



## Independence Day is Really July 2.

ON MAY 10, 1776, the Continental Congress declared that every species of British authority over the Colonies should be suppressed. But New York, Pennsylvania, Maryland, Delaware and New Jersey refused to make a definite declaration of independence at that time. It was not until July 2 that these five colonies were ready to take that step. On that date the resolution was passed declaring the colonies free and independent. However, it was not until 2 p. m., July 4, that the final draft of the declaration by Jefferson, as revised by Adams and Franklin, was ready. It was adopted by twelve votes, New York holding back from the final step. Congress did not order this action engrossed until July 19, and it was not signed until August 2. The names of the signers were kept secret for six months.

The ink of the official engrossed copy of the Declaration has practically all faded out, leaving nothing but the blank parchment. The original draft by Jefferson, however, is still in good condition.



# The Search for a Secret

A TRAVELER from abroad came to America to discover the secret of its greatness. Naturally he went first to Washington. There he viewed the magnificent Capitol and the other splendid structures housing the various Government departments; sat in the visitor's gallery and witnessed the deliberations of Congress; visited the Supreme Court and saw the robed Justices weighing causes affecting the destinies of millions.

Surely, thought the visitor, in these orderly processes of Law and Government is the secret of the Nation's greatness.

But an inner voice said: "You must seek farther."

Then he studied the military and naval establishments of the Nation and its vast industrial resources readily convertible to purposes of defense, and said: "Now I understand why America is great."

"Nay," said the voice, "not in armed might is the nation's greatness."

Then the visitor still seeking, visited the centers of learning, and saw the great universities and colleges thronged with ambitious youth.

"Ah," he said, "in America's wonderful educational system, offering unlimited opportunities for every boy and girl, is the secret I seek." But again came the voice, "You must look still farther."

And so the search went on, in the great cities throbbing with trade and industry, and through the vast stretches of fertile farm lands, but neither in the wealth of the cities nor in the peace and plenty of the country was the secret discovered.

At last, wearied with his long quest, the traveler came at eventide to a newly built cottage on a quiet street. Before it stretched a lawn just beginning to give promise of the velvet greenness of the months to come. Shrubbery and flowers imparted their charm and color to the environment. A stalwart young man came swinging up the street, his step quickening and his eye brightening as he approached the gate. At the cottage door appeared a woman's smiling face, while little feet pattered swiftly down the walk. With eager cry and happy hugs the children greet their father, and all pass together through the door into the home, where love and peace and comfort hold sway.

The traveler smiled and said: "Now I know that the secret of America's greatness is in its millions of happy homes."

And the attending voice said: "You have judged rightly, and your search is ended."

The home is the great school of patriotism. Here are early implanted those ideals of fair play, justice and regard for the common welfare that in their wider application make a Nation truly great. Thus the home is the foundation of citizenship. Love of home and love of country — one and indivisible.



# MICHIGAN TRADESMAN

Fiftieth Year

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1933

Number 2597

## MICHIGAN TRADESMAN

E. A. Stowe, Editor

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JAMES M. GOLDING  
Detroit Representative  
507 Kerr Bldg.

### State Tax Administration Board

Lansing, June 26. The above title to this paragraph is another name for the newly-enacted Retail Sales Tax. The law passed both houses of the Legislature during the last week of the session. You have been kept informed so far as possible regarding the provisions of the new law and we are now able to send the complete enactment.

Carefully preserve this copy. It will be as useful to you as the multiplication table. You cannot afford to let it get into the wastebasket. We do not comment on the law to any great extent. We are more interested in getting it into your hands.

Between 75 and 100 representatives of mercantile organizations were in conference in Lansing one day last week. It is not necessary to enumerate their names. The dry goods interests were ably represented by men from Flint, Grand Rapids, Kalamazoo, Battle Creek, Muskegon, Jackson, Lansing and Ithaca.

The regulations which will be promulgated by this State Board will be the subject of a later bulletin. The conference here resulted in more of a school of instruction than in any definite plan of operation. Several plans were proposed with the idea that merchants organizations will, if possible, unite in a plan to pass the tax on to the customer. The so-called Detroit plan received the largest number of votes.

This does not mean that the state board will approve of any plan. The idea being that a plan should be proposed which will not meet official disapproval. The Detroit plan is, in my opinion, the most equitable, as it is based on a mathematical or average division of the tax on a dollar of sales. Briefly it is as follows:

Up to 17c-----0c  
17c to 49c (average 33c)---1c  
50c to 83c (average 66½c)---2c  
84c to \$1.16 (average \$1)---3c  
Each additional 33c bracket

-----1c additional  
Hon. James E. Mogan of Escanaba, who since Jan. 1 has been Deputy Auditor General, will be the Administrative Officer of this Board, which is as follows:

Frank D. Fitzgerald, Secretary of State.

John K. Stack, Auditor General.

Theodore I. Fry, State Treasurer.

James E. Mogan, Executive Officer.

The first duty of the Board will be to communicate with the thousands of merchants in Michigan, informing them of the necessity of securing a license to do business under this law. As the law goes into effect on July 1, some lively work will be required during the next few days. The administration of this law is in the hands of honorable men. We should work loyally with them for the interests of our state.

Jason T. Hammond,  
Mgr. Mich. Retail Dry Goods Ass'n.

### Important to Grocers Selling Oleo

Detroit, June 27. This office wishes to call your attention to the copy of letter dated May 17, 1933, mailed you by this office under date of June 13, 1933, relative to the last sentence stating, "The special tax must, therefore, be paid by any dealer selling such products (vegetable oil and animal fats) during any period commencing July 1, 1933," in the second paragraph.

This office would greatly appreciate if you would print in your journal a statement to the fact that it is necessary for a retail dealer selling vegetable oil products for the period commencing with July 1, 1933 to re-register and pay tax as an amendment was made to the Oleomargarine Act covering this product along with any product containing animal fat.

You are advised that so many of the retail dealers are under the impression that due to the refund of tax which they are permitted to file if they handled nothing but vegetable oil products for the periods now ending June 30, 1929 and June 30, 1930, that they are exempt from tax. This is not so, and any information that you might print informing such dealers, will be greatly appreciated by this office.

Fred L. Woodworth, Collector.

### Grocers Given Aid of City on Marketing Plan

Petoskey retail food markets, farmers and gardeners are going to receive all the protection possible from out-of-the-region truckers who purchase supplies of vegetables and fruits for sale on Petoskey streets and markets. This was decided upon at a conference of retail grocers and the Petoskey City Council last evening.

Theodore Bathke, president of the local Retail Grocers and Meat Dealers association, was spokesman for the group attending the council meeting. He made a plea that the Petoskey city market be reserved for use of Emmet, Charlevoix and Cheboygan farmers who raise and sell their own produce. He also asked for protection of local merchants and Northern growers against the usual influx of truckers bringing fruit, melons, etc., for sale on the downtown streets and from house to house in the residential district.

Wilson J. McDonald, secretary of the Chamber of Commerce, present at the meeting, was asked to secure for study by the Council ordinances covering these points, reported in operation at Sault Ste. Marie, Charlevoix, Traverse City, Cadillac, and other cities of Northwestern Michigan.

The Council will request the Petoskey Board of Education which holds the lease to the ground on which the city market is located, to post there at once, notice reserving the market for growers of Emmet, Charlevoix and Cheboygan counties. It was said, under the lease the Board of Education could properly take this action as the property was in the nature of a privately controlled location and not controlled by the city.

City Manager Mitchell reported that his department and the city police department had given aid halting, wherever possible, use of the streets for truckers bringing in loads of produce for sale. Attention of the grocers present was called to the Michigan state law which provides that farmers and gardeners, fruit and other growers of food stuff may sell their own home raised produce from store to store or house to house without city license.

The local business men were informed that any complaints of violation of the city peddling regulations should be reported promptly to the city manager and police.

Ralph Ford, of the firm of Comstock & Ford, West side grocers, called the attention of the City Council to the need for early action in the war on rag weed. He was informed that this matter was being pushed by both the Council and Chamber of Commerce. City Manager Mitchell in his statement said that a search of the city for ragweed would start July 1 and a campaign conducted to free the entire city of this weed, so disliked by

the hay fever colony. Secretary McDonald of the Chamber of Commerce stated that the Board of Supervisors also had taken action looking toward elimination of any rag weed along the highways in Emmet county.—Petoskey Evening News.

### Each Day

Each day, the rails of our great transportation systems are being worn down by the thousands of trains that are thundering in all directions.

Each day, the motors of millions of automobiles that are speeding along our highways and by-ways are becoming worn down and out and approaching obsolescence.

Each day, the sun and wind and rain and snow are beating upon our roofs and causing deterioration and decay.

Each day, the pots and pans and kettles and things under those roofs are falling prey to the ever-active tyrant—Wear.

Each day, the coats and suits and stockings and shoes of 120,000,000 restless people are falling upon evil days.

Each day, new babies are being born to be fed and clothed and cared for and educated up to their three score and ten years of existence.

Each day, the requirements of our people are getting heavier and the vacuum of replacement greater.

Each day we are nearer the beginning of a great and overwhelming industrial activity.

Everett B. Terhune.

### The New Tax Bill

All indications lead to the belief that Governor Comstock will sign the chain store tax bill. The measure is aimed to place the chains on a more competitive position with the independents because of the concessions in price they receive from manufacturers who refuse to permit independents to participate in the cuts, subterfuges and gratuities granted the grasping chains. Of course, the chains present a long array of statements to the effect that the proposed enactment is class legislation, but it must be remembered that the Supreme Court of the United States has held that class legislation is justified in dealing with chain stores, because they hold themselves above the law and undertake to conduct their business in defiance of all the rules of right, justice and fair play. If Governor Comstock refuses to act in line with the promulgations of the highest judicial authority of the land he will find himself consigned to political oblivion and the deminution howlows.

Full 100 horsepower is built into a new motor of less than a foot diameter. It's designed to drive direct-mounted cutting tools whose diameter and speed must be held to a minimum.

Depression develops doers.





### Lines of Interest to Grand Rapids Council

Although the sun had hidden his face and rain threatened to dampen the ardor of any who might venture forth from shelter, thirty gaily decorated cars loaded with the precious freight of U.C.T.s, their families and friends formed a long parade which wended its way out of the city at 1:30 Saturday afternoon for Townsend Park, where over one hundred and fifty of the above met for one of the largest attended picnics in the history of the Council. With blaring horns and yells of delight, the cavalcade approached and circled through the section of the park which had been selected by the committee as the meeting place for the picnickers. The beautiful and well shaded park was soon teeming with the merry crowd as they piled high the tables with food which would disappear later into the hungry maws of those who had carefully prepared it. The first thing that appeared as a part of an elaborate program was a deluge of giant ice cream cones. One could glance in any direction and behold adult and child indulged in the happy pastime of devouring one of the popular delicacies. At 3:15 the program of sports was started in a natural amphitheatre lying along the banks of Bear Creek which threads its way through the park. Sack races, foot races, ball throwing, nail driving and needle threading contests were pulled off that furnished thrills galore. The ladies entered into the spirit of the games with as much fervor as the men or kids. One of the thrilling events of the afternoon was the contest where the ladies removed their shoes and had them thrown into one pile and the men turned loose upon them to secure mated shoes to return to the proper owner and put them on her feet. The first one returning the mated shoes to the proper owner and placing them on the lady's feet was declared winner. The scrambled mass that hit that pile of shoes would shame the most determined foot ball eleven that ever piled up on a gridiron. There were no casualties but many grass stains appeared on the white trousers and knickers after the mass untangled. At 4:30 the real serious part of the program was started when the Spiders and the Flies crossed bats on the ball diamond. The horrid, hairy Spiders, always a menace to the poor little Flies, lived up to their reputations and devoured the little victims after first entangling them in their silken web. Dead as the Flies may have died, many strands of the intricate patterned web were broken before the final struggles of the victims ceased. It would take pages to adequately describe the battle, so will give but a few of the high lights of the terrific struggle. Bib Groom, the umpire, was accused by the losers of accepting money from the winners. The evidence was purely circumstantial so we hesitate to make any comments. Tom Fishleigh was prohibited from

using Special Delivery, he had to resort to slow freight. Homer Bradfield stopped a ball with his broad, smiling countenance. Not damaged beyond repair. Carl Dingman caught a "Charlie Horse" out in the pasture. He evidenced his mishap by a perceptible limp. Frank Holman ran right out of a perfectly good shirt, finished with a semi-nude torso. Bert Saxton, who was dolled up in knickers, was taken for a meddlesome kid and was ordered off the field. Mistake rectified. Loud squawks from Radcliffe who cautioned the Flies. He loves to fight with umpires. Hits and misses by Charles Ghysels. Boos and hisses from the shade of the bushes lining the field boundaries. Badly soiled shirts and trousers from the flying dust and from sliding around looking for the bags. Much wrangling and near fisticuffs during the battle. Your scribe unable to distinguish personalities due to his inability to recognize players through dirt and grim. End of the game with the score 18 to 17 in favor of the Spiders.

After the game everyone gathered around the tables and food disappeared like melting snow. The committee served DelMonte coffee which was donated by Al De Haan and ice cream covered with Whitman chocolate syrup, which was donated by Tom Fishleigh.

Following the supper, many prizes were given away for various reasons. Rufus Boer has been a member of 131 for thirty-three years so he was presented a prize. Walter Lawton was second with thirty-two years of membership. Broadcasting captains who had gotten the greatest number of members to attend were awarded prizes. Brother Porter drew a prize for having the largest family present. A guessing contest closed the small events and then a mixed group formed two teams and a game of twilight ball was played. In this contest much talent was displayed by the female members of the two teams. One of the thrilling moments of the game was when Umpire Jimmy Malloy threatened to toss Gil Ohlman and Charlie Ghysels over the fence if they did not play according to rules. Jimmy don't fool when he umpires and the only regret we all had during the day was that Joe McLachlan could not be present. We are sure that he and Jimmy would have furnished some excitement not planned for the program.

As the cool, evening shadows began to play across the park grounds and the stars began to peep through the dusk, the merry crowd of Travelers and friends started the trek homeward, tired but happy in the thought that it was a holiday well spent among friends. Senior Counselor Gerald J. Wagner is to be commended for the selection of his committee and the committee praised for the splendid job they did.

We sincerely hope that many more such picnics may be the privilege accorded every member of the council. "Hizzoner," M. Heuman, Mayor of Jackson and Grand Secretary of the Michigan Grand Council, United Commercial Travelers of America, was elected to the office of Grand Secretary for the eighteenth consecutive

time at the Grand Council convention held in Bay City, June 10th.

We noted that this honor was not mentioned in the Grand Council notes, as written by H. R. Bradfield. We feel that Homer owes Grand Secretary Heuman an apology for the failure to mention the honor. We also compliment Maurice on his determination not to refuse the nomination, thus assuring the well earned honor. Seriously writing, when better secretaries are born and presented, M. Heuman may have some competition. Until that time there appears to be no reason why another eighteen years of secretaryship may not rest upon his shoulders.

Lee Lozier burnt up the pike trying to get back from Detroit in time for the picnic, but he arrived too late to participate. His absence from the gathering caused the race for fat men to be cancelled. Walter Lawton was the only fat man present and he declared that he could give himself no competition.

Sunburn and sore muscles from the picnic and a tendency to lazy about and rest will be reflected in the shortness of the column for this week.

Don't buy cheapness. Pay enough to get your money's worth. This is not a shoddy Nation. Scribe.

### Proceedings of the Grand Rapids Bankruptcy Court

June 15, 1933. In the Matter of Leon G. Agon, Inc. and d/b under name and style of "Royal Lunch," Bankrupt No. 4754, final meeting of creditors was held today. Trustee present by A. N. Branson. Bankrupt present in person and by Warner, Norcross & Judd, Attys. Certain creditors present and represented by E. J. Bowman and Travis, Merrick, Johnson & McCobb, Attys. Trustee's final report and account approved and allowed. Certain real estate sold at auction. Bills of attorneys for petitioning creditors, trustee and the bankrupt approved and allowed subject to deduction for lack of funds. Made order for payment of administration expenses as far as funds will permit, no dividend for general creditors. No objection to bankrupt's discharge. Meeting adjourned without date.

June 19, 1933. We have today received the Schedules, Reference and Adjudication of Herbert H. Menery, doing business as Menery's Drug Store, Bankrupt No. 5276. Who resides at Belding, Michigan. The Schedules show assets of \$3,682.00, of which \$745.00 is claimed as exempt, and liabilities \$6,175.19. The list of creditors is as follows:

City of Muskegon, pref. taxes	\$ 224.19
Ray W. Witt, Muskegon, pref. labor	48.00
Nat'l Cash Register Co., G. R.	35.00
Nat'l Lumberman's Bank, Muskegon	1,300.00
Hackley-Union Nat'l Bank, Muskegon	150.00
First Nat'l Bank of Hart, Hart	120.00
W. W. Richards Candy Co., Muskegon	500.00
Francis Jirouch Co., Muskegon	1,650.00
United Drug Co., Boston, Mass.	300.00
Van Schaack Mut'l Drug Co., Chicago	275.00
E. W. Colton, Muskegon	34.00
Muskegon Candy Corp., Muskegon	100.00
Gilbert Candy Co., Jackson	24.00
Porter, Slater Co., Muskegon	800.00
Coca Cola Bottling Co., Muskegon	20.00
R. A. Abbott, Muskegon	75.00
Ray W. Witt, Muskegon	300.50
Dr. J. C. Nolen, Muskegon	34.50
Dr. R. I. Busard, Muskegon	45.00
Colgate-Palmolive Co., Chicago	25.00
Windsor Soap Co., Buffalo, N. Y.	15.00

June 20, 1933. We have today received the Schedules, Reference and Adjudication of Southlawn Theatre, Inc., Bankrupt No. 5277. Located at Grand Rapids, Michigan. The Schedules show assets of \$20.00 and liabilities of \$2,785.51. The list of creditors are as follows:

Kolux Corporation, Kokomo, Ind.	\$ 262.10
American Display Corp., N. Y.	42.12
Beukema Hardware, G. R.	38.45
Brown Seed Co., G. R.	5.00
Max Cobb, G. R.	9.00
Comstock Park Lumb. Co.	18.52
Durfee Company, G. R.	14.00
Film Truck Co., Detroit	499.89
G. R. Awning & Tent Co.	43.30
G. R. Paint & Enamel Co.	2.00
G. R. Herald	82.28
G. R. Press	179.53
G. R. Labor News	9.00
P. B. Gast & Sons, G. R.	5.50
Keen Art Printing Co., G. R.	53.75
Lewis Electric Co., G. R.	27.16
McArthur Theatre Supp., G. R.	20.00
Mills Paper Co., G. R.	11.25
J. Mol, G. R.	100.84
Mill Mutual Ins. Agency, G. R.	58.28
Walker & Co., G. R.	10.00
South Kent County News, G. R.	15.40
Elec. Research Prod., Inc., Chicago	607.68

Filmcraft Corp., Detroit	60.00
Radcliff Storage Co., G. R.	7.23
J. B. Thompson Electric Co., G. R.	21.35
Nat'l Theatre Sup. Co., Detroit	20.28
Graphic Exchange, Detroit	500.00
Hart Mirror Plate, G. R.	11.60
Warner Norcross & Judd, G. R.	50.00

In the Matter of Paper Products Mfg. Co., Bankrupt No. 5273. The first meeting of creditors has been called for July 7, 1933, at 2 P. M.

In the Matter of Herbert H. Menery, doing business as Menery's Drug Store, Bankrupt No. 5276. The first meeting of creditors has been called for July 7, 1933, at 10 A. M.

In the Matter of Floyd Stanley Voelker, Bankrupt No. 5211. The first meeting of creditors has been called for July 6, 1933, at 2 P. M.

In the Matter of City Book Store, a Michigan corporation, Bankrupt No. 5228, first meeting of creditors was held June 19, 1933. Mrs. Sylvia Wozner, Secretary-Treasurer, present for bankrupt corporation, represented by Warner, Norcross & Judd, Attys. Certain creditors present and represented by Belcher & Hamlin and Ward B. Connine, Attys. Claims allowed or referred to trustee, Sylvia Wozner, Secretary-Treasurer of bankrupt corporation, sworn and examined before reporter, Fred G. Timmer, Grand Rapids, Mich., trustee; bond \$1,000. Meeting adjourned without date.

June 22, 1933. We have today received the Schedules, Reference and Adjudication of Clifford Shank, Bankrupt No. 5282. Who resides at Belding, Michigan. Whose occupation is that of a Factory laborer. The Schedules show assets of \$250.00, all of which is claimed to be exempt, and liabilities of \$1,065.25. The list of creditors are as follows:

Whiteman & Pigeon, Belding	\$ 135.00
Frank Case, Belding	215.00
Willard Johnson, Belding	20.00
Drs. Earl & Ray Price, Belding	7.00
Dr. J. H. Pinkham, Belding	30.00
Hall & Cichy, Belding	17.00
Belding Gas Works, Belding	13.00
Belding Heminway Co., N. Y.	132.00
George Hopkins, Greenville	57.00
Belding Hardware Co., Belding	1.50
Murphy & Martin, Belding	13.00
Larkin Co., Buffalo, N. Y.	50.00
Belding Savings Bank, Belding	10.00
Belding Banner News, Belding	10.00
Eryl Currie, Belding	35.00
Bates Drug Store, Belding	7.00
Hahn's, Belding	10.00
Connell's, Belding	1.50
Harry Fuller, Belding	7.00
Belding Co-Optv. Co., Belding	1.50
Spiegel, May, Tern Co., Chicago	17.00
City of Belding, Belding	275.75

June 22, 1933. We have today received the Schedules, Reference and Adjudication of Matthew Charles Ouendag, individually and doing business as Charles M. Ouendag & Son, Bankrupt No. 5283. Whose occupation is that of a Grocery Store Proprietor. The Schedules show Assets of \$1,408.45, of which \$100 is claimed to be exempt, and liabilities of \$6,294.89. The list of creditors are as follows:

City of G. R., pref. taxes	\$ 117.23
William Jones, G. R., pref. labor	41.54
Clarence C. Ouendag, G. R., pref. labor	130.94
Commonwealth Loan Co., G. R.	247.00
Vonk's Creamery Co., G. R.	87.50
Lee & Cady, G. R.	1,318.59
Ellis Brothers, G. R.	1,767.33
Abe Schefman Co., G. R.	94.45
Harry Meyers Co., G. R.	7.06
Old Monk Olive Oil Co., Chicago	55.01
Viviana Co., Detroit	51.49
LaTowne Wafer Co., New York	11.76
Procter & Gamble Co., Detroit	29.94
Agon & Kshuden, G. R.	550.00
C. W. Mills Paper Co., G. R.	73.78
Hekman Biscuit Co., G. R.	21.33
George Lane, G. R.	14.00
H. Bekkerring, G. R.	21.70
Blue Valley Creamery, G. R.	118.70
H. J. Heinz & Co., G. R.	31.56
McLachlan Co., Chicago	55.55
Burrough Adding Machine Co., G. R.	5.00
Bell Telephone Co., G. R.	37.26
Consumers Power Co., G. R.	56.80
Producers Fuel Co., G. R.	8.49
Rademaker Dooze Co., G. R.	619.00
G. R. Herald, G. R.	8.52
City Water Works, G. R.	16.38
Hills Bros. Coffee Co., Chicago	7.26
A. Van Eerden & Co., G. R.	103.52
Best Foods Co., G. R.	10.53
Coffee Ranch, G. R.	8.51
A. E. Brooks & Co., G. R.	6.45
MacFarland Nut Co., California	11.00
Schultz Baking Co., G. R.	28.81
DeYoung Brothers, G. R.	18.50
A. J. Brown Seed Co., G. R.	8.75
Schust Baking Co., G. R.	13.04
H. Dosker & Co.	134.44
M. J. Field Co.	71.80
Tetley Tea Co., N. Y.	13.06
Rutterworth Hospital	30.10
G. R. Savings Bank	71.23
G. R. Savings Bank	35.00
Morris & Duncan, G. R.	35.00
Dr. J. T. Have, G. R.	34.75
Dr. S. J. Brotherhood, G. R.	3.00



Dr. Leon C. Bosch, G. R.	15.00
Holland American Wafer Co., G. R.	4.70
Valley City Milling Co., G. R.	39.15
June 24, 1933. We have today received the Schedules, Reference and Adjudication of Philip Granik, Bankrupt No. 5287. Who resides at Muskegon, Michigan. Whose occupation is that of a merchant. The Schedules show assets of \$350.00, all of which is claimed exempt, and liabilities of \$3,919.00. The list of creditors are as follows:	
Muskegon Loan Co., Muskegon	unknown
Oscar Olson, Muskegon Hts.	\$ 700.00
Gerrit VanLoon, Muskegon	500.00
Francis Jirock, Muskegon	365.00
Lakeside Lbr. Co., Muskegon	400.00
Reliable Tire & Accessories Co., Muskegon	500.00
Vasderwerp & Schrier, Muskegon	100.00
Lee & Cady, G. R.	68.00
Muskegon Glass Co., Muskegon	178.00
Martin Schoenberg, Musk. Hts.	100.00
Ole Reigler, Muskegon	135.00
Muskegon Gas Co.	85.00
Hecht & Sons, Muskegon	91.00
Boyd Auto Sales, Inc., Musk. Hts.	200.00
Highland Park Dairy, Muskegon	65.00
Ochs Studebaker Garage, G. H.	36.00
Lee & Son, Muskegon Hts.	15.00
Motor Rebuilding & Parts Co., Muskegon	30.00
Muskegon Coal Co., Muskegon	8.00
Towner Hardware Co., Muskegon	7.00
Richards Candy Corp., Muskegon	165.00
Nisson Confectionery Co., Muskegon	
Heights	50.00
Bolt Cement & Fuel Co., Muskegon	25.00
Muskegon Sheet & Metal Co., Musk.	40.00
Tromp Fisheries, Muskegon	38.00
William D. Hardy & Co., Muskegon	18.00

### A Business Man's Philosophy

Wherever you go you hear people complaining of the inefficiency and stupidity of others. Rarely do you hear a man condemn his own follies and shiftlessness.

Why are we so tolerant of our own weaknesses, meanness, ignorance and laziness? Imagine how much could be accomplished if we surveyed ourselves and determined to effect a reform! The best of us are lamentable failures in proportion to our opportunities and capacities. We cling to bad habits because we are too lazy to alter them. Suppose an expert were appointed to study and observe us for one week. What would his report be? Perhaps as follows:

"Party rose late, gulped breakfast, and raced to office in automobile. Read newspaper for half-hour after arrival at office. Lighted cigar and read mail. Called secretary and started to dictate when a caller was announced. Excused secretary and gossiped with caller about golf for one hour. Received notice by telephone that he was expected to attend meeting at noon to consider reform of city government. Canceled engagement because of business pressure. Dictated letter and then went to club where he ate a heavy lunch and joined a bridge table. Returned to office at 2:30 smoking fourth cigar of the day. Signed checks and read trade paper. Complained to sales manager that orders were falling off. Left office at 4:30. Visited tailor for try-on of clothes, required because of expanding wasteline. Arrived home at 6, bathed and dressed for dinner engagement. Dined heartily, smoked four more cigars, and played cards until midnight. Was in bed at one."

William Feather.

Copper-hydrogen-electric welding is now commercially available. It produces a strong iron-copper alloy bond, involves no flame, permits automatic welding on a quantity basis.

Through a new formula, copper and certain copper alloys can be covered with a thin coating of special glass. The coating prevents tarnish, offers various color effects.

The crisis over, hope should revive.

## IN THE REALM OF RASCALITY

### Questionable Schemes Which Are Under Suspicion

The Federal Trade Commission now has available for distribution in mimeograph form the statements of facts in a series of stipulation proceedings involving false and misleading advertising practices. A copy of the statement of facts in any case may be had upon application, or the facts of each case in digest form may be found in the Commission's annual report for 1932.

In the following list of these cases are noted the number of the stipulation; classification of respondent as publisher, advertiser-vendor or advertising agency; commodity involved; and name of respondent in matters in which such name is available for publication. The list is as follows:

Publisher of a magazine; advertisement of toilet preparations.

Publisher of a magazine of wide circulation; advertisement of a gland treatment.

Publisher of newspaper and magazine section of wide circulation; advertisement of an alleged cure for dropsy.

Charles A. Bilgman and Charles A. Bilgman, Jr., Chicago, trading as Model Co.; advertiser-vendors of magical devices.

Frederick Dyer Co., Jackson, Mich.; advertiser-vendor of an alleged cure for rheumatism.

Leopold DeCrissey and Richard A. Ehrlich, New York City, trading as Gypsia Products Co.; advertiser-vendors of a preparation for removing hair.

Leroy Perry, Brooklyn, trading as P. S. Bureau; advertiser-vendor of novelties and medicinal preparations.

Marcelle Fuolaire, Hollywood, Cal., trading as Madam Fuolaire and Parisian Laboratories; advertiser-vendor of a massage cream.

E. B. Hall, St. Louis, trading as E. W. Hall and Dr. E. W. Hall; advertiser-vendor of an alleged treatment for kidney and bladder trouble and rheumatism.

Publisher of a farm newspaper of large interstate circulation; advertisement of exaggeration of earnings, designed to obtain agents.

Publisher of two magazines of large circulation; advertisement of alleged cures for hernia and women's diseases.

Maurice Willens, Chicago, trading as Easetex; advertiser-vendor of sanitary belts.

Publisher of a daily newspaper of large circulation in the Gulf States; advertisement of alleged cures for rheumatism and gout.

Publisher; using puzzle form advertising to obtain subscribers.

G. D. Jenison, Decatur, Ill., trading as Gun Metal Finish Co.; advertiser-vendor of a plating powder.

Publisher of a newspaper of wide circulation; advertisement of medicinal products, medicinal appliances and a magazine soliciting subscribers.

Joseph J. Hausch and Mrs. Joseph J. Hausch, Wauwatosa, Wis., trading as Joseph J. Hausch Laboratories; advertiser-vendors of an alleged cure for tape worm.

J. Irving Strain, Baltimore, trading as La Beaute Studios; advertiser-vendor of list of dealers in French novelties.

Advertiser-vendor of an alleged cure for warts and moles.

Juel Denn Cates and S. D. Catesm Chicago, trading as Juel Denn; advertiser-vendors of hair dye and cosmetic pencils.

Bernard Bernard, San Francisco, trading as Slavin Institute; advertiser-vendor of an alleged hair tonic.

W. C. Van Loon, Los Angeles, trading as Physicians Remedy Co.; advertiser-vendor of an alleged cure for gointre.

H. A. Funke, Newark, N. J., trading as Lovejoy Laboratories; advertiser-vendor of a gland treatment.

Gray Laboratories, Inc., New York City; advertiser-vendor of an alleged revitalizer.

M. Wineholt, Woodbine, Pa., trading as Wineholt Laboratories, Wineholt Sales Co., Wineholt Specialty Co., and Mervin Wineholt; advertiser-vendor of novelties, jewelry, dishes, etc.

Congo Pictures, Ltd., and others, Hollywood, engaged in the distribution of a motion picture film designated "Ingagi," directed to discontinue representing that scenes in a motion picture film were taken in Africa or in any other country and that the film is a pictorial record of an expedition into that country and reflects the unusual animal life and the habits and customs of the people, unless such scenes were actually made in the country designated and depict people and animals native to that country or unless the public is advised that many of the scenes contained therein were not taken in a foreign country and are entirely fictional; to discontinue the use of oral statements in connection with the presentation of any film, purporting to be statements made by certain named persons, when the person so designated either did not make the statements or are fictitious characters; to discontinue representing that pictures of gorillas are shown in a film, when such is not the fact; and to discontinue portraying trained animals or animals not native to a certain country, as and for wild animals in their native habitat, portraying costumed actors as and for animals, pygmies, or natives of any foreign country, and portraying a fictitious animal as and for an animal of a species never before discovered.

Feldman and Sons, Baltimore, engaged in the manufacture of men's shirts, directed to discontinue the use of the words "Fast Color" and "Commercial fast color," to label or advertise shirts unless and until the dye is a true, fast color that will not fade or blanch in the process of laundering.

### Malden Advances Shaker Sweaters

An additional advance of approximately 10 per cent. on the Malden line of shaker sweaters was announced last week. Orders for other lines are coming in steadily and buyers are trying to obtain deliveries as quickly as possible in orders to be protected against an advantage. Fall purchases this year are two to three months earlier than they were in 1932 and, as a result, mills will be kept busy during the Summer months.

## DETROIT DOINGS

### Late Business News From Michigan's Metropolis

The Women's Apparel Club of Michigan has announced the dates of the sixth Semi-Annual Women's and Children's Apparel Market and Exposition as Sunday, Monday and Tuesday, August 6, 7 and 8. The affair will be held at the Hotel Statler, headquarters of the club since its inception three years ago.

According to the club president, Sidney Styer, because of the phenomenal industrial come-back of Detroit and Michigan, one of the most successful showings by apparel exhibitors in the history of the organization is anticipated. Two floors, the 13th and 14th, have been reserved at the Hotel Statler for the market days. All prominent firms, representative of the women's and children's wear field in all parts of the country have been invited to exhibit at the market and exposition.

The Women's Apparel Club of Michigan is composed of salesmen who cover the state of Michigan and parts of Ohio and Indiana for manufacturers and distributors of women's, misses', children's and infant's wear and kindred lines, and is a non-salary, non-profit organization. Local department store and specialty store buyers are co-operating with the club to make the Detroit event one of the strongest of its kind in the middle west.

### Leather Belting Sales Rise

Sales of leather belting for the last two months have shown a substantial improvement as industrial buyers started to cover against rising prices. As a result of the steady climb in hides, belting quotations have moved up about 10 per cent. and additional advances are expected in the trade. Demand has come from a variety of industries, indicating that many plants are rehabilitating their machinery and, in some cases, installing new equipment. With a shorter work week forecast for industry, increased sales of belting are looked for because new equipment installations and rebuilding of old machinery will proceed on a wider scale.

### Imported Rug Prices Hold Firm

Continued strength was shown in quotations on Oriental and Chinese rugs in the wholesale market this week. In spite of a general lull in buying, importers feel that exchange conditions and the general improvement in business will enable them to move goods in volume at prices from 50 to 60 cents a square foot higher than those in effect last Fall. At the present time quotations on desirable Sarouks range well above \$1.85 a square foot. Importers expect little volume business to develop within the coming few weeks, but look for active buying to start early in August and continue through the Fall.

The suspended bunch of bananas, long familiar in the grocery, may soon disappear. A number of banana jobbers are now cutting up the bunches and selling retailers only edible fruit, packed in boxes. Eight or nine "hands" are placed in each box, in seaweed or paper packing.



## MOVEMENTS OF MERCHANTS

Augusta—Fire destroyed the plant of the Melvine Reed Basket Co., June 20.

Chase—J. A. Beardslee removed his stock of general merchandise from Bitely to this place.

Marine City—The Superior Concrete Co., has decreased its capital stock from \$50,000 to \$25,000.

Zeeland—The Grandview Poultry Farm, Inc., R. R. 1, has decreased its capital stock from \$100,000 to \$10,000.

Detroit—The Star Carpet Cleaning Co., 2166 Mt. Elliott avenue, has changed its name to the Central Carpet Cleaning Co.

Melvindale—The Pepper Road Fuel & Supply Co., 19167 Standley avenue, has decreased its capital stock from \$40,000 to \$10,000.

Charlotte—The Chester Coal Co., has been incorporated with a capital stock of \$10,000, \$8,000 of which has been subscribed and paid in.

Ionia—The Grand Valley Brewing Co. has been organized with a capital stock of \$175,000, \$32,900 of which has been subscribed and paid in.

Detroit—The St. Clair Rubber Co., 440 East Jefferson avenue, has decreased its capital stock from \$1,000,000 and 500,000 shares to \$250,000.

Lansing—The Lansing Brewing Co., 800 Bauch Bldg., has been incorporated with a capital stock of \$150,000, \$3,000 being subscribed and paid in.

Highland Park—The Centerlock Drill Bushing Co., 12125 Cardoni street, has been incorporated with a capital stock of \$50,000, all subscribed and paid in.

Scottville—Swift & Co. has opened a cream station here, under the management of Charles Knack, who has handled cream in this locality for the past 21 years.

Detroit—The Cunningham Stoker Co., 2832 East Grand Bldg., has been incorporated with a capital stock of 5,000 shares at \$1 a share, \$3,500 being subscribed and paid in.

Traverse City—The Sherman & Hunter Co., 205 East Front street, dealer in clothing and furnishings for men, has decreased its capital stock from \$25,000 to \$4,000.

Onkama—A. C. Christianson, of Benton Harbor, who operated the cannery here last year, has decided to again take charge of it this year, starting with the cherry pack.

Lansing—The Lansing Equipment Co. has been organized to deal in new and used machinery and supplies with a capital stock of \$15,000, \$5,500 of which has been subscribed and \$2,500 paid in.

Grand Junction—George Crouse, whose hardware stock and building were destroyed by fire about three months ago has again resumed business in the same location, after erecting a new building.

Muskegon—The Baughman-Forberg Co., Inc., 1169 Third street, dealer in auto parts and appliances, has been incorporated with a capital stock of 1,000 shares at \$10 a share, \$1,000 being subscribed and paid in.

Eben Junction—The Co-operative Service Agency, Inc., dealer in farm products, etc., has merged the business into a stock company under the same

style with a capital stock of \$1,000, all subscribed and paid in.

Hastings—Russell Hansen, of Greenville, succeeds George White in the partnership of White & Houvener, dealers in groceries and meats. The business will be continued under the style of the Hastings Food Shop.

Detroit—The City Tire & Radio Co., 3400 Grand River avenue, has been organized to conduct a wholesale and retail business in tires, radios, auto parts, etc., with a capital stock of \$10,000, \$1,000 being subscribed and paid in.

Detroit—The Radner Beef Co., 4070 Denning street, wholesale meat dealer, etc., has merged the business into a stock company under the same style with a capital stock of \$5,000, \$2,500 of which has been subscribed and paid in.

Detroit—The Star Carpet Cleaning Co., 2186 Mt. Elliott avenue, retail dealer in carpets, rugs and draperies, has merged the business into a stock company under the same style with a capital stock of \$50,000, \$1,020 being subscribed and paid in.

Tecumseh—A plea for voluntary receivership for H. Brewer & Co., was granted June 24, by Judge G. Arthur Rathbun. A petition for the dissolution of the company, an 80-year old concrete and farm machinery manufacturing company, has been filed.

Scottville—Stanley W. Austin, who formerly conducted a grocery store and meat market at Walhalla, has leased a store in the Robinson building and is occupying it with a complete line of groceries and meats. Modern refrigeration and store fixtures and furniture has been installed.

Hillsdale—Plans for a merger of the Hillsdale Savings bank and the First State Savings bank of Hillsdale have been announced by officers of the two institutions. No aid will be asked of the R.F.C. and the new bank will be a member of the federal reserve. Sixty-five per cent. of all deposits will be made available for normal business.

Charlotte—The Vomberg Co. has closed its special sale, selling all remaining merchandise to Robbins, Gottesman & Co., Detroit, who will remove it to that city. The Vomberg Co. is now redecorating the store and has ordered a complete stock of clothing and furnishings for men and will open for business as soon as the stock can be installed.

Lansing—The Schaberg-Dietrich Hardware Co. will hold a formal opening of its new and larger store at 209 Washington avenue, June 29, 30 and July 1. The store at 319 North Washington avenue, where the business was established 10 years ago, will be closed on June 28. In addition to hardware the company will carry a complete stock of sporting goods, house ware, washing machines, refrigerators, ranges and heating stoves, builders' hardware.

Scottville—S. W. Austin, recently with the State Conservation Department four years, has opened a food store here on the opposite corner from the People's State Bank, one of the central locations of the town. A new stock and fixtures have been installed and the store newly decorated, making it attractive, second to none. Some

years ago Mr. Austin was with the Kroger Co., in Detroit. His delight was in forestry, having been a student of the science both here and in Canada. He also traveled in Europe to study old country methods, planning on making it his life work. As political powers govern, he was dismissed. However his early training comes to his aid and the appearance of his store and his pleasing personality show he is well fitted for a successful mercantile life.

## Manufacturing Matters

Detroit—The Sani Laboratories, Inc., 8502 Mack avenue, has been organized to manufacture and deal in chemical products with a capital stock of \$1,000, all subscribed and paid in.

Detroit—Dipton Laboratories, Inc., 12210 McDougall avenue, has been incorporated to manufacture and deal in pharmaceutical products with a capital stock of \$5,000, all subscribed and paid in.

Detroit—The Diamond Pattern & Manufacturing Co., 702 St. Antoine street, manufacturer of patterns, etc., has been incorporated with a capital stock of \$5,000, \$1,050 being subscribed and paid in.

Detroit—The American-United Breweries, Inc., 401 Guaranty Bldg., has been organized to manufacture and deal in beverages of all kinds with a capital stock of \$1,500, all subscribed and paid in.

Detroit—The Cadillac Furniture & Manufacturing Co., 702 Charlevoix Bldg., has been organized to manufacture and deal in furniture and allied products, with a capital stock of \$11,000, all subscribed and \$10,000 paid in.

Detroit—The Lansing Manufacturing Co., 2900 Union Guardian Bldg., manufacturer and dealer in trucks, tractors, motor vehicles and machinery of all kinds, has been incorporated with a capital stock of \$50,000, \$1,000 of which has been subscribed and paid in.

Detroit—H. W. Rickel & Co., 1824 Adelaide street, manufacturer and dealer in malt and by-products thereof and cereal products, has merged the business into a stock company under the same style with a capital stock of \$650,000, \$290,000 of which has been subscribed and paid in.

Rockford—The Rogue River Paper Co. has been organized to manufacture and deal in paper, paper board and all kinds of paper products, with a capital stock of \$15,000 common, 15,000 shares of class A and 5,000 shares of class B, both series at \$100 a share, \$30,000 being subscribed and paid in.

## Glass Activity Back to 1931 Level

Most branches of the glass manufacturing industry are now operating at the highest level of activity since the Fall of 1931. Production schedules reflect current demand extending into the Summer, the usual dull period, with no indications of an early let-down. It is predicted that several container plants will reach peak production in the last week of this month, and plans have been made for stepping up output in the flat-glass field. Various other divisions of the trade are faring much better than they have been in months.

## Plan to Raise Glassware Prices

Manufacturers of stemware and other table glass are planning price advances ranging from 10 to 15 per cent. around July 1. The increase in quotations is due entirely to advances made on raw materials, as no change has been made in the wage rates of workers in the industry. Soda ash, cartons used for packing stemware and other materials and products purchased by the glass plants have been advanced from 10 to 30 per cent. in the last few weeks. The call for glassware is confined almost entirely to bar supplies. Since the return of beer the purchase of other types of table glassware has declined steadily.

## Broaden Plated Hollow Ware Lines

Manufacturers of silver-plated hollow ware will offer a much wider variety of style and patterns in Fall lines this year than they did in 1932. They plan also to concentrate on low-end and medium-price merchandise. The call for plated silver is much more active now than is customary in June, and producers feel that the demand will grow in volume for the balance of the Summer. Interest in pewter hollow ware is waning rapidly, and the trade feels that pewter is becoming less of a competitive factor each month. Many factories producing both pewter and silver-plate plan to drop the pewter lines entirely this Fall.

## Stationery Buying to Start Earlier

Reversing the procedure of the last two years when buying for the Fall and holiday seasons was delayed as long as possible, stationery buyers will visit the wholesale markets early next month to purchase requirements. Manufacturers are now putting the finishing touches on their holiday patterns and have already placed regular Fall merchandise on display. Price ranges for popular merchandise will remain the same as last year, featuring the 50 cent and \$1 retail numbers. The trend in packaging is much the same as in the previous season, with all producers striving for novelty in box designs.

## Small Power Equipment For Home or Farm

An "electric Coolie," a small power device intended to replace manual labor in households and on the farm, was recently introduced in Czechoslovakia.

The Commerce Department describes the machine as a 0.3 horsepower electric motor to which may be attached mechanical equipment for preparing various household and farm tasks. The power may be transmitted by belt, shaft, or lever and the machine may be used for many purposes.

## Paper Carton Prices Up Sharply

Price increases put into effect recently by manufacturers of paper board and cartons will affect Fall prices on glassware, low-end lamps and a number of other products. The increased prices, ranging from 15 to 30 per cent., will hit shipments after July 1 in most cases. Price advances have also been made by manufacturers producing candy, stationery and other boxes of that type, but buyers are reported to be covered by contracts running to the end of next month.



## Essential Features of the Grocery Staples

Sugar — Local jobbers hold cane granulated at 5.10c and beet granulated at 4.90c.

Canned Vegetables—Unfavorable reports continue to drift in from Wisconsin, especially the southern and lake shore sections. Some packing is said to have been started in certain districts, canners being forced to begin operations by the hot wave. After the active market on peas, packers in the South are now turning their attention to stringless beans as the canning season is not far away. Some good future business has been done in beans as well as other items and reports about conditions are being followed very closely.

Dried Fruits—Dried fruits are moving along on an even keel, with prices showing general steadiness and future sentiment quite hopeful. The market presents few outstanding features. Jobbers here are doing a fair volume of business, considering this usually dull season of the year. Stocks on the spot are moderate and there is no pressure to sell. The technical position of dried fruits has, of course, been very much strengthened as compared to the situation which existed a year ago. The operations of the prune pool for the past year have had as good results as anyone could have hoped for. Taking prunes at a time when prices were utterly demoralized the prune pool succeeded in rounding up the necessary tonnage and, with the co-operation of the packers, established a gradually rising market until at the present time it has practically sold out its tonnage and is ready to begin operations on the new pack. Small size prunes, which were once quoted at ridiculous prices, have been steadily increased in price. Santa Clara 30s are firm at 6¼c for deferred shipment. Other sizes, too, were consistently marked up, until something like a normal differential was restored. Raisins have also shown a marked improvement over the last year, in spite of the fact that no control program or pool was put into effect. During the past few months the technical position of this item was improved steadily and reports of a somewhat shorter and later new crop came at the psychological moment to induce new buying for late summer or early fall needs. Raisins sold well for deferred shipment at fractionally higher prices than those which prevailed for prompt shipment and new crop price ideas, as far as they have been clarified at this time, point to higher levels than those named on spot raisins in any position. Imported dates have improved considerably, as also have figs, with higher prices ruling on both.

Nuts—The demand for shelled nuts is somewhat more active this week. Delayed buying has made its appearance and the spot market is well maintained. Prices here at best are only at a parity with price ideas abroad, so that in general the spot market is still below replacement costs. Spot stocks of walnuts in France are virtually off the market there. Holdings in shippers' hands now are negligible. Shelled filberts continue to climb in the several producing countries, with good Continental buying, but no particular inter-

est in this country. Spanish almonds were generally unchanged.

Olive Oil—The market ruled somewhat higher abroad this week. Prices were higher, both in Italy and Spain and the weakness of the dollar in international exchange tended to make importing costs to this country increasingly higher. Stocks on the spot are very moderate and prices slightly higher.

Rice—The market shows little change one way or the other. As this is the dullest season of the year, activity in domestic markets continues at a slow pace, but there is a good future interest in rice because of the short new crop and the attempt of the Government to get growers' prices up in line with similar efforts in order grains. Attempts at regulating the distribution end of the business also add to the situation. Rough rice stocks in the hands of growers are negligible and clean rice in millers' hands is moderate.

Vinegar—The market is steadily getting into better shape. The bulk of the stock has been concentrated in strong hands. Prices are firm in tone.

### Review of the Produce Market

Apples — Spys \$1.75 for No. 1 and \$1.50 for No. 2; Baldwins, \$1 @ \$1.25; Starks, \$1 @ \$1.25.

Asparagus—85c per dozen.

Bananas—5½ @ 6c per lb.

Beets—New, 35c per doz. bunches.

Cabbage — Home grown, \$1.50 per bushel.

Carrots—Home grown, 60c per doz. bunches.

Cauliflower—\$1.75 per crate containing 6 @ 9 from Arizona.

Celery — Florida commands 50c per bunch and \$4 per crate; California, \$7 per crate; Home grown, 30c per doz. bunches.

Cherries—Sour, \$1.75 per crate of 16 qts.; white sweet the same.

Cocoanuts—90c per doz. or \$5.50 per bag.

Cucumbers—No. 1 hot house, 65c per doz; No. 2, 50c per dozen.

Cantaloupes—\$3.50 for 45s and \$3 for 54s.

Dried Beans — Michigan Jobbers pay as follows for hand picked at shipping stations:

C. H. Pea from farmer.....\$2.35

Light Red Kidney from farmer.. 2.50

Dark Red Kidney from farmer.. 2.25

Grape Fruit — Present prices are as follows:

Florida Mor Juice.....\$3.25

Florida Sealed Sweet..... 3.50

Texas, Choice..... 3.75

Texas, Fancy..... 4.25

Texas, bushels..... 2.75

Green Beans—\$2 per hamper from Texas.

Green Peas—\$1.90 per bu. for home grown.

Green Onions — Home grown, 25c per doz.

Green Peppers — 40c per doz. for Southern grown.

Honey — Comb, 5 @ 6c per lb.; strained, 5 lb. tins, \$4.50 per doz.; 60 lb. cans, 8c per lb.

Lettuce — In good demand on the following basis:

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

Imperial Valley, 4s and 5s, crate.. 3.75

Hot house, per bushel.....\$ .60

Lemons—The price is as follows:

360 Sunkist .....\$8.50

300 Sunkist ..... 9.00

360 Red Ball..... 7.00

300 Red Ball..... 7.00

Mushroom—28c per one lb. carton.

Onions—California, white or yellow, \$2 per sack.

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

126 .....\$4.00

176 ..... 4.00

200 ..... 4.00

216 ..... 3.75

252 ..... 3.75

288 ..... 3.75

324 ..... 3.75

Red Ball, 50c per box less.

Parsley—35c per doz.

Potatoes—Old, 75c per bu. on the local market; Idaho bakers, 30c for 15 lb. sack. Red Trumps, \$3.25 per 100 lb. sack; Virginia white Cobblers, \$3.50 per 100 lb. sack or \$5.25 per bbl.

Poultry—Wilson & Company pay as follows:

Heavy fowls ..... 9c

Light fowls ..... 8c

Ducks ..... 8c

Turkeys ..... 11c

Geese ..... 7c

Radishes—12c per doz. bunches hot house.

Raspberries—Red, \$2.75 for 24 pints; black, 2.75 for 16 qt. crate. The hot and dry weather has made the crop small in size.

Spinach — 75c per bushel for home grown.

Strawberries—Home grown is nearing the end on the basis of \$1 @ \$1.25 per 16 qt. crate.

Tomatoes—Hot house, 7 lb. basket, 85 cents.

Veal Calves — Wilson & Company pay as follows:

Fancy .....7@7½c

Good .....5@6c

Water Melons—35 @ 45c for Florida.

Wax Beans—\$2.25 per hamper for Florida and Texas.

### No Basic Reason for Dollar Discount

Apparently all "danger" has passed that the American Government will consent to any immediate "pegging" of the sterling-dollar rate or any other dollar ratio. The extreme inflationists are unquestionably well satisfied with this development, and the speculative markets have responded as was to be expected.

It is, however, of real importance that forward-looking groups keep actively in mind the fact that there is not a single basic reason for the low price of the dollar now ruling in foreign markets, and certainly none for a lower price.

Speculative operations, for which present conditions are made to order, and the shifting of capital funds, for most part effected by devious means, both taking place at a time of the year when there is a natural shortage of foreign funds seeking dollars, are obviously responsible for the status of the dollar today.

Conditions of this sort are usually, indeed almost inevitably, of relatively short duration. The period of their effectiveness may, of course, be prolonged by tinkering with credit and currency systems. It is well to remem-

ber though that such expedients as these normally exercise their real effect via the medium of import trade. If as is now indicated we intend *pari-passu* with the rise of domestic prices to prevent an influx of foreign goods, it will not do to suppose that inflation at home lays any solid basis for a cheaper dollar abroad.

At any rate the time will come, and probably come before a great while, when the dollar will cease to move downward in an effort to "find its own level." Whether or not its price at that time will correspond to the predetermined amount of domestic inflation desired, cannot of course be known in advance. It is matter of secondary importance in any case.

The fact to bear in mind is that when the time arrives, Washington authorities will be much more interested in "stabilization" than they now suppose. They will have to be, or else the dollar will then in all probability tend to rush tumultuously toward old relationships with other currencies—and quite possibly beyond them. Such a consummation would obviously not be at all agreeable to the inflationists in this country.

### Raise Imported Linoleum Prices

Prices on imported hard-surface floor coverings have been advanced 5 to 10 per cent. The increases, importers said, were made to bring quotations on foreign goods into line with prices prevailing on merchandise of domestic manufacture. The 5 per cent. advances affect better grade linoleums and the 10 per cent. raises apply on medium and low-price goods. Demand for hard-surface floor coverings has declined considerably in the last two weeks. The heavy stocks purchased by retailers some weeks ago, when price advances were rumored have not been worked into consumption as yet, selling agents explained.

### Advance Quotations on Buttons

Evidence of the general tendency toward higher prices appeared in the button trade last week as manufacturers announced advances of 10 per cent applying on prices of all types of fresh-water pearl buttons. The increase did not affect the demand for buttons from manufacturers of men's and women's clothing. Substantial orders for buttons to be used on Fall merchandise have been placed with producers. Rumors that further increases may be put into effect by the button industry in a few weeks are believed to have prompted much of the buying done of late.

### Beacon Robe Cloths Advanced

The Beacon Manufacturing Co., marked up prices 15 to 20 per cent last week on jacquard flannel robe cloths. A feature of the new price list was that all references to responsibility of buyers for price rises necessitated through Federal legislation were eliminated in the sales clauses. This was generally believed to be the first move to clear up existing uncertainties caused between buyers and sellers by impending legislation. The company, however, included a clause in reference to state and Federal taxes.

How can anything be a "bargain" if you have no need or use for it?



## MUTUAL FIRE INSURANCE

### ABOLISH PRICE-CUTTING

#### Feasible Plan Proposed by New York Wholesaler

Vicious price cutting and loss leader merchandising will be abolished if the proposal advanced by Sylvan L. Stix, of Seeman Brothers, Inc., New York, and vice-president of the National Wholesale Grocers' Association of the United States, is accepted by the food industry as one of the provisions in the code of fair practice standards in distribution to be authorized under the Industrial Recovery Act. Mr. Stix presented the plan at the meeting of the executive and advisory committee and invited guests of the National Wholesale Grocers' Association with Government officials in Washington recently.

There has already developed wide interest and considerable support for Mr. Stix's plan which is generally referred to as "The X Plan."

In its fundamentals the X Plan is very simple. It simply provides that no distributor shall sell merchandise below purchase price plus a minimum distributing charge. In its application, however, there are many details which neither Mr. Stix nor any one else has attempted to work out in their entirety. The details would have to be settled after the principles had been accepted as one of the provisions in the code of fair practice standards of the food industry.

The minimum distributing charge that would have to be added to the purchase price in the resale of merchandise by distributors to cover both wholesale and retail functions is referred to by Mr. Stix as "X." Hence the term "The X Plan."

The minimum distributing charge that would have to be added by every distributor would have to be ascertained by careful study. In general, according to Mr. Stix, it will be a percentage figure equal to or possibly even lower than the margin of the most economical recognized form of combined wholesale and retail distribution in the food trade.

Mr. Stix suggests the minimum distributing charge might be arrived at by studying the operation expenses of some of the most economical forms of distribution, whether they be chain stores, cash and carry jobbers, co-operatives or cash retailers. If after investigation it were found that the most efficient chains, for example, had a minimum, average operating expense of say 15 per cent. (15 per cent. is our figure, not Mr. Stix's) and it is as low as the minimum operating expense of other most efficient wholesale and retail distributors, then 15 per cent. might by agreement be the value of X. It might be lower or it might be higher, depending upon what careful study seems to justify.

Next the percentage X, be it 15 per cent. or some other figure, would have to be broken into two parts—one representing the minimum distributing charge added to the purchase price by wholesalers when goods are sold through wholesalers, and the other representing the minimum charge over

such purchase cost to be added by retailers. If after careful study it were agreed that X should be split  $\frac{1}{2}$  to cover the wholesale function and  $\frac{1}{2}$  for the retail function and the value of X were determined as 15 per cent., then no wholesaler could sell merchandise at a price lower than purchase price plus say 5 per cent. on sales. Retailers could sell no merchandise bought from wholesalers below purchase price plus a minimum retail distributing charge of approximately 10 per cent. on sales.

Mr. Stix does not attempt to define cost, whether market, original cost or whichever lower, for that, he holds, would have to be worked out later by a committee or committees charged with drawing up a code of fair practice standards.

The value of X would have to be established fairly low, says Mr. Stix, in line with the most economical or lowest margin type of distributor. If after investigation it were found that cash and carry or co-operative wholesalers, generally recognized as those having the lowest margin, had an operating expense of 5 per cent. then that figure, or one slightly higher to provide for higher wages or shorter hours, might be established as the part of X for wholesalers. Likewise if the most economical retailers, possibly cash and carry stores, have an operating expense of 10 per cent. on sales then that figure or one similarly higher might be established as the part of X for retailers, resulting in a combined X for for both retailing and wholesaling of some 15 per cent. or more.

X would have to be established low enough so as not to penalize the lowest cost distributors and of course the plan provides that any distributor can sell at a margin as much higher than X as he likes and as his particular service demands.

Under the plan chain stores and other distributors who perform both wholesale and retail functions would be obliged to sell at purchase price plus the full value of X, which in this hypothetical case is 15 per cent. or more.

Under this plan Mr. Stix believes no legitimate distributor would be penalized. The cash and carry or non-service distributor would still be able to sell at prices less than the service distributor but the inclusion of X in the selling price of every product would prevent the ruinous and unethical price cutting that has so demoralized and frequently discredited the legitimate food trade.

The X Plan, believes Mr. Stix, can be adjusted to meet almost every condition. In the case of manufacturers who perform their own wholesaling function their goods would be sold by retailers at a minimum price that covers cost plus the retail part of X which for the purposes of this article has been referred to as approximately 10 per cent.

Service wholesalers and retailers could and probably would sell most of their goods above purchase cost plus the X fraction because of their higher operating cost incident to the type of service they render. They could however, sell no products as leaders below the X fraction margin.

Many who have considered Mr. Stix's suggestion say it is a plan fair and equitable to everyone, and several Washington officials who are experts in retail and wholesale problems have pronounced it the most constructive plan yet proposed by the industry. It would work no hardship upon any distributor and would protect the interests of the consumer. It is believed that most chain stores will favor it. Wholesalers have already expressed considerable enthusiasm for it. It is believed that retailers will, in the main, line up behind it.

The plan would not penalize any form of legitimate distributor, says Mr. Stix, but would, if enforced, eliminate unfair price cutting which is one of the trade evils that the In-

dustrial Recovery Act aims to correct. If vicious price cutting can be eliminated then the main purposes of the bill, which are to increase employment, raise wages to a decent level, and shorten hours, can better be attained.

While most of the attention of the Industrial Recovery Act has been directed to manufacturers yet Washington officials feel that the codes must be extended to include the distributing trades, and the authors of the bill intend that it should.

No liberal man would impute a charge of unsteadiness to another for having changed his opinion.—Cicero.

He who has not a good memory should never take upon himself the trade of lying.—Montaigne.

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Aggressive food merchants will have a new opportunity to progress and prosper.

HEKMAN welcomes the constructive and needed changes which are now in the making.

For many years, HEKMAN has supplied Western Michigan dealers and consumers with the finest cookies and crackers which the use of choicest ingredients and scientific baking methods make possible. Through adhering to highest quality standards and sound distribution policies, the HEKMAN name is held in high regard among all who buy, sell, or consume cookies and crackers.

In the months just ahead, progressive Western Michigan food merchants will find more profit than ever before in handling the HEKMAN line. The price is right, the quality is right, the service is right, and the demand is bound to break all previous records.

## HEKMAN BISCUIT CO.

GRAND RAPIDS, MICHIGAN



### POLICIES NOT CONTRARY

At the World Economic Conference, having failed to advance their own special ends in the way they imagined would be possible, the major participants heap criticism upon the United States for its "contradictory" policies. The substance of the complaint is that our program is headed in opposite directions. We want both nationalism and internationalism at one and the same time.

On the face of it, no doubt, this does appear contradictory, and yet, without the bias which comes from not having attained one's own special objectives, the two ideas are quite compatible. Nationally, business can be uplifted so that, internationally, restrictions may be removed and world commerce thrive.

If one country waits only for foreign trade openings offered in another by the reduction of tariffs, without moving to improve its own situation at home in the meantime, then small benefit will result. Tariffs would be lowered temporarily, only to be raised back quickly again when the effects of this one-sided business deal became evident.

The struggle at London might well be described as a contest to decide who shall have the lowest costs, at least nominally. Deflation is ordinarily accepted as reducing costs. On the other hand, inflation might seem to raise them but really cut them as a result of volume production. Tariff reduction and currency stabilization can be done only together, but, in the meantime, nationalist policy might be turned to improving domestic conditions, so that finally international barriers may be removed.

### PRICE AGREEMENTS

Toward the close of last week, the administration of the National Recovery Act decided to make a concession to industrialists by permitting a type of price fixing, namely, that agreements might be made outlawing sales at less than cost of production. This is what manufacturers and distributors alike have been striving for over a long period of time, although when they get it the results may be a good deal different from what they expect.

However, there seems to be one good purpose served by this move on the part of the recovery administration. Up to the present the opinion has been widespread in management quarters that labor was receiving not only the lion's share of the benefits under the new measure but practically all the advantages. That these gains would rebound to the welfare of employers has been only partially accepted. Improvement of the mass market is viewed as vital but also very frequently as the other fellow's job.

Permission to fix prices to the extent of prohibiting sales below cost should have the effect of placating ownership and management, since it should mean less of a squeeze between rising costs and restricted price advances. Furthermore, it means more spirited support for the whole recovery plan so that the more essential steps can be carried out.

### ANYTHING CAN HAPPEN

In an entertaining interview on her seventy-second birthday, Mme. Ernestine Schumann-Heink permitted herself

one explosive opinion which may summarize the observations and experiences of an active life. "Anything," she said, "may happen in this crazy world."

But Mme. Schumann-Heink is no pessimist. There are few persons of prominence whose outlook on life is so essentially cheerful. She professes an old-fashioned faith and a preference for simple living, but there is an echo of the adventurous spirit in her conviction that "anything may happen." And it would be a dull world, indeed, in which nothing could happen or in which everything could be anticipated before it happened.

Many of the older generation are distressed to discover that stability and security have eluded so many earnest efforts to make the world safe and sane for the future. Yet the younger generation does not desire an inheritance that is too much ordered and safeguarded. To youthful ambition it is a stimulating and encouraging thought that "anything may happen in this crazy world." There are dangers to be faced, work to be done, victories to be won over adverse circumstance. Tomorrow is a new day of adventure and opportunity. Mme. Schumann-Heink still believes so, after a long life which has known little dullness or boredom nor lessened her intelligent interest in a world in which "anything may happen."

### RETAIL DRY GOODS CODE

The National Retail Dry Goods association, complying with the provisions of the industrial recovery act, has announced a code of fair competition setting a minimum wage, maximum working hours and giving employees "the right to unionize and bargain collectively."

The text of the code was set forth in a letter to members of the association from Lew Hahn, president.

The communication pointed out that the code is "tentative," and that it has not as yet been accepted by Gen. Hugh Johnson, administrator of the law.

The code provides a maximum week of 48 hours, gives employees the right to bargain collectively for their own "mutual aid or protection," and sets minimum wages of from \$9 to \$18 for various classes of labor.

Employees in the lowest wage brackets of \$9 are "junior workers," male or female, under 18 years of age in sections outside metropolitan areas of from 250,000 to 1,000,000 population and with less than one year's experience.

Those in the \$18 bracket are adult male workers with one year of experience in the larger metropolitan areas.

The "unfair competition" section provided, among other things, that no one shall "sell, offer for sale or advertise to the public at retail any merchandise at less than the net invoice cost plus 10 per cent to insure that labor cost shall at least be partially covered."

### COTTON CODE FIRST

The first Recovery Act code was placed last week before the administration by the cotton goods industry and hearings preliminary to approval will be started on Tuesday. To have what was long regarded as one of the most backward industries in the country

come forward with the first program under the law was remarkable and an achievement in which the industry can take real pride.

Certain opposition has already developed, of course, to the regulations which are proposed. Labor denounces the small minimum wages of \$10 in the South and \$11 in the North which have been adopted by the industry. Other critics believe the working schedule should be reduced to thirty-two instead of forty hours.

Even though the minimum wages seem low, they were claimed to represent an increase of 30 per cent. over prevailing rates. Mill village expenses met by the mills must be added to the payroll account and serve, according to authorities, to lift these wages \$2 to \$4 a week per employee. The average actual wage is about \$12.50 a week and the average family has three members working in the mill.

Where the hour schedule is concerned, the industry had to allow for a number of small mills working single shifts which would have been put to excessive expense to provide facilities for extra hands required under a shorter week.

### HAPPY BUT BEWILDERED

Rushing of industrial and trade codes, price advances, wage increases, expanding operations and rising employment forms the domestic kaleidoscope this week. Abroad, the World Economic Conference twists almost as quickly in one direction and another. It is scarcely to be wondered at, therefore, that the average business man may be described as "happy but bewildered."

Since it is practically impossible to cover such fast-moving business developments in detail, the summary offered by the weekly index must be offered again as the measure of progress. New high ground has been reached, all the components advancing but with the chief impetus lent by cotton forwardings. The latter are pushing to dizzy heights for this time of the year and are undoubtedly speculative in character. Without their skyrocketing the combined index would be 11.6 points lower than it is.

Up to a recent date only building construction and foreign trade were about the only important laggards in the upturn. Current statistics change even this picture. Building activity is now running about 5 per cent. ahead of a year ago and last month the daily average of exports increased 5 per cent. against a normal seasonal decline of 7 per cent. while imports gained 17 per cent. when they usually fall 8 per cent.

### DRIVE ON COSTS PLANNED

Plans were laid last week by the store management group of the National Retail Dry Goods Association for an intensive campaign to reduce service costs for department stores, in line with the resolutions adopted at the Chicago meeting early this month. For the coming Summer months, an educational drive will be pushed and then early in the Fall actual steps will be taken to put into effect the changes advocated, where possible.

The aim of the group is to charge for men's wear alterations, for extra delivery services, for gift boxes and

wrapping and to reduce customer returns. A meeting of store executives and representatives of clothing manufacturers operating retail chains will be called to seek a uniform stand on the subject of men's clothing alterations. Efforts will be made to broaden the practice prevalent in some cities of charging 10 cents extra for special delivery services, and of not furnishing gift boxes free for purchases under \$1.

### DRY GOODS CONDITIONS

Some easing down of retail trade is reported this week and not readily accounted for by store executives. For lack of other reasons this is explained as a natural reaction from the recent spurt. It is felt that the early hot weather this year has taken off some of the edge of buying which usually appears just before the Fourth.

Of special significance to the distribution field was the first rise last month in retail prices since 1929. The Fairchild retail price index on June 1 showed a gain of 1.4 per cent., compared with the May 1 figure, most items in the list recording gains. Piece goods and infants' wear led the advances. The index is 8.4 per cent. under a year ago.

In the wholesale merchandise market the between-season lull is more in evidence, although reorders continue to be received on Summer goods, particularly cotton apparel. Fall preparations are now well under way and encouraged by retailers who wish to avoid further price increases.

### VANISHED AUTOMOBILES

Another example of the ultra-modern automobile thief's way of doing business comes from Palestine. An American-made car recently sold there is found to be the same car that was stolen from its owner in Massachusetts some months ago. This, with recent news that an automobile sold to a military leader in China this spring was stolen from a New Yorker last winter, recalls the discovery some months ago that a number of the automobiles being driven about the streets of Copenhagen and other Scandinavian cities were stolen from Americans by an organized ring of international thieves. Last month one group of such thieves was indicted and convicted, the trial bringing out the fact that it had agents abroad who sent orders for specified models of cars, which were duly stolen, disguised and shipped overseas.

### FELLOWSHIP OF FAITHS

A notable example of the quest for a better understanding and appreciation among racial and religious groups is afforded by the World Fellowship of Faiths, which has just begun its sessions in Chicago. A Catholic, a rabbi and a Hindu spoke at the opening meeting. Prayers were offered by representatives of twelve faiths, while native Africans and American Indians provided a colorful background. The sessions will continue at intervals until the end of the fair, with more than a hundred leaders of other lands and faiths in attendance. Such a gathering should help toward fulfilling the purpose of the World Fellowship idea, which is "to unite the inspiration of all faiths upon the solution of man's present problems."



## OUT AROUND

## Things Seen and Heard on a Week End Trip

In approaching Cedar Springs from the South the first store is that of the Wm. Black Co., which I think was established by the late Wm. Black sixty-two years ago. In speaking of her father, Mrs. Verburg, who is a perfect picture of her father as I now recall him, said: "In starting in business father had two cardinal principles he held to be essential to the success of any merchant—to discount every invoice and to owe nothing on Jan. 1 of each year. He carried those principles into practice as long as he lived. I distinctly recall how disturbed he was on one occasion when he discovered that, through inadvertence, he had overlooked one \$4 invoice!

I distinctly remember calling on Mr. Black when the Tradesman was one week old. That will be fifty years ago in five weeks. He greeted me with a smile—the same smile he had for every one who crossed the threshold of his store until he was called to meet his Maker, leaving a record of fidelity too seldom witnessed in this world. There was no branch of the grocery trade, retailing, wholesaling or manufacturing, with which he did not have an intimate knowledge through careful reading. He entered into his trade in early life and kept in it to the end. He outlived all of his early associates. He had a fund of reminiscences of the old times, with which, on occasion, he liked to regale his visitors. So great was his store of such reminiscences that one who has often heard him relate them cannot but regret that the notion never occurred to him to write them out and publish them, that they might have been given permanence. They would not only be interesting but informative and instructive to the succeeding generation. Mr. Black was of a happy, optimistic temperament and enjoyed life to the full. He was blessed with good health and took an active interest in the business he had built up.

I was delighted to learn that Fred H. Hart, the grocer, was gradually recovering from his long and tedious illness and would soon be behind the counter of his store. The business has been shrewdly managed in the meantime by Mrs. Hart.

J. A. Skinner, who has served Cedar Springs as president a generation or such a matter and who has made merchandising a careful study for over thirty years, serves cold water to the customers of his fountain—a practice some dispensers never learn. Luke-warm water with ice cream soda is about the worst mistake a fountain operator can make.

I have read a report of the recent annual convention of the National Association of Retail Meat Dealers, held in Chicago the second week in June, and cannot help but admire the remarkable programme presented on that occasion. There was a time when a "butcher's convention" so called, was anything but edifying. Now the meat dealers conduct their conventions with

the same degree of seriousness and decorum observed by men engaged in other lines of business. It will give me great pleasure to reproduce the papers read and reports adopted at the above gathering in subsequent issues of the Tradesman.

Here follows the code of trade practices for the retail meat industry as recommended by the Association "for the purpose of eliminating unfair, wasteful and uneconomical practices among retailers, wholesalers or packers." In submitting the code, the Association says:

"Practices are found to exist in every section of the United States which are economically unsound and tend to increase unreasonably the cost of doing business and the spread between the producer and the consumer. Progress can be made in eliminating such practices. The retail industry is agreed that a code of trade practices supervised by the Federal Government is desirable. Retailers of the United States are willing and eager not only to eliminate wasteful, uneconomical and unsound practices and methods, but to condemn and prevent, as far as possible, all unfair and unethical trade practices and methods. They believe that the meat trade and the public, as well as the meat industry itself, would be benefited by the elimination of these methods." The recommendation follows:

Whereas—It is desirable in the interest of the meat industry and of society itself that the sale and distribution of meat and meat products be carried on in open and honest competition and that the methods employed in the retail distribution of meats be fair and sound, therefore be it resolved that:

1. Making, causing, or permitting to be made, or publishing any false or misleading statement concerning the grade, quality, condition, quantity, nature, origin or preparation of any product is an unfair practice. (Grades as established by the U. S. Department of Agriculture.)

2. Making or causing to be made a defamatory or untrue statement concerning a competitor, his business, his policies, or his products, is an unfair practice.

3. The giving with products or articles sold of premiums or coupons redeemable in money or merchandise for the purpose of obtaining business is an unfair method of business.

4. Secret rebates or secret concessions or secret allowances of any kind are unfair methods of business.

5. Obscuring the price at which goods are sold by selling ostensibly at a certain price but granting secretly to the buyer unusual discounts or terms is an unfair trade practice.

6. A grower, producer or dealer selling goods identified by a special brand name or trade-mark of which he is the owner shall be free to specify by agreement with distributors the resale prices of such identified merchandise, which prices stipulated in any such agreement shall be uniform to all distributors in like circumstances.

7. Selling at less than cost (cost including the price paid and necessary operating overhead) shall be considered an unfair trade practice.

8. The practice of manufacturers, processors or wholesalers soliciting or selling merchandise at a less price than to their retail trade or handling merchandise other than through the recognized links in distribution shall be considered an unfair trade practice.

9. The selling or offering for sale of meat and meat products and poultry in any other manner than by one

pound weight basis only (16 ounces to the lb.) except Federal regulation now in force, shall be considered an unfair trade practice.

10. The selling of any product below the universal advertised price in any one unit or units of a multiple system of stores shall be deemed an unfair trade practice.

I was very much disappointed that Governor Comstock did not see fit to appoint a member on the Pharmacy Board prior to the adjournment of the Senate, which must confirm these appointments. As the matter now stands, it will be probably a year before appointments can be confirmed, and, of course, while it is merely a form, it leaves a situation which, if continued, might disrupt the working of the Board, if the appointing officer felt so inclined.

I think it will be very generally conceded that the farming country contiguous to Grand Rapids was never more beautiful than it is this season. One of the most attractive features is the celery gardens along the line of M-21, Southwest of Hudsonville. Considering the lateness of the season it was thought we would not have new celery in market by July 4, as usual; but it is here already—small in size, but greatly improved in quality over the trash we have been getting from Florida and the woody fibered stuff which has come to us from California. I pity the people who have to eat Pacific coast celery the year round.

It is a matter of very general regret to the people of Grand Haven and the Bass River district that the corporation which was transporting gravel from Bass River to Grand Haven, where it was sorted and transported to points across the lake, has met with financial reverses and been obliged to suspend operations. The corporations employed many men who have been forced to seek employment elsewhere.

A Grand Rapids gentleman has a loyal friend in a nearby city who is coming here next month to attend the annual convention of the American Law Association. He asked a level headed member of the local legal fraternity what he could do to entertain his friend. "Do nothing," was the reply. "Every moment while he will be here is carefully planned. If you undertake to take him from the meetings, you will do him a great injury, because he ought to hear every word that is uttered on the floor of the convention. If you take him away from the entertainments already planned you prevent him from meeting people he ought to know and get in touch with. If you can prevail upon him to stay in the city a day after the convention adjourns, well and good, but don't think for a moment you are showing him a favor by causing him to lose the things he comes here to learn."

The campaign I have conducted to secure the return of the oleo license fee for two years to those merchants who did not handle animal oleo in the meantime closes Friday, July 30, being the last day the Collector of Internal Revenue will accept claims for the re-

turn of the \$12 with \$1 interest added. After June 30 for one year merchants who did not handle animal oleo between June 30, 1930, and June 30, 1931, can secure the return of \$6, with about fifty cents interest, by filing claim for the refund. Blanks for this return can be obtained from the Tradesman office, the same as heretofore. I am sorry more merchants have not taken advantage of this action on the part of Uncle Sam.

Careful observers of business conditions who have visited Detroit recently assure me that the revival in business is very much in evidence in that city, which was probably hit harder by the depression than any other city in the United States. Especially is this true of the automobile industry, which is making giant strides in rehabilitation.

Senator Vandenberg has returned from Washington in anything but an amiable mood, due to the vagaries and ironies of party politics. After devoting months to the preparation of a banking bill which would have solved many of our financial worries, he was forced to see it become a part of the Glass bill and guided through both houses under the name of Senator Glass in order to secure its enactment. Such is the penalty attached to the crime of being a Republican who undertakes to create any constructive legislation under a Democratic administration.

It pleased me greatly to learn that W. J. Carl, the leading merchant of Muskegon Heights, and his wife, celebrated their golden wedding Sunday with an invitation dinner at the Occidental Hotel at 1:30, followed by public receptions at their home afternoon and evening. Few good people of my acquaintance have done more along material and social lines to make life worth living in this world. The Muskegon correspondent of the Grand Rapids Herald handles the event so beautifully that I am disposed to reproduce his description of it:

The Carls, prominent pioneer residents of Muskegon Heights, have resided in that city 42 years, moving there from Howell when only five families had become Heights settlers.

The W. J. Carl store has been synonymous with progress of the Heights community. It was started on East Broadway avenue about two blocks east of its present location at Peck street and Broadway. The store first handled only groceries, but it has since become a general store. Many residents of the Heights can recall the time they worked for the Carls.

Mr. and Mrs. Carl were married in Howell June 26, 1883, and for eight years thereafter Mr. Carl conducted a dry goods store in Howell. He came on ahead of his family to start his business, and Mrs. Carl laughingly remembers her first sight of her future home.

In those days trains did not stop at the small cluster that was Muskegon Heights and she says she was nervous as her train was due to approach its destination. Finally as the train pulled up by Mona lake she said she saw Mr. Carl sitting on a fence rail surrounded by dense timber.

"He kept motioning for us to get off the train, and finally it was stopped. With some of our belongings we then walked some time before a farmer

(Continued on page 23)



## FINANCIAL

### IDENTIFICATION SERVICE

#### It Guards Citizens and Business From Law Breakers

It is probably because fingerprints first came into widespread usage in law enforcement work, that the general public has associated this indispensable means of identification with crime and criminals.

When considering the many identification bureaus throughout the world, the Identification Division of the United States Bureau of Investigation is recognized nationally and internationally as possessing the largest reservoir or source of criminal identifying data in existence.

The Bureau has more than 3,576,000 fingerprints and more than 4,696,000 index cards in its collections, involving about 2,550,000 different individuals. During the last fiscal year 573,731 fingerprint cards were received in the Bureau and 39 per cent of these were identified with prior records. At this time nearly 2,200 additional cards are being received in the Bureau daily from more than 5,800 contributing law enforcement agencies in the United States and foreign countries.

This huge source of identification data, in addition to furnishing indispensable data for law enforcing agencies, also has additional uses which are available to the individual.

How can an employer determine through the services of the Bureau if a prospective employe has a criminal record? How may a citizen determine the whereabouts of necessary witnesses or prospective defendants in civil suits?

These questions represent two phases of the Bureau's work in the civil identification field. In addition to these uses, the records of the Bureau are frequently of aid in identifying unknown deceased persons or amnesia victims.

When the records contained in the Bureau's files were found to possess such great value for criminal purposes, many law enforcement agencies initiated the practice of routing or clearing through the Bureau, fingerprints of applicants for positions as peace officers to determine whether they had previous criminal records. In addition, various branches of the armed services of the United States, upon occasion, have cleared their fingerprints through the Bureau in this manner, identifications averaging 5 per cent. of all these prints handled.

The United States Civil Service Commission adopted this practice about four years ago. In a large number of cases it was found that persons whose offenses were detected through the fingerprints, have given untruthful answers to questions on the application blanks.

Results obtained in such identification work were so favorable that on July 1, 1932, the Civil Service Fingerprint Division was consolidated with that of the United States Bureau of Investigation.

Since the major part of the fingerprint identifications made by the Bureau are handled through the prints submitted by local law enforcement agencies, a business man or large em-

ployer of labor would have to secure the cooperation of his local law enforcement agencies in submitting any fingerprints to the Bureau. If these agencies are willing to send the fingerprints in to Washington, the Bureau of Investigation will search for any existing record without charge to the local officers.

The second class of civil prints is that which deals with the identification of unknown deceased persons or amnesia victims. The Bureau's work in examining fingerprint cards forwarded by law enforcement officers in the cases of persons who have been found dead, either from violence or natural causes, or of individuals suffering from loss of memory, necessarily is usually confined to an examination of its own criminal records. It follows, therefore, that unless a person has been involved in some criminal activities, an identification cannot be established unless his fingerprints correspond with one of the approximately 149,000 Civil Service prints now in the Bureau's possession.

Indicative of the scope of the Bureau's work in the establishment of identifications of unknown deceased persons, there was a rather unusual identification effected in December, 1930, when an individual endeavored to effect a robbery at Huntsville, Ala., and was killed by a shopkeeper's wife. This person was found to be identical with an escaped prisoner from the North Carolina State Penitentiary at Raleigh.

Another case is that of the person who committed suicide in an Iowa City in November of 1930. When his fingerprint card was searched in the Bureau's files it was found he had been arrested previously in South Dakota, and the Iowa officials were enabled to trace his relatives from the point where he had been taken into custody previously.

One instance of misrepresentation which was recently cleared up by the Bureau was that of a person living in North Carolina who attracted wide attention through claiming to be a former prominent member of the Lafayette Esquadille reported killed in France. He was identified by the Bureau through a fingerprint search as a deserter from the United States Navy, and was not possessed of a World War record.

These cases which have been described are routine cases with the Bureau. It establishes numerous similar identifications every month.

The location of prospective defendants or missing witnesses in court cases is another important service of the Bureau. When the Bureau is informed that a law enforcement agency desires the apprehension of a fugitive and the fingerprints of that individual are available, a wanted notice is placed in the fugitive's record. This insures his identification when his fingerprints are next received from any of the 5,881 contributors to the Bureau. Through this medium 350 fugitives are identified each month.

An illustration of the work of the Bureau in identifying witnesses wanted in connection with a civil case is furnished in a matter arising in September, 1931, when an identification

effected by the Bureau resulted in locating the insured person in a War Risk Insurance case, which was before the Veterans' Bureau. The action undertaken by the Bureau in this matter enabled the Federal Government to successfully defend a \$10,000 suit brought against it under the presumption that the former soldier was deceased. He had been missing for more than seven years.

These illustrations of what may be called the civil identification activities of the Bureau of Investigation are indicative of its activities not only in the field of law enforcement but in the identification of various persons whose true identity may be clouded in doubt or totally unknown.

The Identification Division service is rendered free to all legally constituted law enforcement agencies, including prosecutors and judges, as well as in assisting many citizens in solving their problems.

John Edgar Hoover.

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#### Review of the Business Situation

The World's Conference is in session. However, the chances of early accomplishment are not very optimistic. The failure of international cooperation and our own needs lends support to some radical moves, but on the whole, it aims towards higher prices, greater business activity, more employment, better wages and increased available credit.

It is expected that tariffs will not be lowered excepting as any recent provision enacted might affect the situation. Our own policy means exports will be less important as domestic prices advance.

There were some very favorable signs during the past week. Automobile sales on May 7 were 15 per cent

ahead of last year. Sales so far in June are estimated 30 per cent over a year ago. In the cotton textile trade, it was the highest in the last four years. The coal industry output is up 40 per cent over that of a year ago. Bank deposits are increasing and hoarding decreasing. Business volume

Analysis of any security furnished upon request.



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continues to go ahead. The economic dictatorship is going along quite smoothly and increased buying is reported in practically all lines with business activity considerably on the upward trend.

There has been reported, according to figures of the Federation of Labor, 1,629,000 people re-employed since the end of March. Of course, this has been due to increased production schedules and the rush to buy goods. The job now, of course, is to spread employment, which should even improve these figures. The rally in commodity prices and stocks and bonds is very encouraging. J. H. Petter.

#### The Penalty of Success

It is always to be regretted that when private firms deal with municipalities, they can expect to receive criticism.

It is regrettable that the firm of J. H. Petter & Company, who made a contract with the city on a refunding program, which has been carried through successfully to date, should be subject to criticism, as the contract, which was approved by the Sinking Fund Trustees some months ago and was unanimously voted by them, was obtained only after several other proposals had been considered and been turned down.

#### Trade Paper Importance

So much has been said about trade paper and consumer advertising and so heated has the debate at times become that one might be left with the impression that they are quite aware that a trade paper is one thing, a consumer magazine is another, and neither can fulfil the functions of the other.

Years ago trade papers did not have good editorials. The result was the paper lacked reader interest, was hard to sell to the advertiser and volume did not come. Because profits did not come, the editorial standard could not be raised. Because the editorial standard could not be raised reader interest could not justify a higher revenue from advertising.

In recent years trade papers have become stronger and have developed a reader interest by printing news of interest to the trade. They are recognized as necessary along with other publications.

The general publication story tells what the advertising is doing for the consumer. The story to the trade tells what is being done to the consumer for the benefit of the trade.

Many a big advertiser has left a loophole for small competitors to creep in and grow because he neglected to keep on with his trade advertising. He figured his dominating consumer campaign as adequate for all his needs. But he forgot to insure his big campaign with trade advertising. And so a smaller company began to pound the weak spot in the big company's line, broke through and grew. There doubtless were many real "profit reasons" why the trade should have stayed with the big line, but these reasons, though once learned, were forgotten through lack of repetition. There never comes a time when a company can afford to neglect the people who sell its goods. —Consumer Demand.

### REPORT OF SECRETARY

#### Of the Michigan State Pharmaceutical Association

The Secretary's report for the past year will be something like the report of the banking commissioner — not much to report except trouble.

The past year the most of the work was done by the various committees and I am sure their reports will be much more interesting than mine.

Memberships this year are comparatively small in number, 351 to date. This is, of course, a trifle discouraging. This year should be the year when we should have at least three times that number. With the organization of the Drug Institute of America, which has recently taken place, Michigan should have a membership of not less than 1,500. I feel that the Drug Institute will have more to do with the stabilization of all phases of the drug business than anything that has been thought of to date. At this time we enjoy, for perhaps the first time, an administration at Washington with a sympathetic attitude toward the retail business of the country. The drug business of the country occupies an important place in the list of retail business and somehow the druggists of the country seem to feel that they alone can exist by running their business with no profit. Someone has said, "The laborer is worthy of his hire." We feel that the Drug Institute will be the stepping stone toward showing how our business can be so conducted. I feel that Michigan should take an important place in the deliberations of the Institute and I sincerely hope that during this convention the proper steps will be taken, so that a live committee or delegation can be given the authority and the finances so that the proper results can be obtained.

The National Association of Retail Druggists have as usual worked for the welfare of druggists of the country with untiring zeal and I predict that their part in the new movement will be equally as important. Let us pledge real assistance to them this year, more than ever before.

One of the important steps which have been taken this year is the organization of county groups of druggists. The State Association this year has allowed these county organizations to retain 25 per cent of the dues collected for the State Association. While this has reduced the revenues of the Association, we feel that it is the proper thing to do and I am sure that there are many members here who will add their testimony to the wisdom of thus encouraging these county organizations. It is hoped that eventually we will be able to have an organized group in each county in the state. It would make it possible for more complete co-ordination of action during the reconstruction of business, which we all feel is necessary and in the accomplishment of which, it will be required that co-operative action be obtained.

It seems as if it is unnecessary for me to take your time to go over the many items of interest that have occupied the attention of your officers for the past year, for the reports of these items will be covered by others and I am sure that discussions during the

open forums of this convention will cover the situations much more thoroughly than I can.

I must speak of one particular thing in connection with the past year's work. Your officers have served you with zeal and have given you honest service—all at their own expense. No committeeman has received even his gasoline expense during the past year. This is not the proper thing. We all know how hard it has been to get enough cash together to maintain our own business, but it does seem that to maintain a cash balance in the Association treasury has been harder than ever before. Part of the funds of the Association were caught in the bank holiday and are still frozen. We are hoping that warm weather of July will thaw out these frozen assets and render them liquid again.

I must say a word about the co-operation of the Board of Pharmacy and particularly the Director of Drugs. E. J. Parr has been one of the most active organizers of county units, using, of course, the energy and weight of our President, Bill Taft. These two fellows are a team hard to match and still harder to beat. The Board has shown a co-operative spirit at all times and we surely appreciate their attitude.

Dean Lakey has succeeded in giving us a State Journal that we can well be proud of. It holds a high place in the list of Association magazines and I would like to ask that each county unit take interest in sending in to the Journal those interesting accounts of local meetings. In this way I am sure that we can all have a part in making this the most interesting Journal that can be printed.

I must pay tribute to Deck Look — the wheel horse of Legislative Committees. While you may think that more could have been accomplished let me say that the work of Deck Look and his committee has been hard work, unselfishly given and deserves much more than you can pay them.

The druggists and the ladies of Jackson deserves much credit for their courage in preparing for this convention. Less courageous people might have decided not to stage a convention, but we are here and I am sure that we will let them understand that we appreciate their efforts.

Every committee chairman and the members of the various committees have carried on their work well and I am sure you will be satisfied with their reports.

The financial report is as follows:

Secretary's Petty Cash Account	
Receipts	
1932	
June 18—Bal. on hand.....	\$ .40
July 22—Cash from Treasurer.....	20.00
Nov. 15—Cash from Lansing mtr. 7.75	
1933	
June 2—Cash from Treasurer.....	60.00
Total Receipts .....	\$88.15
Disbursements	
1932	
July 24—Stamped Envelopes.....	\$16.70
Aug. 1—Stamps .....	3.00
Nov. 11—Telephone & Telegrams.....	4.70
Dec. 30—Telegrams .....	4.63
1933	
Jan. 3—Postal Cards.....	7.50
Jan. 12—Telegrams .....	1.96
Jan. 16—Telephone .....	2.35
Jan. 26—Special Postage .....	1.25
Jan. 26—Stamped Envelopes.....	16.70
Mar. 1—Telephone & Telegrams.....	2.25
April 6—Postage & Telegram.....	6.85
May 15—Postage & Telephone.....	7.46
May 24—Postage Stamps.....	6.00
Total Disbursements .....	\$81.40
Balance on Hand.....	6.75
	\$88.15

#### Secretary's Cash Account Receipts

1932	
June 20—Balance on hand.....	\$ 109.00
58 members at \$3.00.....	174.00
President's fund .....	87.25
1933—338 members at \$3.00.....	1,014.00
Commission checks returned.....	3.75
One member paid 1934.....	3.00
Thirteen members paid \$1.00.....	13.00

Total Receipts .....

Disbursements	
1932	
July 23—Treas. (Pres. Fund).....	\$ 87.25
July 23—Treasurer .....	100.00
Sept. 19—Treasurer .....	91.75
1933	
Jan. 13—Treasurer .....	125.00
Jan. 27—Olds Hotel .....	16.50
April 15—R. A. Turrel (salary).....	100.00
April 29—R. A. Turrel (postal cards).....	6.00
May 9—Treasurer .....	100.00
May 23—Treasurer .....	150.00
May 26—R. A. Turrel (stamped envel.).....	16.70
June 1—Treasurer .....	125.00
June 12—Treasurer .....	150.00
Federal Creek Tax.....	.60
Commission to County organ's.....	207.50

Total Disbursements .....

June 20—Bal. on hand.....	127.70
	\$1,404.00
Amount impounded in the State	
Bank of Crowwell.....	\$79.70
Two returned checks at time of	
Bank Holiday.....	6.00

Total unavailable.....

Treasurer's Account	
Receipts	
1932	
June 24—Bal. on hand.....	\$224.67
July 23—Cash from Secy. (spec. acct) (President's Fund).....	87.25
Check from Secretary.....	100.00
Sept. 19—Check from Secy.....	91.75
1933	
Jan. 13—Check from Secy.....	125.00
May 9—Check from Secy.....	100.00
May 23—Check from Secy.....	150.00
June 1—Check from Secy.....	125.00
June 12—Check from Secy.....	150.00

Total Receipts.....

Disbursements	
1932	
July 13—R. A. Turrel, Convention Exp. ....	\$ 45.67
N.A.R.D. Annual Dues.....	25.00
Charles McNaughton, Bonds.....	10.00
Jean Cooper, Mimeographing.....	3.90
July 22—D.R.D.A. Postage Journal.....	30.00
R. A. Turrel, petty cash.....	20.00
Aug. 6—Edna Barker, stenog.....	102.60
Aug. 7—Croswell Jeffersonian, ptg.....	12.00
Aug. 16—D.R.D.A. postage.....	34.00
F. H. Taft, stationery.....	23.50
Sept. 19—Geo. Wahr, map.....	5.00
Croswell Jeffersonian, ptg.....	3.50
D.R.D.A. Postage.....	30.00
Nov. 30—D.R.D.A. Postage.....	60.00
Dec. 3—Universal Ptg. Co., receipts.....	4.25
1933	
Jan. 21—D.R.D.A. postage.....	60.00
Jan. 29—R. A. Turrel, salary acct.....	50.00
May 12—D.R.D.A. postage.....	93.00
June 1—R. A. Turrel, petty cash.....	60.00
Federal Tax on Checks.....	.38

Total Disbursements.....

June 22—Cash Balance on hand.....	397.62
	\$1,066.42

President's Fund (Special Fund)	
Cash collected at Lansing Conven.....	\$87.25
Cash paid to F. H. Taft.....	\$30.00
Federal Tax on two checks.....	.04
Balance in the Fund.....	47.21
	\$87.25

Recapitulation	
Balance on hand with Secy.....	\$127.70
Balance on hand—petty cash.....	6.75
Balance on hand with Treas.....	397.62
Balance on hand—President's fund.....	47.21

Total cash on hand, June 20, 1933 .....

R. A. Turrel.

#### Would Drop Set Price Lines

Sentiment is growing among retailers in favor of abandoning established price lines for Fall in women's apparel, according to the Industrial Council of Cloak, Suit and Skirt Manufacturers. Merchandise managers with whom the question was discussed agree that the retention of those price points for the coming season would invite comparison with the goods offered in the last two or three seasons at similar prices, thereby focusing attention upon any "compromise with quality" required to retain the old quotations. The retailers also feel that a departure from the established prices would modify drastic retail competition and afford an opportunity of obtaining an adequate mark-up.



## RETAIL GROCER

Retail Grocers and Meat Dealers Association of Michigan.

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

Second Vice-President—Rudolf Eckert, Flint.

Secretary—Elton W. Viets, Lansing.  
Treasurer—O. H. Bailey, Sr., Lansing.  
Directors—Holger Jorgenson, Muskegon; L. V. Eberhard, Grand Rapids; A. A. Boyce, Bay City; Vincent A. Miklas, Manistee; Ward Newman, Pontiac.

### Some Interesting Slants on French Marketing

I have just come across a stray page of notes made while we were in Nice and Paris. There were not many disappointments in groceries, whether native or foreign, but, surprising enough, a trial of C & B sausage in tins made us wonder what strange tastes the English develop in some directions. I say it that way because English food preparations are usually the acme of goodness.

This was in Nice and in one of the fanciest small shops there. The tin was like a three-quarter sardine tin. Cost, translated into American, was 32c. The tin contained two sausages about the size and shape of small Frankfurters, surrounded and heavily embedded in white grease, the grease making up more than half the contents.

We ate, or essayed to eat, the sausages, but it surely was a penance. I could no way determine what they were made of, nor what flavor the seasoning was intended to develop.

Across from that shop was one kept by two women who spoke good English, having spent some years in London, and there we got a great variety of McVitie & Price's, Edinburgh, biscuits such as I would love to find in San Francisco. There are many British biscuit makers of high excellence. Each of them stands out for certain items above the others. McVitie—pronounced Macveety—makes a ginger bread of incomparable goodness.

In the tiniest shop, kept by mother and daughter across from our apartment house, once was displayed a pile of beautiful looking eggs—white shells as the preference of Nice. Topping the pile was a sign thus:

Grande Arriviage, 70c

Being quick of penetration you will get the point: Great Arrival; but you may need help on the 70c, for that means 70 Centimes, or 70/100 of a franc, and the franc at that time equalled 4 1/4c American. So you see, this made the eggs which, as always in France and Italy, were priced by the single piece, about 2.8c each, or 33.6c the dozen.

That reminds me of the maitre d'hotel who on taking our order one evening, including boiled eggs, asked "How many pieces of eggs?"

Florida grapefruit, size 80s, were priced at 32c each, American; so hungry as we were for them, we passed them by.

The system of handling wine bottles was fun. Whatever the price of the wine, a deposit was called for on the bottle; and despite the fact that all bottles were alike, one must return the individual bottle to the correct vendor or he was out of luck. Nor did it make any difference that one wanted more wine, even high grade. The deposit

was 2/5c—two-fifths of one cent—which, one would think, any storekeeper would absorb for a new purchase, but not those French merchants!

Chianti bottles are larger and also basket covered. The deposit thereon was 2c. The last I tried to return I broke.

I was surprised to find a scale which looked exactly like our San Jose scale on Italian oranges, because my impression was that our name indicated the point of origin. However, it got to Italy, which shows how strict quarantine must be to protect healthy groves from infestation.

In our Paris market fine, large strawberries were sold by the pound in bulk, 10c per pound. They were handed to us in large, brown paper cornucopias, made by the marketer—usually a woman—on the spot. It seemed sacrilege to pile such delicate fruit six to eight inches deep in the body of a push cart, then dole it out by the pound through the warm morning, but they did it that way and loss seemed not greater than occurs with us.

French and Italian merchants are mighty short of packaging conveniences of all kinds. The one plentiful commodity is old newspapers—and not too many of those. But then, our table wine cost us 13c for the reputed quart bottle, at which cost it did not seem hardship to carry it home unwrapped.

Three lamb chops, sufficient for our eating, cost 17c in Paris, which was less than the cost in Nice. A full pound of high grade petit buerre cakes cost 16c.

But the thrift (?) of a women grocer cost her one sale. I was selecting tomatoes when she butted in with vehement indication that the price tag related to tomatoes as was—no selection. If she had been satisfied to go a bit slow she would have learned that I did not care for the price. What I wanted was what I wanted. So any storekeeper can lose a sale by failure to be tactful enough to learn the customer's wishes.

Incidentally, while it was perfectly natural, somehow it seemed strange to buy tomatoes grown in Spain and Morocco. That showed us how far we were from home.

I omitted something from my sketch of John Green. That was that he and Kate had a son, an only child. The boy was the center of their hopes, their pride and aspiration. When he was twelve years old he died, and neither John nor Kate were ever quite the same thereafter. For he was the child of their advanced years, no hope they could have another.

In the summer of 1912, my wife and I went West from Buffalo on a lake steamer. During our stop in Cleveland, John came down to visit us. In our talk something came up about business which to me seemed important to John in some way, but he only smiled wearily, with an expression of infinite sorrow, and answered:

"Paul, all that means little—in fact less than nothing—to me now since we lost our boy."

I do not know exactly when the boy died, but the time was not then long past and the wound was raw.

From then onward the husband and wife devoted themselves to each other, their two homes and their travels among grocers. They owned a comfy little place, I understand, in the city, but what they loved most was their summer home on the shore of Lake Erie. John used to tell with pride and satisfaction of his artesian well from which he got an abundance of fine water, which flowed through the hard winters without freezing.

There the two cultivated their flowers and cared for their lawn. As travelers, visiting and talking with the circle around them, they could forget what weighed on their hearts. It was not altogether restlessness that made them move about so much. I think that poor old John would have died long ago had he not been able to travel and thereby assuage his utter loneliness.

All of which is simply the commonplace of universal loss and sorrow, the lot of all humanity; but somehow it always softens us in that it makes us understand our fellows better. I incline to think that some such thought was in Carlyle's mind when he wrote of death as "well earned oblivion," for is there not most welcome rest in death for those who carry forward through the years in necessary silence a sorrow like that of our old friend John Green and his wife Kate?

Fisherman Jim lived on and on

As a man will live when his heart is gone:

And our little life is rounded with a sleep. Paul Findlay.

### Adding Vitamins To Milk

The use of methods of artificially increasing the amounts of the sunshine Vitamin D in milk has been endorsed by the Committee on Milk of the Con-

ference of State and Provincial Health Authorities. In the opinion of the Committee, American children would benefit greatly from increasing amounts of Vitamin D in milk.

The Committee has been conducting an investigation of the sale of vitaminized milk which has grown up in many communities in the United States. Vitaminized milk affords an additional means of supplying children with Vitamin D, the substance which prevents the development of rickets and which is found in such preparations as cod liver oil.

Direct irradiation of milk, feeding cows with irradiated yeasts, and mixing with the milk certain patented preparations of concentrated Vitamin D secured from cod liver oil or ergosterol are the methods of vitaminizing milk found to be in use. Holders of the patents of these different processes will license only one dairy in a community, a condition which is detrimental to the best interests of the public the Committee points out.

Amount of vitamin in milk is determined in terms of "rat units." Vitamin content is believed to vary according to the method used.

"The Committee feels," it states in its report to the conference, "that while State and local health authorities should adopt a permissive attitude toward the sale of Vitamin D milk, a public statement to milk consumers should explain that while the Health Department wished to encourage the sale it was not prepared to endorse any given number of rat units as amply protective against rickets in all cases, and preferred to leave this question to the judgment and experience of the medical profession."

Temperament is mostly temper.

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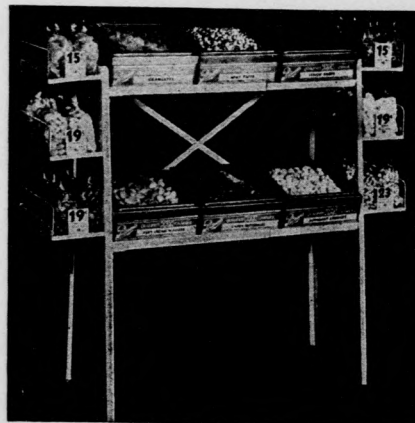
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## MEAT DEALER

### Healthful Qualities of Meat

Long before the day when the knowledge of food values first commenced to guide man in his selection of foods and in the planning of the daily menu, meat was the principal article of food in all countries where it was available.

Today, the housewife who plans her meals with care, after referring to her table of food values, still serves generous portions of meat. She has learned that, although her ancestors ate meat merely because of an instinctive realization that it was a good and wholesome food and because they liked it, meat has many valuable food properties — proteins, fats, minerals, and vitamins — which justify its continued and frequent use, and she serves it to her family once, twice, or three times a day, in many cases.

The food properties just mentioned, which are found in meat, are, of course, also found in other foods. Foods generally are made up of a combination of several of these. In some foods certain of these properties predominate. Thus, some foods are known for their protein, which builds up tissues and bodily strength; others are valuable for their heat-producing or energy-producing fats and carbohydrates; a few foods are widely used because they contain valuable minerals and vitamins. Meat contains some quantities of all these classes of food constituents except carbohydrates, with especially large amounts of protein and fats, from the lean and the fat, respectively. It also is rich in iron, which helps build good, red blood.

As scientific investigations of the values of various foods have been extended and become understood better, the importance of meat as a food has become emphasized more and more. A few years ago, some people erroneously thought that meat caused or aggravated a number of ills and ailments, such as rheumatism, high blood pressure, and others. Nutritional and medical authorities have sought the truth, however, and have found to their satisfaction that meat is unusually healthful and wholesome, and that eaten in the usual amounts and under proper conditions it causes no known diseases.

In addition to its healthfulness and its high food value, meat has the added attraction of being delicious, pleasingly palatable, and easily digestible, and to these qualities together it owes its universal popularity.

### Increase Appeal of Lamb by Using These Suggestions

In every part of the world lamb is a favorite dish.

The use of acids is to be recommended in preparing lamb. Rubbing the meat with lemon juice, tomato juice, or weak vinegar will give the delicate taste so much desired. Marinating is another practice that the housewife will find helpful in the preparation of lamb. Use a dressing of three parts vinegar to one part oil seasoned with salt, pepper, finely chopped onion, celery salt, and a dash of nut-

meg. Allow an hour for the marinating. This dressing may afterwards be used for basting the meat or may be added to a gravy or sauce to serve with the meat.

Cuts of lamb include the leg, loin, ribs, breast, shoulder, and neck. These should be selected with the method of preparation in mind, whether roast, steak, stew or pot pie.

The fell, a thin film of skin on the outside of the fat, should be removed from chops only before cooking.

A few appetizing ways of preparing the more economical cuts are listed below:

Shoulder — boned and roasted; braised; pot roast; cut as steak and baked en casserole; boned steaks, rolled as cutlets, breaded and baked or fried.

Breast — stuffed and roasted; cut into pieces for Irish stew, English lamb pie; Shepherd's pie; ragout.

Shanks — lamb broth; lean part ground for loaf, pressed meat, escaloped meat or stuffing for cabbage.

Mutton kidneys — broiled; en casserole; stewed.

Sheep's brains — fried; au gratin; scrambled.

Left-over lamb makes a delicious hash, sandwich filling, creamed meat on toast or in ramekins or stew.

Certain seasonings, particularly parsley, celery salt, tomato juice, curry powder, mint, caper, lemon, nutmeg, and thyme, blend well with lamb. These are used in sauces, jellies and stuffings, such as caper sauce or mint jelly.

### Ready-to-Serve Meats Advised for Hot Months

One of the many delightful things that the first of June ushers in is the ready-to-serve meat dish. Of course the June bride is going to occupy a considerable portion of the June picture, but even the June bride should listen to some wise words about ready-to-serve meats.

Ready-to-serve meats are a great comfort to housewives during the summer when the lure of the garden and the beach take all the appeal out of the kitchen stove. If the housewife will make a habit of utilizing these delightful and tasty specialties in her menus regularly, she will find that she is spending less time in the kitchen and a great deal more under the trees in the cool shade.

These ready-to-serve meats mean just what they say. They're ready to put on the table the moment they're brought home from the retail market. There is a great variety, so that monotony is not a factor. Here are a few of the favorites: Bologna, Luncheon Specialty, Minced Luncheon Specialty, Liver Sausage, Head Cheese, and all the various dry sausages such as Salami, Cervelat, Holsteiner, and Farmer.

### Physicians Find Meat an Essential Food

Five essential articles of food were named by Drs. Alan Brown and Frederick F. Tisdall of the University of Toronto at a recent meeting of the American College of Physicians. Meals built around these essentials will go a long way toward improving the health of the community and preventing disease, they claimed.

The five essentials are: Milk, to supply calcium and protein; meat, to supply protein; eggs, to supply protein, vitamins and iron, and vegetables and fruit, supply minerals and vitamins. The remaining calories needed can be furnished readily by the refined cereal and sugar products.

The Toronto physicians reported experiments in which they found these food essentials valuable for normal development and resistance to disease.

### Preserving Surplus Eggs In Water Glass Solution

Before the weather becomes very warm, it is still possible to preserve surplus eggs for next Winter's use. Fresh eggs properly put down in water glass, says the Department of Agriculture, may be kept in good condition for cooking purposes for 7 to 10 months.

The use of infertile eggs is advised and only fresh eggs should be used. Dirty eggs will spoil, and if they are washed the protective coating which prevents spoiling is removed.

Cracked eggs should never be put down in water glass. Even minute cracks may cause spoilage and contamination of the other eggs in the jar. It is a wise precaution to examine every egg by candling before using it.

### Children Like Bacon

A recent study by Thomas F. Vance, of the Department of Psychology, Iowa State College, shows that crisp bacon heads the list of foods that children like. Dr. Vance's observation was

made from the order in which children tasted and finished food set before them in the nursery school at Iowa State College. Crisp bacon apparently was almost a universal favorite. Meat balls, meat loaf, and liver, also ranked high on the list of eighty-six foods which were used in this experiment.

### A Business Man's Philosophy

Few of us realize how stereotyped our lives are.

We eat at the same restaurant, buy the same kind of shirt and tie, read the books of our favorite authors, follow our pet stars in their productions, and regard ourselves as fortunate when we have trained a barber to cut our hair so that we can endure the operation unconcernedly.

This inertia of the public is so certain that a magazine can sell its subscription list when it has no other asset. There is confidence that a large share of the list will renew, just because it's so simple to go ahead on the same basis and so bothersome to make a change!

Most men are so twined around with habits that their wives can read them like an open book, although the smart woman never lets her man realize this.

If you doubt that your own mind follows definite channels, and uses habitual expressions, consult your stenographer. It's a poor stenographer who can't keep two words ahead of the man who is dictating.

Don't worry, the dollar will be able to take care of itself in the world.



## THEY COME BACK for more!

Once you sell Royal Desserts to a customer, you can be sure she'll come back for more. For the famous Royal Quick Setting Gelatin Desserts and Royal Chocolate and Vanilla Puddings have delicious flavors—better than she's ever tasted before. And they're always absolutely fresh.

Get behind these fast-selling items. They bring satisfied customers and steady profits.

## ROYAL DESSERTS

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Vice-President — Henry A. Schantz, Grand Rapids.  
Secretary—Harold W. Bervig, Lansing.  
Treasurer—William Moore, Detroit.  
Field Secretary — L. S. Swinehart, Lansing.

### DANGER POINTS

#### In Giving Notes in Payment for Goods

If there is no dispute about an account, and a merchant admittedly owes for a shipment of goods, there is usually no objection to him giving a note for the account at the request of the seller if this is required for any reasonable reason. And it is frequently done where a merchant needs an extension of time in order to make payment, and the seller of goods demands that the account be put in a more specific form as a condition to granting such extension.

However, a merchant should watch his step in giving negotiable promissory notes in payment for goods, where there is any dispute about the amount due, or any doubt about the quality of the goods being up to what was ordered. And this applies with great force to paying for goods by promissory notes, before they have been received and examined, and especially so if the merchant is dealing with a stranger.

This is true because where a negotiable promissory note is given for goods, in advance of receipt and examination of the goods, if the seller transfers the note to an innocent holder the merchant may be liable on the note, regardless of whether the goods are up to contract or not. In other words, the merchant will usually be absolutely liable to the holder of the note, and will not be allowed to get up any defect in the goods to defeat liability on the note. For example.

#### Merchant Gives Notes for Goods

In a recent case of this kind a retail merchant gave a series of six notes in the sum of \$67 each to a manufacturing company in a distant state, in payment of a bill of merchandise. These notes, it appears, were given before the merchandise arrived, or at any rate before the merchant had had an opportunity to examine the goods. The notes were straight negotiable promissory notes, and payable at stated intervals of several months apart.

After the merchandise arrived, and the merchant had had an opportunity to examine it, he contended that it was not as represented and wrote the seller for an adjustment. The matter hung in the balance a few months, or until the notes were about to become due, when the merchant received a demand for payment from a third party, who informed the merchant that he (third party) was the holder of the notes.

It then developed that the seller of the goods had sold the notes to this third party by indorsement, as he had a right to do. The merchant refused to pay the notes unless an adjustment on the merchandise was made. The holder of the notes was not interested in this, and brought suit on the notes as an innocent holder for value. And the court in holding the merchant liable on the notes said:

"Doubtless a defense of partial failure of consideration would be measurably good against the original payee (seller) of the notes; but it was no defense against this action by a holder in due course. \*\*\* There was no fraud inherent in the notes, no infirmity in them available against an innocent holder in due course. The depositions of plaintiff (holder of the notes) and of the manager of the manufacturing company were to the effect that the notes were negotiated in an ordinary business transaction before maturity, \*\*\* judgment for plaintiff."

So that ended the case with the merchant being held liable on the notes in the hands of the buyer thereof, and, as an illustration of the possible danger in giving notes under circumstances of this kind, this case is well worth having in mind. For, as we have seen, the transfer of the notes by the manufacturing company into the hands of an innocent third party, made the merchant absolutely liable on the notes to this third party, regardless of whether the merchandise represented by the notes was up to sample or not.

Clearly then, this placed the merchant at a great disadvantage in getting a settlement from the manufacturer for the alleged defective goods. For if no notes had been given, the merchant would have had the right to set up the defects in the goods, in any action brought by the manufacturer to collect therefrom, and it is easy to see the advantage of this from the merchant's standpoint. So while the giving of notes may be proper in some cases, it should be indulged in cautiously, and for a merchant to give them in advance of receipt of goods is, to say the least, taking chances that had better be avoided. Leslie Childs.

#### Liability For Negligence In Operation of Building

As a usual rule, when a retail merchant leases a location, in a building over which the landlord retains general control, the latter will be liable for damage caused by the negligent operation of the building. Here, the landlord will be bound to use ordinary care in respect to leaky roofs, bursting steam pipes, etc., and negligence on his part may render him liable for any resulting loss.

On the other hand, where a lease specifically exempts the landlord from liability for damage caused by operation of the building, we may have a quite different situation. And it has been held in a number of cases that lease provisions of this kind control and protect the landlord, even though the damage resulted from his negligence.

Obviously, here is a point of vital interest to retail merchants in general when leases to business locations are being entered into. And, as an illustration of the possible danger to a merchant in situations of this kind, the following case will serve.

#### Lease to Store Room Exempted Landlord from Liability

In this case the plaintiff, a retail merchant, leased a storeroom on the first floor of a building. The lease, among other things provided:

"In consideration of securing the within lease, at the above stated rent, said lessee (merchant) does hereby release and discharge said lessor, (landlord) from any and all liability for damage that may result from the bursting, stoppage, and leakage of any water pipe, steam pipe, gas pipe, sewer, basin, water closet and drain, and from all liability for any and all damage caused by water, gas, waste, and contents of water pipes, gas pipes, steam heat pipes, sewers, basins, water closets and drains."

The plaintiff took possession and opened his business. Some time thereafter during a certain night the radiators on the floor above plaintiff got out of control, and plaintiff's place of business was flooded. The cause of the accident was a defective valve and pipe that connected with the boiler that heated the building, and the defendant landlord had had previous notice of this, but failed to make repairs.

Plaintiff suffered a heavy loss in damage to his goods, and brought the instant action against the defendant. The defendant replied by pointing to the portion of the lease, quoted above, and claimed exemption from liability thereunder. The trial court found for the defendant. The plaintiff appealed, and the higher court in affirming the judgment, in part, said:

"Plaintiff alleges that the damage was caused by the negligence of the defendant, and that the agreement does not exempt him from liability for his acts of active negligence. The lease provides that the landlord shall be released 'from all liability for any and all damage caused by water.' The terms are emphatic—the word 'all' needs no definition; it includes everything and excludes nothing. As used here it is obviously broad enough to cover liability for negligence. If it had been the intention of the parties to exclude negligent acts, they would have so written the agreement."

But the plaintiff contended to permit the defendant to contract against liability for his own negligence was against public policy. In reply to this, the court said: "The covenant in this lease against liability for acts of negligence does not contravene any policy of the law. It is a contract between persons conducting a strictly private business, and relates entirely to their personal and private affairs, and cannot be opposed to public policy. It would be a matter of no interest to the public or to the state. This covenant does not fall within the reason of the rule that makes the stipulation of a common carrier against liability for negligence a nullity. The parties had a right to bargain freely and agree upon their own terms. Judgment affirmed."

So the plaintiff, merchant, was denied a recovery against the defendant, landlord, though the loss clearly was caused by the negligence of the latter. In other words, the exemption provi-

sion of the lease was held valid; and, in the light of this case, it is clear that a retail merchant should watch his P's and Q's in signing a lease containing a provision of this character.

If the building involved is modern and well managed, the risk of loss through negligence in operation may be negligible. If the building is old, and under ship-shod management, the danger from this source may be considerable. But, in any event, the point is deserving of careful consideration and should never be disposed of "as a matter of form" when a lease to a business location is being entered into. Leslie Childs.

#### Salt Was Once Monetary Standard

The salt standard in the history of commerce antedated the gold standard. As a medium of exchange salt was widely used in many ancient countries.

The Mogul conquerors of India made decrees thousands of years ago regulating the standard of salt that was used for money. In Asia and Africa cakes of salt were frequently used for money. Up until comparatively recent times salt was used as a medium of exchange in the Shan markets in Indo-China.

Besides being used as money, salt in days gone by was a powerful developer of commerce. Being essential to life, and unavailable to tribes remote from the sea from which the substance was obtained by evaporation, trade routes were early developed to provide the transportation of salt, according to a bulletin of the Worcester Salt Institute. For hundreds of years a caravan route was maintained between Palmyra and Syrian ports. Even today much of the caravan traffic in Sahara is largely in this precious commodity. The oldest road in Italy is not the Appian way, but the "Via Salaria," the Salt Road along which salt was anciently carried from the evaporating pits at Ostia to the Sabine territory.

Indeed, according to historians, the largest city in the world, London, was first founded because of the salt trade, continues the Worcester Salt Institute. During the earliest days of European history salt was sent from England to the Continent. Cheshire and Worcestershire provided salt for Britain and Gaul, and the route for its transportation crossed the country in a southeasterly direction, crossing the river Thames, then very shallow, at a ford where Westminster now stands. An inn was built to accommodate salt haulers when the river was too swollen to ford. From this humble beginning as a resting place for salt traders the great city of London resulted.

A new way of serving food has been evolved at one Army post's cafeteria dining room. Stainless steel trays containing six depressions for the food are used, thus eliminating dishes. The trays are cleaned in a special dishwashing machine.

## GRAND RAPIDS PAPER BOX CO.

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

GRAND RAPIDS MICHIGAN



## DRY GOODS

**Michigan Retail Dry Goods Association.**  
 President—Thomas Pitkethly, Flint.  
 First Vice-President—D. Mithlethaler,  
 Harbor Beach.  
 Second Vice-President—Henry McCormack, Ithaca.  
 Secretary-Treasurer—Clare R. Sperry,  
 Port Huron.  
 Manager—Jason E. Hammond, Lansing.

### Ban Garment Samples for Groups

The practice of submitting sample garments for the inspection of buying groups has been banned here by members of the Merchants Ladies Garment Association following a special meeting at the Hotel New Yorker. A fine of \$1,000 or expulsion from the organization was fixed as the penalty for violation of the new regulation. Maxwell Copelof, executive director, said the step was taken to stamp out the growing practice of requiring garment producers to leave samples with group buyers for inspection. Representatives of the producers, he said, are excluded from the group buying meetings and as a result practices of copying and substitution are encouraged.

### Higher Mark-Up for Men's Wear

Men's wear stores, which have covered their initial Fall requirements at the low prices, plan to take a higher mark-up on such goods at the beginning of the Autumn selling season, so that when the merchandise bought at higher levels is offered to consumers no sharp advance will ensue. By averaging in this manner, stores hope to prevent any dislocation of demand which might result from a sharp rise in price lines. Retailers are taking delivery of Fall goods now, in order to protect themselves against rising quotations. Buying for the coming season is expected to be completed earlier this year than at any time since 1929.

### Better Lamps Ordered for Sales

Buying for midsummer promotions furnished a substantial amount of business to manufacturers of better-grade lamps last week. Retailers from the mid-West and from New England sent buyers into the market looking for special offerings to be retailed for \$15 to \$22. Bronze and other type metal lamps and a variety of pottery base types were ordered for sales. Silk shades in pink, blue and other pastel shades were favored. Manufacturers, who have been restricting new offerings because of the small volume of buying in the last three seasons, plan to increase the variety of styles in the lines now being prepared for Fall.

### Fall Bedspread Orders Heavy

While Fall bedspread lines will not be officially opened until July 10, buyers are forcing mills to take business, and in several instances a large volume of orders has been booked. Price changes have been so rapid that no clear indication has been given yet as to what levels will rule on the Fall lines. An advance of 15 per cent. on candlewick numbers was put into effect last week, bringing the price to 90 to 92 cents for 60 squares, with other numbers proportionately higher.

### Electrical Appliances Ordered

Announcements of price advances scheduled by several of the leading electrical appliance companies for July

1, have started a spurt of buying throughout the industry. Producers have warned customers that after the first of next month prices will be raised 7 to 10 per cent. more and advised them to cover requirements by purchasing for delivery before that date. Further activity has been created in the socket appliance trade through the unusual demand for electric fans. Distributors are re-ordering heavily on fans made to retail under \$5. The last heat wave, they said, enabled them to clear this year's stocks and all merchandise left over from the previous season.

### Fall Wash Goods Advanced

Some types of Fall wash goods have been advanced from 7½ to 10 per cent. since the start of the week by several leading converters. Generally the rises have been on staple types, such as rayon and cotton mixtures in plain colors, broadcloths and other numbers. At the same time converters are clean-

ing out Spring goods at sharply reduced prices, but the amount of such fabrics is comparatively small. In contrast to the last few years, when the end of the Spring season found converters with sizeable stocks on hand, only small assortments and broken lots are available at this time.

### Prices Weaken in Crockery Trade

In contrast with price trends in other lines, quotations on earthenware for kitchen use show decided weakness. The slow demand for cereal sets, mixing bowls and related items has caused producers to quote prices 10 to 15 per cent. below Spring levels in orders to get business. The weakness of the market was emphasized when buyers began shopping for merchandise for mid-summer sales. Producers, anxious to move stocks, agreed to shave prices in exchange for volume orders. The demand for earthenware steins, a large factor in sales in the last six weeks, has declined recently also.

### Brush and Mirror Sets in Demand

Manufacturers of popular-price brush, comb and mirror sets are doing an active business at this time filling orders for special July and August sales. The lower-price goods, retailing from \$1.25 to \$2.95, are in greatest demand, but producers are also selling fair quantities of sets in ranges up to \$9.75. Other articles enjoying a good demand include metal and glass bordered picture frames and small boudoir clocks. The bulk of orders are for early July delivery. Inquiries on Fall merchandise are numerous, but actual purchasing is restricted.

A sugar and cinnamon mixture for flavoring and sweetening buttered toast, baked apples, etc., is now on the market in round fiber cans equipped with shaker tops. Another new arrival is the canned baked apple, packed in syrup, four to the container.

Preparation saves perspiration.

## MICHIGAN BELL TELEPHONE CO.



## BACK AT WORK . . . AND WANTS A TELEPHONE AGAIN

This man is typical of many former telephone subscribers . . . one of the first things he did after going back on the pay roll was to order his telephone reinstalled.

Every family wants a telephone. The young people, especially, "lose out" on many

good times if their friends cannot reach them by telephone.

And only with a telephone can aid be summoned *instantly* in case of fire, sickness or accident.

Order a telephone today at the Telephone Business Office.





## HOTEL DEPARTMENT

### Cushman House, at Petoskey, Closed For Good

Buelah, June 27—Not since the days of Capt. Kidd and his merry men on the Spanish Main have I heard of such acts of pirating as are being indulged in by an alleged bus line operating North of Ludington by a bunch of buccaneers who are extracting pelf at the rate of five to eight cents per mile for transportation, though, so far as learned are finding no demand for "return" tickets. Landlords along the way are advising passengers of exact conditions before they enter the busses, and last week at a meeting of hotel men up here, the practice of over-charging was roundly scored. It is the highest on record in the United States.

If anyone is inventing new and acceptable ideas for the entertainment of hotel guests, right here at the Hotel Chippewa is where the laboratory is located, and Henry M. Nelson is the alchemist who is responsible for their discovery and application. I have spent a very busy week following Henry's movements and all I can say is that he is a world-beater and no mistake. Do you know of a single thing in the world which would add to your pleasure and happiness in hotel life, Mr. Nelson already has it and is experimenting on something else which he is satisfied will please you. About ten years ago the former manager of Hotel Chippewa, August Field, became incapacitated, and it became necessary to find someone, immediately, to place in charge of the institution, and the burden of making the selection fell upon the late "Gus" Kitzinger, at that time at the head of the Pere Marquette steamer line. Henry M. Nelson was at that time chief steward of that organization and Mr. Kitzinger, quick in action, immediately placed him in charge of the hotel. He was an unqualified success from the very outset, being wonderfully equipped with a knowledge of foods and their preparation. But Henry had another natural qualification—the faculty of making friends with the general public—and this was also thrown into full gear. And the good, old machine is still operating at its full capacity, with the result of a constant house full of contented guests with full stomachs. I never saw his equal anywhere. When, if ever, does he sleep? Nobody knows! The early morning fisherman finds him wide awake at the switch and the late arrival is met at the front door and carefully tucked in bed by the aforesaid Henry. At a time when the rank and file of hotel men are "sobbing" over business conditions, this man enjoys the confidence of the investor in this particular enterprise and they back him to the limit; neither do they neglect to announce openly that they like him and his methods. I look back with pleasure to the first contact I had with Mr. Nelson. I was returning to Glen Lake ten years ago, preparatory to opening the resort in the spring and, calling upon him, he asked me to remain over as his guest, an invitation I accepted gladly. Upon my departure he modestly requested me to supply him some advice as to hotel operation, which caused me to smile as he had unwittingly supplied me with examples in that line which were not only novel but desirable. I distinctly remember telling him to keep on the way he had outlined and no one need tell him what to do. And it has been ever thus. Not the least of my pleasures in visiting Hotel Chippewa is renewing acquaintance with his charming wife, Margaret, and a husky boy and girl offspring, who command my attention. Every meal offered at the Chippewa might well be regarded as a banquet. Here is their last Sunday's offering for what might be termed an all-day dinner, at 75 cents:

Sugared Strawberry Appetizer  
Chicken Consomme, Whipped Cream  
Celery Danish Cucumbers Olives  
Roast Turkey, with Dressing  
Fried Spring Chicken, Cranberry Sauce  
Roast Beef, with Onions  
Dinner Steak, Mushroom Sauce  
Fresh Vegetable Salad  
French Fried, Whipped and Parsleyed Potatoes  
New Buttered Beans  
Hard Rolls Hot Egg Muffins  
Orange Ice and Cake  
Apple Pie, with Cheese  
Butter Scotch Sundae  
Strawberry Shortcake  
Russian Loaf, Whipped Cream  
Beverages

Among his Sunday guests I noted a number of Grand Rapids and Muskegon people who assured me that they drive up here frequently for a day's outing, following up a delightful drive with one of the Chippewa dinners. It is unnecessary to reiterate what I have stated on many previous occasions, concerning the condition of his rooms and their furnishings. They are, as usual immaculate, a condition which pervades as well all of the public rooms.

The Pere Marquette Railway catering department is opening up the Inn, at Charlevoix, one week earlier than usual, this season, on account of advanced weather conditions.

Chicawago Lodge, at Twin Lakes, has been purchased and will be conducted this season by Miss Edith Blair, formerly of the Tea Garden Inn, at Charlevoix.

Hotel Saugatuck, at Saugatuck, will be conducted this season by G. D. Jinnette, who is also owner of Hotel Crow, in that city.

W. H. (Bill) Rademaker, of Hotel Norton, Detroit, accompanied by his interesting wife, surprised me at Manistee early in the week. They had been in attendance at the joint Greeters meet, at Houghton Lake, and came over here to enjoy a week's outing at their summer cottage, at Elbow Joint Lake. They reported a wonderful greeter gathering at Johnson's Tavern, at Houghton Lake, and a most interesting host on that occasion. C. Hugo Nelson, traveling salesman for the Grand Rapids Steel & Supply Co., who was a welcome visitor at my resort fifteen years ago, turned up at the Chippewa at a most opportune time and whisked me up to Buelah. At Manistee I also encountered J. D. Kitchen, of Muskegon, representing the McGuire Bros. Tea Co., who used to supply me with the wherewithal for preparing coffee which is frequently spoken of in my conversation with old-time "victims." And then who should happen along at the time and place aforesaid, but Charles O. Thompson, one of my earlier patrons, who was and is still selling the product of the Utica Duxbak Corporation, consisting of hunting and outing clothing.

I met Dr. and Mrs. Frank W. Holmes, at Henry Nelson's caravan-sary the other day. As most of us know these folks conduct LaBelle Inn, at Gull Lake, but have just arranged to run the pavilion at Portage Point, near Onekema, this summer. Their offering to those interested will be a most satisfactory dancing floor, with orchestra, the real amber fluid on draft, or in vials and the regulation Dutch lunch. I happen to know they can do this very thing to the satisfaction of all concerned. Reminiscing briefly, I can remember a very delightful mid-winter vacation, several years ago, at the summer hotel operated by them at Gull Lake, one of the most comfortable and enjoyable episodes of an otherwise eventful career.

And now here I am at Hotel Northaway, Buelah, kept going every summer by Mr. and Mrs. Frank Orcutt, and find them busy making preparations for opening what is to be hoped

will be a busy season. Beautifully situated on the East end of Crystal Lake, directly on a wonderful, safe bathing beach, the Northaway has advantages almost unequalled by any other resort in the land of resorts. They were neighbors of mine, almost, when I was operating at Glen Lake. We were together frequently. Prior to Frank's embarking in the hotel business, he was engaged in selling farm wagons in carload quantities, and got many of his ideas of hotel operation when a guest of Verbeck Tavern, Pentwater. At this late date, however, he accuses me of being a plagiarist, or something, in that he thinks he coined the idea of "all the pie you can eat at one price of admission." I never advertised the fact, but used to suggest to the gourmandizer that application for a second helping of cherry pie would be prayerfully considered. I am tickled almost pink to be occupying a front seat in the hotel kitchen and a very capable chef is feeding me direct, calling it "trying out on the dog" or words to that effect. He is a good pie impresario, and I am demonstrating a very wonderful capacity in my part of the act. This hotel is opening to-morrow with a convention of high-brow, newspaper men I think, and I have been drafted as a glad-hander or hokey broadcaster for the occasion, just as if this man Orcutt wasn't a past master

## HOTEL CHIPPEWA MANISTEE, MICH.

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

"A MAN IS KNOWN BY THE COMPANY HE KEEPS"  
That is why LEADERS of Business and Society make their headquarters at the

## PANTLIND HOTEL

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

## MORTON HOTEL

Grand Rapids' Newest Hotel

400 Rooms -:- 400 Baths

RATES  
\$2.50 and up per day.

## Park Place Hotel Traverse City

Rates Reasonable—Service Superb  
—Location Admirable.  
GEO. ANDERSON, Mgr.  
ALBERT J. ROKOS, Asst. 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.

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## CODY HOTEL

GRAND RAPIDS  
RATES—\$1 up without bath.  
\$2.50 up with bath.  
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Excellent Dining Room  
Rooms \$1.50 and up  
MRS. GEO. SNOW, Mgr.

## Hotel and Restaurant Equipment

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## Warm Friend Tavern Holland, Mich.

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

JOHN HAFNER, Manager

## SPEND YOUR VACATION AT BELVEDERE HOTEL CHARLEVOIX, MICH.

Northern Michigan's finest resort hotel, equipped throughout with a protected automatic sprinkler system.

6600-yard 18-hole Tournament Golf Course  
Tennis — Bathing — Fishing  
Dancing — Saddle Horses  
Unexcelled Cuisine and Service  
American Plan

Exceptionally Attractive Rates  
Gentiles—For Booklet M. T. Write  
MRS. CARL C. STEINER, Manager



in that occupation. Something about the hotel? Well, I'll hand that to you in my next, if I am still functioning as usual.

It is reported that the Cushman House, at one time one of Petoskey's leading hotels, has been closed permanently, and the furniture is being disposed of. Some time ago the building was damaged by fire and trouble was encountered in refinancing same for rebuilding. Fortunately, the resort city has a very excellent hotel in the Perry, conducted by D. H. Reycraft, who is exceedingly popular with the public, especially the commercial travelers, and there will be no handicaps awaiting such as desire to make that city their stopping place.

Arthur A. Frost, who came to the Morton Hotel, Grand Rapids, during the Keeley regime, is to conduct the affairs of Cedar Lodge, at Northport Point, this summer. I am glad to know this, as Mr. Frost is a distinct asset to any institution in his line, and I have harbored a feeling of admiration for him ever since he came to Michigan.

Belvedere Hotel, Charlevoix, will open at the usual date, this season, with Mrs. Carl S. Steiner as manager. I believe the Seares are to be at Ramona Park, Harbor Springs, as usual, during vacation time.

Milner Hotels, Inc., have taken over the operation of Herkimer Hotel, Grand Rapids, for a term of one year, with a privilege of three. This corporation is now operating several Michigan properties and have inaugurated, in addition to other changes, reductions in rates.

In printer's parlance, "just as I am about to close the forms," along comes B. G. Holloway, representing the Cole Chemical Co., of St. Louis, on the road for upwards of thirty years, who said he bought a lot of those Pentwater hotel accommodations at what he always claimed was a "wholesale" price. It had been a matter of many years since I had seen him, but he claims that I still carry with me certain "landmarks" he would recognize anywhere at any time.

Portage Point Inn, Onkema, served what they called an informal dinner, last Sunday, though the real opening date is set for July 1. Here it is, at the cost of one simoleon:

Fresh Fruit Cocktail  
Consomme with Rice  
Olives Gherkins Radishes Celery  
Chicken—Fried, Southern Style  
Baked Whitefish  
Roast Prime Ribs of Beef  
Pan Browned and Mashed Potatoes  
Pineapple Cheese Salad  
Strawberry Shortcake—Ice Cream  
Beverages

At Colon, Frank E. Cummings, well-known among traveling men as operator of a restaurant much patronized by them, passed away last week, a victim of heart disease. "Dad," as he was known, had a premonition of what fate had in store for him and went to a barber shop for a shave and a hair-cut. He remarked that it was "cheaper to have it done by a barber than an undertaker." From there he went direct to the undertaker, made arrangements for his obsequies, and in less than an hour afterward, passed away.

Anti-saunonists are talking big about their prospects at the "repeal" election next week in California. A safe bet will be about 6 to 1 for repeal. Also one of the faculty at Stanford University writes me that since ex-President Hoover went back to Palo Alto the betting is 6 to 1, that he will vote in England within two years.

Archie Graves, proprietor of the Hermansville Hotel, has started construction of a new house at North

State street and Grand Boulevard. The hotel, which will be completed in two months, will contain a large lobby and dining room and will be designed to attract tourist trade.

Clifford R. Taylor, general manager of hotels for the Detroit Trust Company, has appointed Ed. W. Rainey manager of the Royal Palm Hotel, succeeding Charles H. Clements, who resigned the managership of that house after having handled it for the past eighteen months. Mr. Rainey, who was for many years first assistant manager of Hotel Tuller, and more recently assistant manager of the Commodore Perry in Toledo, has managed the Hotel Auburn at Pontiac for the Detroit Trust Company for some months. Sam Forbes has been appointed manager of the Auburn, succeeding Mr. Rainey.

Frank S. Verbeck.

### The Three Per Cent Sales Tax

Michigan will get a six months start in the collection of 1933 taxes Saturday, when a new tax collection agency begins the exaction of a 3 per cent excise on gross value of all retail sales.

Property taxes, formerly chief source of state revenue, have not been due until Dec. 1, and the revenue has not actually reached the State's coffers until January.

Every sale of goods to an ultimate consumer, whether it be a penny lolly-pop or a million-dollar yacht, must pay 3 per cent tribute towards the upkeep of the State.

Electricity and gas used for domestic or commercial purposes also will be subject to the tax, and customers will have the amount added to their bills. The housewife in her daily shopping expeditions for bread, groceries, household supplies and other purchases must be prepared to pay the 3 per cent, additional.

Michigan's retail sales in 1929 amounted to \$2,250,000,000. Sales tax estimates of a turnover of \$1,000,000,000 a year were calculated to produce \$32,000,000 for the state, with the inclusion of electricity and gas. With the commodity price index having jumped from this year's low ebb of 78.7 to 127.4, as compared with the 1931 dollar, it is difficult to estimate what the increase in the grand total of taxable sales will be.

The tax is collectable from retail merchants, who in turn are permitted to pass on the levy to their customers. Merchants are expressly forbidden to advertise that the tax is not a factor in their selling price.

Rules and regulations to clarify and apply the act are unlikely to be promulgated before Monday, and then in a tentative form, subject to readjustment in the light of experience.

Merchants are first required to obtain license, costing \$1 for each fiscal tax year starting July 1. Because the Board has had insufficient time to prepare licenses and forms, this requirement will be temporarily waived, but the tax year will start July 1 and merchants must establish bookkeeping systems which will enable them to prepare returns as of that date.

The licenses will be distributed through the Chambers of Commerce about July 15. Retail merchandising will then be prohibited without a license. Hundreds of applications with license fees which Michigan's 55,000 retailers have sent to Lansing are be-

ing returned to permit of a more orderly sale when the forms are ready.

The act exempts sales of \$600 annually—\$50 a month—and because merchants have no way of distinguishing between the taxable and nontaxable sale, they are entitled to collect \$990,000 annually on \$33,000,000 of sales, which will never reach the State Treasury.

On credit sales, each merchant is entitled to apply for permission to make his accounting only on the basis of cash received.

Casual or isolated sales not in the course of a regular business are not taxable. The householder can sell the discarded chair, and the farmer his livestock and produce without tax. Roadside vegetable stands which are regularly maintained and deal with the ultimate consumer are not exempt, however.

Sales to governmental units are exempt. Welfare orders ultimately to be paid for by the City may be deducted.

Wholesale and manufacturing establishments, whose commodity is later to be resold, are exempt. The wholesaler who makes an occasional retail sale must account, however, and the manufacturer whose product goes direct to a consumer is subject to the tax. There are many borderline cases which must await the State Board's regulations.

Returns must be made by the 15th of the month for the preceding month. With the tax effective July 1, the first accounting therefore, will be Aug. 15.

Detroit merchants, to avoid price boosting, have agreed to indicate the tax on the sales slip for each purchase, and on the monthly statements of charge accounts. They are proposing a "bracket system" to reach the sales unit under \$1. If approved by the Tax Board, they propose to add one cent for each purchase from 17 to 49 cents, two cents on sales up to 83 cents and three cents on sales from 84 cents to \$1.16.

Automobile dealers are awaiting the regulations to determine whether a trade-in allowance for a used car accepted as a partial down payment must be treated as cash, and if the tax is paid then, whether the used car will again be subject to tax when sold.

Coal dealers heretofore have regarded their business as wholesale. Whether bulk sales to manufacturing plants will be regarded as "retail" because the fuel goes to an ultimate consumer is a question that the regulations must answer.

Firms which make "service for one year" a sales factor, such as radio, refrigerator, piano and electrical supplies houses, are waiting for guidance as to whether they can deduct the personal service cost, or must completely divorce the sales and service factors in their business.

### We Stand Corrected

Grand Rapids, June 27—In connection with reduced rates of postage on first-class matter, I wish to advise that on and after July 1, 1933, the postage rate on letters mailed for local delivery, including rural delivery from office of mailing, will be 2c for each ounce or fraction. Postage on letters mailed here for delivery at other post offices will remain the same, 3c for each ounce.

E. A. Davis,  
Postmaster.

### Thirty-eight New Readers of the Tradesman

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

Muskegon Hardware & Supply Co., Muskegon  
J. D. Vanderwerp, Muskegon  
Peter Dionise, Muskegon  
Daniels Co., Muskegon  
R. Shannon, Muskegon  
H. M. Rice, Muskegon  
Ray Patterson, Muskegon  
F. J. Campmuth, Muskegon  
B. G. Hogg, Kalamazoo  
Henry H. Rose, Muskegon  
Geo. H. Ream, Muskegon  
Mrs. Wm. Alden Smith, Grand Rapids  
J. P. Heeres, Muskegon  
F. Stahburg, Muskegon  
Geo. Vanderlaan, Muskegon  
E. Heethuis & Sons, Muskegon  
Pelon's Market, Muskegon  
F. Sorenson, Muskegon  
Brondyk & Son, Muskegon  
Gerrit Rose & Son, Muskegon  
Rolland Damm, Muskegon  
P. F. Hilman, Muskegon  
Martin Casemier, Muskegon Heights  
L. B. Glover, Muskegon Heights  
Robert Douma, Whitehall  
Waggoner & Hall, Elkhart, Ind.  
Irving Hirsch, Muskegon Heights  
Arnold Antekier, Muskegon Heights  
Benj. Goldberg, Muskegon Heights  
J. Kramer, Muskegon Heights  
J. B. Nason, Casnovia  
John D. McBain, Kent City  
J. Birdsall, Riverdale  
J. A. Beardslee, Chase  
A. B. Fleischhauer, Reed City  
J. A. Roche, Custer  
S. W. Austin, Scottville  
F. D. Bradford, Baldwin

### Issue Jewelry Color Card for Fall

Twenty-six new shades are included in the 1933 Fall Jewelry Color Card, issued by the Textile Color Card Association in co-operation with the New England Manufacturing Jewelers and Silversmiths Association. The card divides the outstanding Fall tones into three classifications of "basic costume," "accent" and "evening" shades. Information on the proper correlation of principal stones and metals with costumes for daytime and evening wear is given on the card. New tones of brown, taupe and dark gray are highlighted in the basic costume shades. Indian meion, Tipperary green, Palermo blue and tomato bisque are included in the accent group.

### Lee & Cady Names Hill as Chairman

Sherwin A. Hill has been elected to the chairmanship of the board of Lee & Cady, wholesale grocers, to fill the vacancy created by the recent death of Herbert I. Lord. Mr. Hill, who is a member of the law firm of Warren, Hill, Hamblen, Essery & Lewis, has been a director of Lee & Cady for the past two years. He is also a director of the Michigan Sugar Corporation, Graham-Paige and other enterprises.

George E. Kelly continues as president and will continue to have active charge of the business, which he has directed for the past two years. George H. Treble is secretary and treasurer. John I. Lord, son of the late chairman, has been elected a director. Hoyt N. Smart, W. L. Berner and Abner Wolfe are vice presidents.



## DRUGS

### Michigan Board of Pharmacy.

President—J. W. Howard Hurd, Flint.  
Vice-Pres.—Duncan Weaver, Fennville.  
Director—E. J. Parr, Lansing.  
Examination Sessions—Three sessions are held each year, one in Detroit, one in the Upper Peninsula and one at Ferris Institute, Big Rapids.

### Michigan State Pharmaceutical Association.

President—F. H. Taft, Lansing.  
First Vice-President—Duncan Weaver, Fennville.  
Second Vice-President—G. H. Fletcher, Ann Arbor.  
Secretary—R. A. Turrel, Crosswell.  
Treasurer—William H. Johnson, Kalamazoo.

## JAUNT TO JACKSON

### Those Who Went Well Repaid for Their Time

The fiftieth annual convention of the Michigan State Pharmaceutical Association convened at Jackson, Tuesday, June 27. The first business meeting was held at 10 o'clock. At 2 p. m. all devoted the afternoon to a tour of the state prison, followed by dinner and entertainment in the prison.

The second session opened at 9:30 this morning, when President Taft presented his annual address as follows:

The fiftieth year of the existence of the M. S. P. A. is now history. This year, I believe, has never had a parallel in the history of the Association. But we have been fortunate to come to the end of the year with a record we need not be ashamed of. And I wish at this time to express my thanks to the officers and members of the M. S. P. A. who have worked so diligently to make my year as president a success.

This year has been an eventful one for pharmacy in the state of Michigan, the first glowing event being the appointment of E. J. Parr as director of drugs. Mr. Parr is the outstanding man in the state for this job and the druggists of Michigan can feel that this department will be handled for the betterment of pharmacy in every way possible.

The second big event of the year is the return of the prescription liquor business to the drug stores. Our National Government is now in the process of renovating present day business which renovation will mean the salvation of the small retailer. In fact, events have happened so rapidly the last four months that it has been hard to keep abreast with these changes. We are now faced with Government control of our business. We are also faced with a 3 per cent. retail sales tax, enacted by our state legislature, and we must all get our houses in order to meet these changes.

During this year we have been able to create many new local organizations as subsidiary to the M. S. P. A. We have had organization meetings in Kalamazoo, Grand Rapids, Bad Axe, Owosso, St. Johns, Traverse City, Manistee, Alma, Carson City, Cadillac, Petoskey and Muskegon. New interest has also been created in counties where there was already an organization, but in a more or less dormant state. The retail druggist is rapidly coming to the point of view that he must have a sound organization or his business life is doomed. In my opinion, the druggists of Michigan should have the same kind of organization as

the hardware, grocery and dry goods dealers have; namely, a full time secretary with an office in Lansing. There are unlimited possibilities in what a man could do for the druggists with his full time to spend on such work. We are now at the crossroads and we can either take the road which has an abrupt ending only a short distance from here or the other road which has possibilities of a rosy future.

This last session of the legislature has proved to me beyond the shadow of a doubt that we must have such an organization if we ever expect to get out of the rut we are now in. We attempted to get legislation through which would have been revolutionary in the annals of the drug business. In fact, we have the whole United States talking about legislation. The ice is only broken now and there are two years of hard work ahead of us to attain the goal to which we aspired and which we failed to achieve through lack of better organization.

With the co-operative spirit already shown I know the next two years will be historical for the drug business in the state of Michigan. In conclusion, let me state that I fully appreciate the honor you have bestowed upon me in permitting me to be your president in this, the fiftieth year. In taking this office a year ago, I pledged to you that I would do all in my power for the betterment and success of the M. S. P. A. If, in your opinion, I have been successful in fulfilling the pledge, I am indeed happy and it will be with mingled pleasure and regret that I will pass into the stage of Past-President of the Michigan State Pharmaceutical Association.

Secretary Turrel read his annual report, which is published verbatim elsewhere in this week's paper.

The annual report of the Legislative Committee, made by Chairman D. G. Look, was presented by that gentleman, as follows:

There were two meetings of your Legislative Committee held since our last annual convention. The first one was held January 25, at the Olds Hotel in Lansing, and was a conference of your Executive Committee, Board of Pharmacy and Legislative Committee. There were seventeen present at this meeting and a general discussion was held concerning legislation.

Clyde Fenner was heard regarding the Merchants Council bill and he gave a very interesting discussion of proposed legislation. The motion was made by Webster and supported by Maher that the M. S. P. A. give their moral support to the Merchants Council and that we recommend to the Michigan druggists that they individually support the same. Carried unanimously.

A motion was made and carried that we amend the pharmacy law—section 11, by striking out the words "Two years of college work" and substituting the words "And after Jan. 1, 1937, he shall furnish evidence of graduation from a regular accredited pharmacy course."

A motion was made and carried that the Legislative Committee attempt to repeal the paregoric section of the Narcotic Act No. 172, P. A. of 1931. A

general discussion followed, but no further business was transacted.

A second meeting of your Legislative Committee was held at Mr. Parr's office on April 10. A general discussion was entered into regarding legislation as proposed at the former meeting and unanimous favor was expressed for the introduction of bills as previously considered.

Following these meetings, three bills were prepared with the able assistance of our new Director of Drugs, Mr. Parr, and introduced in the House. House Bill No. 580 was introduced by myself and amended Section 7 of Act No. 172 of Public Acts of 1931 and repealed the act in so far as it applied to paregoric. This bill passed the House May 26 and was transmitted to the Senate. It passed the House without a dissenting vote. It was reported out of Public Health Committee of the Senate on June 5 and came up for the third reading on June 7, and lost on passage by one vote, owing to the opposition on the floor of Dr. Upjohn, of Kalamazoo, who made the statement that each two ounces of paregoric contained seven grains of opium and was used largely by addicts. Senator Glasner moved to reconsider the vote by which the bill failed to pass and had it laid on the table, but was unable to get enough votes to take it from the table previous to adjournment. The following Senators voted against the bill: Flynn, of Cadillac, Heidkamp, of Lake Linden, McKenna, of Detroit, Reid, of Highland Park, Root, of Greenville, and Uujohn, of Kalamazoo.

I introduced House Bill No. 513 April 24, which amended Act No. 403, Public Acts of 1913, and provided for registration as registered pharmacists and assistant pharmacists, providing they pass the examination within five years from the passage of this act.

This bill passed both houses and was signed by the Governor.

House Bill, No. 531, was introduced by Messrs. McInerney and Thatcher, on April 27 and referred to the Public Health Committee. After some effort on the part of local druggists, the introducers and myself, it was passed out of committee on June 7 and passed the House on June 9, with the following Representatives voting against it: Birk, of Baraga, Brouwer of Holland, Callaghan, of Reed City, Calvert, of Highland Park, Goodwine, of Marlette, Green, of Hillman, Hackett, of Saginaw, Hartman, of Houghton, Hatch, of Jackson, Babcock, of Coldwater, Dykstra, of Grand Rapids, Myers, of Dowagiac, Helme, of Adrian, Hupert, of Mt. Clemens, Jarvis, of Benton Harbor, Legg, of Rock, Delta County, and Voorhees, of Albion. The bill was transmitted to the Senate and referred to Public Health Committee consisting of Asselin, of Bay City, Murphy, of Detroit, Upjohn, of Kalamazoo, Van Eenenaam, of Muskegon, and Root, of Greenville. Stiff opposition was offered to the bill in the Senate committee by the wholesale grocers and venders and I feel that it was largely through their opposition that the Bill remained in the committee, although on several occasions the chairman assured us the bill would be reported out. If this bill could have been passed and enrolled, it would have been of inestimable value to the druggists of Michigan and I assure you it is very discouraging to your committee and to those who worked so hard to secure the enactment of this law that so few members responded to a call for help. Had they all responded as did the druggists of Bay City, several of them making two trips to Lansing in an endeavor to have the bill reported out, there would have been no question as to passage.

I sometimes draw a picture in my own mind of what might be done to

## SPRING AND SUMMER SPECIALTIES

Marbles, Rubber Balls, Jacks, Bathing Supplies, Paint Brushes, Paints, Oils, Wall Finishes, Varnishes, White Lead, Enamels, Soda Fountains and Supplies, Golf, Tennis and Baseball Supplies, Indoor Balls, Playground Balls, Sponges, Chamois Skins, Cameras, Electric Heaters, Electric Fans, Goggles, Picnic Supplies, Lunch Kits, Vacuum Bottles, Food Jars, Therma Jugs, Insecticides, Seed Disinfectants, and thousands of other new and staple items. All now on display in our Sample Room. Come in and look them over. Everything priced in plain figures.

**Hazeltine & Perkins Drug Co.**

Grand Rapids

Michigan



help the druggists of Michigan, if everyone of them belonged to the M. S. P. A. and wish I might live to see this brought about, as there is no money that they could expend that would be of so much value to them as would such a membership. When are they going to "wake up" to this fact? It might be well for those who are alive to lie down on the job for a few years and see what becomes of their profession. Bill No. 531 did just the things the independent grocers of Michigan have been asking of us for several years and yet the wholesale grocers opposed the bill, which demonstrates that the wholesalers were either selling groceries to druggists or drugs to grocers.

House enrolled Act No. 141, which we supported, amends Section eleven and nineteen of Act No. 338 of the Public Acts of 1917 and conforms to the Federal Act regarding the sale of liquor by druggists, and permits the sale of intoxicating liquors by every registered druggist or pharmacist keeping a drug store or by his clerk who is a registered druggist upon the written prescription of a physician who is lawfully and regularly engaged in the practice of his profession in Michigan. Any physician regularly engaged in the practice of his profession in Michigan who shall deem any intoxicating liquors necessary for the health of his patients may give such patient a prescription therefor, not to exceed the amount necessary to supply his medical needs. Every such prescription shall contain the name and address of the person to whom it is given, full directions for its use and the number of such prescriptions that the said physician has given to such patient within the preceding year.

In conclusion, I wish to commend very highly the work done by our Director of Drugs, E. J. Parr, our President, F. H. Taft, the Lansing and Bay City druggists and Messrs. Thatcher and McInerney, members of the House, for the splendid work they did for passage of our bills.

## Two Notable Events in Life of a Detroit

Detroit, June 27—Last week I had a great week. It doesn't sound as though I was working, but I was just the same. Ollie J. Dustin, who owns that big beautiful steamer Put in Bay, which runs down to Put in Bay, Cedar Point and Sandusky, took the Rotary Club and me to see the new Livingston channel which, when done, will be a deep water channel at the mouth of Detroit river, all on the American side. You should come down here and see it. It is a stupendous project and costs lots of money, but it employs a good sized regiment of people. They coffer dammed this job and have built what I would call a canyon right in Detroit river. They get right in this big hole in the river with men and trucks and haul the dirt and back out of the hole just as though there was no river.

I must tell you about the boat. It is the nicest way of transportation I know. You simply go aboard and that is all you have to do. You can go away dressed up and come back the same way. Everything is on the boat for your amusement and comfort. You should come over here with a party of your own and have the time of your life. Talk about rest and relaxation. That's the answer. If you are young as I am you can dance all the way back. Swell music.

The next day I was invited to meet the Put in Bay when it came in from Sandusky. They had aboard a lot of people from Northern Ohio, so I gathered up about thirty people and took them down to see the Aerocar factory where they build display cars, which takes the show room to the customers. Then we all went down to Greenfield village as guests of Mr. Ford. Say, I don't always agree with Mr. Ford, but he has done something here which everybody in the United States should see and Michigan holds the prominent place in the exhibit. You must leave your autos outside the gate. Then we went through and you were back in the horse and buggy age. We were picked up in hacks, barouches, hotel busses, band wagons, coupes, surreys, buck boards. I saw the bus they used to run between Alma and St. Louis and my wife and I rode in the coupe we used to go to dances in forty years ago. We saw so many things of great interest I can hardly tell you about it. The old tavern which used to be out on the Chicago pike, now M 112, is there and also the Walters store which used to be at Waterford, just as it used to be with a complete stock of old-fashioned goods. The very case where I used to lay my order book and sell Mr. Walters his groceries is there. I only needed Mr. Walters to start taking orders again for W. J. Gould & Co. My time and your space won't permit me to write the volumes which can be said about this work and the accomplishment of Henry Ford. He has certainly endowed the public with something which will live and endure, preserving works and traditions of our forefathers. These old industries and old machinery and processes really run and old men who know how run all the old things. Everybody, old and young, should see this big operating village and its museums.

Rethaew Krats.

## More Candy for a Nickel

Larger candy bars selling for a nickel or a dime, coupled with more attractive and more convenient packages, brought an increase in the per capita consumption of candy in 1932.

The greater volume of sales, however, did not keep pace with the reduction in value. The increased consumption was 1.3 per cent. more than in 1931, while the volume of sales in 1932 had a value 19.6 per cent. less than in 1931.

These facts were revealed in a study just completed by the Foodstuffs Division of the Department of Commerce, which analyzed reports from 418 manufacturers. More than 1,000,000,000 pounds of candy were consumed in 1932 (1,168,848,982 pounds), the value of which was \$172,001,370.

The average price per pound was 18.5 cents in 1931 and 14.7 cents in 1932.

E. A. Flagg, who conducted the study for the Department, stated there was evidence indicating that the increased volume sales of candy during 1932 was due largely to the fact that manufacturers increased the weight of their units. In other words, many firms selling other bars increased the weight of the packaged product. Some manufacturers also have made candy bars more attractive to the consumers by slicing the bars, and by placing two small bars in a package instead of one, thus making the candy easier to eat.

The study also showed that candy sales to chain stores in 1932 increased, while those to independent dealers decreased.

Regulate, not abolish, bank affiliations.

## WHOLESALE DRUG PRICE CURRENT

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

Acid		Gum		Hemlock, Pu., lb.	
Acetic, No. 8, lb.	06 @ 10	Aloes, Barbadoes, so called, lb. gourds	@ 60	Hemlock Com., lb.	1 155@2 20
Boric, Powd., or		Powd., lb.	35 @ 45	Juniper Ber., lb.	3 00@3 20
Xtal, lb.	08 1/2 @ 20	Aloes, Socotrine, lb.	@ 75	Juniper W'd, lb.	1 500@1 75
Carbolic, Xtal, lb.	36 @ 43	Powd., lb.	@ 80	Lav. Flow., lb.	3 50@4 00
Citric, lb.	35 @ 45	Arabic, first, lb.	@ 40	Lav. Gard., lb.	1 25@1 50
Muriatic, Com'l., lb.	03 1/2 @ 10	Arabic, sec., lb.	@ 30	Lemon, lb.	1 75@2 25
Nitric, lb.	09 @ 15	Arabic, sorts, lb.	15 @ 25	Mustard, true, ozs.	@ 1 50
Oxalic, lb.	15 @ 25	Arabic, Gran., lb.	@ 35	Mustard, art., ozs.	@ 35
Sulphuric, lb.	03 1/2 @ 10	Arabic, P'd, lb.	25 @ 35	Orange, Sw., lb.	3 00@3 25
Tartaric, lb.	30 @ 40	Asafoetida, lb.	47 @ 50	Origanum, art.	
Alcohol		Asafoetida, Po., lb.	75 @ 82	lb.	1 00@1 20
Denatured, No. 5, Gal.	48 @ 60	Guaiac, lb.	@ 70	Pennyroyal, lb.	2 75@3 20
Grain, Gal.	4 00@5 00	Guaiac, powd.	@ 75	Peppermint, lb.	4 25@4 80
Wood, Gal.	50 @ 60	Kino, lb.	@ 90	Rose, dr.	@ 2 50
Alum-Potash, USP		Kino, powd., lb.	@ 1 00	Rose, Geran., ozs.	50 @ 95
Lump, lb.	05 @ 13	Myrrh, lb.	@ 60	Rosemary	
Powd. or Gra., lb.	05 1/4 @ 13	Myrrh, Pow., lb.	@ 75	Flowers, lb.	1 00@1 50
Ammonia		Shellac, Orange, lb.	@ 25	Sandalwood, lb.	
Concentrated, lb.	06 @ 18	Ground, lb.	15 @ 25	E. I., lb.	8 00@8 60
4-F, lb.	05 1/2 @ 13	Shellac, white, (bone dr'd) lb.	30 @ 45	W. I., lb.	4 50@4 75
3-F, lb.	05 1/2 @ 13	Tragacanth, No. 1, bbls.	1 60@2 00	Sassafras, true, lb.	1 60@2 20
Carbonate, lb.	20 @ 25	No. 2, lbs.	1 50@1 75	Syn., lb.	85 @ 1 40
Muriate, Lp., lb.	18 @ 30	Pow., lb.	1 25@1 50	Spearmin, lb.	2 00@2 40
Muriate, Gra., lb.	08 @ 18	Honey		Tansy, lb.	3 50@4 00
Muriate, Po., lb.	20 @ 30	Pound	25 @ 40	Thyme, Red, lb.	1 50@2 00
Arsenic		Hops		Thyme, Whi., lb.	1 75@2 40
Copaiba, lb.	60 @ 1 40	1/4s Loose, Pressed, lb.	@ 1 25	Wintergreen	
Fir, Cana., lb.	2 00@2 40	Hydrogen Peroxide		Leaf, true, lb.	5 40@6 00
Fir, Oreg., lb.	50 @ 1 00	Pound, gross	25 00@27 00	Birch, lb.	2 75@3 20
Peru, lb.	1 70@2 20	1/2 Lb., gross	15 00@16 00	Syn.	75 @ 1 20
Tolu, lb.	1 50@1 80	1/4 Lb., gross	10 00@10 50	Wormseed, lb.	3 50@4 00
Barks		Indigo		Wormwood, lb.	4 50@5 00
Cassia, Ordinary, lb.	25 @ 30	Madras, lb.	2 00@2 25	Oils Heavy	
Ordin., Po., lb.	20 @ 25	Insect Powder		Cacao, gal.	1 15@1 35
Saigon, lb.	@ 40	Pure, lb.	25 @ 35	Cocoonut, lb.	22 1/2 @ 35
Saigon, Po., lb.	50 @ 60	Lead Acetate		Cod Liver, Norwegian, gal.	1 00@1 50
Elm, lb.	40 @ 50	Xtal, lb.	17 @ 25	Cot. Seed Gals.	85 @ 1 00
Elm, Powd., lb.	38 @ 45	Powd. & Gran.	25 @ 35	Lard, ex., gal.	1 55@1 65
Elm, G'd, lb.	38 @ 45	Licorice		Lard, No. 1, gal.	1 25@1 40
Sassafras (P'd lb.)	45 @ 35	Extracts, sticks, per box	1 50 @ 2 00	Linseed, raw, gal.	83 @ 98
Soapfree, cut, lb.	20 @ 30	Lozenges, lb.	40 @ 50	Linseed, boil., gal.	86 @ 1 01
Soapfree, cut, lb.	35 @ 40	Wafers, (24s) box	@ 1 50	Neatsfoot, extra, gal.	80 @ 1 00
Berries		Leaves		Olive, Malaga, gal.	2 50@3 00
Cubeb, lb.	@ 65	Buchu, lb., short	@ 60	Pure, gal.	3 00@5 00
Cubeb, po., lb.	@ 75	Buchu, lb., long	@ 70	Sperm, gal.	1 25@1 50
Juniper, lb.	10 @ 20	Buchu, P'd, lb.	@ 30	Tanner, gal.	75 @ 90
Blue Vitriol		Sage, bulk, lb.	25 @ 30	Tar, gal.	50 @ 65
Pound	06 @ 15	Sage, loose, pressed, 1/4s, lb.	@ 40	Whale, gal.	@ 2 00
Borax		Sage, ounces	@ 35	Opium	
P'd or Xtal, lb.	06 @ 13	Sage, P'd & Grd.	@ 35	Gum, ozs., \$1.40;	
Brimstone		Senna, Alexandria, lb.	35 @ 40	lb.	17 50@20 00
Pound	04 @ 10	Tinnevelia, lb.	20 @ 30	Powder, ozs., \$1.40;	
Camphor		Powd., lb.	25 @ 35	lb.	17 50@20 00
Pound	55 @ 75	Uva Ursi, lb.	20 @ 25	Gran., ozs., \$1.40;	
Cantharides		Uva Ursi, P'd, lb.	@ 30	lb.	17 50@20 00
Russian, Powd.	@ 3 50	Lime		Paraffine	
Chinese, Powd.	@ 1 25	Chloride, med., dz.	@ 85	Pound	06 1/2 @ 15
Chalk		Chloride, large, dz.	@ 1 45	Paper	
Crayons, white, dozen	@ 3 60	Lycopodium		Black, grd., lb.	25 @ 35
dustless, doz.	@ 6 00	Pound	45 @ 60	Red, grd., lb.	45 @ 55
French Powder		Magnesia		White, grd., lb.	45 @ 55
Coml., lb.	03 1/2 @ 10	Carb., 1/4s, lb.	@ 30	Pitch Burgundy	
Precipitated, lb.	12 @ 15	Carb., 1/16s, lb.	@ 32	Pound	20 @ 25
Prepared, lb.	14 @ 16	Carb., P'd, lb.	15 @ 25	Petrolatum	
White, lump, lb.	03 @ 10	Oxide, Hea., lb.	@ 75	Amber, Plain, lb.	12 @ 17
Capsicum		Oxide, light, lb.	@ 75	Amber, Carb., lb.	14 @ 19
Pods, lb.	60 @ 70	Menthol		Cream Whi., lb.	17 @ 22
Powder, lb.	62 @ 75	Pound	4 67@5 20	Lily White, lb.	20 @ 25
Cloves		Mercury		Snow White, lb.	22 @ 27
Whole, lb.	30 @ 25	Pound	1 25@1 35	Plaster Paris Dental	
Powdered, lb.	35 @ 40	Morphine		Barrels	@ 5 75
Cocaine		Ounces	@ 10 80	Less, lb.	03 1/4 @ 08
Ounce	11 43 @ 13 60	1/4s	@ 12 96	Potassa	
Copperas		Mustard		Caustic, st'ks, lb.	55 @ 88
Xtal, lb.	03 1/4 @ 10	Bulk, Powd., select, lb.	45 @ 50	Liquor, lb.	@ 40
Powdered, lb.	04 @ 15	No. 1, lb.	25 @ 35	Potassium	
Cream Tartar		Naphthaline		Acetate, lb.	60 @ 96
Pound	22 1/2 @ 35	Balls, lb.	07 @ 12	Bicarbonate, lb.	30 @ 35
Cuttlebone		Flake, lb.	07 @ 12	Bichromate, lb.	15 @ 25
Pound	40 @ 54	Nutmeg		Bromide, lb.	51 @ 72
Dextrine		Powdered, lb.	@ 40	Carbonate, lb.	30 @ 35
Yellow Corn, lb.	06 1/2 @ 15	Nux Vomica		Chlorate, Xtal, lb.	17 @ 23
White Corn, lb.	07 @ 15	Pound	@ 25	powd., lb.	17 @ 23
Extract		Powdered, lb.	@ 25	Gran., lb.	21 @ 28
Witch Hazel, Yel-low Lab., gal.	99 @ 1 82	Oil Essential		Iodide, lb.	2 98@3 17
Licorice, P'd, lb.	50 @ 60	Almond, Bit., true, ozs.	@ 50	Permanganate, lb.	22 1/4 @ 35
Flower		Bit., art., ozs.	@ 30	Prussiate, Red, lb.	80 @ 90
Arnica, lb.	50 @ 55	Sweet, true, lb.	1 10@1 60	Yellow, lb.	50 @ 60
Chamomile, German, lb.	35 @ 45	Sw't, Art., lbs.	1 00@1 25	Quassia Chips	
Roman, lb.	@ 90	Amber, crude, lb.	75 @ 1 00	Pound	25 @ 30
Saffron, American, lb.	50 @ 55	Amber, rect., lb.	1 10@1 75	Powd., lb.	35 @ 40
Spanish, ozs.	@ 1 65	Anise, lb.	1 00@1 60	Quinine	
Formaldehyde, Bulk		Bay, lb.	4 00@4 25	5 oz. cans, ozs.	@ 54
Pound	09 @ 20	Bergamot, lb.	3 00@3 60	Sal	
Fuller's Earth		Cajeput, lb.	1 50@2 00	Epsom, lb.	03 1/4 @ 10
Powder, lb.	05 @ 10	Caraway S'd, lb.	2 65@3 20	Glaucous, Lump, lb.	03 @ 10
Gelatin		Cassia, USP, lb.	2 10@2 60	Gran., lb.	03 1/4 @ 10
Pound	55 @ 65	Cedar Leaf, lb.	1 50@2 00	Nitre, Xtal or Powd.	10 @ 16
Glue		Cedar Leaf, Coml., lb.	1 00@1 25	Gran., lb.	09 @ 16
Brok., Bro., lb.	20 @ 30	Citronella, lb.	1 05@1 40	Rochelle, lb.	17 @ 30
Whi. Flake, lb.	16 @ 22	Cloves, lb.	1 75@2 25	Soda, lb.	02 1/4 @ 08
White G'd, lb.	25 @ 35	Croton, lbs.	4 00@4 60	Soda	
White AXX light, lb.	@ 40	Cubeb, lb.	4 25@4 80	Ash	03 @ 10
Ribbon	42 1/2 @ 50	Erigeron, lb.	2 70@3 35	Bicarbonate, lb.	03 1/4 @ 10
Glycerine		Eucalyptus, lb.	95 @ 1 60	Caustic, Co'l., lb.	08 @ 15
Pound	14 1/4 @ 35	Fennel	2 00@2 60	Hyposulphite, lb.	05 @ 10



# GROCERY PRICE CURRENT

The prices quoted in this department are not cut prices. They are regular quotations such as jobbers should receive for standard goods. Because of present day uncertainties, sharp buyers who are in good credit may sometimes be able to induce the jobber to shade some of the quotations, but we prefer to quote regular prices on regular goods, because cut prices obtained by duress or under force of circumstances never accurately represent the actual condition of the market, which is the proper province of this publication.

## ADVANCED

Brooms  
Flour  
Raisins  
Bottle Caps  
Clothes Lines  
Rice

## DECLINED

Asparagus

## AMMONIA

Parsons, 32 oz. 3 35  
Parsons, 10 oz. 2 70  
Parsons, 6 oz. 1 80  
Little Bo Peep, med. 1 35  
Little Bo Peep, lge. 2 25  
Quaker, 32 oz. 2 10

## APPLE BUTTER

Table Belle, 12-36 oz., doz. 1 90

## BAKING POWDERS

Royal, 2 oz., doz. 93  
Royal, 4 oz., doz. 1 80  
Royal, 6 oz., doz. 2 20  
Royal, 12 oz., doz. 4 37  
Royal, 2 1/2 lbs., doz. 13 77  
Royal, 5 lbs., doz. 24 50



10 oz., 4 doz. in case 3 40  
15 oz., 2 doz. in case 2 40  
25 oz., 2 doz. in case 4 20  
50 oz., 2 doz. in case 7 00  
5 lb., 1 doz. in case 6 00  
10 lb., 1/2 doz. in case 5 75

## BLEACHER CLEANSER

Clorox, 16 oz., 24s 3 25  
Clorox, 22 oz., 12s 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

100 lb. bag  
Dry Lima Beans 100 lb. 7 50  
White H'd P. Beans 3 00  
Split Peas, Yell., 60 lb. 3 95  
Split Peas, Gr'n 60 lb. 5 00  
Scotch Peas, 100 lb. 7 50

## BURNERS

Queen Ann, No. 1 1 15  
Queen Ann, No. 2 1 25  
White Flame, No. 1 and 2, doz. 2 25

## BOTTLE CAPS

Db'l. Lacquer, 1 gross 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. 250 1 00  
Krumbles, No. 412 1 35  
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 57  
Whole Wheat Fla., 24 1 75  
Whole Wheat Bis., 24 2 15

## Post Brands

Grapenut Flakes, 24s 1 90  
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  
Sanka 6-1lb 2 57

**Amsterdam Brands**  
Gold Bond Par., No. 5 7 50  
Prize, Parlor, No. 6 8 00  
White Swan Par., No. 6 8 50

## BROOMS

Quaker, 5 sewed 5 50  
Warehouse 6 25  
Rose 2 75  
Winner, 5 sewed 3 95  
Whisk, No. 3 2 25

## 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. 12.3  
Paraffine, 6s 14 1/2  
Paraffine, 12s 14 1/2  
Wicking 40  
Tudor, 6s, per box 30

## CANNED FRUITS

### Hart Brand

**Apples**  
No. 10 4 75

### Blackberries

Pride of Michigan 2 55

### Cherries

Mich. red, No. 10 5 90  
Pride of Mich., No. 2 2 60  
Marcellus Red 2 10  
Special Pie 1 35  
Whole White 2 80

### Gooseberries

No. 10

## Pears

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

## Black Raspberries

No. 2 2 60  
Pride of Mich. No. 2 1 60

## Red Raspberries

No. 2 2 25  
No. 1 1 25  
Marcellus, No. 2 1 70

## Strawberries

No. 2 3 00  
8 oz. 1 20  
Marcellus, No. 2 1 45

## 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 00  
Shrimp, 1, wet 1 45  
Sard's, 1/4 Oil, Key 4 25  
Sardines, 1/4 Oil, K'less 3 35  
Salmon, Red Alaska 2 05  
Salmon, Med. Alaska 1 65  
Salmon, Pink, Alaska 1 40  
Sardines, Im. 1/4, ea. 6@11 95  
Sardines, Cal. 1 75  
Tuna, 1/2 Van Camps, doz. 1 75  
Tuna, 1/4s, Van Camps, doz. 1 35  
Tuna, 1s, Van Camps, doz. 3 60  
Tuna, 1/2s, Chicken Sea, doz. 1 85

## CANNED MEAT

Bacon, Med. Beechnut 1 71  
Bacon, Lge. Beechnut 2 43  
Beef, Lge. Beechnut 3 51  
Beef, Med. Beechnut 2 07  
Beef, No. 1, Corned 1 95  
Beef, No. 1, Roast 1 95  
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 05  
Deviled Ham, 1/4s 1 15  
Deviled Ham, 1/2s 2 85  
Potted Beef, 4 oz. 1 10  
Potted Meat, 1/4 Libby 45  
Potted Meat, 1/2 Libby 75  
Potted Meat, 1/2 Qua. 55  
Potted Ham, Gen. 1/4 1 45  
Vienna Saus., No. 1/4 1 00  
Vienna Sausage, Qua. 80  
Veal Loaf, Medium 2 25

## Baked Beans

Campbells, 48s 2 30

## CANNED VEGETABLES

### Hart Brand

**Asparagus**  
Natural, No. 2 3 00  
Tips & Cuts, Nq. 2 2 25  
Tips & Cuts, 8 oz. 1 35

### Baked Beans

1 lb. Sauce, 36s, cs. 1 60  
No. 2 1/2 Size, Doz. 95  
No. 10 Sauce 3 80

### Lima Beans

Little Quaker, No. 10 8 25  
Baby, No. 2 1 70  
Pride of Mich. No. 2 1 60  
Marcellus, No. 10 6 50

**Red Kidney Beans**  
No. 10 3 90  
No. 2 87 1/2  
8 oz. 45

## 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 70  
Cut, No. 10 8 00  
Cut, No. 2 1 60  
Pride of Michigan 1 35  
Marcellus Cut, No. 10 5 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 70  
Choice, Whole, No. 1 1 35  
Cut, No. 10 9 00  
Cut, No. 2 1 50  
Pride of Mich., No. 2 1 25  
Marcellus Cut, No. 10 5 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  
Hart Cut, No. 2 85  
Marcel. Whole, No. 2 1/2 1 35  
Hart Diced, No. 2 90

## Carrots

Deed, No. 2 90  
Diced, No. 10 4 00

## Corn

Golden Ban., No. 2 1 25  
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  
Fancy Crosby, No. 10 6 50  
Whole Grain, 6 Ban-tam, No. 2 1 45

## Peas

Little Dot, No. 2 2 25  
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 45  
Marcel., E. June, No. 2 1 35  
Marcel., E. Ju., No. 10 7 50

## Pumpkin

No. 10 4 75  
No. 2 1 30

## Sauerkraut

No. 10 4 00  
No. 2 1/2 95  
No. 2 85

## 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 95

## Tomatoes

No. 10 5 25  
No. 2 1 80  
No. 2 1 40  
Pride of Mich., No. 2 1/2 1 35  
Pride of Mich., No. 2 1 10

## Tomato Juice

Hart, No. 10 4 75

## CATSUP

Sniders, 8 oz. 95  
Sniders, 14 oz. 1 55  
Sniders, 8 oz. Doz. 95  
Sniders, 14 oz. Doz. 95  
Quaker, 8 oz. Doz. 95  
Quaker, 14 oz. Doz. 1 2  
Ruby, 14 oz. Doz. 95

## CHILI SAUCE

Sniders, 8 oz. 1 65  
Sniders, 14 oz. 2 25

## OYSTER COCKTAIL

Sniders, 11 oz. 2 00

## CHEESE

Roquefort 68  
Wisconsin Daisy 14 1/2  
Wisconsin Twin 13 1/2  
New York June 24  
Sap Sago 40  
Brick 15  
Michigan Flats 14  
Michigan Daisies 14  
Wisconsin Longhorn 15  
Imported Leyden 23  
I lb. Limberger 20  
Imported Swiss 52  
Kraft, Pimento Loaf 24  
Kraft, American Loaf 22  
Kraft, Brick Loaf 22  
Kraft, Swiss Loaf 27  
Kraft Old Eng. Loaf 32  
Kraft, Pimento, 1/2 lb. 1 60  
Kraft, American, 1/2 lb. 1 60  
Kraft, Brick, 1/2 lb. 1 60  
Kraft Limbur., 1/2 lb. 1 60

## CHEWING GUM

Adams Black Jack 66  
Adams Dentyne 65  
Beeman's Pepsin 66  
Beechhut Peppermint 66  
Doublemint 66  
Peppermint, Wrigleys 66  
Spearmint, Wrigleys 66  
Juicy Fruit 66  
Wrigley's P-K 66  
Teaberry 66

## CHOCOLATE

Baker, Prem., 6 lb. 1/2 2 50  
Baker, Pre., 6 lb. 3 oz. 2 42

## CLOTHES LINE

Riverside, 50 ft. 1 55  
Cupples Cord 1 90

## COFFEE ROASTED

### Lee & Cady

### 1 lb. Package

Arrow Brand 23  
Boston Breakfast 23  
Breakfast Cup 21  
Competition 15 1/2  
Imperial 35  
J. V. 19  
Majestic 29  
Morton House 31  
Nedrow 26  
Quaker, in Cartons 21  
Competition 15 1/2

## McLaughlin's Kept-Fresh



### Coffee Extracts

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

## CONDENSED MILK

Eagle, 2 oz., per case 4 60

## EVAPORATED MILK



Page, Tall 2 95  
Page, Baby 1 48  
Quaker, Tall, 10 1/2 oz. 2 85  
Quaker, Baby, 4 doz. 1 43  
Quaker, Gallon, 1/2 dz. 2 85  
Carnation, Tall, 4 doz. 2 95  
Carnation, Baby, 4 doz. 1 48  
Batman's D'dee, Tall 2 95  
Batman's D'dee, Baby 1 48  
Pet, Tall 2 95  
Pet, Baby, 4 dozen 1 48  
Borden's, Tall, 4 doz. 2 95  
Borden's Baby, 4 doz. 1 48

## OIGARS

Hamt. Champions 38 50  
Webster Cadillac 75 00  
Webster Golden Wed. 75 00  
Websterettes 38 50  
Cincos 38 50  
Garcia Grand Babies 38 50  
Bradstreets 38 50  
La Palena Sealitors 75 00  
Odins 38 50  
R G Dun Boquet 75 00  
Perfect Garcia Subl. 95 00  
Budwiser 19 50  
Tango Pantellas 13 00  
Skylines 19 50  
Hampton Arms Jun'r 37 50  
Trojan 35 00  
Rancho Coronado 35 00  
Kenway 20 00

## CONFECTIONERY

### Stick Candy Pails

Pure Sugar Sticks-600c 3 90  
Big Stick, 28 lb. case 16  
Horehound Stick, 120s 75

### Mixed Candy

Kindergarten 14  
Leader 09 1/2  
French Creams 11 1/2  
Paris Creams 12  
Jupiter 09  
Fancy Mixture 14

### Fancy Chocolate

5 lb. boxes  
Bittersweets, Ass'ted 1 25  
Nibble Sticks 1 35  
Chocolate Nut Rolls 1 50  
Lady Vernon 1 15  
Golden Klondikes 1 05

### Gum Drops Cases

Jelly Strings 14  
Tip Top Jellies 09 1/2  
Orange Slices 09 1/2

### Lozenges Pails

A. A. Pep. Lozenges 13  
A. A. Pink Lozenges 13  
A. A. Choc. Lozenges 13  
Motto Hearts 16  
Malted Milk Lozenges 19

### Hard Goods Pails

Lemon Drops 12  
O. F. Horehound drops 12  
Anise Squares 13  
Peanut Squares 13

### Cough Drops Bxs.

Smith Bros. 1 45  
Luden's 1 45  
Vick's, 40/10c 2 40

### Specialties

Italian Bon Bons 16  
Banquet Cream Mints 17  
Handy Packages, 12-10c 80

### COUPON BOOKS

50 Economic grade 2 50  
100 Economic grade 4 50  
500 Economic grade 20 00  
1000 Economic grade 37 50  
Where 1,000 books are ordered at a time, specially printed front cover is furnished without charge.

### CREAM OF TARTAR

6 lbl boxes 4 7

### DRIED FRUITS

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

### Apricots

Evaporated, Choice 13 1/2  
Evaporated, Ex. Choice 15  
Fancy 15  
Ex. Fancy Moorpack

### Citron

10 lb. box 24



**Currants**  
Packages, 11 oz. ----- 11 1/2

**Dates**  
Imperial, 12s, pitted... 1 35  
Imperial, 12s, Regular 1 15

**Peaches**  
Evap. Choice -----  
Fancy -----

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

**Raisins**  
Seeded, bulk ----- 6 1/2  
Thompson's S'dless blk. 6 1/2  
Quaker s'dless blk. -----  
15 oz. ----- 7 1/2  
Quaker Seeded, 15 oz. ----- 7 1/2

**California Prunes**  
90@100, 25 lb. boxes...@  
80@90, 25 lb. boxes...@  
70@80, 25 lb. boxes...@  
60@70, 25 lb. boxes...@  
50@60, 25 lb. boxes...@  
40@50, 25 lb. boxes...@08 1/2  
30@40, 25 lb. boxes...@09 1/2  
20@30, 25 lb. boxes...@12  
18@24, 25 lb. boxes...@14 1/2

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

**Bulk Goods**  
Elbow Macaroni, 20 lb. 4 1/2  
Egg Noodle, 10 lbs. -- 12

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

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

**Tapoca**  
Pearl, 100 lb. sacks -- 7 1/2  
Minute, 8 oz., 3 doz. 4 05  
Dromedary Instant -- 3 50

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

**FRUIT CANS**  
Presto Mason  
F. O. B. Grand Rapids  
Half pint ----- 7 15  
One pint ----- 7 40  
One quart ----- 9 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. ----- 2 50  
Minute, 3 doz. ----- 4 05  
Plymouth, White ----- 1 55  
Jelsert, 3 doz. ----- 1 40

**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 40

**JELLY GLASSES**  
1/2 Pint Tall, per doz. 38

## Margarine

**Wilson & Co.'s Brands**  
Oleo  
Nut ----- 09  
Special Roll ----- 11

**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 4 75  
Signal Light, 5 gro. cs 4 40

**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 ----- 15 1/2  
Brazil, large ----- 12 1/2  
Fancy Mixed ----- 11 1/2  
Filberts, Naples ----- 13  
Peanuts, Vir. Roasted 6 1/2  
Peanuts, Jumbo ----- 7 1/2  
Pecans, 3, star ----- 25  
Pecans, Jumbo ----- 40  
Pecans, Mammoth ----- 50  
Walnuts, Cal. ----- 13@21  
Hickory ----- 0.

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

**Shelled**  
Almonds ----- 39  
Peanuts, Spanish ----- 5 1/2  
125 lb. bags ----- 5 1/2  
Filberts ----- 32  
Pecans Salted ----- 45  
Walnut California ----- 45

**MINCE MEAT**  
None Such, 4 doz. ----- 6 20  
Quaker, 3 doz. case ----- 2 65  
Yo Ho, Kegs, wet, lb. 16 1/2

**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. 1 95

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

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

**Sweet Small**  
5 Gallon, 500 ----- 7 25  
Banner, 6 oz., doz. ----- 90  
Banner, quarts, doz. ----- 2 10  
Paw Paw, quarts, doz. 2 80

**Dill Pickles**  
Gal., 40 to Tin, doz. ----- 8 15  
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**  
Job, 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. ----- 11  
Good Steers & Heif. ----- 09  
Med. Steers & Heif. ----- 08  
Com. Steers & Heif. ----- 07

**Veal**  
Top ----- 10  
Good ----- 09  
Medium ----- 08

**Lamb**  
Spring Lamb ----- 18  
Good ----- 16  
Medium ----- 12  
Poor ----- 05

**Mutton**  
Good ----- 04 1/2  
Medium ----- 03  
Poor ----- 02

**Pork**  
Loin, med. ----- 08  
Butts ----- 08  
Shoulders ----- 06 1/2  
Spareribs ----- 05  
Neck bones ----- 03  
Trimnings ----- 05

**PROVISIONS**  
Barreled Pork  
Clear Back ----- 16 00@18 00  
Short Cut Clear ----- 12 00

**Dry Salt Meats**  
D S Belles 18, 29@18-10-09

**Lard**  
Pure in tierces ----- 7 1/2  
60 lb. tubs ----- advance 1/4  
50 lb. tubs ----- advance 1/4  
20 lb. pails ----- advance 1/4  
10 lb. pails ----- advance 1/4  
5 lb. pails ----- advance 1  
3 lb. pails ----- advance 1  
Compound tierces ----- 7 1/2  
Compound, tubs ----- 7 1/2

**Sausages**  
Bologna ----- 10  
Liver ----- 13  
Frankfort ----- 12  
Pork ----- 15  
Tongue, Jellied ----- 21  
Headcheese ----- 13

**Smoked Meats**  
Hams, Cer. 14-16 lb. ----- 16  
Hams, Cer., skinned ----- 16-18 lb. -----@16  
Ham, dried beef  
Knuckles -----@24  
California Hams -----@09  
Picnic Boiled Hams -----@16  
Boiled Hams -----@18  
Minced Hams -----@12  
Bacon 4/6 Cert. -----@14

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

**Liver**  
Beef ----- 12  
Calf ----- 35  
Pork ----- 05

**RICE**  
Fancy Blue Rose ----- 4 05  
Fancy Head ----- 5 30

**RUSKS**  
Postma Biscuit Co.  
18 rolls, per case ----- 1 80  
12 rolls, per case ----- 1 20  
18 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, 18-2 1/2 lb. packages ----- 1 10

**COD FISH**  
Peerless, 1 lb. boxes 18  
Old Kent, 1 lb. Pure 25

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

**Lake Herring**  
1/2 Bbl., 100 lbs. -----  
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  
Stovoll, per doz. ----- 3 00

**SALT**  
F. O. B. Grand Rapids  
Colonial, 24, 2 lb. ----- 95  
Colonial, 36-1 1/2 ----- 1 20  
Colonial, Iodized, 24-2 1 35  
Med. No. 1 Bbls. ----- 2 90  
Med. No. 1, 100 lb. bk. 1 00  
Farmer Spec., 70 lb. 1 00  
Packers Meat, 50 lb. 65  
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, 1/2 lb. packages ----- 4 00

**WASHING POWDERS**  
Bon Ami Pd., 18s, box 1 90  
Bon Ami Cake, 18s ----- 1 65  
Brillo ----- 85  
Chipso, large ----- 3 85  
Climaline, 4 doz. ----- 3 60  
Grandma, 100, 5c ----- 3 60  
Grandma, 24 Large ----- 3 50  
Snowboy, 12 Large ----- 1 80  
Gold Dust, 12 Large ----- 1 80  
Golden Rod, 24 ----- 4 25  
La France Laun., 4 dz. 3 65  
Old Dutch Clean., 4 dz. 3 40  
Octagon, 96s ----- 3 90  
Rinso, 24s ----- 4 80  
Rinso, 40s ----- 2 95  
Spotless Cleanser, 48, 20 oz. ----- 3 85  
Sani Flush, 1 doz. ----- 2 25  
Sapolio, 3 doz. ----- 3 15  
Speedee, 3 doz. ----- 7 20  
Sunbrite, 50s ----- 2 10  
Wyandot, Cleaner, 24s 1 85

**SOAP**  
Am. Family, 100 box 5 60  
Crystal White, 100 ----- 3 50  
F.B., 60s ----- 2 00  
Fels Naptha, 100 box 5 00  
Flake White, 10 box 2 85  
Jap Rose, 100 box ----- 7 40  
Fairy, 100 box ----- 3 00  
Palm Olive, 144 box ----- 8 00  
Lava, 60 box ----- 2 25  
Pummo, 100 box ----- 4 85  
Sweetheart, 100 box ----- 5 70  
Grandpa Tar, 50 sm. 2 10  
Grandpa Tar, 50 lge. 3 50  
Tribby Soap, 50, 10c 3 15  
Williams Barber Bar, 9s 50  
Williams Mug, per doz. 48  
Lux Toilet, 50 ----- 3 15

**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 -----@16  
Cloves, Zanzibar -----@27  
Cassia, Canton -----@21  
Ginger, Corkin -----@18  
Mustard -----@19  
Mace Penang -----@65  
Pepper, Black -----@19  
Nutmegs -----@23  
Pepper, White -----@23  
Pepper, Cayenne -----@25  
Paprika, Spanish -----@30

**Seasoning**  
Chili Powder, 1 1/2 oz. ----- 65  
Celery Salt, 1 1/2 oz. ----- 80  
Sage, 2 oz. ----- 80  
Onion Salt ----- 1 35  
Garlic ----- 1 35  
Ponety, 3 1/2 oz. ----- 3 25  
Kitchen Bouquet ----- 4 25  
Laurel Leaves ----- 20  
Marjoram, 1 oz. ----- 90  
Savory, 1 oz. ----- 65  
Thyme, 1 oz. ----- 90  
Tumerci, 1 1/2 oz. ----- 65

**STARCH**  
Corn  
Kingsford, 24 lbs. ----- 2 30  
Powd., bags, per 100 2 65  
Argo, 24, 1 lb. pkgs. 1 15  
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 ----- 11 1/2  
Elastic, 32 pkgs. ----- 2 55  
Tiger, 48-1 -----  
Tiger, 50 lbs. ----- 2 75

**SYRUP**  
Corn  
Blue Karo, No. 1 1/2 ----- 2 36  
Blue Karo, No. 5, 1 dz. 2 99  
Blue Karo, No. 10 ----- 2 99  
Red Karo, No. 1 1/2 ----- 2 67  
Red Karo, No. 5, 1 dz. 3 44  
Red Karo, No. 10 ----- 3 29

**Imit. Maple Flavor**  
Orange, No. 1 1/2, 2 dzz. 2 93  
Orange, No. 5, 1 doz. 4 13

**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. ----- 5 40  
Gallons, each ----- 81  
5 Gallon cans, each ----- 3 35

**TABLE SAUCES**  
Lee & Perrin, large ----- 5 75  
Lee & Perrin, small ----- 3 35  
Pepper ----- 1 60  
Royal Mint ----- 2 40  
Tobasco, small ----- 3 75  
Sho Yon, 9 oz., doz. 2 00  
A-1, large ----- 4 75  
A-1 small ----- 2 85  
Caper, 2 oz. ----- 3 30

## TEA

**Japan**  
Medium ----- 16  
Choice ----- 19@28  
Fancy ----- 32@36  
No. 1 Nibbs ----- 31

**Gunpowder**  
Choice ----- 32  
Fancy ----- 40

**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 54  
Splint, small ----- 6 50

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

**Pails**  
10 qt. Galvanized ----- 2 60  
12 qt. Galvanized ----- 2 85  
14 qt. Galvanized ----- 3 10  
12 qt. Flaring Gal. Jr. 5 00  
10 qt. Tin 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 ----- 06 1/2  
Butchers D F ----- 05 1/2  
Kraft ----- 04  
Kraft Stripe ----- 09 1/2

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

**YEAST—COMPRESSED**  
Fleischmann, per doz. 30  
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. Jenkins.  
Association Business Office, 907 Transportation Bldg., Detroit.

### Approach Codes With Common Sense

Common sense is in the saddle in Washington and it will be some time before the shoe industry is asked to submit its agreement or code in the manufacturing field and the tanners in their field. The present plan at Washington is to work with six large and fundamental industries representing 65 per cent. of the employment power of this country. These basic industries are to be rapidly codified because they can increase employment and wages.

Some of the major industries are presenting codes that are about as free as a Chinese lady's foot. They are all bound with regulations as to manufacturing practices, competitive controls and obligations as to price discounts, division of territory, etc.

Washington will be forced to liberalize the recommendations of some of these associations for if they were accepted as is, no new companies could enter business, and all research, initiative, new methods, invention and industrial progress would be discouraged.

Fortunately the leather industry and the shoe manufacturing industry have in leadership men who believe that the simpler the code, the more desirable and that nothing shall be done to paralyze initiative and industry.

The drafts of the tanners' code and the shoe manufacturers' code, now in process of making, are models of common sense. Nothing that they will present will in any way "rub out" plants and businesses that are honest and useful and the smallest plant need fear no harm—for real economic statesmanship punctuates every paragraph as written. At the same time, these trade codes do not hold an "umbrella over inefficient plants." The true laws of survival of the fittest will still have a play in the shoe business. Nothing in the codes interferes directly or indirectly with honest common sense practice at retail.

Retailers generally should thank their lucky stars that they are in a free field of action but the question remains—how long will that continue. The day may come when the government may say: "Retailing also is an industry employing millions of people. We will have something to say about the number of hours clerks can work." Then be prepared for a shorter retail sales day—for in many a store the merchant and clerks are on duty from 8 a. m. to 10 p. m.—six and seven days a week.

The government may say the retailer is actually in interstate trade for that is true now in that the national chains have stores in many states. But even the term "intra-state" will not permit a man to do things that are unfairly competitive for the ruling may be made that goods coming from another state make the distributor subject to interstate laws. Someone has said that the retailer is in interstate business because his order, transmitted to a factory, is a contract across state

lines. But these are possibilities of the future and not particularly pertinent now.

The particular concern of retailers is the enlargement of the purchasing power of the country and that seems to be in a fair way nearing solution in major industries.

We are fortunate in our trade to have tanning and manufacturing associations competent to be custodians of the responsibility of building the frame work for the new industrial co-operative spirit. We are likewise fortunate in a retailing fraternity very much in harmony with the other branches of the trade and willing to give voluntary co-operation. Eventually there may be a co-ordinating committee of a vertical character covering the entire industry from tanning to retailing.

For the time being the important thing for the retailer is to cease worrying about something which concerns him little and to do a lot of thinking and planning and work in getting more shoes sold right, for every sale at retail means the possibility of another pair and that new pair of shoes means work and materials and profitable effort.—Boot and Shoe Recorder.

### Liability of Third Person For Interference

The question of the possible liability of a third person for loss caused by his unjustifiable interference with a business deal, has been before the courts in a number of cases. And, generally speaking, where an injured party can prove a clear case of meddling on the part of an outsider, the latter may be held liable for resulting loss.

Of course, in situations of this kind, each case will stand or fall depending upon the facts involved. But a reading of these cases justifies the statement that any unwarranted interference with a business deal, especially if accompanied by false statements, is a risky business. Just how serious a case of this kind may prove, may be illustrated by a brief review of a recent case of this kind.

Here the plaintiff owned and operated a certain business which, for some reason which does not appear in the report, she was forced to sell. Plaintiff found a prospective buyer for the business who agreed to pay \$4,500 therefor, on terms of \$1,000 cash and the balance at the rate of \$100 per month.

Now, plaintiff conducted the business in a building owned by the defendants, and, after making the deal, the prospective buyer interviewed the defendants for the purpose of getting a lease upon the building. At this time, it appears, the defendants informed the prospective buyer that the stock in trade was "junk," and could be bought new for less than contract price.

The prospective buyer thereupon refused to go through with the deal. The plaintiff was then compelled to sell at a forced sale for \$1,350. Following this, plaintiff brought the instant action for damages in the sum of \$3,150 against the defendants, on the theory that that was the amount of her loss, resulting from the unjustifiable interference of the defendants with the contract of sale.

Now at this point, it should be noted that the defendants had no interest in the deal between plaintiff and her prospective purchaser. It also appears that their advice or opinion as to the value of the business was voluntarily made to the prospective buyer, and that it resulted in the latter breaching the contract.

Upon the trial of the case, the evidence was clear that the business was reasonably worth approximately \$4,000. The defendants denied making the statements that they were alleged to have made. But the plaintiff proved to the satisfaction of a jury that defendants did make the statements, and that the contract of sale would have gone through but for the acts of the defendants.

The jury thereupon returned a verdict in favor of plaintiff against the defendants for \$3,150, this being the difference between what she would have received under the contract and what she sold the business for at the forced sale. In other words her loss. From judgment on this the defendants appealed, and the higher court in affirming the judgment reasoned as follows:

"The right to contract is a legal right guaranteed to every citizen. A contract made and entered into in good faith should not be interfered with by third parties, and, where third parties interfere with contracts and damage results therefrom, they should be held to account to the loser for said damages. When a man does an act which in law and in fact is wrongful, and such an act is made as a natural consequence of it to produce injury to another, and which, in this particular,

produces injury, an action for damages will lie.

"It has been held that, if a contract would have been performed but for false and fraudulent representations of a third person, an action will lie against him although the contract could not have been enforced by action.

"This cause was tried to a jury with all the facts before it, upon proper instructions of the court, and the sole question is a question of fact. Did defendants wrongfully interfere and cause a breach of contract between plaintiff and her prospective purchaser, and did the same result in damages? This question was presented to the jury, and the jury found against defendants' contention and found for plaintiff. The judgment is affirmed."

As noted in the beginning, each case of this kind must necessarily be decided upon the facts involved. General rules are of little value. But, as an illustration of facts and circumstances that were held to justify a jury in finding third parties liable for an unwarranted interference with a business deal, this case is hard to beat.

Sheet steel is used instead of the customary cast-iron in a new enameled sink. Stamped out of a single sheet, it is said to weigh only about a fourth as much as a cast iron sink.

One packing house is now putting up pickled pig's feet in regulation-sized beer schooners. Another company is packing mustard in similar containers.

Reverses revitalize redbloods.

## INTELLIGENT INSURANCE SERVICE

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All profits belong to the policyholder

**MICHIGAN SHOE DEALERS  
MUTUAL FIRE INSURANCE CO.**

LANSING, MICHIGAN

Mutual Building

Phone 20741



## OUT AROUND

(Continued from page 9)

stopped and took us on into the Heights," Mrs. Carl said.

"I never will forget our first night here. We were given a room in a boarding house and the room had been newly painted. We had a great time, stepping here and there on the rugs and often missing them, too," she said.

Mr. Carl has been active in community affairs for many years in the Heights. He was a member of the chamber of commerce for some time, was active in forming the Heights bank and served as village clerk. He has also served on many city committees.

Mrs. Carl has been a member of the Muskegon Woman's club for twenty-five years and is also a charter member of the Muskegon Heights Woman's club. She also enjoys the distinction of having been the only woman in either Muskegon or the Heights to serve on a board of education. She served as a school trustee three years.

Married life is to be preferred to single blessedness, Mrs. Carl holds. She believes one going it alone has as many troubles "as double," and fondly recalls the years she spent with her husband in building their business.

The Carls have a son, Lawrence, of the Heights. A granddaughter, Mrs. Charles Wright, resides in Shelby.

Our subscription representative, Mr. Stebbins, writes as follows from Muskegon: "A local jobber lost out on the oleo refund of \$400 because a case of animal fat oleo was delivered to him as a substitute for nut oleo, on which he was short. Only a package or two of the case was ever sold, when it was returned, but it caused a loss of refund not pleasing to him. As to the \$13 refund among Muskegon merchants, I have found only one or two who had sent in their claims. Many of the larger dealers were barred by animal fat sales. I did not expect to run into this situation as much as I have, although many have now dropped it entirely, but sold it three and four years ago. I should judge this situation would be true in your city. Country towns do not seem to have been worked by the animal oleo men to any extent. I note copy of your letter to the Collector of Internal Revenue. I am awaiting the reply, as many will be late with their claims. No doubt the jobbers will all get in, but probably half or more of the merchants of the state, entitled to the refund, will not hear of it because they do not take the Tradesman."

From June 15, 1933, to June 15, 1934, the country will be under industrial control such as we "enjoyed" during the war days under Mr. Wilson. The administration of the law is in the hands of Gen. Hugh Johnson, an army officers with business experience, who had charge of the enforcement of the similar law enacted during the Wilson administration. It was Gen. Johnson who put Siegel, Cooper & Co., of Chicago, out of business during a single night, confiscating the stock valued at seven million dollars and transferring it inside of ten hours to other houses in Chicago to which he sold it. The powers conferred on the Government by this enactment are the most drastic ever assumed by any other government on earth. It is wholly an emergency device for the recovery of business. It

should be added that some associated with the authorship of the bill have the other "slant." They believe in either the cartel form of organization of industry familiar in some European countries or they believe in one degree or another of state collectivism, and they wish this present American experiment might become permanent.

Some 'fraid cats are fearful that the present upward movement of stocks and commodities is likely to collapse at any time. I do not share in this belief, because I do not think there is a single indication which gives ground for such a fallacious fear. The man who writes the market column in Barron's each week—who is an admitted authority on the subject—has this to say on the subject in the issue of June 16:

To date the United States is holding the whip hand at the London Economic Conference. In the place of currency stabilization, the American program for worldwide efforts to advance the commodity-price level is in the forefront. Prospects of an international agreement on curtailment of grain production augur well for concerted measures in other directions. In any event, the Administration in unmistakable language has declared against currency stabilization, lest it imperil the cause of higher prices and wreck the recovery program.

Faith in that program and its tangible business accomplishments represents the conviction of the individuals and groups who refuse to take profits and who have added to lines on the two breaks of the past fortnight. Theirs was not the frantic selling then; theirs was not the selling for short account early Friday. Declining brokerage loans are a natural corollary. On the basis of current earning power and on the assumption that a broad business upswing is under way, which the Administration is determined must not encounter the normal summer let-down, stocks do not appear over-exploited.

In approving the chain store tax bill enacted by the Maryland legislature, Governor Ritchie added a couple of paragraphs which ring true. They are as follows:

"All over the country, millions of people have been accustomed to earn an independent livelihood as independent merchants, tradesmen, and storekeepers. In such capacities these people have given strength to every part of the land.

"The national welfare rests largely upon their ability and opportunity to continue these diversified and long established business pursuits, and whenever their right to do this is threatened and endangered by monopoly and concentration, then the state has a right to step in and curb the unequal struggle." E. A. Stowe.

Three high C's: Courtesy, Cheerfulness, Courage.

Lack cheerfulness and you lack success.

## Is Not the Government a Little Harsh?

The Government and its officials are supposed to be the servants of the people—their hired servants. The unreasonable manner in which some Government officials and inspectors treat the people who support it, make one almost believe they consider the people were made for the Government and not the Government for the people. Recently a representative of the Tradesman called at a little store kept by an old man and his wife, who lived in one part of the building. There was a slight delinquency made by the merchant in applying for his annual license to sell certain merchandise. An inspector appeared and abused them harshly as having committed a heinous crime. A few years previously the Government collected illegal taxes of this merchant, upon which he was entitled to a refund and interest. Owing to the alarm of this old merchant and his wife, they were afraid to apply for the refund, fearing it would make them trouble, so take their loss rather than incur further censure.

Another merchant had four small stores in two nearby towns. Called to a Western state on business, he was delayed in returning, so was late a few days in procuring his license, for which he was fined twenty-five dollars. As the government collected this fine and a license from him illegally for two years, he is entitled to a refund of both his fine and licenses.

Many years ago a merchant told of his ordering a case of oleo for a lumberman, he never having sold the product in his store. He charged the lumberman but a small commission for ordering the shipment. A short while later a Government inspector appeared and compelled the merchant to take out a wholesalers license of five hundred dollars. The merchant protested and explained how he came to order it, but to no avail. Later he tried to get an adjustment with the revenue department, but failed. While it is necessary to enforce the law, there should be some common sense and reason applied by Government officials. There is a vast difference between one who criminally violated a law and one who did so in error or ignorance. Uncle Sam sometimes makes mistakes, as he did in collecting millions of dollars of taxes on vegetable oleo, when there was no law for it. He did not even notify the merchants of the mistake, and even despite the efforts of the editor of the Tradesman, there will be but a small fraction of the amount refunded. Courtesy is a powerful factor in business to-day. Uncle Sam and his servants should recognize this and treat the people fairly and justly at all times. E. B. Stebbins.

## Paper Goods in Common Use

Paper dishes and paper eating utensils have come into common use during the Summer, both for picnic trips and those occasions when the housewife wishes to save herself the trouble of washing dishes.

The use of various paper products in the home has increased tremendously during the last 10 years. Norman S. Meese, Chief of the Paper Division of the Commerce Department, points out that the use of such paper products

has been almost entirely a development of the last 15 years.

Quality of paper dishes, napkins, towels, and other similar products have been improved. Fiber board products in particular have been made more useful. Experiments are now being conducted to devise more efficient containers for both hot and cold liquids.

Sale of waxed paper for home use has shown a large increase. Waxed paper containers to be placed in muffin and cake pans are now frequently employed by housewives; they save greasing the pans and have been found more convenient. Waxed paper is useful in preventing foods from drying out when they are placed in electric refrigerators.

Paper towels were formerly largely restricted to office buildings, but now are often bought for home use, says Mr. Meese. Crepe paper towels and special cleansing tissues are also more frequently used.

Paper has been utilized extensively in the production of fiber furniture and twisted fiber rugs. Heavy woven cord, made from paper, has been used to make baby carriages.

Quantities of paper are used for suitcases and other fiber board products for home use. Packaging products for home use consumes a great deal more paper than formerly.

Decorative uses of paper for shelves, lamp shades, and so on, are now common. Paper lamp shades are cheap and permit the housewife a greater variety.

In Europe, during the World War and shortly after the war, paper suits were brought out in several countries. Samples of such suits were exhibited in this country but were never successfully introduced and failed to attain common use in Europe.

A self cleaning rake has been devised for the home gardener. It has a spring-equipped, hinged head which folds flat to the ground when the rake is pushed forward.

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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.

For Sale—Men's clothing and shoe stock. Exceptional opportunity for profitable business. 4,500 population. 1,100 on factory payroll. Lepley Wilson, Greenville, Mich. 576

Grocery and restaurant. Bakery and confectionery, rooming house, photo studio. Sydney Smythe, Market Lane, London, Ontario. 577

FOR SALE—Restaurant, fully equipped. Doing good business. Fine location. Ill health prompts sale. Lee's Lunch, Dexter, Mich. 578

**FOR SALE**  
HARDWARE AND IMPLEMENT  
BUSINESS in town of 4,000 population. Good farming community. Factory town. Central Michigan. For information write No. 1000, care Michigan Tradesman.



## STATE BOARD OF PHARMACY

## Annual Report of President Howard Hurd

It is indeed a pleasure to bring to you the greetings of the Michigan Board of Pharmacy to this your fifty-first convention. It is very pleasing to see so many present at these meetings, showing that the welfare of pharmacy is foremost in the minds of those interested in our profession. If this were not so, most of you would not be here to-day after the trying events of the past two years, when "Prosperity around the Corner" actually became the "Present Depression." But in the face of all of this we are looking forward to a brighter future, a higher standard, and a general improvement in conditions.

In the few years of my close association in pharmacy, there appear to be several topics of conversation wherever druggists assemble. It starts out something like this: Business, Cut prices, Chain stores, Michigan Board of Pharmacy, Legislation, Law enforcement, etc. Now anyone of these subjects is enough for hours of discussion. However, I only wish to deal briefly with our Board of Pharmacy, feeling that you have already heard plenty from the previous speakers.

At the beginning it is unnecessary to tell you the reason why a Board of Pharmacy. This question was answered some fifty years ago when it was organized and became a part of our state government. It is necessary to impress upon you however, that this is your Board of Pharmacy and hence you are entitled to know something of its activities. The Board has four major duties dealing with the following: education, legislation, enforcement, and organization. They are all closely related to one another and at times hard to separate. With this in mind let us discuss each one briefly.

In education the first thought that arises is the examination of the student to practice pharmacy. This is and will be one of the problems of future Boards. What has happened in the last five years in the way of education? The standard has been raised from a twelfth grade high school course to the completion of two years in a recognized college of pharmacy. What did this mean? Simply this, that a great many persons sought to obtain their papers under the old law before the new law took effect in 1929. Classes to be examined averaged between three and four hundred at a time. Naturally they didn't all qualify but five years ago, yes even three years ago there was not an excess of registered men.

To-day this condition has changed. Many who failed in '29 have met the new requirements and successfully passed. True the raising of standards cut down the number of applicants but now a greater percentage pass the examinations. So we have an excess of registered help and it apparently becomes a survival of the fittest in our commercial fields of endeavor. At some time not far distant the four-year college course will be required.

This means the Board of to-morrow will be faced with the same problems of 1929. They will have to pay stricter

attention to the regulation of a broader and more practical college curriculum. Much criticism arises as to what the profession has to offer the student of this advanced study. The student believes this four year course is needed. Therefore it is your duty, pharmacists of Michigan, to see that retail pharmacy elevates itself to a higher plane within the next few years when such a law will be adopted. It is my belief that it will not decrease the number of applicants to appear before the Board. That it will increase the general knowledge of the individual. There will still be good, bad, and indifferent students, with the good far in the majority, and finally the law of supply and demand will still regulate the number of pharmacists that may be employed.

It is also worthy to note that if Michigan does not succeed in meeting educational requirements, we will not be on a par with the other states. This may not mean much to those who practice in this state, but if they seek reciprocity they find a difficult problem. You might be interested in knowing that the year passed ending July 1932, more pharmacists reciprocated to other states than were granted reciprocity. The Board has discouraged reciprocations from other states without just reasons for granting. So I believe the Board must carefully watch its educational program if we are to assume our place of leadership among the other states.

Legislation presents another problem which all Boards have had in the past and will have in the future. We act under laws passed by the legislature, which have been added to from time to time. The result is that we have a large volume of enactments telling us how pharmacy shall be conducted in Michigan. Most of you are no doubt acquainted with some phases of them. The sad part of it all is that many of our enactments are obsolete, others contradictory with one another, some very indefinite with large loopholes as to their meaning, with a few good basic principles left to offset the poor ones. This is not the fault of you pharmacists, the Board, or any particular individual. The needed law of to-day may be of no use to-morrow. We apparently enact legislation for present needs, carrying with us all of the past, and not giving too much consideration to the future. What a wonderful thing it would be if the best of our fifty years of legislation could be compiled as our pharmacy law.

But here one encounters a force which is hard to combat, namely politics. It is through the legislature that all changes must be made and if you have followed the bills introduced in the present session you can readily see what can happen. It is hard work to make the members of that governing body become pharmacy minded. Now the State Association and Board have always worked in harmony for new laws asking only for what was just for public health and protection. We have no paid lobbyists, believing that the legislation should stand on its own merits. Hence it is hard to counteract outside forces which use various methods. But in spite of this our

profession has moved forward and will continue to do so.

Another difficulty the Board has to contend with is the interpretation of the law. We may make regulations which explain what the intent of the law really is. These regulations will not always stand up in court because they are not part of the enactment. Then much depends upon the opinions of the attorney general. As administrations change so do rulings on the same law change. Hence, the various rulings. Besides we find those who wish to interpret in high sounding phrases which become a meaningless jumble of words, when only a few short sentences would quickly define the intent to the satisfaction of all.

Closely related to legislation is its enforcement which the Board exercises through the Director and his inspectors. At the present time we have five inspectors all of whom are registered pharmacists. Added to their duties as drug inspectors is the enforcement of the vendors act, which is a problem of its own. Many think the Board has been too strict in policing its own members and too lenient with outsiders. This may be true but you must remember that you should keep your own household in order first. I think the intention of enforcement is to educate pharmacists in obeying the code of laws set forth rather than their prosecution. Of course, one finds the willful violator, and then court procedure is necessary. We also find some of you complaining about your neighbors violations when you unconsciously do the same thing. Such differences generally arise from indefinite knowledge of the situation and are easily corrected.

The Board is repeatedly asked why it has not taken various cases to court especially in the selling of drugs and patents by others than pharmacists. My answer is, that our law is not specific on what constitutes a patent medicine and how it differs from a drug. Apparently a drug may become a patent with general public acceptance and under a trade name, but a patent never becomes a drug through professional use. To get legal co-operation for such cases is hard to do and ofttime the case is thrown out of court by the judge. So one hesitates before starting court action and perhaps we as a Board should be justly criticized for being rather passive on such questions.

Just a few words on organization and then I am through. What part should our Pharmacy Board play in bringing together the druggists of the state? Your association is and should be responsible for such an organization. The Board, however, comes in contact with every store and pharmacist in the state. This year, through our Director and with the co-operation of your President, we have sponsored a series of county meetings with a two-fold purpose in view. First the enlargement of the membership of the state association. Second, by this increased membership, the formation of a stronger and more compact organization to aid in future pharmacy programs.

There is one field overlooked by both of us. We are not getting in touch with the registered clerk who is not a

store owner. Nor do we make any attempt to get his interest. Who knows but that he will be the proprietor of to-morrow, and as such is certainly worthy of cultivation. If all pharmacists in Michigan were members of our state association, pharmacy would be readily recognized and listened to.

I would like to take this opportunity to tell you that during my term on the Board of Pharmacy many friendships have been formed, and if what service I have contributed to Michigan pharmacy compares in ratio to the benefits received by me, I will be well repaid. The success of pharmacy depends upon each one of us, so let us all strive to do what we can to raise the standards of our chosen vocation.

## A Business Man's Philosophy

An old man once observed that in every successful organization there was a thoroughly mean man who exercised a good deal of authority.

The founder and president of the company, he observed, might be the soul of geniality, a pillar of the church, and a leader in all civic enterprises, but in deciding hard and ugly questions the mean man was given his way.

"Mean problems must be met," continued the old man. "Supply houses become indifferent. Salesmen grow lazy. Expenses rise. Profits dwindle. The mean man says what he thinks, and insists that faults be corrected. Perhaps some one must be demoted. Or dividends must be suspended. Or salaries must be cut. The mean man initiates this unpleasant business, and to him is voted the nasty job of effecting the new policies."

Success is partly the consequence of willingness to undertake unpleasant duties. Postponement of the pain of an operation sends sick people to an early grave, and by the same progress sick businesses drift into receiverships. The mean man, who may be president, vice-president or a director, refuses to put off until tomorrow what should be done today. His meanness keeps the business healthy.

William Feather.

## Advance in Paint Prices Expected

Faced with rapidly increasing prices for raw materials and prospects of higher costs under the Industrial Recovery Act, principal paint manufacturers are contemplating an early rise of from 7 to 10 per cent in paint lines. Devoe & Reynolds Co. and Sherwin-Williams Co. are expected to lead off, with Glidden Co., Pittsburg Plate Glass Co., and other important manufacturers following.

All of the essential raw materials have shown healthy price advances over the past month or so, with lead, linseed oil, and pigments making the outstanding gains. Flaxseed, for instance, now selling at about \$1.70 per bushel, is up from approximately 90 cents a year ago, which, incidentally, was the lowest price in 35 years. Lead is now quoted at around 4½ cents per pound, against the year's low of three cents per pound, which also was the 1932 low.

The best way to study the native language anywhere is to drop a few wads of gum and stand by.



# SLOW BUT SURE STARVATION

## *Dominance of Chain Store Must Necessarily Result in Impoverishment of the Community.*

I have been accused of many things of which I had no knowledge during the time I have conducted the Tradesman, but one accusation has never been laid at my door—that I have an inordinate love for the chain store. I have fought this menace to legitimate merchandising with all the vigor I could command ever since the viper showed its head. I shall continue to oppose it as long as I have any breath in my body, not because it has no good features to commend it, but because the bad features outweigh the good. Under existing conditions it has but one fundamental theory—to make money for the owner. Such features as service to the public, duty to the community, and fair treatment to clerks are entirely overlooked by the chain stores in the mad endeavor to make as much money as possible and get the money so made out of the town in which it is made at the earliest possible moment. Money made by a legitimate merchant usually finds lodgment in the local bank and is utilized to assist in meeting the payrolls of local factories, from which it comes back to the merchant in never ending procession and succession, but no local banker dares to use the deposits of chain stores in meeting local calls and necessities; because he knows that such action on his part will force him to either suspend payment or go on a borrowing expedition day after tomorrow or week after next.

The independent retail dealer sends out of town only sufficient funds to cover his foreign purchases. The remainder of his bank deposits, which represent the profit he has made in his store transactions, remain in the bank until invested in a home, devoted to payment on a home already purchased on time, applied to the purchase of additional home furnishings, needed additions to his store building, desirable additions to his stock or fixtures or investment in local manufacturing enterprises which give employment to home people and thus contribute to the growth and prosperity of his home town.

The chain store, on the contrary, sends the entire receipts of the store (less rent and wages paid the store manager and his clerk) to the headquarters of the chain system in Detroit or elsewhere, to be immediately transferred to New York, where they are absorbed by high priced executives and clerks and divided among the greedy stockholders of the organization.

This steady stream of money, constantly flowing out of town every week, NEVER TO RETURN, must ultimately result in the complete impoverishment of the community. It is a process of slow but sure starvation.

This is the strongest indictment ever presented against the chain store—an indictment which precludes the possibility of a defense, because there can be no defense to a charge of this kind, based on the logic of events.

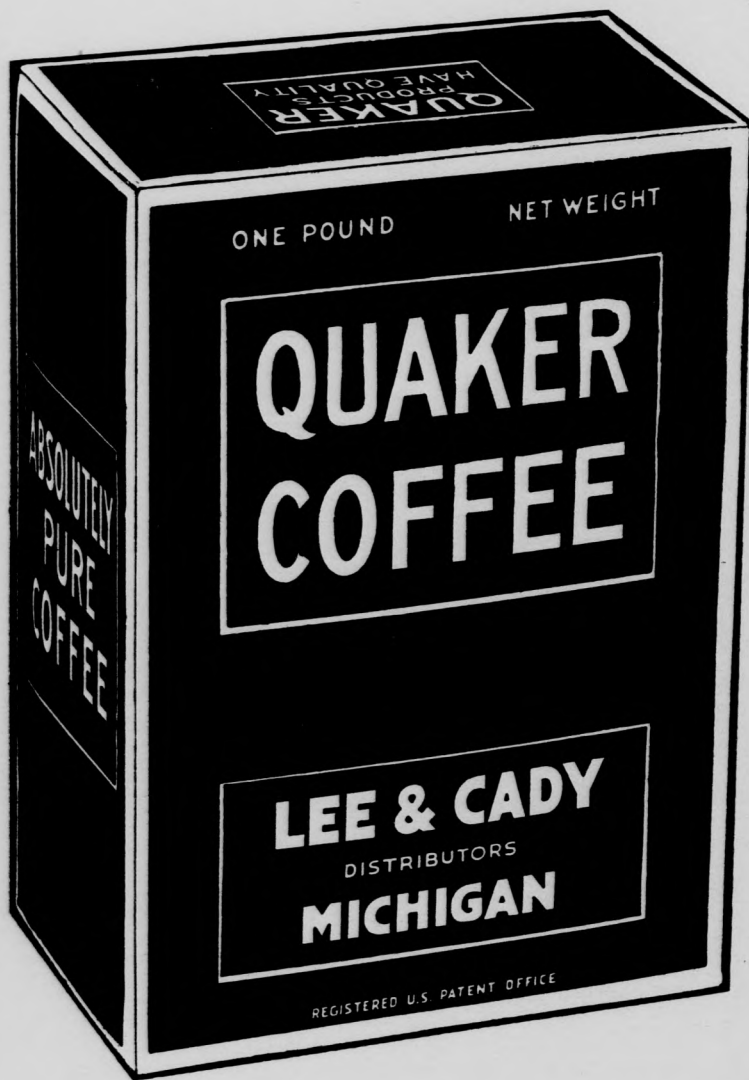
This indictment effectually outweighs and overcomes any possible advantage which can be presented in favor of the chain store, because of its low prices on some lines of goods, alleged uniformity in methods and prompt service.

In the light of this disclosure, which no one can successfully contradict or set aside, the consumer who patronizes the chain store, instead of the regular merchant, is effectually destroying the value of any property he owns in the town in which he lives, placing an embargo on the further progress of his own community and helping to bring on a period of stagnation in business, real estate and manufacturing which will ultimately force him to accept less pay for his services and reduce the level of living he enjoyed under conditions as they existed before the advent of the chain store.

The decadence of the town, due to lack of employment and the diversion of all available capital to the headquarters of the chains in Eastern money markets, will cause a depression in farm products, due to lack of local demand, which will ultimately result in the impoverishment of the farmer. He can still ship his wheat to Liverpool, but there will be no local market for perishable products which must be consumed near at home.—E. A. Stowe in Michigan Tradesman.



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# S

## TRENGTH

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