the suggestions that Mr. Hunter makes is that a large circular background of white be prepared in a window. This background of white

might be made of either popcorn, white sugar, salt, rice, navy beans, white soap bars or canned goods with white wrappers. In the center of this white circle would be the large red cross which could be made of apples, cranberries, cans of salmon, soaps in red wrappers and the like. Then with the same material that the red cross was constructed with, could be made with large letters, "Join Now," across the bottom.

A second idea Mr. Hunter has suggested is filling the floor of the window with some such white material as suggested above and then using a word slogan of any of the materials with which the red cross above would be made. In this instance one or two small red crosses in the window would give the tie-up. Slogans which could be used in such a window might be as follows:

"Humanity First."

"The Greatest Mother of Them All."

"The Organized Peace of the World."

The fertile imagination of the window trimmers in many stores could also work out something along the lines of the Red Cross being always at war against suffering, want and hardship.

If you are able to use something of this kind we will certainly appreciate it.

Glenn S. Kies,  
Chairman of Publicity, American Red Cross.

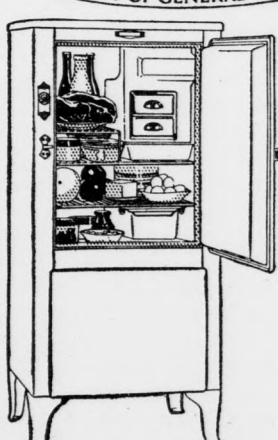
### Scales For To-Day.

The familiar computing scale, which enables the grocer's or the meat clerk to drop a piece of meat or a bag of fruit on the scale platform, glance at a chart, and tell the customer the cost, has run into difficulties since retail prices have come down. In 1929, one scale maker reports, 52 per cent. of all

prices used in retail markets were over 33 cents; to-day 93 per cent. of all prices are under 33 cents. Scale charts made for 1929 have been somewhat out of tune in 1932.

Now, however, this same scale maker, partly by using a glass which gives greater magnification, has developed a scale chart which gives all computations in exact pennies to and including 33 cents, and has penny graduations all the way up to 75 cents, so that when prices rise again the grocer and the meat dealer will still be able to name their price.

**FRIGIDAIRE**  
ELECTRIC REFRIGERATING SYSTEMS  
PRODUCT OF GENERAL MOTORS



WITH  
FAMOUS  
COLD  
CONTROL  
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HYDRATOR

All  
Models  
on Display  
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## ASSOCIATED TRUCK LINES

The Outstanding Freight Transportation Line of Michigan.

State Regulation means Complete Protection.

**ASSOCIATED TRUCK LINES**

Phone 93401 108 Market Ave., Grand Rapids, Mich.  
Agency Offices in Principal Cities of Michigan.

## KENT STORAGE COMPANY

Grand Rapids, Michigan

## EGGS - EGGS - EGGS

Now shipping finest quality

APRIL and MAY Candled Whites or Browns

Wire or Write us for prices.

Are the canned foods you feature grown  
and packed  
in your home  
state?

W. R. Roach & Co.,  
Grand Rapids, main-  
tain seven modern  
Michigan factories  
for the canning of  
products grown by  
Michigan farmers.



A complete line of canned vegetables and fruits



## HARDWARE

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

### Suggestions For the Hardware Dealer in November.

In November, with the coming of cooler weather, the hardware dealer should feature his winter lines. He should, also, give his window trims the seasonable aspect expected at this time of the year.

October, as an "in between" month, was in some respects a difficult period for attractive yet appropriate display. Colorful effects could be secured by the introduction of leaves, fruit and vegetables; but the goods to be shown were not so well defined. In November the problem of what to display is less difficult.

Throughout the year, it is sound policy to make the window trims reflect the season; and this applies not merely to the timely goods shown but to the decorative accessories. Just as gardeners' tools in the spring are helped out by a suggestion of moist earth and green grass, so skates, cow ties, horse blankets or whatever else you show in November will be helped out by a hint of ice or snow.

Timely November lines include horse blankets, lumbermen's tools, lanterns, flashlights, sleigh bells, weather strip, snow shovels, skates, snow shoes, toboggans, sleighs and hockey sticks.

Some seasonable items are often overlooked. Take storm windows. It is a rare storm window that does not emerge from storage with some lost putty or a cracked or broken pane. In some cases the woodwork will need repainting. Many a disreputable looking storm window will be put up this fall because the local hardware dealer has omitted, in his window displays and newspaper advertising, to call attention to the need of paint, glass and putty. A lot of these can be sold in the next few weeks, not merely for storm windows, but for ordinary windows as well.

"Get the windows in shape for winter," is a timely slogan. Interpret the idea in a window display. Get the oldest, most disreputable storm window you can find. Also, get a new one, with every pane sound and tight-puttied and the woodwork repainted. Put them side by side in your window with this card:

#### WINTER IS COMING

Are Your Storm Windows  
Like This? Like This?

A display of paint, putty, glass, step ladders, window cleaners, mops, pails and similar housecleaning lines will be timely this month. Show cards should emphasize the idea of getting the house in shape for winter and of brightening up the interior for the holidays.

It is not too late to give prominence to stoves, ranges, oil cookers and heaters. These lines are too often left to sell themselves. Even this late, a good many people can, by dint of aggressive selling effort, be induced to replace the obsolete range or heater with something more up to date. Get out after the prospects who have been hanging fire. Get one or two things: either an

actual order, or a solemn promise to see you before buying next year.

The idea of providing for winter comfort can be worked into a timely window display. Your window trim need not be novel; in fact, old fashioned comfort is often the most appealing.

You may think that the number of articles that can be shown in a winter comfort display is decidedly limited. If that's your idea, study the hardware stock more closely.

The list includes ranges, oil, gasoline, gas and spirit heaters, weather strip, various forms of gas, oil and electric reading lamps, curtain rods, screens, ash sifters, poker, coal hods, etc.

A good idea is to set up a mantel and grate at one end of the window. Near this, have a small table on which to show a lamp, a coffee percolator, and some similar items. A cigar stand with an ash tray may be worked in, close to an easy chair. You might have an actual gas fire in the grate, or an electric grate, or red tissue with an electric bulb behind it. Show all the gear necessary for the clean and efficient handling of a grate fire. Items of hammered brass, cut glass or similar lines can be worked in. With the aid of curtains and screens, a cosy little room can be shown; and at night, with the lamp lit, you will have a particularly effective display. Yet practically everything—except perhaps the chair and table—are items from your regular stock.

The month calls for some special displays preceding the Thanksgiving holiday. In these a variety of holiday ideas can be played up—brightening up the home with inside paint specialties; having proper cooking utensils, including a modern range, to cook the Thanksgiving dinner, etc.

Before the Thanksgiving holiday you should be making preparations for your Christmas selling campaign. One of the greatest secrets of efficient Christmas selling is to be thoroughly prepared for every phase of the campaign. Another is to start your Christmas displays early, and have the goods in stock to back up your displays.

With the holiday displays and the dark days of late autumn and early winter just ahead, the dealer should give some thought to his window and store lighting. Proper lighting adds to the effectiveness of any display; while in the Christmas season effective lighting of both window and store is essential.

In November, the hardware dealer should go over his stock of skates and hockey sticks to see that the lines are well assorted. It is a bad mistake to be short on popular sizes, especially if competing dealers in your town are well stocked to meet all demands. Toboggans, sleds and similar items should also be checked over. In these, as in other sporting goods lines, the average customer will go elsewhere rather than wait for you to order the goods.

Outdoor paints can still be pushed so long as there is fine, clear weather. Quite often November has two or three good painting weeks. If the weather turns bad, turn your attention at once to interior paint specialties. These are eminently seasonable, and

should be featured just in advance of the Thanksgiving holiday. "Brighten up for the holiday homecomers" is a good slogan for the next week or two, in connection with your paint lines.

The Thanksgiving display should be a November feature. In such a display, cutlery can be played up to advantage, as can silverware, or plated ware. Cooking utensils can be featured in another display; or better still, a modern range with a full equipment of such utensils. Put on these displays, not the day before the holiday, but a week or even two weeks before.

Victor Lauriston.

### Delay Spring Kitchen Ware Lines.

Uncertainty over price trends in the raw materials market has delayed preparation of Spring lines by manufacturers of small kitchenwares. The new season's products ordinarily are available for the inspection of buyers by the end of October, but there is considerable doubt in the trade now whether the Spring samples and price lists will be available before the close of this month. Price increases of 5 to 10 per cent. were under consideration by several of the leading manufacturers, but recent price recessions

in copper, tin and other metals upset their calculations.

### Rowing Machine Prices Drop.

The introduction of new and cheaper models of rowing machines has been so rapid in the last six weeks that manufacturers of the higher price styles have found their markets suddenly contracting and have been compelled to stop production on some numbers. With the decline in prices, however, the demand has steadily widened for the machines and many plants are enjoying an exceptionally good business. Some executives feel that the drop in prices has been too rapid for the good of the industry, but others contend that if a mass market is to be reached quotations must be low.

A tungsten carbide tipped circular saw has been developed to cut asbestos compositions, ebony, hard rubber, plastics, linoleum and other fibers containing glues or grits.

For the reader addicted to making marginal notes there's a new flat pencil which also serves as a book mark.

### AWNINGS, TENTS, COVERS and SAILS

Complete Line of Camp Equipment For Sale or Rent.

WE MAKE ANYTHING THAT CAN BE MADE FROM CANVAS.

CANVAS BELTING MADE TO ORDER. Call us for Awning Storage.

### GRAND RAPIDS AWNING & TENT CO.

500-508 Monroe Ave.

Phone 85145

Grand Rapids, Mich.

### NEW! SAFETY ROLL Can Opener

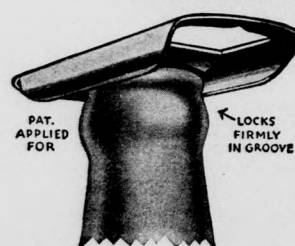
Trade Mark Registered

## A NEW TYPE CAN OPENER!

NOW! for 10c you can display the simplest, smallest, most durable can opener made—and make a big profit. You can build new, profitable business with this nationally-advertised seller. How's this for a proposition:

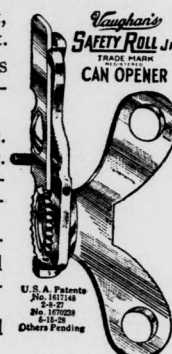
- (1) A big profit on every sale, and it's new revenue.
- (2) Safety Roll Jr. is a nationally-advertised leader.
- (3) Mounted individually on cards with free demonstration can and four-color display card in each carton—small counter space required.
- (4) Opens all cans, large or small—round, square or oval with standard rim. Takes the top "out" of all cans with ease—saves the juices and leaves a safety-rolled edge.
- (5) Excellently finished — all parts polished and nickel-plated.
- (6) Startling new price. Nothing like it to retail for 10c. Send for information and prices today.

YOU'LL BE MONEY AHEAD IF YOU SELL THIS ITEM!  
"LOCKTITE" (BOTTLE OPENER)  
(BOTTLE STOPPER)



Vaughan's "Locktite" not only removes crown cap, but it replaces it. "Locktite" slips on and off top of bottle with ease and keeps "kick" in carbonated beverages. It's new! It's a winner! It's a Profit Maker! Heavily nickel-plated and mounted, one dozen on display. Retails for 10c. Send for details and prices.

VAUGHAN NOVELTY MANUFACTURING CO., Inc.  
World's Largest Manufacturer of Can Openers  
3211 Carroll Avenue Chicago, Ill.





## 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, Ann Arbor.  
 Secretary-Treasurer—Clare R. Sperry, Port Huron.  
 Manager—Jason E. Hammond, Lansing.

### Smaller Items Lead Fur Volume.

Comparatively little improvement in the call for fur coats has developed. The trade continues to await the stimulus it believes will develop with the coming of cold weather. Aside from the demand from the cloak trade, which has been affected by poor selling weather for cloth coats, the business this season has been more or less concentrated on "fur notions"—low-end jackets, capes and similar items. While reports indicate that some specialty shops have met a comparatively good call for such types as special-order mink coats up to \$5,000 and more, the general demand for long fur coats of either fancy or staple furs has not been sufficiently widespread to help the industry generally. Pressure for price continues keen and promises to feature buying for sales.

### Novelty Stitches For Sweaters.

In an effort to introduce a touch of newness into men's and boys' sweater lines, which will be officially opened for Spring in two weeks, mills are paying considerable attention to novelty stitches. Pullovers with and without sleeves, are receiving main emphasis. Since consumer favor continues mostly for solid colors, mills have concentrated on the fabrics to bring out something new. Prices at the opening are expected to be very close to those prevailing at the first showings last year. Men's and boys' styles will dominate the new lines, since mills are so busy on women's tuck stitch numbers now that they have not had time to make out Spring samples.

### Active Month For Glassware Trade.

A revival in the demand for pressed glass dinnerware is providing manufacturers with an exceptional volume of holiday business. Pressed glass sets, to retail around \$6 for a service for six, are selling freely in shades of ruby, amber, green and blue. The ruby-tinted sets are especially popular. Sales of kitchen glassware forged ahead last month also. Glass mixing bowls, icebox sets, salts and peppers and cooking and baking glassware sales were 10 to 15 per cent. above September volume. Drastic price cuts, reaching in some instances as high as 35 per cent., were responsible for the large volume of cooking glassware sold last month.

### Delay Advance in Felt Base Price.

Price advances averaging 5 per cent, which some felt-base floor coverings manufacturers planned to put into effect last week, have been held in abeyance for the time being. Although official statements were lacking at the offices of Bird & Son it was explained that the price rise has been delayed only temporarily and will be put into effect on a date to be announced shortly.

### \$10 Swim Suit Base Seen.

While no bathing suit mills have officially named prices on the 1933 lines which will be opened next Monday, selling agents express the opinion that the base price for the pure worsted ribbed numbers will be \$10 per dozen, a reduction of 25 cents from the first levels of last year, but considerably higher than the closing prices. Rumors of a general \$9.50 price are discounted, agents conceding that some of the smaller mills may bring out a number at that price, but declaring that the leading producers would not go below \$10. The opinion is also expressed that the low-end numbers, brought out at \$8.50 a dozen last year will probably be eliminated.

### Velvet Prices Slip Lower.

With the advance of the season the price of \$1.75 on transparent velvets has failed to hold, and radically lower prices have been quoted on these goods. The price has dropped in some quarters as low as \$1.10 a yard. Much of the yardage at this low level has been absorbed, and leading makers are reported as holding the goods at a price higher than this, the figure being given as around \$1.40 per yard. It was felt that a price around this point was "bottom," owing to the reassertion of constructive factors in the market. The opening price on the velvet for the Fall season was \$2.02½.

### Food Trade To Feature Premiums.

Re-orders on premium goods are numerous in the wholesale markets and indicate that grocery manufacturers will continue using gifts to bolster sales through the early months of the new year. One large flour producer who ordered 50,000 baking tins to be offered with his product has called for an additional 150,000, while the manufacturer of another baking preparation expects to distribute 250,000 premiums before the end of February. Manufacturers in other than food lines are having less success with premiums this year and are curtailing such expenditures.

### Low-End Pottery Sells Freely.

Although demand for decorative pottery for the holiday season is better this season than in any similar period since 1929, manufacturers complain that the bulk of the demand is for low-price goods on which little profit can be made. Efforts to promote the sale of merchandise in price ranges above \$5 have proved unavailing. For goods in the retail brackets between \$1.50 and \$5, however, the call is exceptional, with many producers reporting the largest sales in more than ten years. Bright shades of red, blue and green are preferred for decorations on the pottery.

### Hosiery Prices Turn Weaker.

Several hosiery lines which had been showing signs of a strengthening tendency in recent months are easing again in prices, following the dip in raw materials. Misses' cotton ribbed hosiery, which advanced with the rise

in cotton, reacted recently and is back to about 65 to 70 cents per dozen for some numbers. Low-end full-fashioned and seamless styles are offered in some centers at about 25 cents per dozen under their previous levels. Men's half-hose are also being subjected to price pressure, and mills are more willing to trade on good-sized orders.

### Ties of Imported Silks Active.

Men's neckwear manufacturers are experiencing a spurt of activity on ties made in this country of imported silks. It is explained that the fabrics were purchased earlier in the year before the sharp rise in silks, and that, consequently, the finished merchandise

can be offered very cheaply. In other years these styles would usually sell for \$2.50 and \$3.50 each, but at the present time are offered to retail at \$1 and slightly less. Re-orders are coming in steadily from stores which have promoted these styles strongly.

Sponge rubber scrap, sold as waste, brought the Sponge Rubber Products Co. a cent a pound. Now they're selling it packaged with two tubes of rubber cement and an instruction book which tells youngsters how to cut and glue the scraps into toy animals, etc. Sponge rubber scrap, sold so, now brings the company eight cents a pound.

## MICHIGAN BELL TELEPHONE CO.



*"What is your  
TELEPHONE NUMBER?"*

**"I've been an employment manager for eleven years, and I've found that the telephone is a real aid to the person who is looking for work. Other things being equal, the applicant who can be reached quickly . . . by telephone . . . is likely to be given the first chance at a job."**

**Your telephone is a valuable aid in securing employment or in helping you keep in touch with your present job.**

**IN  
EMERGENCIES,  
your telephone is  
priceless protection,  
enabling you to sum-  
mon doctor, firemen  
or police instantly,  
day or night.**



## GRAND RAPIDS PAPER BOX CO.

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

GRAND RAPIDS MICHIGAN



## HOTEL DEPARTMENT

### Where Hot Mineral Water and Hot Mud Prevail.

Los Angeles, Nov. 5.—When we can't cure all human ills out here in California with copious sunshine we resort to other of nature's remedies. For instance, the other day a friend of mine took me along for a 227 mile trek, looking up hot spring resorts. This trip was particularly fascinating for me for the reason that it took me over an area with which I was not familiar, but of which I had heard much. Many of these health resorts are ideal spots for the vacationist to enjoy himself for a few days and, as a rule, are not expensive. Leaving Los Angeles very early we went out Valley boulevard as far as Pomona, past W. K. Kellogg's Arabian horse farm, turned off on the Chino road and past the well kept orange and walnut groves to Corona, following the road through Temescal Valley to Lake Elsinore. Here we followed the Lincoln highway (inland route to San Diego) South for a few miles to where a large sign pointed to the left to Murietta Hot Springs, a short distance off the main highway. The speedometer showed a reading of eighty-five miles from the Angelic City. Murietta Hot Springs has been endowed by nature with healthful climatic conditions and mineral waters. Hot, natural tulle mud and hot mineral waters form the basis of a treatment for many ailments. Many people in good health visit Murietta to get needed rest and outdoor exercise. Others, tired and strained from overwork or suffering from various organic complaints, come here to rest and take treatments, which have become widely known for their excellence. A class "A" fireproof hotel with attractively furnished rooms as well as other lesser important hotels and cottages, offer a range of entertainment, adapted to almost every purse. One of the many attractive features found at this health resort is the beautiful tiled swimming pool which is supplied with warm, fresh, filtered mineral water. The Spanish idea has been carried out to perfection. Large colorful umbrellas and beach chairs are placed along the promenade. Leaving Murietta we took the shortest route to Hemet. It is not necessary to go there by the way of Lake Elsinore. We traveled the main highway that runs from Temecula through Pleasant Valley. This highway is reached by turning East as one leaves Murietta. While traveling toward Hemet, it was very apparent from an observation of the soil that there is a very good reason why all the ranch properties in this district are so valuable, and have been so often spoken of in both history and fiction. It has much to do with the heart story of "Ramona" and Alessandro. Motoring through the towns of Hemet and San Jacinto, Soboba Hot Springs was discovered nestling among the trees at the foot of the San Jacinto mountains. Here we found a very interesting resort, and a host who made us feel that, even if we were not going to break bread with him, he wanted us to know all about the attractiveness of the institution. The history of Soboba Hot Springs dates back to the early days of California, when the Cahuilla Indians roamed the hills and plains of San Jacinto, and came to bathe in the health giving waters. The guest accommodations in many instances are unique in that they are in the form of Indian lodges dotting the mountain side. There are at least ten of these lodges comprising a real Indian village, each being entirely different as to interior and exterior design. The colorful tile and pottery gleaming in the sunlight affords perfect harmony with the rugged setting. All modern

conveniences have been provided for guests. Closer to the main buildings are tile and frame cottages with large comfortably furnished rooms. We were shown several hot mineral springs of varied analyses, offering a choice of treatments to suit individual requirements. The appointments of the bath houses are complete in every detail; hot mineral baths, mud baths and blanket sweats provide a natural system of pronounced value in the treatment of various ailments. After making a tour of this delightful haven of rest we were obliged to get back to journeying, hoping for a chance to come back some day and enjoy a real rest in this delightful spot. Driving back to the main road, we turned to the left, or South, and continued on to Gilman Hot Springs, only a short drive from Soboba. Gilman Hot Springs is always on the alert to supply new means of entertainment for its guests. They had just completed a nine hole golf course, 3,020 yards in length, and it was being utilized. They claim it is the sportiest in the state, and I will take their word for it. Surely the playing of golf is accentuated by the setting of the links. Natural hazards, fairways and greens of creeping cocos bent are appreciated by experienced golfers. The exceptionally equable climate, medium elevation and good accommodations as well as the variety of mineral springs and baths, make Gilman's a popular all year round resort. The sunny sun, approaching the horizon, and the knowledge that California has no twilight hour, admonished us to be on our way, and speeding through Riverside and Ontario, we were soon within the focus of Los Angeles lighting system, happy in the knowledge that we had made a full day of our job.

Hotel Franklin, one of the old-time, homey hotels, of the late 90's, in Detroit, operated for many years by the James family, with Robert James as manager, has its financial troubles and has been closed, temporarily at least, through the action of the Equitable and Central Trust Co., though the owners are at present holding the fort and are only holding communication with the outside world by means of messages lowered on a string to the street. The trust company, which has been operating the hotel for some time, claim they were unable to meet interest payments and operating expenses and decided on this course, but Miss Sarah M. James, part owner of the property, refused to leave—hence the state of siege. The Franklin is one of a group of East side hotels, once popular and profitable, but changes in the business area of Detroit, has made operation precarious to many of them, though the Franklin still retained much of its former prestige with older patrons. At latest accounts a friendly truce was being maintained.

There seems to be an increasing tendency on the part of the better class of hotel owners, to discriminate against the admission of the canine into hotel service. Out here in California, under the prevailing statutes, dogs are not permitted in hotels and apartment houses, and the state board of health has recently closed several restaurants and other eating places because they were discovered in the culinary departments of these establishments. It may be true, as claimed by some, that the dog is "man's best friend," but the average traveler objects strenuously to finding evidences of previous canine occupancy when he enters his hotel apartment. I remember distinctly when Edward R. Swett, of Hotel Occidental, Muskegon, himself a dog fancier and the owner of several at his country home, told the members of the Michigan Hotel Association; that under no circumstances would he tolerate them in his hotel, for the reason that they left behind them an odor and other traces, notice-

able for several days after their admission to hotel rooms. I had presumed the Michigan Hotel Association had already gone on record as against the practice, but I am informed that such is not the case, though with the march of time I presume it will be accomplished in the near future.

Once in a great while the dear public which "pays and pays and pays" gets a little dividend out of one of its administrative departments, that is if they happen to be on the ground at the time of the melon cutting. Out here the U. S. Navy holds each year its "open house," and this particular season it was especially in evidence, due to the fact that they entertained in excess of 20,000 guests aboard the fleet, at San Pedro, last week, and during the evening following, gave an electrical display for the many thousands lined along the beaches at both San Pedro and Long Beach. All one had to do was to arrange for individual transportation to the harbor, twenty miles away, where they were taken aboard motor boats, transported to the battleships, where they were provided with guides who knew how to "talk ship" and found out all about them and their operation. This, with wonderful concerts by bands of National repute, and all without money and without price. There was also a program of drills, repeated frequently throughout the day, so that the public might become familiar with the routine of "battle stations" and general work the sea fighters do afloat. Incidentally it was the anniversary of the American Navy, conceived in 1775, and also the birthday of Theodore Roosevelt, known as the "father of the modern navy."

A long letter from my very dear friend, John R. Wood, he of the rail-guide, Detroit, telling me a fairy story about his being "84 years young," just as though I didn't catch up with him two years ago and find him cracking old-fashioned shell-bark hickory nuts with his teeth. Well, anyhow, he is in the best of health, and promises me a good time when I "appear in person" next summer.

The Albert Pick Hotels, presumably a subsidiary of the hotel supply house of that name, has inaugurated a policy which I, for one, will be very glad to see tried out. From their general offices they are communicating with commercial and industrial organizations asking that they be supplied with the individual names of their traveling forces so that they, the Pick company, may provide each and every one of these travelers with individual cards which in turn will be

**Store, Offices & Restaurant  
Equipment**  
**G. R. STORE FIXTURE CO.**  
7 Ionia Ave., N. W. Phone 86027

### CODY HOTEL

GRAND RAPIDS

RATES—\$1 up without bath.  
\$2.50 up with bath.

CAFETERIA IN CONNECTION

### 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.

ALL GOOD ROADS LEAD TO  
IONIA AND  
**THE REED INN**  
Excellent Dining Room  
Rooms \$1.50 and up  
MRS. GEO. SNOW, Mgr.

"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

### HOTEL ROWE

We have a sincere  
interest in wanting to  
please you.

**ERNEST W. NEIR**  
MANAGER



a warrant that accommodations at reasonable rates may be provided on all occasions—conventions not excepted—provided the travelers accept their hotels as their regular stopping places. I say I will be glad to have the plan tried out, for in the past the drummer has been buffeted around from pillar to post, mostly because he was good natured and a "glutton for punishment." If this plan is carried out according to the specifications offered, the Pick organization will have put over a good advertising stunt, and the weary drummer will have an easier row to hoe.

The Book-Cadillac, Detroit, has inaugurated a program for the physical improvement of their property which is worthy of commendation. Though of recent and naturally, modern construction, the management fully realizes what a lot of hotel owners do not, that hotel property deteriorates so gradually that unless it is supervised with an eagle eye, it becomes "rusty" from constant use, a condition too often overlooked in hotel operation. In addition to decorations and furnishings of a major character the Book-Cadillac will install a power plant for generating electricity for the various uses of lighting, refrigeration, etc.

Seth E. Frymire, recently manager of Hotel Detroit, Detroit, and formerly associated with the Barlum and Fort Shelby, has resigned from the former, to be succeeded by Joseph Madill, former assistant manager of same. Mr. Frymire's plans for the future have not been announced, but from my knowledge of the gentleman and his previous successful activities, I have no doubt but what the right kind of a job is on the cards for him.

George W. Lindholm, who was Roy Carruthers' assistant at the dedication of the Book-Cadillac, several years ago, and has more recently filled the position of senior assistant manager of Hotel Waldorf-Astoria, New York, will go to Hotel Drake, Chicago, and take charge of its activities, under Mr. Carruthers, who has recently taken over the Drake properties as receiver, I believe. It has been my good fortune to have known Mr. Lindholm personally in the past and while I have not been in hand-clasp, have watched his "goings on" and highly approved of what he has been doing. Now I am in hopes of meeting up with him in the near future. He will do well.

The Milner Hotels, Inc., have taken on two more Detroit hostleries, the Lotus and Tompkins. Earle R. Milner, the head of the corporation, announces that his hotels are all enjoying a 75 to 100 per cent. occupancy. He says he believes the only way to keep hotels in the black is to keep them well filled regardless of rates.

On the other hand John R. Anhut, Detroit, general counsel for the Michigan Hotel Association and several local organizations says: "Indiscriminate slashing of rates will not help you at the present time and will greatly hinder your recovery from the depression. Economists agree that July marked the bottom of the abyss and that we are slowly on our way up to where we can again expect to make a profit in our operations. The sort of price cutting that has ruined other industries will do the same with us if we do not hold fast to our principles." If Anhut has discovered this upward turn, and the wish is not father to the thought, I am surely glad to know it, for out here, with the tourist season well under way, the operators are not nearly so optimistic, though with greatly reduced railway charges they hope to avoid a falling off from last year, which, according to a leading operator was "not so hot."

The appointment of Philip A. Jordan to succeed Arthur Frost as manager of the Morton Hotel, Grand Rapids, seems to have been well received in hotel circles. Although but 30 years old, Mr. Jordan, has had a thorough hotel experience with various prominent institutions, including the Providence Biltmore, Hotel Sherman, Chicago and more recently the Detroit-Leland.

S. H. Smith, former executive vice-president of the Armour golf and country club, Detroit, will fill the position of sales manager of the Detroit-Leland, vacated by Philip A. Jordan, appointed manager of the Morton Hotel, Grand Rapids; Charles Lott, former hotel owner, Chicago, will be assistant manager. Mr. Lott has been night manager of Hotel Fort Shelby, Detroit, under manager F. J. Bradwell. Also the announcement has been made that Harry Paulson, former assistant manager of Hotel Rowe, Grand Rapids, has been appointed business promotion manager for Hotel Detroit.

The suggestion of Governor Byrd, of Virginia, that legislatures meet now and then for the purpose of weeding out unnecessary laws, has been received with much favor in most instances. A little combing of the legislative acts in almost any state would make for economy, simplicity and better government. What seems to be in demand at one session may be detrop at the next.

The Clifton Co., which recently took over large cafeteria interests in Los Angeles, has started what it calls a Penny Cafeteria for the benefit of the hungry. It is a place where each item on the menu is listed at a penny, with portions sufficient for the average person, and a "full meal for a nickel," is the slogan. In addition thereto it sells blocks of tickets to be used by charitable organizations on the same basis. This is by no means a money-making proposition, although the service expenses, aside from the supplies, is said to be self sustaining. Prior to its advent the Clifton concern set aside certain hours each day when "left-overs" at their various establishments were given away to indigent applicants. The food was of the very best quality but not suited for next day's consumption. It developed, however, that a large element of self-respecting but needy individuals, objected to being included in this particular "bread line;" they had limited finances—not enough to be sure, to warrant their patronizing the ordinary restaurant—but sufficient for the very purpose for which the cafeteria has been created. A separate institution has been established where service is provided at all hours and the scheme is working out admirably.

Every day Los Angeles bankers enjoy from two to five hold-ups. This process will continue until such time as the bankers finally decide not to keep their current funds available for exhibition purposes. And this might apply to a lot of other institutions which consider the cash register as the only proper receptacle for their surplus funds. Frank S. Verbeck.

#### Honey Not in Strong Demand in Some Markets.

A Central Michigan merchant who has 2,000 pounds of comb honey to dispose of appealed to the Tradesman for assistance in finding an outlet. Correspondence with large markets disclosed the following condition.

Boston: I went all over the market district, interviewed everybody who handled honey. All were plugged full to the doors with Vermont and nearby stock. I saw only one firm, S. L.

Burr Co., who would tolerate shipment only on commission—10 per cent. His prices have been thus far this season (Vermont honey in cartons): 20 frames in cartons, white clover \$3 and \$3.25, No. 2 \$2.50 and \$2.75 (24 in carton) \$3.50 liquid honey No. 1, 7c; these are all packed beautifully in frames surrounding the combs, saw no liquid or bulk, but that comes ordinarily in large containers, gallon measure.

Philadelphia: I have conferred with several honey dealers and they say that Pennsylvania and New Jersey have an over-supply of clover comb honey this year, and the demand is exceptionally light. Therefore it would not pay your friends to use this market for the sale of this honey.

Chicago: Your letter recently written to the Produce News, who are located in the same building as we are, was handed to the writer to reply to. Note that you have a friend who has 1000 pounds of clover comb honey for shipment.

Should be pleased to have you write us whether this honey is packed in twenty-four section cases, glass fronts or in cartons and whether cellophane wrapped or not. Also whether the honey will grade fancy or No. 1 white, as other grades are not wanted on this market.

Quote our present market on comb honey \$2.25 for best quality unwrapped and \$2.50 cellophane wrapped. Demand rather slow.

Los Angeles: Please note below summary of several comments I secured from the trade, U. S. Bureau of

Markets and others: Larger crop in Colorado, Idaho, Nevada and Utah. Situation not favorable. Idaho producers sent several truck loads to Los Angeles which were dumped on Los Angeles market and picked up at low prices. Apparently no outlet. Largest local handlers are Hamilton, Wallace & Bryant, 108 West Eighth street, Superior Honey Co., J. E. Delgade, 5900 Long Beach boulevard. Latter handles large quantities of extracted honey to baker trade, also some comb. California production (ranging from the desert section to Oregon) is at present more than enough for local demand. California consumers are not large users of honey. Freight rates from Middle West are too high to "break even" on sales.

E. Rau & Company.

#### Toy Orders Off Despite Interest.

Good early interest in toys is already being evidenced by consumers. Expanded toy departments are being completed and both shopping around and a fair degree of buying are being done, particularly in stores which have a large consumer "traffic" flow. These signs of activity have not as yet been translated into a sharp spurt of orders reaching wholesalers, it is reported by James L. Fri, managing director of the Toy Manufacturers of the U. S. A. Figures of the Association, he said, show orders running at about the October ratio, or about 25 per cent. under a year ago. Shortages and delayed deliveries on such items as wood, iron and mechanical toys he regarded as likely.



# STRENGTH

**COMPANIES REPRESENTED HAVE**  
Assets \$65,931,787.14  
Surplus \$23,396,338.15

# SERVICE

**Correct Insurance Coverage  
Engineering Advice**

# SAVINGS

**12½% To 40%  
According To Classification of  
Property**

## THE MILL MUTUALS AGENCY

LANSING, MICHIGAN

Mutual Building

Phone 20741

DETROIT OFFICE  
Transportation Bldg.  
Phone  
Randolph 0729

GRAND RAPIDS OFFICE  
Grand Rapids Trust Bldg.  
Phone  
95923







as a purgative and diuretic. Armand de Villeneuve prescribed it for dropsy. The wine of broom ash remained for a long time in the pharmacopeia. In 1746 Marshall de Saxe was relieved of dropsy by its use. At Fontenay he could not walk and was compelled to use his carriage entirely.

In 1852 Stenhouse discovered, at first, the glucoside scoparine and later the alkaloid sparteine while distilling the scoparine mother-liquor. Merck suggested using preferably the sulphate of sparteine, which was more easily handled than Stenhouse's liquid sparteine. Laborde, in 1885, as a result of a series of experiments, made a very complete report showing that sparteine had a decided dynamogenic action on the heart. It increased the strength, intensity and duration of the cardiac rhythm. According to Germain See it has three invariable effects: improvement of the heart and pulse action, regularization of the cardiac rhythm, and acceleration of the heart beat.

Particularly in France is sparteine sulphate much esteemed as a heart remedy. Quite often it is used in conjunction with caffeine as a tonic effect on the exhausted heart muscle. In this country cardiologists are just beginning to recognize the worth of this drug in heart disease.

Calcium was demonstrated some fifty years ago by Ringer to have a definite tonic action on the heart; it was found to strengthen the contraction of the heart and lengthen the interval between contractions. Wolff and Bellet found calcium to be of value in controlling too rapid heart action. Mancke showed that high calcium concentrations produced vasodilation and increased the coronary circulation. This was confirmed by Hochrein. He also found that calcium prostatic heart circulation without causing additional strain on the heart increased aortic pressure as occasioned by adrenalin, barium chloride and lobelin. Turan confirmed the experiences of others with calcium as an agent which reduced rapidly the pulse in tachycardia. Calcium was found to exert a remarkable influence in patients with congestive heart failure, according to Steward. Calcium as a remedy in heart affections either alone or in conjunction with other remedies is attracting more and more attention throughout the world.

Edward Podolsky.

### Kalamazoo County Druggists Hold Interesting Meeting.

The Kalamazoo Retail Druggists Association held their annual election of officers at the Rickman Hotel, that city, last Thursday night. Jack Dold is the new President of the Association, after which Mr. Dold appointed committees on membership and entertainment. It was voted to take in members from Van Buren and Allegan counties to the Association.

A dinner was served by the hotel, after which Clare F. Allen, President of the Michigan Board of Pharmacy, gave a very nice talk and Prof. Chas. H. Stocking, of the Pharmacy College of the University of Michigan, also spoke. Duncan Weaver, member of the State Board, gave a short talk.

The meeting was successful, over thirty stores being represented at the meeting, and many of the druggists were younger men, showing a new interest from the young people in the profession.

Prof. Stocking made a good point in his address that he would like to have the Michigan State Pharmaceutical Association make every newly registered pharmacist a member of the State Association, without charge, for the first year. The Kalamazoo Association approved it.

### Proceedings of the Grand Rapids Bankruptcy Court.

(Continued from page 3)

Phoenix Shirt Co., Grand Rapids 38.49  
Geo. Smith, Jr., Hastings 58.37  
White & Houvenir, Hastings 31.95  
Royce Rolls Ringer Co., Grand R. 3.90  
Star Paper Co., Kalamazoo 39.27  
Fred G. Timmer, Grand Rapids 14.19  
Try-Me Bottling Co., Nashville 7.90  
Weissert Bros., Hastings 30.02  
Dr. McIntyre, Hastings 24.50  
Dr. Lathrop, Hastings 10.00  
Dr. Fowler, Hastings 32.00  
Auto Spart Shoe, Hastings 9.75  
American Laundry, Grand Rapids 5.85  
Hastings Cut-Rate Shoe Store, Hastings 9.15

Oct. 31. We have received the order of reference and adjudication in the matter of Harry Hyman, doing business as Hyman Furniture Co., Bankrupt No. 5028. The bankrupt concern had its residence in the city of Kalamazoo. The court has ordered the schedules filed and upon receipt of same the list of creditors, the assets and liabilities of the bankrupt will be listed herein.

Oct. 31. We have received the order of reference and adjudication in the matter of Carl F. Skinner, doing business as Carl F. Skinner & Sons, Bankrupt No. 5027. The bankrupt had his residence in Kalamazoo. The schedules have been ordered filed, upon receipt of same the list of assets and liabilities, and also list of bankrupt's creditors will be published herein.

Oct. 31. On this day first meeting of creditors was held in the matter of Oscar Tandler, Bankrupt No. 5010. Bankrupt present and represented by Cleland & Snyder, attorneys. Certain creditors present in person and represented by Duham, Taylor & Allaben, attorneys. Claims proved and allowed. Bankrupt sworn and examined before reporter. Fred G. Timmer, Grand Rapids, trustee; bond \$100. Meeting adjourned without date.

In the matter of Howard Tait, Bankrupt No. 4891. The final meeting of creditors has been called for Nov. 15. The trustee's final report will be approved at such meeting. There may be a small dividend for creditors.

In the matter of Carl Evart Anderson, Bankrupt No. 4930. The final meeting of creditors has been called for Nov. 15. The trustee's final report will be approved at such meeting. There will be no dividend for creditors.

In the matter of John A. Innis, Bankrupt No. 4933. The final meeting of creditors has been called for Nov. 15. The trustee's final report will be approved at such meeting. There will be no dividend for creditors.

In the matter of Guy Hively, Bankrupt No. 4927. The final meeting of creditors has been called for Nov. 15. The trustee's final report will be approved at such meeting. There will be no dividend for creditors.

In the matter of B. F. Krasner Co., a corporation, Bankrupt No. 4806, final meeting of creditors was held Oct. 7. The bankrupt was present by B. F. Krasner, Secretary, and represented by Homer H. Freeland, attorney. Creditors represented by Grand Rapids Credit Men's Association. Trustee present by A. N. Branson. Trustee's final report considered, approved and allowed. Claims proved and allowed. Bill of attorney for bankrupt reduced and allowed. Accounts receivable sold to Roman F. Glochek. Order made for payment of administrator expenses, preferred claims and first and final dividend to creditors of 15.6 per cent. No objection to bankrupt's discharge. Meeting adjourned without date and files will be returned to district court in due course.

In the matter of Joe Wepman, individually and doing business as Joe's Cut Rate Store, Bankrupt No. 4860, final meeting of creditors was held under date of Oct. 28. Fred G. Timmer, trustee, was present in person and represented by Hilding & Baker, attorneys. Trustee's final report and account was considered, approved and allowed. Certain attorney's bills approved and allowed. Balance of bills, notes and accounts receivable sold to David Merriam, of Grand Rapids. An order was made for the payment of expenses.

(Continued on page 22)

## WHOLESALE DRUG PRICE CURRENT

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

|  |  |                                    |
|--|--|------------------------------------|
| <b>Acid</b>                              | <b>Gum</b>                                   | <b>Hemlock, Pu., lb. 2 00@2 25</b> |
| Acetic, No. 8, lb. 06 @ 10               | Aloes, Barbadoes, so called, lb. gourds @ 60 | Heml'k Com., lb. 1 00@1 25         |
| Boric, Powd., or Xtal, lb. 08 1/2 @ 20   | Powd., lb. 35 @ 45                           | Juniper Ber., lb. 4 00@4 25        |
| Carbolic, Xtal, lb. 36 @ 43              | Aloes, Socotrine, lb. 75 @ 80                | Junip'r W'd, lb. 1 50@1 75         |
| Citric, lb. 40 @ 55                      | Powd., lb. 75 @ 80                           | Lav. Flow., lb. 4 00@4 25          |
| Muriatic, Com'l., lb. 03 1/2 @ 10        | Arabic, first, lb. 50 @ 55                   | Lav. Gard., lb. 1 25@1 50          |
| Nitric, lb. 09 @ 15                      | Arabic, sec., lb. 45 @ 50                    | Lemon, lb. 2 00@2 25               |
| Oxalic, lb. 15 @ 25                      | Arabic, sorts, lb. 15 @ 25                   | Mustard, true, ozs. @ 1 50         |
| Sulphuric, lb. 03 1/2 @ 10               | Arabic, Gran., lb. 35 @ 35                   | Mustard, art., ozs. @ 35           |
| Tartaric, lb. 35 @ 45                    | Asafoetida, lb. 50 @ 60                      | Orange, Sw., lb. 4 00@4 25         |
| <b>Alcohol</b>                           | Asafoetida, Po., lb. 75 @ 80                 | Origanum, art, lb. 1 00@1 20       |
| Denatured, No. 5, Gal. 48 @ 60           | Gualac, lb. 60 @ 70                          | Pennyroyal, lb. 3 25@3 50          |
| Gal. 4 25@5 00                           | Gualac, Powd., lb. 70 @ 80                   | Peppermint, lb. 3 50@3 75          |
| Grain, Gal. 50 @ 60                      | Kino, lb. 90 @ 1 00                          | Rose, dr. 2 50 @ 2 50              |
| Wood, Gal. 50 @ 60                       | Kino, powd., lb. 1 00 @ 1 00                 | Rose, Geran., ozs. 50 @ 95         |
| <b>Alum-Potash, USP</b>                  | Myrrh, lb. 60 @ 75                           | Rosemary                           |
| Lump, lb. 05 @ 13                        | Myrrh, Pow., lb. 60 @ 75                     | Flowers, lb. 1 50@1 75             |
| Powd. or Gra., lb. 05 1/2 @ 13           | Shellac, Orange, lb. 25 @ 35                 | Sandalwood, E. I., lb. 12 50@12 75 |
| <b>Ammonia</b>                           | Ground, lb. 25 @ 35                          | W. I., lb. 4 50@4 75               |
| Concentrated, lb. 06 @ 18                | Shellac, white, (bone dr'd) lb. 35 @ 45      | Sassafras, true, lb. 2 00@2 25     |
| 4-F, lb. 05 1/2 @ 13                     | Tragacanth, No. 1, bbls. 1 75@2 00           | Syn., lb. 75 @ 1 00                |
| 3-F, lb. 05 1/2 @ 13                     | No. 2, lbs. 1 50@1 75                        | Spearment, lb. 3 00@3 25           |
| Carbonate, lb. 20 @ 25                   | Pow., lb. 1 25@1 50                          | Tansy, lb. 5 00@5 25               |
| Muriate, Lp., lb. 13 @ 30                |  | Thyme, Red, lb. 1 50@1 75          |
| Muriate, Gra., lb. 08 @ 18               |  | Thyme, Whi., lb. 1 75@2 00         |
| Muriate, Po., lb. 20 @ 30                |  | Wintergreen                        |
| <b>Arsenic</b>                           | <b>Honey</b>                                 | Leaf, true, lb. 6 00@6 25          |
| Pound 07 @ 20                            | Pound 25 @ 40                                | Birch, 3 00@3 25                   |
| <b>Balsams</b>                           | <b>Hops</b>                                  | Syn. 75 @ 1 00                     |
| Copaiba, lb. 50 @ 80                     | 1/4s Loose, Pressed, lb. 60 @ 60             | Wormseed, lb. 5 00@5 25            |
| Fir. Cana., lb. 2 00@2 40                |  | Wormwood, lb. 7 00@7 25            |
| Fir. Oreg., lb. 65 @ 1 00                | <b>Hydrogen Peroxide</b>                     |                                    |
| Peru, lb. 2 00@2 20                      | Pound, gross 25 00@27 00                     |                                    |
| Tolu, lb. 1 50@1 80                      | 1/2 Lb., gross 15 00@16 00                   |                                    |
| <b>Barks</b>                             | 1/4 Lb., gross 10 00@10 50                   |                                    |
| Cassia, Ordinary, lb. 25 @ 30            | <b>Indigo</b>                                |                                    |
| Ordin., Po., lb. 20 @ 25                 | Madras, lb. 2 00@2 25                        |                                    |
| Salgon, lb. 40 @ 40                      | <b>Insect Powder</b>                         |                                    |
| Salgon, Po., lb. 50 @ 60                 | Pure, lb. 25 @ 35                            |                                    |
| Elm, lb. 35 @ 40                         | <b>Lead Acetate</b>                          |                                    |
| Elm, Powd., lb. 35 @ 40                  | Xtal, lb. 17 @ 25                            |                                    |
| Elm, G'd, lb. 40 @ 45                    | Powd. & Gran. 25 @ 35                        |                                    |
| Sassafras (P'd lb. 45) @ 35              | <b>Licorice</b>                              |                                    |
| Soapree, cut, lb. 15 @ 25                | Extracts, sticks, per box 1 50 @ 2 00        |                                    |
| Soapree, Po., lb. 25 @ 30                | Lozenges, lb. 40 @ 50                        |                                    |
| <b>Berries</b>                           | Wafers, (24s) box @ 1 50                     |                                    |
| Cubeb, lb. 75 @ 80                       | <b>Leaves</b>                                |                                    |
| Cubeb, Po., lb. 80 @ 80                  | Buchu, lb., short @ 50                       |                                    |
| Juniper, lb. 10 @ 20                     | Buchu, lb., long @ 60                        |                                    |
| <b>Blue Vitriol</b>                      | Buchu, P'd, lb. 60 @ 60                      |                                    |
| Pound 05 @ 15                            | Sage, bulk, lb. 25 @ 30                      |                                    |
| <b>Borax</b>                             | Sage, loose pressed, 1/4s, lb. @ 40          |                                    |
| P'd or Xtal, lb. 06 @ 13                 | Sage, ounces @ 85                            |                                    |
| <b>Brimstone</b>                         | Sage, P'd & Grd. @ 35                        |                                    |
| Pound 04 @ 10                            | Senna  |                                    |
| <b>Camphor</b>                           | Alexandria, lb. 50 @ 60                      |                                    |
| Pound 60 @ 75                            | Tinnevela, lb. 20 @ 30                       |                                    |
| <b>Cantharides</b>                       | Powd., lb. 25 @ 35                           |                                    |
| Russian, Powd. @ 1 50                    | Uva Ursi, lb. 20 @ 25                        |                                    |
| Chinese, Powd. @ 1 25                    | Uva Ursi, P'd, lb. 30 @ 30                   |                                    |
| <b>Chalk</b>                             | <b>Lime</b>                                  |                                    |
| Crays, white, dozen @ 3 60               | Chloride, med., dz. @ 85                     |                                    |
| dustless, doz. @ 6 00                    | Chloride, large, dz. @ 1 45                  |                                    |
| <b>French Powder</b>                     | <b>Lycopodium</b>                            |                                    |
| Coml., lb. 03 1/2 @ 10                   | Pound 35 @ 50                                |                                    |
| Precipitated, lb. 12 @ 15                | <b>Magnesia</b>                              |                                    |
| Prepared, lb. 14 @ 16                    | Carb., 1/8s, lb. 30 @ 30                     |                                    |
| White, lump, lb. 03 @ 10                 | Carb., 1/16s, lb. 32 @ 32                    |                                    |
| <b>Capsicum</b>                          | Carb., P'd, lb. 15 @ 25                      |                                    |
| Pods, lb. 60 @ 70                        | Oxide, Hea., lb. 75 @ 75                     |                                    |
| Powder, lb. 62 @ E5                      | Oxide, light, lb. @ 75                       |                                    |
| <b>Cloves</b>                            | <b>Menthol</b>                               |                                    |
| Whole, lb. 25 @ 35                       | Pound 3 82@4 16                              |                                    |
| Powdered, lb. 30 @ 40                    | <b>Mercury</b>                               |                                    |
| <b>Cocaine</b>                           | Pound 1 25@1 35                              |                                    |
| Ounce 12 85@13 50                        | <b>Morphine</b>                              |                                    |
| <b>Copperas</b>                          | Ounces @ 12 00                               |                                    |
| Xtal, lb. 03 1/2 @ 10                    | 1/4s @ 12 68                                 |                                    |
| Powdered, lb. 04 @ 15                    | <b>Mustard</b>                               |                                    |
| <b>Cream Tartar</b>                      | Bulk, Powd., select, lb. 45 @ 50             |                                    |
| Pound 25 @ 40                            | No. 1, lb. 25 @ 35                           |                                    |
| <b>Cuttlebone</b>                        | <b>Naphthaline</b>                           |                                    |
| Pound 40 @ 50                            | Balls, lb. 06 1/2 @ 15                       |                                    |
| <b>Dextrine</b>                          | Flake, lb. 05 1/2 @ 15                       |                                    |
| Yellow Corn, lb. 06 1/2 @ 15             | <b>Nutmeg</b>                                |                                    |
| White Corn, lb. 07 @ 15                  | Powdered, lb. 40 @ 50                        |                                    |
| <b>Extract</b>                           | <b>Nux Vomica</b>                            |                                    |
| Witch Hazel, Yellow Lab., gal. 99 @ 1 82 | Pound @ 25                                   |                                    |
| Licorice, P'd, lb. 50 @ 60               | Powdered, lb. 15 @ 25                        |                                    |
| <b>Flower</b>                            | <b>Oil Essential</b>                         |                                    |
| Arnica, lb. 75 @ 80                      | Almond, Bit., true, ozs. @ 50                |                                    |
| Chamomile, German, lb. 35 @ 45           | Bit., art., ozs. @ 35                        |                                    |
| Roman, lb. 90 @ 90                       | Sweet, true, lb. 1 50@1 80                   |                                    |
| Saffron, American, lb. 35 @ 40           | Sw't, Art., lbs. 1 00@1 25                   |                                    |
| Spanish, ozs. @ 1 25                     | Amber, crude, lb. 75@1 00                    |                                    |
| <b>Formaldehyde, Bulk</b>                | Amber, rect., lb. 1 50@2 00                  |                                    |
| Pound 09 @ 20                            | Anise, lb. 1 00@1 25                         |                                    |
| <b>Fuller's Earth</b>                    | Bay, lb. 4 00@4 25                           |                                    |
| Powder, lb. 05 @ 10                      | Bergamot, lb. 5 00@5 20                      |                                    |
| <b>Gelatin</b>                           | Cajeput, lb. 1 50@1 75                       |                                    |
| Pound 55 @ 65                            | Caraway S'd, lb. 3 00@3 25                   |                                    |
| <b>Glue</b>                              | Cassia, USP, lb. 2 25@2 60                   |                                    |
| Brok., Bro., lb. 20 @ 30                 | Cedar Leaf, lb. 2 00@2 25                    |                                    |
| Gro'd, Dark, lb. 16 @ 22                 | Cedar Leaf, Coml., lb. 1 00@1 25             |                                    |
| Whi. Flake, lb. 27 1/2 @ 35              | Citronella, lb. 75 @ 1 20                    |                                    |
| White G'd., lb. 25 @ 35                  | Cloves, lb. 2 00@2 25                        |                                    |
| White AXX light, lb. 40 @ 40             | Croton, lbs. 8 00@8 25                       |                                    |
| Ribbon 42 1/2 @ 50                       | Cubeb, lb. 5 00@5 25                         |                                    |
| <b>Glycerine</b>                         | Erigeron, lb. 4 00@4 25                      |                                    |
| Pound 15 @ 35                            | Eucalyptus, lb. 1 00@1 25                    |                                    |
|  | Fennel 2 00@2 25                             |                                    |



# 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

Lard

### AMMONIA

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

### APPLE BUTTER

|                           |      |
|---------------------------|------|
| Quaker, 12-38 oz., doz.   | 2 00 |
| Musselman, 12-38 oz. doz. | 2 00 |

### BAKING POWDERS

|                         |       |
|-------------------------|-------|
| Royal, 2 oz., doz.      | 93    |
| Royal, 4 oz., doz.      | 1 90  |
| Royal, 6 oz., doz.      | 2 20  |
| Royal, 12 oz., doz.     | 4 37  |
| Royal, 2 1/2 lbs., doz. | 13 75 |
| Royal, 5 lbs., doz.     | 24 50 |



|                         |      |
|-------------------------|------|
| K.C. 10c size, 10 oz.   | 3 60 |
| K.C. 15c size, 15 oz.   | 5 40 |
| K.C. 20c size, full lb. | 6 80 |
| K.C. 25c size, 25 oz.   | 9 00 |
| K.C. 50c size, 50 oz.   | 8 50 |
| K.C. 5 lb. size         | 6 50 |
| K.C. 10 lb. size        | 6 50 |

### BLEACHER CLEANSER

|                     |      |
|---------------------|------|
| Clorox, 16 oz., 24s | 3 00 |
| Lizzie, 16 oz., 12s | 2 15 |

### BLUING

|                           |      |
|---------------------------|------|
| Am. Ball, 36-1 oz., cart. | 1 00 |
| Boy Blue, 18s, per cs.    | 1 35 |

### BEANS and PEAS

|                           |      |
|---------------------------|------|
| Chili Beans               | 5 00 |
| Dry Lima Beans 100 lb.    | 7 25 |
| White H'd P. Beans        | 2 75 |
| Split Peas, Yell., 60 lb. | 4 10 |
| Split Peas, Gr'n 60 lb.   | 4 25 |
| Scotch Peas, 100 lb.      | 6 25 |

### BURNERS

|                    |      |
|--------------------|------|
| Queen Ann, No. 1   | 1 15 |
| Queen Ann, No. 2   | 1 25 |
| White Flame, No. 1 | 2 25 |

### BOTTLE CAPS

|                       |    |
|-----------------------|----|
| Dbl. Lacquer, 1 gross | 13 |
| pkg., per gross       | 13 |

### BREAKFAST FOODS

|                         |      |
|-------------------------|------|
| Kellogg's Brands        |      |
| Corn Flakes, No. 136    | 2 50 |
| Corn Flakes, No. 124    | 2 50 |
| Pep, No. 224            | 2 00 |
| Pep, No. 202            | 2 00 |
| Krumbles, No. 424       | 2 70 |
| Bran Flakes, No. 624    | 1 80 |
| Bran Flakes, No. 602    | 1 50 |
| Rice Krispies, 6 oz.    | 2 25 |
| Rice Krispies, 1 oz.    | 1 10 |
| All Bran, 16 oz.        | 2 25 |
| All Bran, 10 oz.        | 2 70 |
| All Bran, 1/2 oz.       | 1 10 |
| Kaffe Hag, 6 1-lb. cans | 2 75 |
| Whole Wheat Fla., 24    | 1 90 |

## DECLINED

Dry Lima Beans  
Sardines

### BROOMS

|                   |      |
|-------------------|------|
| Leader, 4 sewed   | 3 45 |
| Hustlers, 4 sewed | 5 50 |
| Standard, 4 sewed | 7 50 |
| Quaker, 5 sewed   | 6 25 |
| Warehouse         | 6 50 |
| Rose              | 2 75 |
| Winner, 5 Sewed   | 3 70 |
| Whisk, No. 3      | 2 25 |

### Amsterdam Brands

|                           |      |
|---------------------------|------|
| Gold Bond Par., No. 5 1/2 | 7 50 |
| Prize, Parlor, No. 6      | 8 00 |
| White Swan Par., No. 6    | 8 50 |

### ROLLED OATS

Purity Brand  
Instant or Regular

|                         |      |
|-------------------------|------|
| Small, 24s              | 1 53 |
| Large, 12s              | 1 85 |
| China, large, 12s       | 2 70 |
| Chest-o-Silver, 12 lge. | 2 98 |
| Glassware, 12s, large   | 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 50 |
| Post Toasties, 24s     | 2 50 |
| Post Bran, PBF 24      | 2 85 |
| Post Bran PBF 36       | 2 85 |

### BRUSHES

|                   |      |
|-------------------|------|
| Scrub             |      |
| Solid Back, 8 in. | 1 50 |
| Solid Back, 1 in. | 1 75 |
| Pointed Ends      | 1 25 |

### Stove

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

### Shoe

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

### BUTTER COLOR

|           |      |
|-----------|------|
| Dandelion | 2 85 |
|-----------|------|

### CANDLES

|                         |        |
|-------------------------|--------|
| Electric Light, 40 lbs. | 12 1   |
| Plumber, 40 lbs.        | 12 8   |
| Paraffine, 6s           | 14 1/2 |
| Paraffine, 12s          | 14 1/2 |
| Wicking                 | 40     |
| Tudor, 6s, per box      | 30     |

### CANNED 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. 2 | 2 60 |
| Marcellus Red         | 2 10 |
| Special Pie           | 1 35 |
| Whole White           | 2 80 |

### Gooseberries

|        |      |
|--------|------|
| No. 10 | 7 50 |
|--------|------|

### Pears

|                          |      |
|--------------------------|------|
| Pride of Mich. No. 2 1/2 | 2 25 |
|--------------------------|------|

### Black Raspberries

|                      |      |
|----------------------|------|
| No. 2                | 2 80 |
| Pride of Mich. No. 2 | 2 45 |

### Red Raspberries

|                      |      |
|----------------------|------|
| No. 2                | 3 25 |
| No. 1                | 2 00 |
| Marcellus, No. 2     | 2 35 |
| Pride of Mich. No. 2 | 2 90 |

### Strawberries

|                  |      |
|------------------|------|
| No. 2            | 3 00 |
| 8 oz.            | 1 20 |
| Marcellus, No. 2 | 1 85 |

### CANNED FISH

|                           |      |
|---------------------------|------|
| Clam Ch'der, 10 1/2 oz.   | 1 35 |
| 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 |
| Fish Flakes, small        | 1 35 |
| Cod Fish Cake, 10 oz.     | 1 55 |
| Cove Oysters, 5 oz.       | 1 35 |
| Lobster, No. 1/4, Star    | 2 75 |
| Shrimp, 1, wet            | 1 45 |
| Sard's, 1/4 Oil, Key      | 4 25 |
| sardines, 1/4 Oil, K'less | 3 35 |
| Salmon, Red Alaska        | 1 90 |
| Salmon, Med. Alaska       | 1 45 |
| Salmon, Pink, Alaska      | 1 20 |
| Sardines, Im. 1/2, ea.    | 6@16 |
| Sardines, Im. 1/2, ea.    | 25   |
| Sardines, Cal.            | 1 10 |
| Tuna, 1/2 Van Camps,      | doz. |
| Tuna, 1/4s, Van Camps,    | doz. |
| Tuna, 1s, Van Camps,      | doz. |
| Tuna, 1/2s, Chicken Sea,  | doz. |

### CANNED MEAT

|                             |      |
|-----------------------------|------|
| Bacon, Med. Beechnut        | 3 00 |
| Bacon, Lge. Beechnut        | 2 10 |
| Beef, Lge. Beechnut         | 4 10 |
| Beef, Med. Beechnut         | 2 50 |
| Beef, No. 1, Corned         | 2 00 |
| Beef, No. 1, Roast          | 2 70 |
| Beef, 2 1/2 oz., Qua., sil. | 1 35 |
| Beef, 4 oz., Qua., sil.     | 2 25 |
| Beefsteak & Onions, s.      | 2 70 |
| Chili Con Car., 1s          | 1 20 |
| Deviled Ham, 1/4s           | 1 50 |
| Deviled Ham, 1/2s           | 2 85 |
| Potted Beef, 4 oz.          | 1 10 |
| Potted Meat, 1/2 Libby      | 52   |
| 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      | 60   |
| Quaker, 16 oz. | 57   |
| Van Camp, med. | 1 25 |

### CANNED VEGETABLES

Hart Brand

|                           |      |
|---------------------------|------|
| No. 10                    | 5 25 |
| No. 2 1/2                 | 1 80 |
| No. 2                     | 1 40 |
| Pride of Mich., No. 2 1/2 | 1 45 |
| Pride of Mich., No. 2     | 1 20 |

### Lima Beans

|                       |       |
|-----------------------|-------|
| Little Quaker, No. 10 | 10 50 |
| Baby, No. 2           | 1 90  |
| Pride of Mich. No. 2  | 1 60  |
| Marcellus, No. 10     | 6 50  |

|                  |      |
|------------------|------|
| Red Kidney Beans |      |
| No. 10           | 4 00 |
| No. 2            | 90   |
| 8 oz.            | 60   |

### String Beans

|                       |      |
|-----------------------|------|
| Little Dot, No. 2     | 2 25 |
| Little Dot, No. 1     | 1 80 |
| Little Quaker, No. 1  | 1 60 |
| Little Quaker, No. 2  | 2 00 |
| Choice, Whole, No. 2  | 1 90 |
| Cut, No. 10           | 9 00 |
| Cut, No. 2            | 1 60 |
| Pride of Michigan     | 1 35 |
| Marcellus Cut, No. 10 | 6 50 |

### 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. 2  | 1 80  |
| Choice, Whole, No. 1  | 1 35  |
| Cut, No. 10           | 9 00  |
| Cut, No. 2            | 1 60  |
| Cut, No. 1            | 1 10  |
| Pride of Mich., No. 2 | 1 25  |
| Marcellus Cut, No. 10 | 6 50  |

### Beets

|                           |      |
|---------------------------|------|
| Extra Small, No. 2        | 2 50 |
| Fancy Small, No. 2        | 2 00 |
| Pride of Mich., No. 2 1/2 | 2 00 |
| Hart Cut, No. 10          | 5 00 |
| Marcel. Whole, No. 2 1/2  | 1 35 |
| Hart Diced, No. 2         | 90   |

### Carrots

|               |      |
|---------------|------|
| Diced, No. 2  | 95   |
| Diced, No. 10 | 4 00 |

### Corn

|                       |            |
|-----------------------|------------|
| Golden Ban., No. 2    | 1 20       |
| Golden Ban., No. 10   | 10 00      |
| Little Quaker, No. 1  | 90         |
| Country Gen., No. 2   | 1 20       |
| Pride of Mich., No. 1 | 80         |
| Marcellus, No. 2      | 95         |
| Fancy Crosby, No. 2   | 1 15       |
| Whole Grain, 6 Ban-   | tam, No. 2 |

### Peas

|                         |       |
|-------------------------|-------|
| Little Dot, No. 2       | 2 40  |
| Little Quaker, No. 10   | 11 25 |
| Little Quaker, No. 2    | 2 15  |
| Little Quaker, No. 1    | 1 45  |
| Sifted E. June, No. 10  | 9 50  |
| Sifted E. June, No. 2   | 1 75  |
| Belle of Hart, No. 2    | 1 75  |
| Pride of Mich., No. 2   | 1 45  |
| Marcel., Sw. W. No. 2   | 1 55  |
| Marcel., E. June, No. 2 | 1 35  |
| Marcel., E. Ju., No. 10 | 7 50  |

### Pumpkin

|           |      |
|-----------|------|
| No. 10    | 4 75 |
| No. 2 1/2 | 1 30 |

### Sauerkraut

|           |      |
|-----------|------|
| No. 10    | 4 00 |
| No. 2 1/2 | 1 35 |
| No. 2     | 1 05 |

### Spinach

|           |      |
|-----------|------|
| No. 2 1/2 | 2 25 |
| No. 2     | 1 80 |

### Squash

|               |      |
|---------------|------|
| Boston, No. 3 | 1 35 |
|---------------|------|

### Succotash

|                      |      |
|----------------------|------|
| Golden Bantam, No. 2 | 2 10 |
| Hart, No. 2          | 1 80 |
| Pride of Michigan    | 1 65 |
| Marcellus, No. 2     | 1 15 |

### Tomatoes

|                           |      |
|---------------------------|------|
| No. 10                    | 5 25 |
| No. 2 1/2                 | 1 80 |
| No. 2                     | 1 40 |
| Pride of Mich., No. 2 1/2 | 1 45 |
| Pride of Mich., No. 2     | 1 20 |

### 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

|                          |      |
|--------------------------|------|
| Roquefort                | 55   |
| Wisconsin Daisy          | 15   |
| Wisconsin Flat           | 15   |
| New York June            | 24   |
| Sap Sago                 | 40   |
| Brick                    | 15   |
| Michigan Flats           | 14   |
| Michigan Daisies         | 14   |
| Wisconsin Longhorn       | 15   |
| Imported Leyden          | 23   |
| 1 lb. Limberger          | 18   |
| Imported Swiss           | 52   |
| Kraft Pimento Loaf       | 20   |
| Kraft American Loaf      | 18   |
| Kraft Brick Loaf         | 18   |
| Kraft Swiss Loaf         | 22   |
| Kraft Old Eng. Loaf      | 33   |
| Kraft, Pimento, 1/2 lb.  | 1 35 |
| Kraft, American, 1/2 lb. | 1 35 |
| Kraft, Brick, 1/2 lb.    | 1 35 |
| Kraft, Limbur., 1/2 lb.  | 1 65 |

### CHEWING GUM

|                      |    |
|----------------------|----|
| Adams Black Jack     | 65 |
| Adams Bloodberry     | 65 |
| Adams Dentyne        | 65 |
| Adams Calif. Fruit   | 65 |
| Adams Sen Sen        | 65 |
| Beeman's Pepsin      | 65 |
| Beechnut Wintergreen | 65 |
| Beechnut Peppermint  | 65 |
| Beechnut Spearmint   | 65 |
| Doublemint           | 65 |
| Peppermint, Wrigleys | 65 |
| Spearmint, Wrigleys  | 65 |
| Juicy Fruit          | 65 |
| Wrigley's P-K        | 65 |
| Zeno                 | 65 |
| Teaberry             | 65 |

### CHOCOLATE

|                           |      |
|---------------------------|------|
| Baker, Prem., 6 lb. 1/2   | 2 50 |
| Baker, Prem., 6 lb. 3 oz. | 2 55 |

### CLOTHES LINE

|                 |           |
|-----------------|-----------|
| Hemp, 50 ft.    | 2 00@2 25 |
| Twisted Cotton, | 50 ft.    |
| 150 ft.         | 1 50@1 75 |
| Braided, 50 ft. | 1 90      |
| Cupples Cord    | 1 85      |



**Currants**  
Packages, 11 oz. ----- 11½

**Dates**  
Imperial, 12s, pitted 1 75  
Imperial, 12s, Regular 1 35

**Peaches**  
Evap., Choce ----- 09  
Fancy ----- 10½

**Peel**  
Lemon, American ----- 24  
Orange, American ----- 24

**Raisins**  
Seeded, bulk ----- 7  
Thompson's seedless blk. 7  
Thompson's seedless,  
15 oz. ----- 8  
Seeded, 15 oz. ----- 8

**California Prunes**  
90@100, 25 lb. boxes...@06  
80@90, 25 lb. boxes...@05½  
70@80, 25 lb. boxes...@06  
60@50, 25 lb. boxes...@06½  
50@60, 25 lb. boxes...@07  
40@50, 25 lb. boxes...@07½  
30@40, 25 lb. boxes...@08½  
30@30, 25 lb. boxes...@12  
18@24, 25 lb. boxes...@14½

**Hominy**  
Pearl, 100 lb. sacks -- 3 50

**Bulk Goods**  
Elbow Macaroni, 20 lb. 06  
Egg Noodle, 10 lbs. -- 12

**Pearl Barley**  
0000 ----- 7 00  
Barley Grits ----- 5 00  
Chester ----- 3 50

**Sage**  
East India ----- 10

**Tapioca**  
Pearl, 100 lb. sacks -- 7½  
Minute, 8 oz., 3 doz. 4 05  
Dromedary Instant -- 3 50

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

**FLOUR**  
V. C. Milling Co. Brands  
Lily White ----- 5 10  
Harvest Queen ----- 5 20  
Yes Ma'am Graham,  
50s ----- 1 40

**Lee & Cady Brands**  
Home Baker -----  
Cream Wheat -----

**FRUIT CANS**  
**Presto Mason**  
F. O. B. Grand Rapids  
Half pint ----- 7 15  
One pint ----- 7 40  
One quart ----- 8 65  
Half gallon ----- 11 55

**FRUIT CAN RUBBERS**  
Presto Red Lip, 2 gro.  
carton ----- 70  
Presto White Lip, 2  
gro. carton ----- 76

**GELATINE**  
Jell-O, 3 doz. ----- 1 80  
Minute, 3 doz. ----- 4 00  
Plymouth, White ----- 1 55  
Quaker, 3 doz. ----- 1 75

**JELLY AND PRESERVES**  
Pure, 30 lb. pails ----- 2 60  
Imitation, 30 lb. pails 1 60  
Pure, 6 oz., Asst., doz. 90  
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 ---- 13  
Percola, No. 1 ----- 09

**Wilson & Co.'s Brands**  
**Oleo**  
Nut ----- 09  
Special Roll ----- 12

**MATCHES**  
Diamond, No. 5, 144 6 15  
Searchlight, 144 box 6 15  
Swan, 144 ----- 5 20  
Diamond, No. 0 ----- 4 90

**Safety Matches**  
Red Top, 5 gross case 5 45

**MULLER'S PRODUCTS**  
Macaroni, 9 oz. ----- 2 00  
Spaghetti, 9 oz. ----- 2 00  
Elbow Macaroni, 9 oz. 2 00  
Egg Noodles, 6 oz. ----- 2 00  
Egg Vermicelli, 6 oz. 2 00  
Egg Alphabets, 6 oz. ----- 2 00

**NUTS—Whole**  
Almonds, Peerless ----- 15½  
Brazil, large ----- 12½  
Fancy Mixed ----- 11½  
Filberts, Naples ----- 13  
Peanuts, Vir. Roasted 6½  
Peanuts, Jumbo ----- 7½c  
Pecans, 3, star ----- 25  
Pecans, Jumbo ----- 40  
Pecans, Mammoth ----- 50  
Walnuts, Cal. ----- 13@21  
Hickory ----- 07

**Salted Peanuts**  
Fancy, No. 1 ----- 7  
24 1 lb. Cellophane case 1 80

**Shelled**  
Almonds ----- 39  
Peanuts, Spanish ----- 5½  
125 lb. bags ----- 5½  
Filberts ----- 32  
Pecans Salted ----- 45  
Walnut California ----- 42

**MINCE MEAT**  
None Such, 4 doz. ----- 6 20  
Quaker, 3 doz. case -- 2 65  
Yo Ho, Kegs, wet, lb. 16½

**OLIVES**  
7 oz. Jar, Plain, doz. 1 05  
16 oz. Jar, Plain, doz. 1 95  
Quart Jars, Plain, doz. 3 25  
5 Gal. Kegs, each ----- 6 50  
3 oz. Jar, Stuff., doz. 1 15  
8 oz. Jar, Stuff., doz. 2 25  
10 oz. Jar, Stuff., doz. 2 65  
1 Gal. Jugs, Stuff., dz. 2 40

**PARIS GREEN**  
½s ----- 34  
1s ----- 32  
2s and 5s ----- 30

**PICKLES**  
**Medium Sour**  
5 gallon, 400 count -- 4 75

**Sweet Small**  
5 Gallon, 500 ----- 7 25

**Dill Pickles**  
Gal., 40 to Tin, doz. -- 7 50  
32 oz. Glass Pickled -- 2 00  
32 oz. Glass Thrown -- 1 45

**Dill Pickles Bulk**  
5 Gal., 200 ----- 3 65  
16 Gal., 650 ----- 11 25  
45 Gal., 1300 ----- 30 00

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

**PLAYING CARDS**  
Battle Axe, per doz. 2 65  
Bicycle, per doz. ----- 4 70  
Torpedo, per doz. ----- 2 50

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

**FRESH MEATS**  
**Beef**  
Top Steers & Heif. ----- 12  
Good St's & Hf. ----- 10  
Med. Steers & Heif. ----- 09  
Com. Steers & Heif. ----- 07

**Veal**  
Top ----- 09  
Good ----- 08  
Medium ----- 07

**Lamb**  
Spring Lamb ----- 11  
Good ----- 12  
Medium ----- 08  
Poor ----- 05

**Mutton**  
Good ----- 04½  
Medium ----- 03  
Poor ----- 02

**Pork**  
Loin, med. ----- 10  
Butts ----- 09  
Shoulders ----- 07  
Spareribs ----- 07  
Neck bones ----- 03  
Trimnings ----- 06

**PROVISIONS**  
**Barreled Pork**  
Clear Back -- 16 00@18 00  
Short Cut Clear -- 15 00

**Dry Salt Meats**  
D S Bellies 18-29@18-10-8

**Lard**  
Pure in tierces ----- 6½  
60 lb. tubs ----- advance ¼  
50 lb. tubs ----- advance ¼  
20 lb. pails ----- advance ¾  
10 lb. pails ----- advance ¾  
5 lb. pails ----- advance 1  
3 lb. pails ----- advance 1  
Compound tierces ----- 7½  
Compound, tubs ----- 8

**Sausages**  
Bologna ----- 13  
Liver ----- 15  
Frankfort ----- 15  
Pork ----- 20  
Veal ----- 19  
Tongue, Jellied ----- 25  
Headcheese ----- 15

**Smoked Meats**  
Hams, Cer. 14-16 lb. @13  
Hams, Cer., Skinned  
16-18 lb. ----- @13  
Ham, dried beef  
Knuckles ----- @25  
California Hams ----- @12½  
Picnic Boiled Hams ----- @16  
Boiled Hams ----- @22  
Minced Hams ----- @14  
Bacon 4/6 Cert. ----- @15

**Beef**  
Boneless, rump ----- @19 00

**Liver**  
Beef ----- 09  
Calf ----- 35  
Pork ----- 05

**RICE**  
Fancy Blue Rose -- 3 50  
Fancy Head ----- 06½

**RUSKS**  
Postma Biscuit Co.  
18 rolls, per case ----- 1 80  
12 rolls, per case ----- 1 20  
12 cartons, per case ----- 2 15  
12 cartons, per case ----- 1 45

**SALERATUS**  
Arm and Hammer 24s 1 50

**SAL SODA**  
Granulated, 60 lbs. cs. 1 35  
Granulated, 18-2½ lb.  
packages ----- 1 10

**COD FISH**  
Peerless, 1 lb. boxes 19  
Old Kent, 1 lb. Pure 27

**HERRING**  
**Holland Herring**  
Mixed, Kegs ----- 78  
Mixed, half bbls. -----  
Mixed, bbls. ----- 89  
Milkers, Kegs -----  
Milkers, half bbls. -----  
Milkers, bbls. -----

**Lake Herring**  
½ Bbl., 100 lbs. -----  
**Mackerel**  
Tubs, 60 Count, fy. fat 6 00  
Pails, 10 lb. Fancy fat 1 50

**White Fish**  
Med. Fancy, 100 lb. 13 00  
Milkers, bbls. ----- 18 50  
K K K K Norway ----- 19 50  
8 lb. pails ----- 1 40  
Cut Lunch ----- 1 50  
Boned, 10 lb. boxes -- 16

**SHOE BLACKENING**  
2 in 1, Paste, doz. ----- 1 30  
E. Z. Combination, dz. 1 30  
Dri-Foot, doz. ----- 2 00  
Bixbys, doz. ----- 1 30  
Shinola, doz. ----- 90

**STOVE POLISH**  
Blackne, per doz. ----- 1 30  
Black Silk Liquid, dz. 1 30  
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  
Rising Sun, per doz. 1 30  
654 Stove Enamel, dz. 2 80  
Vulcanol, No. 10, doz. 1 30  
Stovoil, per doz. ----- 3 00

**SALT**  
F. O. B. Grand Rapids  
Colonial, 24, 2 lb. ----- 95  
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  
Packers Meat, 50 lb. 65  
Cream Rock for ice  
cream, 100 lb., each 85  
Butter Salt, 280 lb. bbl. 4 00  
Block, 50 lb. ----- 40  
Baker Salt, 280 lb. bbl. 3 80  
6, 10 lb., per bale ----- 93  
20, 3 lb., per bale ----- 1 00  
28 lb. bags, Table ----- 40



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

**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  
Snowboy, 12 Large ----- 2 55  
Gold Dust, 12 Large 2 05  
Golden Rod, 24 ----- 4 25  
La Frace Laun., 4 dz. 3 65  
Old Dutch Clean., 4 dz. 3 40  
Octagon, 96s ----- 3 90  
Rinso, 40s ----- 3 20  
Rinso, 24s ----- 5 25  
Rub No More, 100, 10  
oz. ----- 3 85  
Rub No More, 20 Lg.  
Spotless Cleanser, 48,  
20 oz. ----- 3 85  
Sani Flush, 1 doz. ----- 2 25  
Sapolio, 3 doz. ----- 3 15  
Soapine, 100, 12 oz. ----- 6 40  
Snowboy, 100, 10 oz. ----- 4 00  
Speedee, 3 doz. ----- 7 20  
Sunbrite, 50s ----- 2 10  
Wyandotte, 48s ----- 4 75  
Wyandot, Deterg's, 24s 2 75

**SOAP**  
Am. Family, 100 box 5 85  
Crystal White, 100 -- 3 50  
F.B., 60s ----- 2 15  
Fels Naptha, 100 box 5 00  
Flake White, 10 box 2 85  
Grdma White Na. 10s 3 50  
Jap Rose, 100 box ----- 7 40  
Fairly, 100 box ----- 4 00  
Palm Olive, 144 box 9 90  
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  
Grandpa Tar, 50 lge. 3 50  
Trilby Soap, 100, 10c 7 25  
Williams Barber Bar, 9s 50  
Williams Mug, per doz. 48

**SPICES**  
**Whole Spices**  
Allspice, Jamaica ----- @24  
Cloves, Zanzibar ----- @36  
Cassia, Canton ----- @24  
Cassia, 5c pkg., doz. @40  
Ginger, Africa ----- @19  
Mixed, No. 1 ----- @30  
Mixed, 10c pkgs., doz. @65  
Nutmegs, 70@90 ----- @50  
Nutmegs, 105-110 ----- @48  
Pepper, Black ----- @23

**Pure Ground in Bulk**  
Allspice, Jamaica ----- @25  
Cloves, Zanzibar ----- @38  
Cassia, Canton ----- @25  
Ginger, Corkin ----- @27  
Mustard ----- @26  
Mace, Penang ----- @85  
Pepper, Black ----- @25  
Nutmegs ----- @26  
Pepper, White ----- @38  
Pepper, Cayenne ----- @36  
Paprika, Spanish ----- @36

**Seasoning**  
Chili Powder, 1½ oz. ----- 65  
Celery Salt, 3 oz. ----- 95  
Sage, 2 oz. ----- 85  
Onion Salt ----- 1 35  
Garlic ----- 1 35  
Penalty, 3½ oz. ----- 3 25  
Kitchen Bouquet ----- 4 50  
Laurel Leaves ----- 20  
Marjoram, 1 oz. ----- 90  
Savory, 1 oz. ----- 65  
Thyme, 1 oz. ----- 90  
Tumerci, 1½ oz. ----- 65

**STARCH**  
**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. 10 ----- 3 18  
Red Karo, 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 -- 5 50

**Grape Juice**  
Welch, 12 quart case 4 40  
Welch, 12 pint case -- 2 25  
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, each ----- 1 25  
5 Gallon cans, each -- 3 70

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

**TEA**  
**Japan**  
Medium ----- 17  
Choice ----- 21@29  
Fancy ----- 35@38  
No. 1 Nibbs ----- 32

**Gunpowder**  
Choice ----- 40  
Fancy ----- 47

**Ceylon**  
Pekoe, medium ----- 41

**English Breakfast**  
Congou, medium ----- 28  
Congou, Choice ----- 35@36  
Congou, Fancy ----- 42@43

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

**TWINE**  
Cotton, 3 ply cone ----- 25  
Cotton, 3 ply Balls ----- 27

**VINEGAR**  
F. O. B. Grand Rapids  
Cider, 40 Grain ----- 16  
White Wine, 40 grain -- 20  
White Wine, 80 Grain 25

**WICKING**  
No. 9, per gross ----- 80  
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  
Rochester, No. 3, doz. 2 00  
Rayo, per doz. ----- 75

**WOODENWARE**  
**Baskets**  
Bushels, Wide Band,  
wood handles ----- 2 00  
Market, drop handle -- 90  
Market, single handle 95  
Market, extra ----- 1 60  
Splint, large ----- 8 50  
Splint, medium ----- 7 50  
Splint, spe ----- 6 50

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

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

**Traps**  
Mouse, Wood, 4 holes -- 60  
Mouse, wood, 6 holes -- 70  
Mouse, tin, 5 holes ----- 65  
Rat, wood ----- 1 00  
Rat, spring ----- 1 00  
Mouse, spring ----- 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 00  
Double Peerless ----- 8 50  
Single Peerless ----- 7 50  
Northern Queen ----- 5 50  
Universal ----- 7 25

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

**WRAPPING PAPER**  
Fibre, Manila, white -- 05  
No. 1 Fibre ----- 06½  
Butchers D F ----- 05½  
Kraft ----- 04  
Kraft Stripe ----- 04½

**YEAST CAKE**  
Magic, 3 doz. ----- 2 70  
Sunlight, 3 doz. ----- 2 70  
Sunlight, 1½ doz. ----- 1 35  
Yeast Foam, 3 doz. -- 2 70  
Yeast Foam, 1½ doz. 1 35

**YEAST-COMPRESSED**  
Fleischmann, per doz. 30  
Red Star, per doz. ----- 20



## 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. Jenkin.  
Association Business Office, 907 Transportation Bldg., Detroit.

### Coercion By Violence Must Cease.

A stench bomb thrown into a shoe store on a busy Saturday morning certainly spoils business for the day. A window doused with acid in the dead of night certainly damages the glass so that people cannot see the displays. Threats of violence against the owner or the employee certainly do not make for orderly consideration of business.

All three attacks have been tried in the mid-New York City retail district. Prior to the assaults, demands had been made for "organization" of help and payment of a membership fee. There is something malicious and vicious in the sinister situation now confronting the retail shoe stores of New York City.

These threats against orderly and honest store operation must not prevail. First, the merchant, as a citizen, is in no mood for trafficking with vicious criminal rackets.

The temper of the times is for the merchant to stand up in his own boots; to gather together fellow merchants in strong opposition of such tactics. It might have been the line of least resistance several years ago to have given in, and paid the tax to the racketeer because the merchant had so much to lose. But to day, with every business in jeopardy through natural causes, he hasn't the inclination nor the money to go through a sentimental softening process because it was the easiest way out of a damnable difficulty.

If you make any store to-day pay a fee of \$500 and assess each clerk \$1 a week for protection against violence, you are running up against an irate citizen who will demand of his police full protection, and of his craft full co-operation.

This is no day for rackets that live on the softening of the fibers of American manhood. Men are men again, and ready to battle for the right to conduct an honorable business, in an honorable way. They will not pay tribute to violence.

The sabotage of the past few weeks has been an irritant and an interruption—but it has not produced craft cowardice. The police department has supplemented the demands of the citizen merchants and policemen—uniformed and ununiformed—are all over the city, in stores and out of stores—for an example is to be made of the gangsters and thugs who have taken this path to easy and continuous money.

No thinking man has a quarrel with any group of workers who believe sincerely that "in union there is strength," for there may have been recent examples of exploitation of labor in hours and recompense. Such correction must come through co-operation—not coercion. This issue is malicious sabotage, not the misguided action of a union of clerks—but an evident sinister attempt at extortion through underworld forces.

Some sixteen substantial retail organizations selling shoes in New York have organized the Retail Shoe Council. It is a spirited group of vigilantes that is going to see this thing through. They fear that if "racket organization" comes into the retail shoe industry that it will rear its venomous head in other cities as well. The Retail Shoe Council stands in a firm position, buttressed by the best of legal talent and the protection of the police force. It urges every merchant in New York City to stand for the right. It says in no uncertain language that it will fight, fight to the bitter end, no matter how long it takes nor the consequences. Here is the statement:

"To protect themselves and their employees, a group of the larger retailers in the city have formed the Retail Shoe Council. Its purpose is to resist coercion in every form and to protect by every legal means the interests and rights of all retail shoe store owners and employees in this city. Such protection will be given regardless of whether or not the individual store is a member of the Retail Shoe Council, and no effort is being made by the Retail Shoe Council to secure additional memberships. This protection is now available to you without any cost.

"We know that you will be glad to learn that with the vigorous co-operation of the police, arrests have been made and the defendants held in heavy bail for trial in Special Sessions. The Retail Shoe Council will continue its protective action for all shoe retailers in the city of New York and requests that any retailers in the city of New York who feel the need of any assistance in connection with organized violence, or who are approached by solicitors falsely representing themselves as agents of the retail Shoe Council communicate immediately by telephone, mail or in person with either of the Council's legal representatives whose names and addresses appear on this letterhead. Legal advice and assistance in connection with such matters will be rendered by either or both such law firms without charge to the enquirer, and any questions regarding membership in the Council will be answered."

The point at issue is whether "violence" in any form may be made the basis of "tribute" to be paid a "racket." The merchants of America have their eyes on New York as to the ultimate answer.—Boot and Shoe Recorder.

### Proceedings of the Grand Rapids Bankruptcy Court.

(Continued from page 19)

creditors. No objection to bankrupt's U. S. District Court.

Nov. 1. On this day first meeting of creditors in the matter of Mapes-Nebelius Cadillac Co., a corporation Bankrupt No. 5011, was held. Bankrupt present by Glenn E. Mapes and represented by Travis, Merrick, Johnson & McCobb, attorneys. Michigan Trust Co., receiver, present by Charles Bender and J. Beukema. Creditors present in person and represented by Wicks, Fuller & Starr, attorneys, and G. R. Credit Men's Association. Claims proved and allowed or objected to. Glenn E. Mapes sworn and examined before reporter. Fred G. Timmer, Grand Rapids, trustee; bond \$2,000. Meeting adjourned to Nov. 9.

Nov. 2. We have received the reference adjudication in the matter of U. S. Pressed Steel Co., Bankrupt No. 5033. The bankrupt concern has its residence in Kalamazoo. The court has ordered the schedules filed, and upon receipt of

penses of administration as far as funds and hand will permit. No dividend to same the list of creditors, assets and liabilities of said bankrupt will be duly published herein.

In the matter of Ray J. Haas, Bankrupt No. 5042. The sale of assets in this matter has been called for Nov. 16 at the premises formerly occupied by the bankrupt at Vicksburg. The assets consists of a complete hardware stock, fixtures, etc., appraised at \$2,951.86. All interested in such sale should be present at the date and time above stated.

In the matter of Jacob E. Arney, Bankrupt No. 5021, first meeting of creditors was held Nov. 1. Bankrupt present in person and by attorney. No creditors present or represented. Claims proved and allowed. Bankrupt sworn and examined without reporter. M. N. Kennedy, Kalamazoo, trustee; bond \$100. Meeting adjourned no date.

Nov. 2. We have received the schedules, order of reference and adjudication in the matter of George McCullom, Bankrupt No. 5050. The bankrupt is a resident of Muskegon. The schedules of the bankrupt show assets of \$38,926.99, with liabilities listed at \$25,773.81. The sum of \$350 is claimed as exempt to the bankrupt. The list of creditors of said bankrupt is as follows:

|   |           |
|---|-----------|
| City Treasurer, Muskegon                | \$364.30  |
| Wm. Christason, Muskegon                | 27.50     |
| Hakley Union Nat. Bank, Muskegon        | 500.00    |
| Nat. Lumberman's Bank, Muskegon         | 18,000.00 |
| W. D. Allen Mfg. Co., Chicago           | 10.44     |
| Chas. Alexander Co., Grand Rapids       | 48.00     |
| Bishop & Babcock, Cleveland             | 20.08     |
| Bristol Agency, Muskegon                | 56.05     |
| Cooper Welding Co., Muskegon            | 1.00      |
| Chaddock Agency, Muskegon               | 47.20     |
| A. R. Damm Hardware, Muskegon           | .35       |
| Enterprise Brass Works, Muskegon        | 119.35    |
| Fulton Sylphon Co., Knoxville, Tenn.    | .42       |
| Heating & Piping Contr., Muskegon       | 20.00     |
| Heights Chemical Co., Musk. Hts.        | 3.60      |
| J. J. Howden Co., Muskegon              | 354.89    |
| A. J. Hunter Co., Muskegon              | 138.53    |
| Harvey-Cooper Agency, Muskegon          | 14.48     |
| Kellogg, Chicago                        | 72.37     |
| Kimball Co., Muskegon                   | 24.89     |
| Michigan Bkr. & Mcht. Ins. Co., Fremont | 78.86     |
| Milwaukee Lead Works, Milwaukee         | 43.84     |
| Dr. McCall, Muskegon                    | 50.00     |
| N. J. Yonker, Muskegon                  | 7.02      |
| W. E. Dyer Coal Co., Muskegon           | 31.28     |
| Keohler Rubber Co., Cleveland           | 9.05      |
| McAlear Mfg. Co., Chicago               | 29.25     |
| G. V. Panyard Co., Muskegon             | 4.75      |
| Peerless Illinois Co., Chicago          | 98.25     |
| Pierce, Butler & Pierce Co., Chicago    | 158.92    |
| Peerless Heater Co., Bouertown, Pa.     | 3.30      |
| Richardson & Boynton, N. Y.             | 9.80      |
| J. A. Sexauer Mfg. Co., New York        | 50.56     |
| Standard Sanitary Mfg. Co., Chi.        | 3,140.05  |
| Towner Hdw. Co., Muskegon               | 102.62    |
| Wolverine Brass Works, Grand Rap.       | 19.54     |
| Piper Motor Sales Co., Muskegon         | .60       |
| Muskegon Bldg. Mat. Co., Muskegon       | 7.78      |
| R. L. Polk & Co., Detroit               | 10.00     |
| Mrs. Geo. McCullom, Muskegon            | 2,029.35  |

In the matter of Gilbert Sluyter, doing business as Cadillac Hardware Co., Bankrupt No. 4649, final meeting of creditors was held Oct. 7. Trustee present and represented by attorneys. Creditors represented by Grand Rapids Credit Men's Association and Roman F. Gloschski, attorney. Trustee's final report and account approved and allowed. Balance of accounts receivable sold; trustee's interest in certain real estate sold. Bill of attorneys for trustee considered and allowed. Order made for payment of administration expenses and first and final dividend of 25 per cent. No objection to bankrupt's discharge. Meeting adjourned without date and files will be returned in due course.

Nov. 3. We have received the schedules, which have been ordered filed in the matter of Harry Hyman, Bankrupt No. 5028. The bankrupt concern had its residence in Kalamazoo. The schedules of the bankrupt show assets of \$27,346.10,

with liabilities listed at \$37,450.74. The sum of \$950 is claimed as exempt to the bankrupt. The list of creditors of said bankrupt is as follows:

|  |          |
|--|----------|
| City Treasurer, Kalamazoo                        | \$216.26 |
| Finance Service Co., Baltimore, Md.              | 247.90   |
| Aluminum Products Co., La Grange, Ill.           | 24.00    |
| Amer. Body & Cab Co., Dixon, Ill.                | 13.77    |
| Bussey & Briggs Co., Chicago                     | 37.23    |
| Cuyahoga Picture & Lamp Co., Cleveland           | 45.80    |
| Dunbar Furn. Mfg. Co., Berne, Ind.               | 331.65   |
| Durham Mfg. Co., Muncie, Ind.                    | 15.12    |
| Elkhart Bedding Co., Elkhart, Ind.               | 117.18   |
| Haggard & Marcusson, Chicago                     | 114.70   |
| Hekman Furn. Co., Grand Rapids                   | 30.50    |
| August Hausske & Co., Chicago                    | 101.75   |
| Homer Mfg. Co., Berne, Ind.                      | 325.43   |
| Huntington Furn. Lines, Inc., Huntington, W. Va. | 181.82   |
| Indianapolis Chair & Furn. Co., Aurora, Ind.     | 60.00    |
| Kalamazoo Stove Co., Kalamazoo                   | 1,629.05 |
| W. J. Kearns Mirror Co., Chicago                 | 34.55    |
| Kompass & Stoll Co., Niles                       | 102.35   |
| Lloyd Mfg. Co., Menominee                        | 297.81   |
| Luce Furn. Co., Grand Rapids                     | 161.16   |
| Lydon-Bricher Mfg. Co., St. Paul                 | 8.60     |
| Lake City Carving & Mfg. Co., Jamestown, N. Y.   | 24.45    |
| L. L. Met Furn. Co., Chicago                     | 30.00    |
| Michigan Bedding Co., Detroit                    | 272.40   |
| Murphy Chair Co., Owensboro, Ky.                 | 14.10    |
| Mutschler Bros. Co., Nappanee, Ind.              | 21.85    |
| Penn Table Co., Huntington, W. Va.               | 79.43    |
| Russell & Russell, South Bend                    | 112.13   |
| Simmons Co., Chicago                             | 89.50    |
| Statesville Furn. Co., Statesville, N. C.        | 102.75   |
| Thomasville Chair Co., Thomasville, N. C.        | 1.00     |
| Jos. Turk Mfg. Co., Bradley                      | 26.40    |
| Wisconsin Refrigerator Co., Eau Claire, Wis.     | 350.00   |
| Yeakey Scripps, Inc., Grand Rapids               | 91.53    |
| Youngsville Mfg. Co., Youngsville, Pa.           | 77.74    |
| Ypsilanti Reed Furn. Co., Ionia                  | 118.00   |
| Wtn. Bockelman, Kalamazoo                        | 52.45    |
| Burroughs Adding Machine Co., Kalamazoo          | 4.45     |
| Kalamazoo Industrial Bank, Kala.                 | 35.00    |
| W. C. Dennes Oil Co., Kalamazoo                  | 23.10    |
| C. H. Garrett Agency, Kalamazoo                  | 50.90    |
| C. W. Harshue, Kalamazoo                         | 66.00    |
| C. H. Garrett Agency, Kalamazoo                  | 50.53    |
| Hinckley & Cornell, Kalamazoo                    | 23.40    |
| Kal. Awning & Tent Co., Kalamazoo                | 26.00    |
| Gazette, Kalamazoo                               | 1,921.84 |
| J. B. Keyes, Kalamazoo                           | 11.70    |
| L. R. Klose Elec. Co., Kalamazoo                 | 4.32     |
| Loyal Order of Moose, Kalamazoo                  | 2,916.50 |
| Parchment News, Kalamazoo                        | 10.00    |
| W. H. Pendleton, Kalamazoo                       | 46.80    |
| Standard Oil Co., Grand Rapids                   | 16.14    |
| Star Sanitary Bag Co., Chicago                   | 18.81    |
| Mrs. E. Hyman, Kalamazoo                         | 1,672.50 |
| Louis Hyman, Chicago                             | 1,195.00 |
| Phil Hyman, Chicago                              | 1,195.00 |
| Louis & Phil Hyman, Chicago                      | 1,593.34 |
| Dr. Rosenberg, Chicago                           | 3,186.66 |
| M. Redmond, Kalamazoo                            | 9,920.00 |
| Helen Hanenberg or Betty Oliver, Kalamazoo       | 1,011.65 |
| Bank of Kalamazoo, Kalamazoo                     | 125.00   |
| First National Bank & Trust Co., Kalamazoo       | 6,831.74 |
| Indus. Finance Co., Kalamazoo                    | 234.00   |

In the matter of Warsaw Hotel, Bankrupt No. 5044. The first meeting of creditors has been called for Nov. 18.

In the matter of J. Homer Topliff, Bankrupt No. 5043. The first meeting of creditors has been called for Nov. 18.

In the matter of Homer P. Morley, Bankrupt No. 5047. The first meeting of creditors has been called for Nov. 18.

In the matter of Fred J. Barnaby, Bankrupt No. 5049. The first meeting of creditors has been called for Nov. 21.

In the matter of Alexander F. Zellinger, Bankrupt No. 5038. The first meeting of creditors has been called for Nov. 21.

In the matter of Irving Tevalof, Bankrupt No. 5046. The first meeting of creditors has been called for Nov. 21.

**P**ositive 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)

reprehensible, in which conclusion I am in hearty accord.

Right now certain interests in Muskegon are condemning the Grand Rapids Association of Commerce because it opposes the establishment of a competing boat line between Muskegon and Milwaukee. This action is due to the fact that there is not enough business for two boats and that competitive conditions will necessarily result in the abandonment of boat service altogether. This fact was brought out very clearly by J. C. Beukema, Secretary of the Muskegon Chamber of Commerce in his recent testimony before the Interstate Commerce Commission, as follows:

"There would not be sufficient business to warrant another boat operating on either package freight or tourist business." (Official transcript page 260).

Acting on this assurance of the official spokesman of the Muskegon business men, the Grand Rapids Association of Commerce joined hands with the Muskegon Chamber of Commerce in opposing the establishment of destructive competition, which would result ruinously to all concerned. Now the executive officer of the Muskegon organization reverses himself and proceeds to condemn the Grand Rapids organization for interfering with the rights of Muskegon. This is neither fair nor generous. It is not the kind of treatment any city should hand out to a friendly community. I hold no brief for the Grand Rapids organization—in fact, refused to contribute to its support during the reckless and reprehensible regime of Secretary Bierce—but I know fair play when I see it and I condemn the absence of fair play, no matter who may be the aggressor.

I love Muskegon and have given her more publicity in the Tradesman than Grand Rapids or any other city. That is why I dislike to see her resort to measures which are not in accord with the spirit of progressiveness and the principles of fair play E. A. Stowe.

## When On Your Way, See Onaway.

Onaway, Nov. 1—It lacks just one week of being a year since we visited that beautiful spot on Black River known as "Dead Man's Bend"; that was on Nov. 8, 1931, a day very unusual, it being almost like summer, although in November.

To-day, Nov. 1, we awaken to find the first thin layer of ice over the rain barrel and a few snow flakes in the air, although this is not our first snow.

What do we care? It is a sign of advancing age to complain of a little cold snap. Neither does it interfere with our plans for the day or prevent us from stacking the food and equipment on the porch, pending the arrival of our good friends, Mr. and Mrs. Al. Stoughton, from Hongore Bay, on Black Lake, who appear at the appointed hour.

We are off and even the little doggie occupies a prominent look-out position for a run on a rabbit runway and a sniff of the whirring partridges along the way. The same old historic Black River previously mentioned is the objective point; that scenic territory where nature reigns and the

nature lover is always welcome. Upon arrival the old river splashes its greetings as it seems to sparkle with delight over the ripples and gliding gracefully around the bends, now and then drawing a drooping branch from some over-hanging tree to kiss the stream and wish it a pleasant journey on its way to the lake. In the shelter of the dense evergreens, protected from that chilly wind, the sun breaks through the storm clouds and all is glory again.

Look aloft! The decorations have already been prepared; with the most exquisite taste the draperies of bittersweet vines encircling the pure white birches where at the extreme top a canopy of brilliant red berries waver and twinkle in the bright sun, bidding us to join in the sights from "up high" and defying us to reach them.

Not necessary, however, not only the birches, but the cedars and the poplars are bound and fairly choked to death in a grip of vines, some of many strands nearly as large as your waist. Big branches containing many berries are easy to reach and now and then a poplar, freshly cut by the active and energetic little beaver, furnishes a vine of the berries which will decorate our rooms during the cold winter months. Bittersweet, the woody night-shade, is becoming very popular just now and is being sought by many. It eventually becomes an enemy to many a beautiful tree which is unable to withstand that severe binding and constantly choking grip. Thanks to the friendly little beaver, who kindly assisted us by felling the tree, which, by the way, was one that measured about eight inches in diameter and accidentally lodged between other trees, defeating the little fellow's purpose in cutting into lengths suitable for his business. He may have been a young beaver just entering the lumbering business, and not sufficiently experienced to judge which way the tree was going to fall. I took a picture of this catastrophe, just to prove that everything is not absolutely perfect and even a beaver can make a mistake although his reputation as a lumberman and an artist in woodcraft is seldom criticized.

On the other hand, a short distance away was another tree, still larger than the one above mentioned, which was cut nearly off about a foot above the ground, but evidently the workman who started that job discovered an error in his calculations or his pa came along in time to prevent the blunder, so the lower cut was abandoned about the time the tree would have fallen and a second cut several inches above the first one completed the job and evidently placed the tree in a proper location; nothing but the stump remained, the branches having been nicely trimmed and the trunk cut up and drawn down the slide into the river.

The quietness and the solitude of the woods and the seeming stillness would indicate that not a living thing was in existence, but while taking my pictures the inquisitive little chic-a-dee gracefully makes his appearance almost within reach and commences to gyrate and perform his gymnastics as much as much as to say, "I have been expecting you; see how supple I am, watch me go around this limb." The little sweetheart seemed to know that I thought him the cutest thing that ever was with his chic-a-dee, chic-a-dee dee-dee.

Would it appear out of place to say that the fresh green leaves of the trailing arbutus are now in their prime? Covered as they are with the fallen leaves and nicely mulched for the winter. We, of course, picked no blossoms, but did gather a nice bouquet of plants and all budded for the spring opening. Many do not understand that arbutus buds in the fall; they are just in their prime now. Add to this the deep green vines of the deer-horn moss, the stately little tree-pine tipped with its freshly formed cone-like top,

these mingled with sprays of winter-green plants and berries make a bouquet for fall and winter and to admire long after the bouquets of summer have faded from sight and memory.

Let us not forget the holly—Michigan holly I mean—perhaps better known as black laurel. Just now the bushes are loaded with these bright-red berries and make fit companions for the bittersweet.

Michigan surely does produce all that is required to make the world beautiful and still more beautiful.

On the way to Onaway we stopped at Stoughton Beach, on Hongore Bay, where the "chef" had prepared a meal, a real meal such as the Stoughton resort knows how to prepare—a game dinner. Did you ever eat one after a day's outing in the open, when the October crispness honed and stropped your appetite to a keen cutting edge? There are many kinds of meals; there are many kinds of appetites to match, some producing good results, some bad, but the one we enjoyed to-day was a life preserver; a built-in properly constructed meal proportioned for self-preservation, conforming absolutely to specifications and the requirements of a real, made to order, air conditioned, hungry man.

Come to Michigan. Come to Northern Michigan. The fun has only started. Deer tracks made by real deer court your arrival. But be human. Play the game right. Give the game an even chance. Be a real sport. We welcome you. Squire Signal.

Onaway, Nov. 8—Thirty years seems like a long time, doesn't it? And yet it has been thirty years since I last visited the spot which is my subject. Such a change. Thirty years ago when Fred Rauhut, now with the Elliott Grocer Co., of Lansing, I believe—was manager of the Onaway Mercantile Co., this tract of land that I visited to-day was a dense forest for miles. At that time a railroad, known as the Cleveland branch, a branch of the D. & M. railroad, ran from Tower a few miles West of Onaway, up into the lumbering district of the Cleveland Lumber Co. Through this tract of timber ran the waters of the Upper Black river, a stream noted for its lumbering operations, also as a most wonderful trout stream. It was customary for Fred Rauhut, who had quite a reputation as a trout fisherman, to take the train running up to the end of the Cleveland branch, build a raft with logs and ties and float down stream several miles to the landing known as the Wortenee landing, the place I visited to-day. There I would meet Fred with a team and a six mile drive would bring us into Onaway.

What a change in the country since then! The big trees have long since disappeared; then followed the big fires, leaving a blackened waste for a number of years, and that was why I had no desire to see that part of the country until to-day. But things move in cycles and it is not such a bad world after all. Thanks to the conservation department and fire protection this land has again become a land of beauty; hundreds of acres of pure white birches, that cleanest of all woods, makes such a beautiful picture—the tree that is first to attract the tourist who is not fortunate in having such trees on his territory. There seems to be something sacred about a white birch tree. Evergreens have made a rapid growth, contrasting with the birches and then the poplars, the fastest growing of all, furnish food for the colonies of beaver along the river.

The clear sparkling waters of the same old Black river continue to flow gracefully around the bends, at times smoothly along the flats, then rushing over the rapids at the foot of steep banks where at one time thousands of logs formed the big railways.

Now and then a clubhouse will be found nestled among the evergreens,

for the old river still keeps up its reputation as a favorite trout stream. This part of the world has again become a very pretty place, having emerged from reckless and disgraceful lumbering operations and the ravages of fire. The lumbering business here to-day is being performed by the busy little beavers and poplars are the main product. The trees are decorated with bittersweet vines and berries which grow abundantly. Wild grape vines enter into the picture and earlier in the season the high bush cranberries contribute to the scene completing the decorations and forming a perfect setting for such a land of beauty. Having recovered from our disrespect for a once deserted wilderness we will probably look forward to our next visit with pleasure. The place has redeemed itself and is open for inspection for the remainder of the world.

"Come and see us" is the call.  
Squire Signal.

## Handbag Re-orders Continue Good.

Re-orders on handbags have been consistently good throughout the season thus far and the indications are that holiday buying will be of substantial proportions in the period directly ahead. One of the gratifying things about Fall business, according to both manufacturers and retailers, is the unexpected emphasis which developed on better lines, notably those retailing up to \$4.95. Many stores have found they could sell bags at the higher level, without neglecting the volume possibilities in \$1 and \$1.95 lines. Leather bags have led in the demand, with fabric bags now getting somewhat of a play for formal wear.

Many an ill is cured by prefixing it with a "w."

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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.

EXPERIENCED manufacturer owning well established business desires connection with younger man who can gradually assume charge. Prefer man mechanically inclined. Investment \$5,000. Splendid opportunity for right man. Box 229, Fostoria, Ohio. 549



## OUT OF THE RUT.

### Some Things We Must Reverse Without Delay.

The great central plant wherein is generated the power that makes the wheels of business go round and which brings happiness and contentment to every fireside is the energy known as "buying power." Like the invisible electricity which flashes over the wires, illuminating the homes, turning the spindles of industry and serving mankind in a myriad of ways, thus does the energy of buying power light up the life of every individual as it supplies his daily needs.

"Buying power" is somewhat a new modern phrase. Little was it used until the severity of the present economic depression came. As unemployment increased and savings reserves gave out adding more to the millions made destitute, we realized the full significance of what "buying power" means.

Business began to see there is a limitation to the volume and profit of doing business, unless something can be done to restore and preserve employment for the people.

The volume of merchandise and food supplies is so complete we cannot conceive it possible to have a shortage. With our millions of acres of fertile lands, rich mines and timber supply and great factories and mills, we can produce in abundance far beyond what the people are able to buy. The production end of our material needs are assured. Now we should turn our whole attention to the cause of our troubles and locate the obstacles which block the stream of business intercourse and remove it. No one should be more interested in removing the cause of business stagnation than business men and women. They should take the lead in getting idle men and women back to work.

Business can usually be expanded through the power of judicious advertising. The results, however, depend upon the ability of the people to buy. No kind or amount of advertising can succeed unless there is money available. The time is here when business must seek new and broader fields which have not yet been tilled. The great economic depression through which we are passing is creating a new viewpoint to business. It is time that business men see it is unwise to "kill the goose which lays the golden eggs." It is not difficult to see that business can prosper only as those who sustain it prosper and here is where the personal or human touch comes in. There must be injected into business more humanitarianism.

Business is simply an exchange made by two or more individuals. It is a mutual exchange in which each supplies some need of the other. To preserve this privilege is vital to both seller and buyer. When we examine the present unemployment situation in this country, also the billions in loans made necessary for the relief of the unemployed, it reveals the enormous loss of buying power from those out of work, also we see the tax burden made heavier through the increase in public debt. Taking it for granted this loss is made clear, let us consider

what business can do to help itself and those out of work. The foundation of business is the mutual relation between the seller and buyer. If the personal equation can be injected into this relation business can be made more secure. The man who is without a job or money can do little.

Business will have to take the lead and lift unemployment out of the rut. This cannot be done in a day and possibly not in a year or more. There is no doubt but this can be accomplished in a reasonable time. Governmental reforms and the observance of economic law will be necessary as part of the plan. Our laws and the manner in which they are administered has much to do with our recovery. The money situation is a prime factor because it is the medium of exchange needed to serve both the seller and buyer. It is evident our Government is tied up to the international bankers by money control. The "power to coin money and to regulate the value thereof," must be made strictly a free government function administered in the interests of all of the people.

Upon our statute books are to be found many special privilege laws which should be repealed. These evils, together with the control of our monetary system, is evidence of the power of selfishness and greed, which is at the bottom of our National distress. The people have been exploited until buying power has been seriously crippled and which, in turn, has thrown thousands of business men and women into bankruptcy. First aid to business must come through repeal and amendments of laws having a direct bearing upon commercial activity. The Government must be made so to function that the sole power of supplying business with the volume of money it needs will not be restricted by Wall street interests. Our export trade must be restored through mutual negotiations with foreign countries through reciprocity treaties. Political prejudice has done much to restrict business. Party politics has often proved a curse to business progress. It is time that business should consider its own welfare first, rather than that of political leaders and parties.

Recurring panics and depressions hang over business as a cloud of fear and dread. Now is the time for earnest thinking. Our future prosperity and happiness rests entirely upon an intelligent understanding and a desire to act. In no way can business become better fortified than by co-operating with the buyer to build and sustain buying power. Business must take an enlarged interest in the success and welfare of the buyer upon whom it depends. First, comes a job at a living wage. Second, is the judicious use of the money earned. We all know that even in times of plenty a large percentage of the people spend as they earn, also that many go into debt. They make no provision for future needs. When their jobs stop they are broke. If unemployment continues they become dependent. While thousands of worthy people saved and also made good use of their earning, long continued unemployment forced them to ask for welfare aid. However, this class of people are but a

small percentage of the millions of unemployed.

It is a matter of grave concern to business as to how people spend their money—whether they are spending as fast as they earn or saving a part of their income. It is a shortsighted business practice to urge buyers to spend all they earn. The more thrifty people are in any community the more secure are the various lines of business which serve it. The problem of future business men and women is to help make every youth a thrifty and useful citizen. This calls for a broader educational system which will teach thrift and economical living. Little attention has been given by business to the general welfare of the great mass of people who depend upon a daily wage, also little has been done to teach the youths of our country to save.

Some homes have provided this training, but so many have not that the thoughtless spender becomes a menace and burden upon society soon after his job stops. This soon develops into a menace to business. Business, like the individual citizen, has its responsibilities to the society we have and its progress and advancement. Business, as an institution, is so dependent upon the welfare of the mass of the people, it cannot afford to ignore their proper training. Home training of youth is optional with the parents, many of whom sadly neglect their duty toward the child. It is this neglected child who is so often found later within the criminal and dependent class. The training in our public schools is made compulsory by law, so here is the only place to save the neglected child and guide it to worthy citizenship.

It may look to some that it is entirely out of the realm of business to become concerned in the habits and training of youth, but there is much evidence at hand to show that our educational processes must reach every child, in order to insure future business safety. We can see the need of more paternalism in government. The future strength and welfare of our National life depends upon the type of citizenship we have. We have been intensely interested in our material development, which has reached a high plane of efficiency, but we have been neglecting human efficiency to know how to make the best use of our opportunities. The human equation should come first. The welfare of man should be placed above the dollar.

There is no effort or expenditure business could make that will pay so large and sure returns as backing an educational movement for a broader training of youth in our public schools. This broader training should be followed up after the child leaves school, should it tend to become a spendthrift or enter into crime. Proper supervision at this time would save thousands of youths who otherwise will later become lifelong burdens upon society. Here is where "an ounce of prevention is worth a pound of cure." Business cannot afford to lose the buying power which would develop from every youth, if rightly guided. Its efforts would not only return a cash dividend, but it would save the hap-

piness and guard the welfare of those it directed. These suggestions may be somewhat idealistic, but not at all impractical. It would make this a great and happy Nation. Crime and prison population would be reduced to a minimum. Taxation would cease to be a burden. Poverty would gradually grow less. The increased buying power of the people would permit each to own a home and build a reserve to guard against sickness, accidents and eventual old age. The standard of American living would gradually mount higher and American business would enter upon an era of prosperity never before known.

E. B. Stebbins.

### Glove Demand Reported Active.

The volume of women's glove orders for immediate and holiday selling has now gained further headway, following the slight easing up caused by unseasonable weather during the last half of October. A tight situation with respect to deliveries prevails, particularly with respect to imported kidskin gloves. Supplies in the market are light, owing to the caution of importers in bringing over merchandise. The peak seasonal and holiday demand, it was predicted yesterday, will see a shortage of quick delivery goods. The novelty slipon in black and the new browns, dominates.

### Good Orders For Table Glassware.

The movement of table glassware from factories to merchandising outlets continues to be in large volume and probably larger than shipments averaged in the six months prior to Oct. 1. Orders for holiday selling are starting to come in, but requests for prompt delivery continue to predominate. The demand for plate glass has picked up nicely. Automobile manufacturers are more active in the market than they have for six months or so. Mirror makers are buying rather steadily, although on a somewhat reduced scale. Window glass shipments are being made at a fairly good rate.

### Holiday Accessory Volume Gains.

Orders for accessories showed a marked increase during the latter part of last week. Lingerie in the medium and better price ranges figured prominently, with buying offices urging the placing of as much of this business as possible before Dec. 1. Calls for handbags to retail up to \$10 were numerous. The low price points, however, continued to be emphasized in hosiery. Bracelets, earrings and scarfpins showed gains in novel jewelry. Many stores are planning for an active trade in children's accessories, particularly bags, jewelry, scarf sets and gloves.

Ice cream is reaching the retailer in a new form—a package which fits his old cabinet and contains a dozen individual servings in paper-wrapped cylinders. Wrappings peel off easily; use of scoops and container cans is eliminated.

"Laying batteries," tiers of individual metal coops in which hens are permanently caged, are being offered poultrymen. Eggs are delivered from the cages automatically as soon as they are laid.



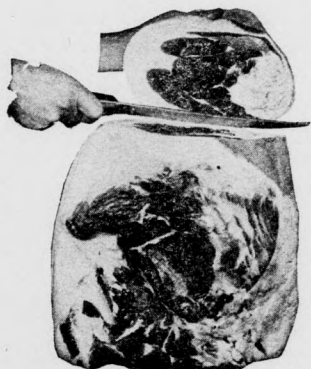
# MODERN CUTS OF PORK

This is the fifth of a series of articles presenting modern methods of cutting pork which are being introduced by the National Live Stock and Meat Board.—Editor's Note.

## CUTS FROM THE FRESH SKINNED HAM

In the two preceding articles methods were given for making a fresh skinned ham into one and two rolls.

This article shows how ham roll No. 1 is made. The next installment will present ham roll numbers 2 and 3.



Art. V—Cut 2

1. Remove the hock at the stifle joint. (The hock may be left on if desired.)

## THREE ROLLS FROM ONE FRESH SKINNED HAM

Heavy fresh skinned hams, such as the one pictured at the right, may be utilized to advantage by making them into three rolls.

### Preliminary Steps in Making a Ham Into Three Rolls

The ham is prepared in the following way preliminary to making it into three rolls as pictured at the left.



Art. V—Cut 1

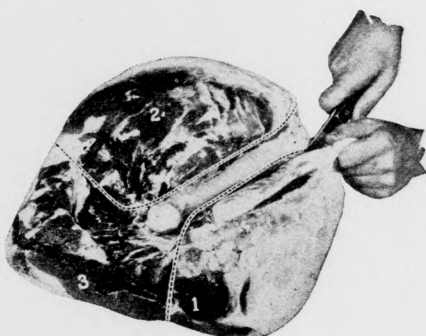
### Ham Roll No. 1

The knuckle side of the ham (cut No. 1) is used to make Ham Roll No. 1.



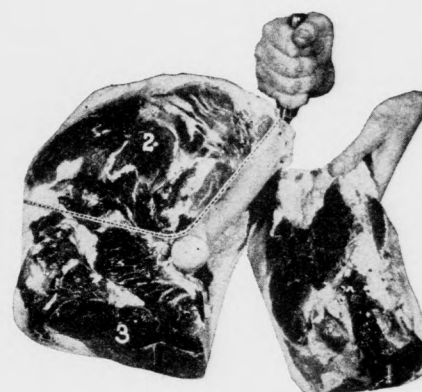
Art. V—Cut 3

2. Remove the aitch (butt) bone.



Art. V—Cut 5

1. Cut down to leg bone from the top side of the ham. Cut No. 1 is the knuckle. No. 2 is the face or inside. No. 3 is the outside cut.



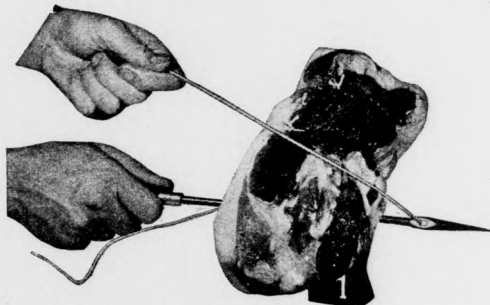
Art. V—Cut 6

2. Remove the knuckle side of the ham by continuing the cut under the leg bone.



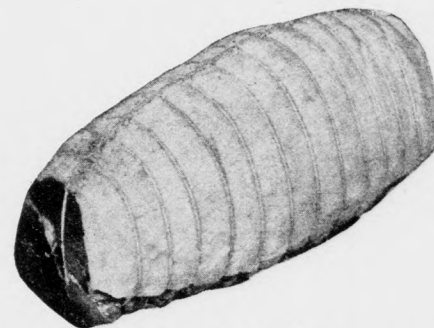
Art. V—Cut 4

3. Remove the skin, or collar, from the shank end of the ham.



Art. V—Cut 7

3. Place three or four stitches in the cut to hold it in shape while the string is being wrapped around the outside.



Art. 5—Cut 8

4. The completed Ham Roll No. 1.

(End of Article V)



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label and in the advertising as it is in

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