

A Man's Prayer

Lord, if one boon alone be granted me,
Let me but choose what that one boon shall be;
I shall not ask to live 'mid sheltered bliss,
In soft security — but only this:

Let me be not a coward in the strife
That sweeps across the battlefields of life;
Let me leave not for other lives to bear,
The burdens that were rightfully my share.

Let me not whine, nor ever seek to shirk,
But cheerfully bear my full load of work,
Then place a friendly shoulder 'neath the load,
Of one, who, fainting, falls beside the road.

Let me, oh Lord, be clean and unafraid;
Let me go forth to meet life undismayed;
Until the final hour of life's brief span,
Let me walk upright — let me be a man.

Thus let me live; that when, the day's work done,
I pitch my tent toward the setting sun,
Lie down to rest, and from my labors cease,
My soul within its house shall be at peace.

WILL THOMAS WITHROW.

He Knew What He Was Worth

When a Kalamazoo man applied for a job the other day and was told he would be paid all he was worth, he got madder than a hornet and stated very emphatically that he could not and would not work for such low wages.

If that man should ever attempt to run a business of his own, he would be just the kind of chap who would kick on the price of a safe, no matter how low it was, leave his account books and valuable papers exposed and then when the fire licked them up he would charge the whole thing up to his ding blasted hard luck.

BE SENSIBLE BROTHER AND GET BUSY

and write us to-day for prices on a first-class dependable safe. It means really more to you than it does to us, because while we would make only a fair profit on any safe we sold you, you would lose what you never could replace if you should have a fire and lose your books of account.

Grand Rapids Safe Co.

Grand Rapids, Michigan

MICHIGAN TRADESMAN

Fifty-first Year

GRAND RAPIDS, WEDNESDAY, AUGUST 23, 1933

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MICHIGAN TRADESMAN E. A. Stowe, Editor

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DEVOTED TO the best interests of business men.

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JAMES M. GOLDING
Detroit Representative
507 Kerr Bldg.

Independents Pay More Wages

Independent stores pay more wages than chain stores, says a survey made by the Federal Trade Commission, which discloses that independent retail stores pay their selling employes an average weekly wage almost \$7 higher than that of chain stores. In the report which was prepared at the request of the United States Senate, the commission characterized this difference as having considerable significance "because salaries and wages in retail establishments constitute the greatest single item of operating expense." The report also commented that: "If, for example, certain sizes or kinds of chains pay wages below those of other competing types of retailers, the competitive position of the latter is unfavorably affected thereby."

Twentieth Annual Convention Michigan Hotel Association

So many things have been happening during the past year and there are so many important subjects of utmost interest to hotels that we will have difficulty in wedging them all in the convention program, but you can be sure that all of the convention sessions will be packed with well prepared talks and papers, bringing to us the latest information on our many problems.

Such subjects as the N.R.A. code, sales tax, labor, refinancing, unfair competition, are among those to be treated.

Registration for the convention will begin on Thursday afternoon, September 7. The executive council meeting will be held on Thursday evening.

The convention will open promptly at 9 on Friday morning and will continue solidly throughout the entire day, with the annual banquet on Friday night.

Speaking of the banquet—we're keeping the details a secret—but con-

fidentially, it looks like a "money back guarantee." The entertainment is something you'll remember.

Saturday morning at 10 will be a round table discussion. Bring your problems or, better still, send them in now and we will have the answer prepared for you.

Saturday afternoon will be given to the golf tournament, with other types of entertainment for those who do not play golf.

Saturday Night is going to be the most fun we have had in years, Rustic Frolic. Everyone must come in old clothes or in rustic make up, but we'll tell you more about that later.

Frank Johnson is placing every type of entertainment at our disposal—and if we don't enjoy our visit to the Tavern, it's our own fault. Listen: Motor boats, fishing, golfing, riding horses, tennis, horse shoe pitching, swimming, hikes through the woods. Can you think of anything else? Well, it is there.

But why should we tell you everything we know in this communication? We want to write you again, and next time we will have more to tell.

Preston D. Norton.

Sec'y Michigan Hotel Association.

Grocery Chains Will Lose Cigarettes as Loss Leader

A revolution is pending in the sale of cigarettes and tobacco at retail. Chain stores and some independents have been using cigarettes as a loss leader for several months, completely destroying the profit in their sale. The new tobacco code would have each manufacturer publish an established retail price for each of his products. Retailers would be bound to charge this price, giving no discounts or inducements whatever, except for one clip of paper matches for each pack of cigarettes. To enforce the retail price, the manufacturers would allow uniform discounts from the set figure to the wholesalers, who in turn would pass a set proportion to the retailer. In case of sale direct to retail establishments the manufacturers would not be permitted to make any greater discount. Tobacconists have suffered heavily from cut-rate competition of chain and other concerns selling tobacco at a loss to entice customers for other products. The practice would be ended under their present proposal if approved. The only exemption permitted on charging the fixed retail price would be on sales in cartons or boxes, in which a 5 per cent. discount would be permitted.

Shoe Output 20 Per Cent Ahead of '32

Shoe production for the month of July continued extremely heavy, according to trade reports yesterday, and was estimated at about 32,000,000 pairs, in comparison with 34,630,000 in

the previous month and 20,442,000 for the corresponding month of last year. Including the estimate, production for the first seven months amounted to about 204,903,000 pairs, an increase of 20 per cent. over the figure of 170,036,000 for the corresponding period of last year. Output for the last three months has been the highest on record for those periods. Another large volume of output is expected during the current month.

Twenty-one New Readers of the Tradesman

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

K. Rosberg, Ishpeming
Lars J. Sundlia, Champion
Joseph Verville, Champion
C. W. Swanson, L'Anse
J. A. Swanson, L'Anse
Geo. Munger, L'Anse
Wm. Saari, Baraga
Wm. O. Misslitz, Chassell
M. Conway Est., Hancock
Herman Dahl, Dollar Bay
Marvin J. Hodges, Hubbell
Henry Perreault, Lake Linden
John Pieffer, Lake Linden
A. F. Raiche, Lake Linden
Norman Weess, Evart
Oscar D. Emery, Belding
Dickry Dick, Muskegon
Victor Mackey, Calumet
Neil E. Wickstrom, Calumet
Peninsular Meat Market, Calumet
Quality Food Market, Calumet

Greetings From the Upper Peninsula

Laurium, Aug. 21—Just a little bouquet for Mr. Stowe and his staff while the recent victory of the chain store law is still fresh in our memory. The repeated urging of your Tradesman, advising every merchant to write to his representative and senator and induce them to go back and override the governor's veto on the chain store law surely did get us all busy and the outcome can easily be seen, so another victory is to the credit of yourself and staff.

Every merchant in this and other states I hope appreciates the work you folks have done and are still doing for all of us retail merchants.

Your repeated efforts surely bring forth good fruit, so here is wishing you and your staff the best of health, long life and still more victories for truth and right.

Charles Salotti.

spflreadd--P2thu

25c Shorts to Be Cheapest

With Spring underwear lines for 1934 scheduled to be opened some time next month, selling agents predict that the lowest available retail range in men's shorts would be the 25 cent bracket. Such styles will be made of percales. A price of approximately \$2.75 a dozen for the 100 by 60 broad-cloth shorts was forecast, bringing the retail figure to 45 to 50 cents. On nain-sook underwear, the cheapest grade available will probably be around 50 cents, figured on a wholesale price of \$2.85 a dozen.

Grocers Stock Holiday Candy

Advance buying of supplies of Christmas candies has assumed large proportions in grocery circles in the last two weeks. Retailers, fearing that a sharp advance in prices for such merchandise will be in effect when the regular buying season arrives, have ordered quantities for immediate delivery. In many parts of the country wholesalers, supervising voluntary grocery chains, are encouraging stores to install comprehensive candy departments to take care of regular, as well as seasonal, demands of their customers.

To Set Hosiery Surcharges Soon

The end of the two months' strike in the Reading hosiery district forecast the establishment shortly of surcharges by the leading mills to cover increased labor expenses. At the same time, selling agents expressed relief over the return to work of mill employes, as in the last week or so a tangible scarcity had begun to develop on some constructions, even though demand was not great. The trade is looking forward with a great deal of interest as to the differentials the Berkshire Knitting Mills will establish.

Uniform Surcharges Debated

Considerable discussion has arisen in the primary textile markets as to the advisability of establishing uniform surcharges for an industry. Some selling houses have expressed the opinion that the differentials are too high for them and that they should be allowed to charge smaller amounts, thus placing a premium on efficiency. Many distributors also feel that surcharges should be scaled to individual orders, although the original intent of establishing uniform rates was to prevent bickering between buyers and sellers.

Toy Orders Well Ahead of 1932

Toy orders are running substantially ahead of last year, with practically all types of playthings sharing in the gain. Prices have been moved up under the labor provisions of the toy and playthings code tentatively approved by the Recovery Administration. Only a part of the increased costs are being passed on by most manufacturers, it was said. The expectation in the industry is that the holiday volume at retail will show a sharp increase over 1932.

A Morning Resolve

I will this day try to live a simple, sincere, and serene life; repelling promptly every thought of discontent, anxiety, discouragement, impurity, and self-seeking; cultivating cheerfulness, magnanimity, charity, and the habit of holy silence; exercising economy in expenditure, carefulness in conversation, diligence in appointed service, fidelity to every trust, and a childlike trust in God.

John H. Vincent.

Interesting Observations Made in the Upper Peninsula

Ishpeming, Aug. 13—Very few cities have as fine a cold storage plant as that owned by Cohodas Brothers Co. here. The building is of variegated straw colored brick, set upon a heavy concrete foundation. Beautiful offices occupy the front half, in which is a very modern device for rapid compiling of records. Back of the offices is a large shipping room, with carloading docks at one side and truck loading platforms at the other. A large elevator reaches the basement, where there is room for the storage of thousands of bushels of onions, potatoes and apples in season. The main feature is the large two-story cooling rooms, opening upon the basement and upper floor. The many compartments are maintained at a temperature to meet the requirements of the fruits and vegetables stored therein. A ripening room is also provided, with heat for maturing bananas. The house receives many car of fruits, etc., reshipping to jobbers. Their trucks also call upon merchants within a wide territory. Beer is also distributed.

L'Anse, Aug. 15—You have no more loyal subscribers than those of Ishpeming. They have volunteered to tell their neighbor merchants they should take the Tradesman. Every food merchant sold animal oleo, so refunds were out of the question. The mines at Champion have been closed some years, so the town is largely deserted. The U. S. Steel Corporation bought the mines some years ago and, after six months of operation, closed them. They built a high school costing \$175,000, eighty-five per cent. of which was paid by the steel corporation. At one time 1200 miners were on the payroll here. The ore is high grade, but the company does not need it, so holds it in reserve. Michigamme is almost a deserted village, ford's imperial mine is here, but not operating. Portable houses at the mine are now being taken down and moved elsewhere. Most of my route was over rough country, with many outcroppings of rock, the surface being covered largely with young pine and spruce. The last fifteen or more miles were through the finest tract of hardwood timber I have seen in years. Frequent roadside signs tell it belongs to the Ford Motor Co. L'Anse is a beautiful village. Here is located Ford's model sawmill. He has landscaped the grounds with lawns and shrubbery. Millwrights are making repairs and operations are to begin Nov. 1. Contracts have been let to jobbers who will cut and deliver logs to the mill by trucks. Two of Ford's large boats are now being loaded here with lumber. I am naturally anxious to learn the financial condition of the copper towns. Hope it will be better than it now is among the iron mines. Today I met a number of former subscribers and all spoke well of the Tradesman. In all my experience of selling, I never saw merchants so hard up. They have passed through a long siege of unfavorable conditions.

V. E. Tillson, resident of L'Anse, has invented a roller bearing that requires no oil or grease. He has procured a U. S. patent upon his invention. This bearing has been submitted to tests in comparison with other standard makes and has shown higher efficiency. The U. S. Government is testing it in its laboratories, also the Wright Aeroplane Co., at Dayton, O. A local company is being formed here for the manufacture of this bearing, which promises to revolutionize power transmission, it being practically frictionless.

L'Anse has been hard hit and many are on welfare. When Ford bought the sawmill here, which never employed over 200 men, he increased the force to 1,400 men. Quantity production was introduced and quality relegated to the background, so it is said he lost heavily. The mill is now being made ready

under the management of a practical sawmill superintendent and is to be operated upon more sane lines. The village had 900 population which was increased by 2,000 within a short time. More land was platted and Ford employees built or bought homes, which most of them have had to lose and they had to go upon welfare, which is still a heavy burden on the community. An old merchant said Ford was a curse to the town, bringing in all these people and leaving them without work. An A. & P. chain came to harass the home merchants. Recently the home merchants met with the highway officials and protested against their welfare orders going principally to the A. & P. Baraga is even worse off for employment and cash and Chassell has only three stores and small trade.

Houghton and Hancock, Aug. 16—These two cities and their picturesque setting are most fascinating. I am told Hancock is about 9,000 and Houghton 4,500. The Calumet & Hecla mine is working, but the others have not opened. In a conversation with a business man I was told of the enormous and persistent aid that has been given to labor in this region by James McNaughton, Superintendent of the Calumet & Hecla Mining Co. I see his name is on your list at Calumet. He is a large stockholder and very wealthy and is highly esteemed for the constant assistance he gives the poor. I will make an effort to see him. I judge from what I have learned that business conditions here are some better than in the iron country.

Calumet, Aug. 17—Ripley is a part of Hancock or joins it. No merchants there. Dollar Bay once had 2,000 population, now 500 Finns. Saw and planing mill, but not operating. Years ago copper was smelted here and nearby the Duponts had a powder plant. Hubbell is on Torch Lake, into which tailings from the stamp mills have been run until a large portion of the lake has been filled. The water in the remaining part is a copper color. The lake is over a mile long. Here and at Lake Linden the mills are much larger than at Houghton and Hancock. Laurium is three miles farther West and joins into Calumet. There is no hotel in Laurium and the two here do not compare with those at Houghton and Hancock. Had a good visit with Edward M. Lieblein, the wholesale grocer at Hancock. The wholesale merchants feel the chain store competition as much as the retailer. I outlined my plan to circumvent their progress and he gave it commendation. There is a very large percentage of the mine workers on welfare. Those in authority set the price on the merchant's goods, basing these prices on what the chains will do. Often this goes below merchant's costs. They accept this dictation rather than have their customers go to the chain stores, as they hope the mines will open and they will be able to get their pay of accounts which the miners owe them. I cannot conceive of a greater injustice than comes from the big chains, preying upon what opportunity the merchants have to live. The battle is hard enough without these vultures.

To the outsider, this is a wonder country. Immense mills, mine shafts and tall chimneys are visible everywhere. This region must have been a beehive of industry when business was prosperous. I was told one mine here is 8,000 feet deep; that in building a new hoisting plant, it was planned to care for a shaft 14,000 feet long. I learn that a light force is working in one stamp mill, otherwise pumping the mines free of water is all that is being done.

This region claims to be the richest in copper of any in the world, also to have the largest investment in mines and smelting equipment. Recent discoveries of copper in Canada and Africa have brought keen competition. Cop-

per is now around 9 cents, which is below cost of production here. I was told copper from Africa was recently sold in New York for 5 cents. The general depression in business has cut down demand and stagnated the industry. Up here this is the only source of income. Were it not for the flow of R. F. C. funds to provide for the unemployed, there would be trouble aplenty. Under the new NRA code the mining companies will try to increase employment a little, but it is claimed this will give but slight relief. While it looks like a "million dollars" around here, cash is so scarce that the coming winter is dreaded. It is only by creating a strong desire that I am able to get merchants to part with the small sub-price. I called to-day upon John Laplander, who, after my dissertation said he "no read English." This is the case with some of the older generation. The merchants are largely of foreign extraction, but were they not burdened with hard times, the Tradesman would get the subscriptions of most of them. Tomorrow, Sunday, will drive up to Copper Harbor and Fort Wilkins. Expect to stay over night at the latter place, where a tourist hotel is open. Will call upon merchants in villages upon my way back here Monday. Have some more calls to make here, then will work Laurium and back to Hancock and Houghton, then on toward Ontonagon.

The Calumet & Hecla Mining Co., which I understand platted this city, provided it with a park of some thirty acres, being located near the center and adjoining one of its great mine plants. Two rows of trees were set around the park, with bridge path between. Inside the trees are rows of shrubs and botanical plants. Near the center is an athletic field, where I joined with a large crowd watching a ball game. Many paths are laid out over the grounds. On the South side of the park and next to the mines is a large bronze statue of Alexander Agassiz, president of the mining company from 1871 to the time of his death in 1910. Not far from the statue, and facing the main business street is a large coliseum, erected by the company for large public meetings. It is evident the company has been liberal in its expenditures to improve and beautify this city, which is far in advance of the usual mining town. This is also true of Laurium and Lake Linden. Millions have been spent here and hundreds of millions in copper have enriched the owners. I have often thought the state should come in for more benefits in the way of a mine tax on ore, which would help more to maintain state government and lighten the burdens of the taxpayers. I understand other states have such a tax, and with the vast wealth in ore yet under ground, it's not too late to consider this source of taxation.

Aug. 20—Under a cloudless sky and brilliant sunshine, it was my extreme pleasure to drive over fine roads of the Keweenaw peninsula to old Fort Wilkins, located near the Northern tip of the Upper Peninsula. This fascinating region is the Eldorado that was long sought by early discoverers to determine the source from which early Indian tribes procured the copper from which they made highly prized ornaments. Historians say the search for the red metal began in earnest, when a beautiful Indian maiden presented a choice gift of copper to Champlain at Montreal in 1612. Her gift was sent on to the King of France, who visioned that great wealth might come to him from the New World so he instructed his voyagers to search widely the Northlands bordering the Great Lakes.

Entering Copper Harbor Bay, near the tip of the peninsula, the coveted metal was found in the sands along the shore and nearby it was visible in rocks and ledges. The dream of the king was not realized, owing to the remote distance. The Indians had long

prized the glowing metal, even as the white man craves for gold. Copper was also found at Ontonagon and at Isle Royale mines, which are supposed to have been worked by the mound builders of ancient times, who are credited with the art of tempering copper. Not much progress was made in opening a copper mine for two hundred years after its discovery here. The copper was so remote from market and there was no mining equipment available. The portage over the rapids at Sault Ste. Marie was costly. It was about 1835 that mining operations began actively. A treaty was entered into by the Government and the Chipewewa Indians, releasing their claims upon the region.

In order to enforce the treaty and protect the copper miners the War Department established Fort Wilkins in 1844-46, it being located upon Copper Harbor Bay. During the war with Mexico in 1856, the fort was closed, but opened again later. In 1869 a ship canal was dug, connecting the waters of Portage Lake with Lake Superior, so that shipping would pass through the new route, instead of around the North point. This, and the miners needing no further protection the Government decided to abandon the fort, which it later sold to the counties of Keweenaw and Houghton. Later it was turned over to the State. The log blockhouse and building have been restored and the grounds placed in order. Two of the original log buildings remain. The Fort is on a strip of land between the bay and Fanny Hood Lake, facing the latter. It is a beautiful body of water almost surrounded with high wooded hills. Along the shores many small trees have been cut by beaver and dragged into the water for food. Not far from the stockade is the first copper mine shaft sunk in this peninsula. Across the walls of this shaft are short timbers which served as a ladder when entering or coming out of the mine.

At the old fort was a happy company of boy scouts from Illinois. This was their third annual vacation here. It is no wonder the boys love to return, as the historical associations, the scenic beauty and the cool bracing air cannot but make one enjoy life at its best. This park is used much by tourists and the people throughout the copper country. Fifteen miles Westward is Eagle Harbor and its lighthouse. Here is a mecca for bathing and water sports. Along the shores of the bay volcanic rocks are in evidence everywhere. Stones along the beach resemble lava. Here and throughout the peninsula the geologists revel in the science of the earth's formation.

Up here copper mining is the only industry. It is like one crop farming. When the crop fails there is distress. Driving along the excellent highways, one sees many mine hoists, tall chimneys and huge piles of refuse from which copper has been extracted. Nearly all the mines are closed and rows of houses for mine workers are boarded up. Evidence of the long depression is visible everywhere. It is in sharp contrast with the beauty of the contour as nature embellished it. There the route winds down through long ravines and high rocky bluffs ascend hundreds of feet. Spruce, larch and juniper tree to niches in the wall which give nourishment. Flanking the small stream below is a dense growth of cedar, alders and shrubbery. The drive led through miles of second growth forests, in many of which could be seen the stumps of the giant pines which yielded a harvest of wealth decades ago. In the new forest is an amazing variety of trees, including pines, cedars, oak, white and mountain ash. In no place is the road straight for more than a few rods; always winding about up hill and down. Wild game is said to be plentiful, no hunting being allowed. In driving on a brush road in the park, a flock of partridge caused me to slow down so

as not to injure them. Usually these birds are most timid.

One cannot travel this state without realizing the accomplishments of our state highway department. The highways in this part of the state are the equal of any other part. A new road is being opened along the shore of Lake Superior from Eagle Harbor to Copper Harbor, some fifteen miles. I was told nine hundred men, formerly on welfare, are employed. Other roads here are being straightened and improved. The fine roads have drawn thousands into this region, and there are thousands of more, who, like myself, did not know of its attractions. Wherever one goes there are hotel and camping facilities. The state has spent a vast amount in improving its many parks and providing comfort for the outside tourists and its own people. By the license plates on cars, it looks as though people from other states know more about Northern Michigan than its own citizens. Those who have sojourned in foreign lands, crossed the wide prairies and the Rocky mountains, to the Pacific, say that our state is second to none in scenic grandeur.

E. B. Stebbins.

Michigan Retail Dry Goods Association

A meeting of the officers and directors of the Michigan Retail Dry Goods Association was held at the Hotel Durant at Flint, August 16, at 10 o'clock. The following officers, past presidents and members were present:

Thomas Pitkethly, President. Smith-Bridgman Co., Flint.

Jason E. Hammond, Manager, Lansing.

A. K. Frandsen, Delton.

Herbert N. Bush, Flint.

G. R. Jackson, Smith-Bridgman Co., Flint.

Paul L. Proud, Wm. Goodyear Co., Ann Arbor.

Samuel Seitner, Seitner Bros, Saginaw.

A. E. Ensminger, Saginaw.

Fred F. Ingram, The L. H. Field Co., Jackson.

Fred E. Park, A. B. Park Co., Adrian.

I. P. James, Wm. Barie D. G. Co., Saginaw.

Paul L. Proud, Jr., Wm. Goodyear Co., Ann Arbor.

Chas. J. Hutzel, C. J. Hutzel Shops, Ann Arbor.

E. A. Upham, D. M. Christian Co., Owosso.

Wm. C. Wiechmann, Saginaw.

Chas N. Hoag, J. R. Jones Sons Co., Kalamazoo.

Fred Sterling, Sterling-Smith Co., Battle Creek.

H. N. Brink, L. W. Robinson Co., Battle Creek.

Harry Grossman, Chas. Merc. Co., Pontiac.

The meeting was called to order promptly at 10 o'clock. The minutes of the last two directors' meetings were read—the one in Lansing Oct. 27, 1932, and the one at the Convention in Lansing on Mar. 24, 1933. General remarks were made by the Manager concerning the activities around the Legislature; his visits among the members during the summer; and a general statement that the financial condition of the Association was good.

Mr. Pitkethly expressed the regrets of Go. C. Pratt, the retiring President, who was unable to attend this meet-

ing. All present missed Mr. Pratt and wish him success in his new field of labor.

Mr. Pitkethly announced that Oscar Webber of the J. L. Hudson Co., is a member of the Committee of the N. R. D. G. A. to confer at Washington on August 22, but that Chas. E. Boyd, of the Retail Merchants Board, would go in his place. He directed that such resolutions as the Board deemed proper be sent to Mr. Boyd to take with him to Washington.

Regarding the Cotton Tax Mr. Pitkethly stated that the tax must be paid as of August 31 on all cotton goods in the store, less merchandise received during the month of August on which tax has been paid by the manufacturer. He has written to Washington several times, but can get no information as to how to figure this tax. Undoubtedly more information will be forthcoming before the time for the returns.

Fall Group Meetings

There was considerable discussion as to the Fall group meetings and it was the consensus of opinion that four meetings be held in different zones, beginning as soon as possible after September. Mr. Wever, of Ionia, sent word by Mr. Frandsen that it was his suggestion that group meetings be held frequently, dividing the state into about six parts. By suggestion of Mr. Bush it was agreed that the holding of frequent meetings with merchant groups be made a topic for discussion at the first meeting held in October.

The sales tax was discussed and it was brought out that many of the rulings were unfair and seemed to be personal opinions rather than justice and that contradictions were numerous. The Manager called attention to the fact that we are admirably situated to give help to our members on this matter.

It was suggested that the Association obtain a ruling from the State Department as to whether the tax was figured on a tax—whether the tax was to be paid on 100 per cent. or 103 per cent. of the merchandise sold. Some present felt that it depended on whether it was charged separately on the sales ticket. It was suggested that those merchants using the cash register system should have each clerk write the amount of the tax separately on a slip beside the cash register. Pitkethly announced that during the month of July they took in a small sum more than the amount of the tax they had to pay but this did not include the extra girl they had to employ to do the work.

Mr. James asked the question if the merchants were collecting a cash tax on charge sales and it was found that most of the merchants are doing this.

The question of mail order competition was brought up by Mr. Pitkethly. He said he had discussed this question with Attorney Thomas M. Ward, the interpreter of the sales tax bill, and Mr. Ward said there was nothing the state could do without violating the interstate commerce laws. The question of unfair competition of mail order houses should be taken up with the

committee at Washington. It was also brought out that goods sold and delivered outside of the state are not taxable—see Ruling No. 15 in the Supplementary Regulations.

Several letters were read from Directors unable to be present on this question—Mulrine, McCormack and Grant. The idea was presented that staggering the help is against the code unless done according to previous regular hours. A long and interesting discussion followed and a complete report is not possible in the limited space of this bulletin.

Mr. Proud said they had been staying open fifty-seven hours in Ann Arbor and decided to all stay open fifty-four, but Montgomery Ward wouldn't co-operate. Grossman, of Pontiac, said the same thing happened in Pontiac, but the employees of other stores paraded with banners in front of the Montgomery store. They closed earlier than they intended.

It was brought out that it is intended by the code that a local board of fair competition can be established in each trading area. (Trading area defined in a book in possession of the various chambers of commerce). These boards can be set up in conjunction with the chambers of commerce. In Pontiac and Saginaw they have a good organization and are willing to help other merchants.

Mr. Brink presented a resolution that the Association go on record as favoring a forty-eight hour work week with fifty-four store hours. There was considerable discussion, several being of the opinion that it was useless to approach Gen. Johnson for more than a 40 hour week. Mr. Bush thought there should be a distinction made between the manufacturer's hours and the retailer's hours, as the manufacturer's work is laid out by the work on hand and the retailer's work is laid out by the public.

A resolutions committee was appointed by the President as follows: Brink, Proud, Ingram, James and Grossman. Adjournment for lunch.

After lunch the cotton tax was discussed.

"No method as yet has been devised for computing the tax."

"Government says the retailers must get information from the manufacturers."

"Take weights from freight and express bills now coming in and determine average weights of cotton."

"It will have to be figured out by average weight."

"Merchants should take their inventory as of Aug. 31 and keep track

of merchandise coming in during August which is deductible."

"Carson, Pirie, Scott & Co. and Marshall Field & Co. are getting out booklets giving cotton content of various articles. These will be in the hands of the merchants soon."

"Aug. 31 inventory should be taken and Aug. 1 inventory and compute weight as of Aug. 1. If the merchants do the best they can on this tax that is all can be expected."

Mr. Frandsen suggested that the Association go on record as opposed to the collecting of the cotton floor tax as an unjust tax. Some manufacturers believe that the floor tax will never be collected but nevertheless inventory of Aug. 31 should be taken so the merchants will be prepared.

"Merchants can borrow from Reconstruction Finance Corporation to pay cotton tax."

"Hard to take inventory."

"Unjust curtailment of working hours."

"Adds to already high cost of doing business."

Mr. Frandsen made the following motion: "We, as an Association, make protest against the collecting of the cotton floor tax for the reason that it is

(Continued on page 23)

Western State Teachers College Kalamazoo, Michigan

DEFINITE EDUCATIONAL ADVANTAGES

1. Faculty of Specially Trained Instructors
2. Well Shaded Campus of 70 Acres
3. Modern Buildings, Carefully Planned
4. Laboratories Well Equipped
5. New Library Building
6. Carefully chosen Library Material including 200 Current periodicals
7. Separate Gymnasiums for Men and for Women
8. Campus Cafeteria—Wholesome Food at Moderate Prices
9. Co-operative Store furnishes Books and Supplies at Reasonable Rates
10. Degree and Certificate Courses
11. Appointment Bureau Service
12. Adequate Athletic Field—Diamond, Track, Gridiron, Tennis Courts, etc.
13. Moderate Expenses
14. Low Tuition Costs

FALL TERM ENROLLMENT

Freshman Days September 25-27. Upper Classmen enroll for the Fall term September 27. For further information and Bulletin Address the Registrar.

D. B. WALDO, President
JOHN C. HOEKJE, Registrar

BUSINESS EDUCATION

At the DAVENPORT-McLACHLAN INSTITUTE is of higher grade because this school is Chartered by the State as a Class A College with power to grant degrees.

College training for business is just as important as for any other profession. It is always a pleasure to give information regarding our courses.

Fall terms start September 5 and October 1.

DAVENPORT-McLACHLAN INSTITUTE

215 Sheldon Avenue, Grand Rapids, Michigan



M. E. Davenport
President.

MOVEMENTS OF MERCHANTS

Flint—National Apparel, Inc., 301 South Saginaw street, has increased its capital stock from \$3,500 to \$25,000.

Lansing—The Coven Electric Co., 1204 South Washington avenue, has increased its capital stock from \$25,000 to \$35,000.

Detroit—The Michigan Valve & Foundry Co., 3631 Parkinson avenue, has changed its name to the Parkinson Valve & Foundry Co.

Detroit—The Parkside Cleaners & Dyers, Inc., 21166 West Six Mile Road, has changed its name to the Redford Cleaners & Dyers, Inc.

Detroit—Brewers Supplies, Inc., 3033 Barlum Tower, has been incorporated with a capital stock of \$5,000, \$1,000 being subscribed and paid in.

Bay City—The C. M. Schwartz Boiler Co. has changed its name to the State Boiler Co. and decreased its capital stock from \$20,000 to \$12,000.

Detroit—The Trans-Reflect Glass Corporation, 1236 Maccabee Bldg., has been incorporated with a capital stock of \$5,000, all subscribed and paid in.

Detroit—The Family Shoe Co., Inc., 1137 Westminster avenue, has been incorporated with a capital stock of \$3,000, \$2,000 being subscribed and paid in.

Detroit—The Made Well Hat Co., 133 East Grand River avenue, general millinery, has been incorporated with a capital stock of \$10,000, all subscribed and paid in.

Detroit—The Ekhardt & Becker Brewing Co., Inc., 1551 Winder street, has increased its capital stock from 400,000 shares no par value to 500,000 shares at \$1 a share.

Detroit—The Three-G Millinery Stores, Inc., 933 Penobscot Bldg., has been incorporated with a capital stock of \$3,000, \$1,000 of which has been subscribed and paid in.

Detroit—The Magnetic Tool Co., 7592 Meltrose street, has been incorporated with a capital stock of \$13,500 common and \$37,500 preferred, \$10,600 being subscribed and \$5,000 paid in.

Ionia—The Grand Valley Packing Co., has merged its general meat packing business into a stock company under the same style with a capital stock of \$100,000, all subscribed and paid in.

Lansing—although fourteen chain store companies have filed suit to test the legality of the chain store license law, twenty-four companies, operating 219 stores, already have applied for licenses.

Monroe—The Kor-Rex Laboratories, Inc., 5 West Front street, has been organized to sell and job patent medicines with a capital stock of \$50,000, \$2,400 being subscribed and paid in.

Detroit—The James E. Hall Catering Co., 345 Roosevelt Place, has been organized to do a general catering business with a capital stock of 25,000 shares at \$1 a share, \$15,000 being subscribed and paid in.

Detroit—The Delta Varnish Works, Inc., 6434 Anstell avenue, has merged its business into a stock company under the same style with a capital stock of \$15,000, \$7,000 of which has been subscribed and paid in.

Detroit—The Tri-County Sand & Gravel Sales Co., with business offices at 813 Dime Bank Bldg., has been incorporated with a capital stock of 1,025 shares at \$1 a share, \$1,025 being subscribed and paid in.

Detroit—The Metropolitan Coal & Coke Corporation, 6449 Marcus avenue, has been incorporated to deal in fuel of all kinds with a capital stock of 5,000 shares at \$1 a share, \$5,000 being subscribed and paid in.

Detroit—The Michigan Valve & Foundry Co., 3631 Parkinson avenue, has merged its business into a stock company under the same style with a capital stock of \$65,000 preferred and 3,500 shares, \$65,000 being subscribed and paid in.

Port Austin—Lawrence Yaroch, Sr., 72 years old, local merchant for twenty-three years and early resident of Huron county, died at his home last Wednesday. Mr. Yaroch was born in Poland and came to this country when 12 years old. He was for several years a member of the village council and director of the Mayes Brothers Tool Co. and the Port Crescent Sand Co. He is survived by his widow and twelve children. A son, Stefan, is president of this village.

Flint—Retail merchants opposed to the shortened business week adopted in Flint announced Thursday that they would have a sixty-eight-hour week and would have their stores open from 8 a. m. until 7 p. m. five days of the week and remain open until 9 o'clock Saturday night. Downtown Flint merchants in adopting the NRA insignia shortened their business week and closed their stores earlier each day. The twenty dissenting merchants, principally clothing-store owners, declared that the purpose of the new schedule was to limit labor hours but maintain at least the same store business hours and thus increase employment.

Grand Rapids—Appointment of Eddie T. Moran, assistant manager of the Morton hotel, as manager of the Stearns hotel in Ludington was announced yesterday. He will leave here Sept. 1. Mr. Moran came to the Morton when the hotel was opened in 1923, but left to take the position of assistant manager of the Wolverine hotel of Detroit in 1925. He returned to the Morton in his present capacity in 1927. He has been prominent in the activities of the Hotel Greeters of America, having recently been appointed to their national cabinet, and he was president of the west Michigan chapter in 1931-1932. The Stearns is a commercial hotel of 110 rooms. Mr. Moran started in the hotel business there in 1916 as a bellboy.

Manufacturing Matters

Petoskey—The Northern Brewing Co., has been organized to manufacture beer and cereal beverages, with a capital stock of \$175,000, \$50,000 being subscribed and paid in.

Detroit—The L. A. Sturgis Distributing Co., 1599 East Warren avenue, has been organized to manufacture and deal in food products with a capital

stock of \$10,000, all subscribed and paid in.

Pontiac—The Wolverine Brewing Co., 555 Going street, has been organized to manufacture and deal in beer and other legal beverages, with a capital stock of \$80,000, \$60,000 of which has been subscribed and paid in.

Detroit—The Steelcraft Piston Ring Sales, Inc., 5716 Cass avenue, has been organized for the sale of piston rings and other manufactured products with a capital stock of 2,000 shares at \$25 a share, \$20,000 being subscribed and \$5,400 paid in.

Detroit—The Zero Refractory Products, Inc., 667 Pist avenue, has been organized to manufacture and deal in refractory products at wholesale and retail, with a capital stock of 500 shares at \$10 a share, \$1,000 being subscribed and paid in.

Wholesale Grocery Renders Merchandising Service

Directors of the Grand Rapids Wholesale Grocery Co., with full knowledge that their members were buying in pool or on arrival cars, joining so-called voluntary chains, doing expensive advertising and seeking other services from jobbers, have responded to the growing demand and instituted a merchandising service. The five-fold programme for subscribing members is: A special price list, incorporating advertising allowances and deals; newspaper, window poster and handbill service; a confidential bulletin on market trends and shelf price changes of the chains; personal service of a store supervisor; and opportunity to buy in pool or on arrival cars.

Code interpretations are that definite advertising contracts must be made up to enable retailers to participate in so-called advertising allowances. Advancing commodity prices have found member stores weeks behind chains in adjusting shelf prices. Lack of contact between members and their wholesale house has been evident. The service intends to cover all of these points.

T. R. Lovett has been employed to apply the programme as merchandising supervisor. Mr. Lovett for seven years has been merchandising for Procter & Gamble in four states. For more than a year he has served as assistant to District Manager J. E. Bloomstrom, who had charge of merchandising in Michigan and Northern Indiana. He is best remembered by dealers in and about Grand Rapids as the man who fought for high resale prices in their recent food campaigns.

Caro Proud of Her New Store

Caro is proud of its newest retail dry goods and women's apparel store. From the ashes of the old store conducted for many years by E. O. Spaulding, and later by E. O. Spaulding & Son, has arisen one of the finest and most modern stores of its kind in the state. The old store and stock was destroyed by fire on April 15. Ultra modern show windows, display cases of the newest type, novel display fixtures and a carefully arranged lighting system combine to make the new

store one that is not only outstanding in appearance, but is also most convenient from the standpoint of utility. E. O. Spaulding, now 85 years of age, is the oldest merchant in point of service in Caro and is probably one of the pioneers in the state, having conducted a general dry goods store in Caro for 55 years. The business has been turned over to his son, Charles W. Spaulding, who came to Caro in 1925, after successfully conducting an apparel store in Port Huron. Since that time he has assumed the full responsibility of his father's store. Both of the Spauldings are held in highest esteem by their friends and customers in Caro and by the firms with whom they have had business dealings. That they have re-opened the business is cause for rejoicing among the Caro citizens which was manifested at the store on August 18, when the Spauldings held "open house" with music and favors and the genuine and sincere Spaulding glad hand. No goods were sold at the opening.

Standard Brands

Along with the bright fact that Federal income for July was about double last year, it is noted that beer and affiliated taxes now occupy a position as third important revenue source, surpassed only by income taxes and tobacco. Unquestionably the Government enjoys the addition to tax revenue and there seems little question now but that it also will enjoy hard liquor revenues in the latter half of the current fiscal year. Traders in the stock market are still wondering whether Standard Brands should not be given better recognition of its status in relation both to the already accomplished growth in beer and the prospective business in alcohol.

Through Wiedermann Brewing, a subsidiary, the company has a hook-up with the brewing industry providing brewers malt. Also, the recently organized Fleischmann Distilling is prepared to take the company back into spirits production, output of the Fleischmann unit already having been contracted for by a joint subsidiary of Industrial Alcohol and National Distillers. Standard Brands has had only fitful play on its liquid possibilities, but is regarded, as a good horse since its staple merchandise keeps it in a fairly steady earnings range. Current expansion in retail trade volume should be appreciated by the company and the last half year show something more than the 51 cents recorded to June 30.

Sport Coat Prices Doubled

Some men's and women's worsted ribbed sport coats are now double the price quoted at the opening. Styles which opened at around \$12 to \$14 are now quoted at \$24 to \$27 per dozen. The sharp increase in yarn prices has been mainly responsible for the rise, with added labor costs also playing a part. Commenting on the increase, agents said it indicated that bathing-suit lines, when they are opened for 1934 in a few months, may show advances as high as 100 per cent over the opening levels for this year's lines.

Get ahead by all means, but not by any means.

Essential Features of the Grocery Staples

Dried Fruits—The dried fruit market has made further progress here. The volume of business done has been well maintained on the rise, and has justified the old trade saying that it is not so much the price level that counts as whether the market is rising or falling. Buyers have been able to cover their needs with the confidence that the value of their inventories would increase rather than decline as time passed. Formerly no one wanted to trade on a dropping market, for the reverse reason. The advances as far as made here have been moderate and the market has been nursed along conservatively. Prices have been kept below replacement costs, and stocks have been held within moderate limits. While there was some reaction on the Coast recently, it did not upset conditions here, because declines were limited to a very few items and grades which had been marked up too fast. Jobbers report a good day-to-day volume of business with prunes, apricots, peaches and other items moving out in a steady if not large way.

Canned Goods—Codes and conferences still held the spotlight on the canned foods stage this week to the orchestration of the New Deal. The act is running into extra time, with the audience growing restive and the buyers squirming in their seats and calling for an intermission, or, at least a couple of Japanese jugglers to relieve the monotony. A few weeks ago crop damage was co-starred and for a short space of time threatened to receive more attention from the trade, but soon was lost in heavy mists and local showers back-stage, not to mention higher prices. As a result of crop damage, actual or prospective, prices jumped way up. As a result of the Government's efforts to aid agriculture and labor, through the medium of various codes, future contracts entered into some time back have been or will be revised in greater or less degree. Thus, on the one hand, the buyer is not to benefit, at least fully, from his sagacity in placing future business at low prices some months ago, and at the same time he will be penalized for short crops by way of higher prices, on the other hand. He has had trouble with his future tomato requirements and he is having trouble with his future corn contracts. But unless he took care of his needs on canned peas some months ago he is having one of his worst headaches over this item. He is currently quoted something like \$1.10, factory, for standard peas of a size that could have been bought for 80c. But the canners certainly are not responsible either for the unfavorable weather during the early summer or the revolution in contract prices to growers and higher wages to cannery workers which has developed since the future contracts with distributors were made. They are circumstances beyond the control of either producers or distributors. And adjustments must be made in a way which will prove fairest to all concerned.

Nuts—The nut market here shows fair activity with prices on nuts in the shell showing pretty general advances. Imported walnuts, Brazils, almonds

and others have worked higher. Owing to the shortage of imported nuts here, both shelled and in the shell, and the depreciation of the American dollar, prices are expected to be up considerably in the fall and a big scramble for stocks is likely to develop.

Olives—Olive prices remain firm. Demand has slowed down some, but has been fairly brisk. Stuffed queens remain scarce on the shipment market. Supplies in all sellers' hands are none too heavy. The trade is working on a code of ethics to submit under N.R.A.

Olive Oil—The olive oil markets abroad were generally steady last week. A few moderate concessions are reported from Spain. Italian prices are firmer. The stock on hand here is light, and retail outlets are carrying little against future needs, but there is no speculative buying.

Pickles—Pickle prices are all nominal. Sellers have withdrawn from the market pending a review of the Government decision that growers be paid 25 per cent. more for their crops. This order is retroactive, covering all outstanding contracts. Consequently there is no business passing, the trade being much unsettled.

Rice—The market continues somewhat more active here. Distributors are showing more interest in old crop rice at present levels as prices are well below the future market. On the whole stocks in the hands of the trade are moderate and they are looking to their early fall needs. The spot rice situation in the South is quite firm. Growers' stocks of rough rice are rather negligible, and mill stocks of both rough and clean are only something like 50 per cent. of last year. The new crop will be somewhat late and the volume less than a year ago.

Review of the Produce Market

Apples—No. 1 Transparents command \$1.25 per bu.; No. 2, 75c per bu. Dutchess and Red Astrachans, ditto.

Bananas—6 @ 6½c per lb.

Beets—40c per dozen bunches or \$1 per bu.

Butter—Jobbers hold plain wrapped prints at 23c and tub butter a 22c. There is certainly nothing in the supply and demand field to encourage purchases at current prices. Every bit of news concerning statistical trends is bearish. The holdings mount each day and there is every reason to predict the largest supply of storage butter in the history of the trade at the close of the storing period. But actual market influences mean just so much and no more at present.

Cabbage—\$1.25 per bushel.

Cantaloupes—Southern Michigan, \$1.50 per crate; home grown, 75c @ \$1.00 per bushel.

Carrots—40c per doz. bunches.

Cauliflower—\$1 per crate.

Celery—Home grown, 25@35c per dozen bunches.

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

Cucumbers—No. 1, \$1.25 per bu.

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

C. H. Pea from farmer.....\$2.95

Light Red Kidney from farmer... 4.25

Dark Red Kidney from farmer... 4.00

Eggs—Jobbers pay 8c per lb. for

mixed eggs and 9c per lb. for heavy white eggs. They hold candled hen's eggs at 15c per dozen, pullets at 13c and X seconds at 12c. Rumor that the Government might also play the big brother act in the egg trade served to stimulate new endeavor and futures moved ¾c higher in a moderately active business with October refrigerator standards at 18½c and November standards at 19c. Market to-day opened steady and unchanged but quickly responded to bullish activities and closed well near the top for the period. Shorts bought in a fair part of their commitment placed against actual eggs at a relatively higher futures level earlier this season and there was scattered speculative buying as the market advanced. Short selling was an absent feature.

Grape Fruit—California, \$3.50 for 64s and 80s.

Green Beans—\$1 per bu. for home grown.

Green Corn—15c per doz. for Yellow Bantam.

Green Peas—\$1 per bu. for home grown.

Green Onions—Home grown, 25c per dozen.

Honey—Combs, 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.....\$4.00

Imperial Valley, 4s and 5s, carte... 4.50

Hot house, per bushel..... 1.10

Lemons—The price is as follows:

360 Sunkist.....\$6.00

300 Sunkist..... 6.00

360 Red Ball..... 5.00

300 Red Ball..... 5.00

Mushrooms—28c per one lb. carton.

Onions—California, white, \$2 per 50 lb. bag; yellow ditto, \$1.25; home grown, \$1.25 per bushel.

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

126\$4.25

176 4.25

200 4.25

216 4.00

252 3.75

288 3.75

324 3.75

Red Ball, 50c per box less.

Parsley—40c per dozen.

Pears—\$1.25 per bu. for early varieties.

Peaches—Elbertas from Southern Michigan \$2 @ \$2.25; Hale's Early, \$2.50; Prolifics and Ingals, \$1.50 @ \$1.75.

Potatoes—Home grown sell on the Grand Rapids market to-day at \$1.50 per bu. White Cobblers from the Carolinas and Oklahoma, \$3.25 per 100 lb. sack or \$6 per bbl.

Pickling Stock—Small cukes, 20c per 100 or \$2 per bu.; little white onions, 90c per 20 lb. box.

Plums—\$1.25 per bu. for Burbanks.

Poultry—Wilson & Company pay as follows:

Heavy fowls 10c

Light fowls 8c

Ducks 8c

Turkeys 11c

Geese 7c

Radishes—12c per doz. bunches.

Spinach—90c per bushel for home grown.

Sweet Potatoes—Virginia, \$1.65 per bu. or \$4.50 per bbl.

Tomatoes—50c per ½ bushel for No. 1, and 40c for No. 2.

Veal Calves—Wilson & Company pay as follows:

Fancy7@9c

Good5@7c

Water Melons—35 @ 45c for Florida.

Wax Beans—\$1 per bu. for home grown.

Whortleberries—\$2.75 per 16 qt. crate.

Changed from Los Angeles to Arcadia

Arcadia, Calif., Aug. 15—You will please find enclosed my check for \$3 in payment of subscription to my "home town paper," the Tradesman. I am happy to renew my subscription to your good trade journal and assure you I always anxiously await its arrival each week. Please permit me to congratulate you on your noble and successful efforts in putting over the top of fifty years so fine a journal as you have developed for the benefit of not only the retail merchant, but the commercial traveling salesman as well. I surely like your stand on the chain store gang and am enclosing a poem I cut from the Commercial Bulletin, published in Minneapolis, that I used to take some thirty-five years ago. If you care to copy it in the Tradesman, well and good. I will appreciate your returning it to me when you are through with it.

Mrs. Cruzen and I moved from Los Angeles out here May 1. My doctor thought the altitude here would be beneficial for my asthmatic condition. You will recall my contracting asthma in the fall of 1930, coming West the next summer. Cannot say I am any better here, although the altitude is 550 feet. Arcadia is a beautiful little town of 6,000 inhabitants, twenty miles East of Los Angeles. Our house faces the Sierra Madre mountain range and we have a beautiful view of the mountains, which are very interesting to study. The view is never twice alike, owing to the variation of the haze fog, clouds, sun and moon, taking on a different aspect all the time. Right now the sun is shining nice and bright, yet there is quite a haze in the mountains. One not familiar with the atmospheric conditions here would think there was a forest fire burning over the mountains.

Alva Cruzen.

Monarch Foods First with NRA Flag

Reid, Murdoch & Co., manufacturers of Monarch finer foods, used the front pages of newspapers in Chicago and throughout the country as being the first to hoist an NRA flag over their building. John MacMahon, Vice-President, is doing the hoisting. L. S. Anderson, Sales Manager and Vice-President is shown holding the flag. The event demonstrates the enterprise of a company eighty years old, yet young and virile enough to set the pace not only for its own industry, but for all industries in the Chicago area, if not in the whole country.

Cannot Visualize the Other Fellow

Portland, Aug. 19—May we add our heartiest congratulations to the hundreds you have already received on having fifty years of such worthwhile serving in the work we all realize you love so well. We couldn't even visualize the fellow who must one day take your place, but hope he has read the poem which you published on your front cover in the issue of July 26, which is so beautifully understanding.

Lou M. Richards and
Will J. McClelland.

MUTUAL FIRE INSURANCE

What Constitutes Improper Use of the Mails

How to use the mails properly implies a knowledge of what constitutes improper use of the mails. Unmailable matter—not admissible to the mails for dispatch or delivery in the United States or its possessions—is broadly defined in postal regulations.

The essential prerequisites of proper mail matter are correct, legible and sufficient directions for delivery—the address—and prepayment of postage. If one full rate is prepaid on first-class mail—letters—the letter will be delivered and any part of the postage due and unpaid will be collected from the addressee; but all other mail matter must be fully prepaid.

The limit of weight and the limit of size, as prescribed by law, must also be observed. These cover the precautions of general interest to all users of the mail.

What may not be written on a post card or in a letter, and the type of enterprises that may not be the subject of correspondence, written or printed in circular form, provide one class of forbidden matter. Another classification applies to unmailable articles.

A creditor may not dun a debtor on a post card or on the outer and visible side of the envelope. Nor may a post card be used to convey insulting remarks and epithets or indecent language or suggestive delineation.

Letters written with intent to extort from any person any money or other thing of value are also unmailable. Under the law, a penalty may be imposed of not more than \$5,000 fine or twenty years' imprisonment for sending a letter containing a threat to injure the person, property, or reputation of any person, living or dead; or to kidnap any person; or to accuse any person of a crime; or containing any demand or request for ransom or reward for the release of any kidnapped person.

A threat to assassinate or inflict bodily harm upon the President is expressly prohibited in correspondence entrusted to the mails. The restriction applies to all mail matter intended to incite arson, murder, assassination, or advocating or urging treason, insurrection, or forcible resistance to any law of the United States.

The use of the mails is frequently denied by the issuance of fraud orders against individuals and concerns detected in sending mail matter concerned with lotteries, gift enterprises and similar schemes or concerned with schemes to obtain money or property under false pretenses. Mail matter advertising intoxicating liquors is on the prohibited list.

The dead-letter office has a diversified collection of articles entrusted to the mails in defiance of law. Revolvers, bombs and other firearms and explosives and poisons provide an extensive showing in this display.

Firearms capable of being concealed about the person are unmailable except

under specified conditions. Other articles denied the mails are:

Game killed or offered for mailing in violation of law.

Meat and meat-food products or cattle, sheep, swine, goats, and horses, presented without the required certificate of inspection or exemption.

Plants and plant products prohibited from shipment by quarantine order or not accompanied with proper certificate.

All matter harmful in its nature—as poisons, explosive or corrosive articles; matches, live animals, fowls, insects, and reptiles; any article exhaling a bad odor; and vinous, spiritous or malt liquors.

The law provides severe penalties for mailing poisons, explosives or harmful articles or intoxicating liquors. Day-old chicks, bees and certain other useful animal life are exempted from this prohibition.

Items From the C'overland of Michigan

Sault Ste. Marie, Aug. 21—The first meeting of the newly-elected officers of the Les Cheneaux Chamber of Commerce was held last Thursday night, and we must admit that they are a lot of optimists and all belong to the booster club. They go on record as being in favor of the project of the state building that bridge across the Straits of Mackinac between Mackinac City and the city of St. Ignace and they are going to pledge their loyal support to this proposition. It was also stated that the Cedarville-DeTour scenic road and the two miles of paving East of Felton's Cut had been approved and would be started in the near future. They also proposed the dredging of the channels around the Snows, and a special committee was appointed to look after the matter. It looks like a move in the right direction—to make our dream come true to span the Straits of Mackinac. The new Chamber is to be congratulated on the spirit of optimism and determination in building up the Upper peninsula.

A new cafe has been opened at 527 Ridge street which will be known as Tippi's Place. Old Southern style barbecue with potato salad will be one of their specials.

Business, they tell us, is now out of the trenches. We hope it will be over the top by Christmas.

C. Proctor, the well-known fruit merchant from Lower Michigan, has opened a new store on East Portage. This is Mr. Proctor's second season in the fruit business here and he expects to open another store on Ashmun street in the near future, which will also be stocked with a full line of Michigan fruit and vegetables which he brings by trucks from the fruit sections of Lower Michigan.

Mrs. Nellie Plaunt, formerly in charge of the pastry baking department of the White cafe, has opened a new home bakery at 806 Ashmun street, which will be known as Nellie Plaunt's Delicatessen and Bakery Shoppe. Pies, cakes, pastry and baked goods of all kinds may be found there from now on. She will also cater to private parties. This is one of the neatest bakeries in the city.

One boaster who no longer pesters us is the fellow who once stopped a runaway horse.

The A. & P. store at St. Ignace is surely having a hard time in getting a beer license. It has been pending for some time and at the last meeting of the council a motion was passed that the village president appoint a committee to investigate the store premises on East Helen street and the applicant and report at the next meeting of the council.

Wm. Boman, who for the past sev-

eral years was manager for the Public Utility Co. gas plant here, has received notice to report at Alpena, where he will have charge of the gas plant. Mr. Boman has made many friends here who will regret his departure.

A permit to extend bus lines from St. Ignace to Newberry was received last week from the Michigan Public Utilities Commission by the Great Lake Bus Co. Robert Wynn, operator of the bus lines, said that he was working on a schedule of rates and time. He did not anticipate the line would start until after Sept. 1. He also announced another line extension will go into operation Sept. 1, from Prudenville south to Mount Pleasant. This line will connect with the Foster line to Lansing, making it possible for Lansing bound passengers to save three hours time.

The three banks here have decided to close on Saturday nights after Sept. 2. It was realized that it is not neces-

sary to open on Saturday nights. As the Saturday night's business always had to be thrown into Monday it met with objection from some of the bank examiners.

At the annual meeting of the Upper Peninsula Development Bureau, held at Marquette last week, the financial report for the six months ending July 31 showed that the officers have balanced the budget and have carried on so successfully that the income exceeded the outgo to the extent of more than \$2,000. The Sault has a representative among the officers, John R. Merrifield, second vice-president. The Upper Peninsula Development Bureau occupies an important position in being the meeting for all district activities. It should grow in influence and accomplishments.

The chief advantage of being honest and decent is that you can do it without buying protection.

William G. Tapert.

Mutual Insurance

With losses lower, with expenses lower, with no inside profits for invested capital you would expect the net cost of MUTUAL insurance to be less. It is.

The saving in cost is not made at any sacrifice in safety and strength. The Mutual plan of operation is right, Mutual insurance is better protection, Because it is better it costs less.

May sound unreasonable if you are not informed, An investigation is convincing, For the sake of yourself and your business, investigate

Finnish Mutual Fire Insurance Company

444 Pine Str., Calumet, Mich.

OUR FIRE INSURANCE POLICIES ARE CONCURRENT

with any standard stock policies that you are buying

No interruption in dividend payments to policy holders since organization

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

WILLIAM N. SENF, Secretary-Treasurer

The GRAND RAPIDS MERCHANTS MUTUAL FIRE INSURANCE CO.

A LEGAL RESERVE MUTUAL COMPANY

23 YEARS

OF DIVIDENDS TO POLICYHOLDERS

Affiliated with

THE MICHIGAN RETAIL DRY GOODS ASSOCIATION

320 Houseman Bldg., Grand Rapids, Mich.

MEN OF MARK

J. Bingham Morris, Manager of Hotel Rowe

Success is an exacting mistress. She demands strong faith of the man in himself and faith in the business thru which he achieves success. No man has ever won the greatest reward who has not loved his work. These principles apply with especial force to the hotel business. When we find a man in the hotel business who has won distinction or money in his chosen calling, he is always found to be one who has put his whole mind to the work and has mastered every detail. In this way only can a man win, for this is the only method by which he can make himself stronger than other men who are traveling the same road as his competitors.

Many striking instances of successful careers in the hotel business have been made by men who started with nothing except their two hands and their willingness to work and determination to succeed. Nearly all of the successful careers in the hotel business have been made in this way. It is a business which brings one in contact with every class of men; it requires a broad mind, a careful knowledge of all the details of the business and a disposition that will not be disheartened or discouraged by seeming failure. Such a man is the subject of this sketch, who has continually advanced and at each step achieved a higher plane in the business and the commercial world, until today he is associated in a managerial capacity with one of the most promising hotel corporations in the country.

J. Bingham Morris was born at East Orange, New Jersey, Feb. 16, 1903. His father was of English descent. His mother was a direct descendant of Americans for several generations back.

Mr. Bingham attended the public schools of East Orange, graduating on the academic course. His father happened to be a personal friend of ex-senator Ferris, of Big Rapids, and urged the son to spend a year at Big Rapids to acquire and absorb the peculiar system of philosophy preached and practiced by the head of the school. The son acted on the father's advice, completing a selective course. At the end of the year he returned to New York City, where he was employed by the Prince George Hotel for two years as information clerk. He then went to Bermuda, where he was connected with the Princess Hotel for one season. At the close of the season he accompanied the manager to Lenox, Massachusetts, where he acted as office manager of the Aspinwall Hotel for one season. He next went to the Hartford (Conn.) Club, where he acted as steward for two years. His next connection was with the Frascati at Bermuda, where he acted as manager two years. His next employment was the Hamilton, Bermuda, where he acted as assistant manager two years. He then returned to this country and joined the managerial force of the American Hotel Corporation. In this connection he was en-

gaged to act as inspector of hotels owned by the company and took charge of some of the smaller hotels at different times.

Last week Mr. Morris came to Grand Rapids to take charge of the Hotel Rowe, which has passed on to the management of the American Hotel Corporation.

Mr. Morris was married November 21, 1928, to Antoinette Frith, of Hamilton, Bermuda. A boy two years old completes the family circle.

Mr. Morris owns up to but two hobbies—horseback riding and yachting.

Mr. Morris has a pleasing personality which enables him to make and retain friends to a remarkable degree.



J. Bingham Morris

NRA Evaders Face Mail Fraud Charge

Postmaster General James A. Farley expressed the opinion that employers who sign an NRA code and fail to live up to it can be prosecuted under the mail fraud statutes.

"I understand," Farley said at NRA headquarters here, "there is a disposition in some quarters to evade the terms of the President's agreement and I frequently have been asked how these situations can be handled."

"It seems to me that a man who signs the President's re-employment agreement, follows it up by signing a certificate of compliance and then deliberately goes back on his pledge comes within the classification of those who use the mails for fraudulent purposes."

IN THE REALM OF RASCALITY

Questionable Schemes Which Are Under Suspicion

Natural Eyesight Institute, Inc., Santa Monica, engaged in the sale of a system for correcting defects of vision, directed to discontinue representing that the use of this system, including a device designated "Natural Eye Normalizer," will remove the causes of nearsightedness, farsightedness, astigmatism, cross-eyed conditions, and the ocular defects of advancing years, that it will be no longer necessary for the user to wear glasses, that most people can get rid of glasses in ninety days, or any other period, and that there is nothing glasses do that the eyes can

clearly indicating that the only virtue possessed by the cream is that of a lubricant in massage.

H. Michelson Company, Inc., New York City, engaged in the manufacture of bay rum, directed to discontinue in connection with the sale of bay rum not made in St. Thomas, Virgin Island, the use of bottles with the words "St. Thomas" blown therein; the use on bottles or other containers, of labels bearing the unqualified phrase "H. Michelson, St. Thomas," or the use of pictorial representations thereof in advertising matter, on letterheads, etc.; and the use of the phrase "H. Michelson, St. Thomas, W. I." as a brand or tag on packing boxes or other containers.

Samuel Brier & Co., Philadelphia, engaged in the manufacture of luggage, directed to discontinue stamping, labeling, advertising, or in any manner representing as "seal" or "genuine seal," luggage manufactured in whole or in part from split seal.

Flavoring Extracts—A manufacturer of flavoring extracts agrees to discontinue the use of price markings that are in excess of the price at which it is intended they shall be, and usually are, sold, and to discontinue the use of a pictorial representation of a building, together with any representations that imply the building is occupied by respondent, when such is not the fact.

Art Needlework Materials—A corporation manufacturing art needlework materials, including stamped canvas foundations upon which rugs are to be made, and the yarns to be used in connection therewith, agrees to discontinue the use of the words "Orienta" and "Oriental" in any trade name or brand used to designate or describe merchandise not made in or imported from an oriental country; to discontinue use of the word "Wool" in any trade name or brand or in any other manner, to designate products not composed in whole or in substantial part of wool, the word "Wool" when used to designate products consisting of wool in substantial part only, to be accompanied by other words in type equally conspicuous, that will clearly indicate that the products are not composed entirely of wool; to discontinue the use of ambiguous representations regarding the wool or rayon content of products; and to discontinue use of the words "Imported Hessian Canvas" or any similar words that might tend to deceive the purchaser into the belief that the product differs from or is superior in any way to the product known to the trade as "Hessian Cloth" and to the public as "burlap," when such is not the fact.

Battery Compounds—A corporation selling an alleged battery compound, agrees to discontinue representing that the product will end battery troubles, preserve new batteries and rejuvenate old ones, preserve insulators and prevent over-charging or crystallization and hardening of plates, when such are not the facts.

Shoes—A corporation selling shoes, agrees to discontinue implying by the use of pictorial representations of factory buildings or in any other manner, operation of factories in which the shoes sold are manufactured, when

(Continued on page 17)

not be taught to do better; to discontinue representing that the "Natural Eye Normalizer" is anything other than a mechanical device for massaging the eyes; and to discontinue representing either by the use of the word "Institute" in corporate name or by any other means, that the establishment of respondent is an institute.

Nancy Lee Institute, New York City, engaged in the sale by mail orders, of a cream designated "Miracle Developing Cream" under the trade name Mary Titus, directed to discontinue representing by means of pictures or in any other manner, that "Nancy Lee Miracle Cream" is a scientific restorative that penetrates the flesh, stirs sluggish cells to activity, and revitalizes tissue, thus nourishing and developing the breasts, without

CIVILIZED EATING

Did you know, gentle reader, that twenty-eight millions of our people have grown to young manhood and womanhood in the last few years with the most meager knowledge of the civilized pleasures of the table? Well, we hadn't thought of it particularly, either, but now comes the Society for the Advancement of Better Living to give us a proper appreciation of the fact. It is a fearsome thing when you stop to think of it—twenty-eight million persons growing up in gastronomic ignorance—and we are glad that somebody is going to do something about it before it is everlastingly too late. Let it not be said of us that we are a nation of gastronomic illiterates.

The S. A. B. L. certainly knows its onions, if we may say so. It makes civilized eating a patriotic duty by reminding us that Washington and Jefferson were familiar with the delectable pleasures of the table and that Franklin's bonhomie flourished in the field of cookery as well as in that of diplomacy. Its aim is nothing less than "the renaissance of balanced living, the awakening of a quickened taste in all that applies to the art and science of gastronomy." More specifically, it "will foster the wider appreciation and savoring of well-prepared and well-orchestrated food and their appropriate liquid concomitants." If those words don't make the reader's mouth water, he is gastronomically hopeless.

And how will the Society for the Advancement of Better Living achieve its high ideal? By listening to lectures on the history of eating and staging debates on the culinary art? Not at all. It will follow the path of direct action. At least once a month it will have a dinner and a luncheon. This does not mean, we take it, that its members will eat only on these occasions. Such a policy would be entirely too strict and, besides, would hardly be a suitable method of paying tribute to eating. But these monthly luncheons and dinners will be notable affairs. The menu of each one will be representative of a foreign country or of a section of the United States, a famous dish being featured. For the dinners an outstanding chef of the country or section celebrated will be asked to co-operate with the maitre d'hotel and the local chef. Then there will be periodical bulletins, containing recipes, hints for table service, anecdotes related to the fine arts of dining and conversation, and other fitting material. Certainly it will not be the fault of the society for the Advancement of Better Living if this country does not speedily become "a land of urbane self-expression" where—let us roll the appetizing words under our tongue—there are "appreciation and savoring of well-prepared and well-orchestrated foods and their appropriate liquid concomitants."

MAY SEEK SUBSTITUTES

Economic history has shown that whenever the price of a commodity rises too rapidly, buyers have switched to substitutes and forced restoration of previous levels. When England, for instance, curtailed rubber exports from its possessions, to hold the price up, American manufacturers turned to the reclaimed materials, practically com-

peting a removal of the curb. In the same manner, when copper shot to 24 cents a pound early in 1929, users, particularly the Germans developed substitutes.

Something of the same nature is apt to occur in the present situation. The price advances on many goods, particularly textiles have been so rapid that consumers, for a while at any rate, may turn to cheaper products. Talk has already been heard of gingham supplanting percales for certain uses, or rayon hosiery wedging more widely into the gull-fashioned silk markets of cotton and part-wool blankets taking some of the demand away from all-wool styles. In each of these instances, the threatened goods have registered sharp increases. Percales are up about 75 per cent., silk hosiery has gone from \$4 to \$6.50 and \$7 per dozen for the four-thread, forty-two-gauge, while wool blankets are quoted at \$5.80 for the four-pound numbers, as against a price of \$3.20 a few months ago.

These advances have undoubtedly been legitimate, but they do pose a problem for the manufacturers. At the same time they prompt the question as to how seriously statements about renewed favor for quality goods in the Fall may be taken. If a consumer has been paying \$1 for a shirt and the price goes to \$1.50 or \$1.75 for the same article, it is not reasonable to assume that he will then decide to buy a \$2 or \$3 shirt. In a sense, the price rises are putting the cheap goods back in the quality class and for the next few months at any rate, industry and retail trade may be thankful if consumers are willing to pay the higher quotations, rather than expect them to switch back immediately to quality products.

RUMORS AFFECT DOLLAR

Persistent reports of proposed inflation from Washington finally had an effect on the dollar in foreign markets near the close of last week and its sharp drop was the signal for a halt in the downward trend of commodities and securities. Despite the general feeling, however, that the administration's commitment to higher prices will force inflationary measures, nothing definite has yet come out of the White House.

Signs of a further recession in business activity were apparent during the week, although the decline was not of any great size. Business men are beset by price uncertainties, squabbles over codes, labor troubles and other retarding factors, but the Recovery Administration's prompt and decisive moves, such as on the oil and coal codes, indicate that most of the problems may be ironed out before September gets under way.

The weekly business index again shows only a small recession of less than a point. If the downward trend continues at this pace until labor day, only a minor portion of the gains made since May will be lost. After the first week of next month, renewed activity is expected.

All series, with the exception of cotton forwardings and car loadings, were lower for the week, with the drop in electric power output contributing the major part of the decline. Automobile output is tapering off, steel ingot pro-

duction is beginning to decline, while lumber production is seasonably about the same. In both steel and lumber new business has fallen off considerably, while retail sales of cars are relatively high.

The report of the Secretary of Labor that 400,000 workers had been re-employed last month was encouraging to a certain degree, but also emphasizes the large number that must be returned to jobs before employment is anywhere near normal.

PRICES AND BUYING POWER

The advance in retail prices gathered momentum last month, giving a foretaste of the increase which will generally confront consumers within the next two to three weeks when the Fall season opens. Retail quotations as compared with June showed an average rise of 5.2 per cent., one of the sharpest monthly increases in a number of years, according to the Fairchild retail price index. As compared with the May 1 low, prices at the end of July were 9.6 per cent. higher.

Against this rise in retail prices, however, may be placed the heartening announcement by the Department of Labor that factory payrolls in July, as compared with the previous month, showed a gain of 7.9 per cent. There is the further comparison that retail prices as of Aug. 1 were 2.8 per cent. above those of a year ago, whereas the payroll index stands 28.5 per cent. above the July, 1932, level.

Thus there appears reason to believe that so far, at any rate, advances at retail are not tending to outstrip the rise in purchasing power. The factory payroll index, of course, does not indicate any improvement which may have occurred in the earnings of the vast white collar class of employees. Some gain has undoubtedly been experienced by white collar workers and indications are that further benefits will materialize as the recovery program progresses.

It is upon this class, and others in relatively fixed earnings or income groups, however, that price rises at retail will hang most heavily. This is one phase of the situation which seems to give emphasis to Mrs. Roosevelt's remark during the week that "consumers must learn to defend themselves against too sudden and too high a rise in prices of the things they buy."

DRY GOODS CONDITIONS

Retail trade forged ahead during last week, with volume during the first three days registering the largest gains since the early part of the Spring. Leading local stores are credited with a 5 per cent. increase in volume over the first half of the month. Should this week's gains continue, sales figures for the full month will yield the best comparative showing for August in several years.

Store executives, of course, are much gratified by the results achieved, interpreting the gains as significant of further increases to come with the launching of the Fall season immediately after labor day. A feature of the buying which particularly impresses them is the diversity of goods which consumers are purchasing, indicating that a general replenishment of both wardrobe and home needs is in progress.

AUTUMN APPROACHES

The Weather Bureau records show that the temperature this week has been virtually normal. The time has come for the cool, pleasant interlude between the height of summer and the September hot wave that often immediately precedes the true arrival of autumn. It is a little difficult to realize that labor day is now less than two weeks ahead. But the fields show it. The ears in the corn fields are fat beneath their husks and the tassels have lost their pollen. The hay is cut and in the barn. Wheat is being threshed. And in the fence corners and across the meadows the glow of the golden-rod begins to show. The heat of late May, mid-June and July is past. September is not far away. By the time the next full moon arrives the leaves will have begun to turn. Then autumn will be here, by all odds the most satisfactory season in these climes.

OYSTERS AND AUTOMOBILES

Second only to the question of how to dispose of old razor blades is the problem of the worn-out automobile tire. An answer to this perplexity comes from Cape Charles, Va., where a fisherman recently pulled from the water a worn-out tire covered with full-grown oysters. Seldom has there been a greater tax on human ingenuity than the disposal of worn-out automobile tires. A few have been suspended upon ropes to make swings for children. Others have been coated with whitewash and used as dreadful borders for flower beds. The majority, however, have been left to clutter up garages and basements. Apparently, this condition is only another evidence of faulty economic distribution; what is a nuisance to the motorist means home to an oyster. No one will question the oyster's right to such a domicile—especially when it becomes known that tires cast upon the water may return bearing the principal ingredient for an oyster stew.

Reports indicate that the smaller merchant is also sharing in the increased retail volume. His outstanding bills are being cleared up for the first time in many months with the spread of purchasing power in wider areas throughout the country. The chains and mail order houses continue to make favorable reports on current volume.

The improvement at retail overshadowed trading developments in the wholesale markets during the week. Labor stoppages in the apparel trades brought business to a standstill in cloak and dress lines. A mild recession featured other markets.

Intelligence is what you get from home. Common sense you must develop yourself. Learning is what you obtain in school. Knowledge is what the world hands you. Judgment comes only with the years. Experience is a bitter medicine administered by life itself, and must be taken with a bit of conscience. Wisdom is a phantom often chased but seldom overtaken. Success or failure are a matter of opinion. Reputation is the golden scale. Contentment the final objective.

OUT AROUND

Things Seen and Heard on a Week End Trip

Some of the finest scenery in the vicinity of Grand Rapids is not reached by cement roads. This is especially true of the wonderful natural scenery which is designated as the "Cannonsburg hills," which are in evidence all the way from Plainfield to Cannonsburg village. Considering the dry weather we have had for two months the hills to the South of this drive are remarkably green and inviting.

A visit to Cannonsburg should always be accompanied by a drive through Townsend park, the second largest park in Kent county and one of the most attractive places of the kind to be found anywhere. The winding creek which meanders through the park, making all kinds of turns imaginable, adds greatly to the beauty of the park area.

I never saw the business men of Belding in a more jubilant frame of mind than they were on Saturday. The title to the silk mills which have given no indication of activity for several years, has been secured by New York people who are prominently connected with the manufacture of rayon and who are refitting the mills for the production of that staple article. Several hundred people will be steadily employed, the boarding houses which were created and maintained by the Beldings in the palmy days of the silk industry will be re-opened and the little city will again take on metropolitan airs. The dozen or more vacant stores on the main street will soon find occupants and the dismay which has been a noticeable feature of the mercantile situation of Belding will disappear. It would be a fine thing for the vacant store owners to get together and agree not to lease their buildings to chain stores—Belding already has a plenty. Such a plan would do much to destroy the rush of chain stores which will soon be knocking at Belding's door.

If I were asked who started Belding on her second era of prosperity I could truthfully respond that the name of the gentleman is Jay H. Petter, the Grand Rapids stock and bond dealer. He took over the old Richardson plant when it looked as though it was destined to rot down, installed machinery for the production of hosiery and gave the citizens the first taste of real money from textile manufacturing she has had for many years. Some of the leading citizens of the town opposed the undertaking with all the energy they could command, even going so far as to employ attorneys to impede the progress of the proceedings and intimidate the municipal officers from acting promptly, but Mr. Petter stood by his guns and carried the project through to a successful issue. At the beginning of his operations he was betrayed by some of his associates and hampered by the banking holiday, but by making great sacrifices of a personal character he succeeded in reorganizing his organization, securing

funds to meet his payrolls in cash every two weeks and revived the spirits of the merchants when they were at the lowest ebb. Mr. Petter did for Belding what the Beldings did in the early history of the town. When the impartial history of Belding is finally written he should have a prominent place in one of the two most important chapters of the city's history—Belding Brothers, creators, and Jay Petter, rejuvenator.

I never was able to ascertain why the men who opposed Mr. Petter could do so and still regard themselves as desirable citizens. I think if I were in their places I would give Mr. Petter a public dinner in keeping with the great accomplishment he made in the face of the nastiest opposition a decent man has ever had to face.

When the Belding factories were absorbed by the Hemingway Co., some years ago, I stated in the Tradesman that such action would result to the disadvantage of Belding, because whenever there was any cessation in business the Belding factories would be the ones which would suffer. For this statement I was caustically criticised by the officials of the Hemingway Co., but I held my ground and repeated the statement in still more emphatic language than I originally used. I knew that a few short years would demonstrate the truth of my conclusions, which proved to be a fact. The busiest little city in Michigan was changed to the dulllest. Few of the merchants who catered to the trade of Belding were able to stand the strain. Those who have held on will soon be rewarded for the patience they have shown and the sacrifices they have made.

There were more evidences of activity around the Hotel Belding than I have seen for many a day. The genial landlord told me that it probably would not be long before he would feel justified in re-opening the dining room, which suspended operation a year or so ago.

E. C. Lloyd, the dry goods merchant, was very enthusiastic over a call he made the previous Sunday on the Starr Commonwealth for Boys, near Albion. He was greatly elated over the manner in which erring boys are being turned into the pathway of usefulness and correct deportment.

I found the good people of Greenville very happy over the super-activity of her glove factory and the refrigerator factories. I was told there were no idle men in the city. I hope I was correctly informed.

I found only one merchant in Greenville who has been engaged in trade as long as I have conducted the Tradesman. That man is J. E. Van Wormer, who started a grocery store fifty-three years ago and has conducted it ever since with the exception of three years. The Clark dry goods emporium was in operation under the father of the present owner fifty years ago. Wykoff & Smith have been engaged in the shoe business twenty-three years.

I am told that the Ionia free fair received the largest patronage this year it ever enjoyed. Merchants who live in near-by towns told me they had to start for Ionia very early in the evening in order to secure seats at any worthwhile attraction.

The retirement of George C. Pratt from the management of the Herpolsheimer Co. is a matter of very general regret all round. Mr. Pratt came to Grand Rapids under very discouraging circumstances. The changed methods introduced into the store by the new management—methods not in keeping with the spirit and traditions of the establishment and the city in which it is located—proved to be a very great hardship to the new manager, who undertook to work in harmony with the instructions he received from New York and execute the orders with as little appearance of radicalism as possible. Mr. Pratt touched elbows with Grand Rapids people at every angle and was first and foremost in every movement for the public good. He worked with his competitors with a fine spirit of co-operation, especially along lines of state and local organization. I hope he secures an equally advantageous position as soon as his health permits.

The Grand Rapids Herald of Sunday repeats the statement frequently promulgated in the public prints that the Pullman sleeping car was invented by George M. Pullman, who once resided in Grand Rapids and manufactured furniture—mighty poor furniture, according to the stories told by the late C. C. Comstock. The Pullman sleeping car was invented by A. B. Pullman, one of Geo. M. Pullman's brothers. The first car was constructed under the supervision of John Mowat, who was subsequently superintendent of the Grand Rapids Chair Co. for many years. Something like forty years ago I dug up the facts in this matter and devoted several pages to the true history of the sleeping car industry. A. B. Pullman was a mechanic and inventor. He was not a good business man. His brother, Geo. M., was regarded as an excellent business man and the inventor naturally sought his assistance in marketing the product he produced. In all the literature recently put out by the Pullman Co. it is stated that Geo. M. Pullman was the inventor of the Pullman car. This is utterly and absolutely false. Geo. M. Pullman developed the business, but the original idea and invention were the products of the brain of his brother.

The Penny chain store at Petoskey recently had a special sale on a Saturday and employed thirty young ladies to wait on customers. They worked steadily from 6 to 10:30 o'clock, when each received the magnificent sum of 79 cents. This store with its "cheap" merchandise, cut-rate prices and wretchedly underpaid clerks has greatly impaired the business of both Rosenthal and Fochtman, both of whom are fair dealers.

I heard a good story the other day, showing the carefulness Mr. Rosen-

thal has always practiced in assuring himself that a customer must always be told the exact character of the goods purchased. A lady from a near-by town called at the store one day and purchased a Hudson seal garment. Mr. Rosenthal was out of the store at the time. On his return he was told of the sale. "Did you tell the customer that she was really buying muskrat and that the fur was not seal at all?" "No," replied the clerk, "I supposed she knew that Hudson seal was not seal at all." Mr. Rosenthal put on his hat and walked over to the depot to find the customer whose train was soon due to leave. She was entirely satisfied with her purchase and the merchant's explanation, but Mr. Rosenthal would not have been satisfied without assuring himself that she knew what she was getting. I wish all merchants were as scrupulous as Mr. Rosenthal was in this respect.

Chester, England, has demonstrated that there is such a thing as the utility of beauty; that it can be commercialized to such an extent as to make it a great public asset. Wm. M. Connolly, the new manager of the Holland Chamber of Commerce, in undertaking to do something along that line for his adopted city. His proposal involves the development and establishment on the swamp on the East side of the bridge on US 31 over Black river of a miniature Holland village to which an admission fee will be charged. All he asks is an appropriation of \$600,000 or \$800,000 to put it into effect. I think he will find it harder to get the money than to expend it judiciously—the only way he knows how to expend money.

Mr. Connolly is a very remarkable gentleman, with a very wonderful personality, but I doubt very much whether he could possibly induce the plain, prosaic and unostentatious people of Holland to indulge in such a luxury in these times, with the bonds of Holland already in default. Mr. Connolly was employed, if I am correctly informed, to secure new industries and open more good roads. No man of my acquaintance is better adapted to do this than Mr. Connolly. Personally, I would like to see him do a little along the line of factories and good roads before he indulges in a fantastic project which may cost a million dollars to complete.

Ignorance or defiance of the sale in bulk law is becoming very common of late. The latest instance of this violation of the law—probably without criminal intent—is involved in the sale of the grocery stock of A. S. Welsh, five miles Southwest of Allegan on the Chicora road. It is probable that this case will be prosecuted as a warning to others who might otherwise be emboldened by lack of recent prosecutions to follow the example of Mr. Welsh.

I think the people of Marne and Eastern Ottawa county are entitled to a great deal of credit for the way in which they have kept up the so-called Berlin fair for so many years. I do not know how many years, but I have lived

(Continued on page 23)

FINANCIAL

Caused Bad Break in Value of the Dollar

Those inflationists who hold that the American dollar has been overvalued can find little encouragement in the recent trend of our currency in the foreign exchange market. Instead of supporting their thesis the record shows that if the threat of inflation were removed the dollar would come back to par. It is at a discount, in other words, not because it was over-valued but rather for the simple reason that it has been pounded down by the abnormal forces set in motion by the Administration.

Technically the United States suspended the gold standard on March 6. It did this by making it impossible to convert our currency into gold and by prohibiting the free export of the metal. Nevertheless, the strength of the dollar was so great that even under these handicaps it remained at approximately par until April 17. At the end of that day it became obvious that the Administration was determined to drive the dollar to a discount.

The result was that the following day, Tuesday, the dollar dropped 2 cents and on the next day fell an additional 5 cents. It remained comparatively steady around this figure or a little lower—between 89 and 91—through April 28. Then under the shock of the passage of the Thomas inflationary amendment it lost another 6 cents in two days to 83.67. Following this there was another period of stability until a new attack was made upon its soundness by Washington.

This new attack was our stand against stabilization at the World Economic Conference. As a matter of fact, even this was resisted in an impressive manner for several days, the quotation on Friday, June 30, being 79¼. The following Monday, however, the notorious statement of the President referring to the gold standard as a fetish of international bankers was issued, and under this blow the value of our currency in terms of gold dropped 10 cents within a week, or to 68.95.

Again there was another period of relative stability, the low point being 68.71 on July 18. From that date onward under the absence of any renewed attacks on the integrity of our currency by the Administration the dollar has strengthened. By August 1 it had recovered to 75 cents and since then has held comparatively steady at about this figure.

The significance of this record is that it shows, first, that getting the dollar below par has been accomplished only by the devastating pounding of an inflationary Administration. Secondly, it shows, through the strength in the last few weeks that if this pounding is removed we will gradually work back again toward par. If Washington desires a dollar at below the value, therefore, it either must renew its inflationary attacks or run to stabilization on a devalued basis.

Ralph West Robey.
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Constant Threat of Government Over Commodity Exchanges

Out of the recent action in the commodity markets is certain to come re-

newed pressure for currency inflation. If the Administration runs to such a course it again can cause a spurt in prices. Before trying this method, however, it would be the part of wisdom to have a period in which the commodity markets are permitted to get along under their own power. It is at least possible that even in the immediate future a better showing would be made under this situation than with further inflationary activity by the Government.

No market, of course, can behave well under the influence of uncertainty as to what the Government is going to do. Those who have long positions necessarily are nervous about their commitments and others are hesitant about entering the market. In consequence, the net result of Government paternalism is to cause a tendency for liquidation, on the one side, and a disinclination for purchases, on the other side.

This does not mean, of course, that organized markets should be left entirely free to do just as they like. There are good, and in some cases even compelling, reasons for a greater or lesser amount of supervision and regulation by governmental authorities. This is because if undesirable practices are permitted to influence prices materially on the exchanges they not only cause an immense amount of individual suffering but, as well, can subject the entire economic and financial system to needless stresses and strains.

In determining upon such public supervision and regulation, however, it should be borne in mind that it is quite possible for the Government also to be guilty of undesirable practices. From the point of view of the general welfare it makes little or no difference whether values are manipulated artificially by the Government or by private individuals. Likewise there is no particular reason for differentiating between such manipulation taking place as a result of direct activity in the market and outside activities.

In the case of the commodity exchanges recently the Government has been a price manipulator of major importance. It has done this through its inflationary policies and in the case of cotton by direct purchases. In this it has overstepped the bounds of wisdom and now, in the face of the recent collapse of its manipulations, it should take its medicine like the manager of any pool who finds that he has over-shot the mark.

Left to themselves our commodity markets quickly will settle down and, through their prices, reflect basic economic conditions. So long, however, as the Federal Administration continues to fuss around with threats of regulation if prices do not behave, such values will not be established. Instead, the market will be weakened by the withdrawal of those purchasers who prefer to trade in fields which do not involve the uncertainty of governmental immaturity.

Ralph West Robey.
[Copyright, 1933]

Even tombstones speak well of those under them.

Think of the others as if you were the others.

Proceedings of the Grand Rapids Bankruptcy Court

August 7, 1933. On this day the schedules, reference and adjudication in the Matter of Aubrey B. Brady, bankrupt No. 5361, were received. The bankrupt is a traveling representative of South Haven, Michigan. The schedules show total assets of \$170.00 (all of which are claimed exempt), and liabilities of \$1,335.58, listing the following creditors:	
Peoples Loan Company, South Haven	\$ 90.00
Hood Rubber Products Co., South Haven	476.06
George Harold, Grand Junction	150.00
W. H. Knapp, South Haven	39.33
L. A. Schnaper, South Haven	5.51
Henry A. Williams, Jeweler, South Haven	3.00
Dr. Schiele, South Haven	10.00
Peacock Cleaners, South Haven	6.10
McQuire Bros., South Haven	1.83
Mrs. Elizabeth Brady, South Haven	325.00
Funk & Son, South Haven	7.50
Paul D. Pomeroy, South Haven	41.25
Sherrod & Son, Bangor	5.00
Grant's Variety Store, S. Haven	11.00
Drs. F. C. & C. L. Penoyar, S. Haven	70.00
Citizen's State Bank, S. Haven	90.00
August 7, 1933. On this day the schedules, reference, and adjudication in the Matter of Hesse's, Inc., bankrupt No. 5374, were received. The bankrupt corporation is located at Grand Rapids, Michigan. The schedules show total assets of \$6,545.33, and total liabilities of \$36,684.33, listing the following creditors:	
Corporation Privilege Fee	\$ 187.50
City & County Personal Property Tax	2,944.04
Mrs. Margaret Mason, G. R.	2.55
Howard Mais, G. R.	110.00
Ed. Mais, G. R.	8.00
Miss Nellie Schipper, G. R.	40.00
Claude Cheney, G. R.	455.00
Mrs. Gertrude Watkins, G. R.	130.00
Miss Elizabeth Hesse, G. R.	5.00
Mr. Paul Hake, G. R.	75.00
Union Bank of Michigan, G. R.	4,571.66
Mohawk Carpet Mills, Amsterdam, N. Y.	3,996.06
Jos. J. Hesse, G. R.	1,762.15
Jos. J. Hesse, G. R.	1,100.00
G. U. Angevine Co., Chicago	585.34
Jas. A. Brouwer Co., Holland	9.52
Baxter Laundries, G. R.	1.00
Burroughs Adding Machine Co., G. R.	12.40
Breens Delivery, G. R.	3.50
John Branch Garage, G. R.	3.55
C. A. Byrnes Shade Co., G. R.	64.74
Wm. Bronkan, G. R.	4.35
Fred Brogger, G. R.	10.80
Commercial Credit Co., G. R.	7.15
Wallie Campbell, G. R.	12.50
Carter Bros., Chattanooga, Tenn.	20.09
Carson, Pirie, Scott & Co., Chicago	22.18
Chas. P. Cochrane Co., Philadelphia	46.63
Century Factors, New York	160.00
Commonwealth Printing Co., G. R.	66.35
Consolidated Trimming Co., N. Y.	67.04
Decker, Davies & Jean, G. R.	85.45

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Economy Dye House, G. R.	57.19
Eden Mfg. Co., South Langhorne, Pa.	48.00
Ernst & Ernst, Detroit	30.25
A. J. Faber, Greenville	20.00
Firth Carpet Co., Firthcliffe, N. Y.	.95
F. A. Foster & Co., Inc., Boston	3.95
A. C. Fox & Co., New York	44.17
Gast Motor Sales Co., G. R.	7.00
Glendale Linen Co., New York	16.73
Golden & Boter Transfer Co., G. R.	25.67
Goodyear Service Inc., G. R.	23.79
G. R. Ass'n of Commerce	37.50
G. R. Herald Publishing Co.	347.99
G. R. Marble & Fireplace Co.	6.50
Goldner Co., G. R.	72.25
G. R. Press	181.00
G. R. Shopping News	154.75
G. R. Turning Co.	23.44
Graf Co., Union City N. J.	7.05
Greeff Co., Inc., New York	1.78
Freeman Service Garage, G. R.	9.50
Hastings Table Co., Hastings	40.00
Wm. Herring, G. R.	62.35
Jacob Hefner, G. R.	10.00
Dr. A. W. Hesse, G. R.	3.19
Caroline Hesse, Panama, Iowa	201.49
Herpolsheimer Co., G. R.	58.71
S. M. Hexter Co., Cleveland	78.38
Heyboer Co., G. R.	6.00
Margit Hochsinger, Chicago	39.00
Henry Holmes Sons Co., Phila.	1,095.61
House Beautiful Publishing Co., Boston, Mass.	1.50
Roger Humphry, G. R.	60.00
Indian Splint, Inc., Rochester, New York	59.75
Jeffers Hake Co., G. R.	20.15
Johnston Optical Co., G. R.	15.00
H. L. Judd Co., New York	1.10
Junior Vocational School, G. R.	35.20
Keeler Furn. Exh. Bldg., G. R.	400.00
Kent Collection Agency, G. R.	15.00
A. Krolik & Co., Detroit	572.41
Kunskey Trundle Broadcasting Corp., G. R.	41.65
Sidney La Barge, G. R.	19.78
Leshner-Whitman Co., Inc., N. Y.	10.92
Lewis Electric Co., G. R.	37.50
Little Art Shop, G. R.	9.60
W. H. S. Lloyd Co., Chicago	.43

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McKendley Publishing Co., Kansas City, Mo.	205.13
Mrs. D. D. Merrill, St. Joseph, Mich.	28.93
Mills-Broderick Ptg. Co., G. R.	.94
Mich. Mutual Liability Co., Detroit	7.63
C. W. Mills Paper Co., G. R.	11.15
Modern Window Cleaning Co., G. R.	18.75
Mountain Handcrafts, Inc., N. Y.	18.00
W. P. Nelson Co., Chicago	7.64
Parisian Cleaners & Dyers, G. R.	22.35
Pennsylvania Plush Weavers, Easton, Pa.	23.15
Mrs. A. H. Perry, G. R.	3.75
Mrs. Phillipson, Belmont, Mich.	5.00
Pittsburgh Plate Glass Co., G. R.	7.87
Pond & Pleune, G. R.	20.64
Powdrell-Hunt Co., Chicago	10.71
Richard Pick & Heller Co., Chicago	1.95
Quaker Lace Co., Philadelphia	185.29
Riverside Lumber Co., G. R.	28.10
Riverside Mfg. Co., Inc., N. Y.	14.56
Rolfe Electric Lighting Service, G. R.	3.40
Rusch & Co., New York	22.10
Ryskamp Brothers, Inc., G. R.	2.33
St. Cecilia Society, G. R.	7.00
Samuel Merchant's Police, G. R.	30.65
Peter Schmiedler's Sons Co., N. Y.	33.76
F. Scrumacher & Co., New York	415.82
Schwarzenbach, Huber & Co., N.Y.	5.41
John Seven Co., G. R.	9.49
Shapiro Bros., New York	41.00
W. & J. Sloane, Detroit	20.88
Russell D. Snodgrass, G. R.	7.95
James Shoemaker Co., New York	1,662.04
Mr. Staforth, G. R.	3.95
Stead & Miller Co., Philadelphia	11.23
Standard Paste & Glue Co., Chicago	12.00
Thomas Strahan Co., Chelsea, Mass.	7.50
Stroheim & Romann, New York	59.66
Tatroe Tire Service, Inc., G. R.	1.75
Textile By-Product Corp., Hudson, New York	217.69
Thames Drapery Co., Norwich, Conn.	29.08
Chas. Trankla Co., G. R.	265.44
The Truscon Laboratories, Detroit	12.20
Typewriter Sales & Service Co., G. R.	2.00
Universal Car & Service Co., G. R.	43.73
Van Luit & Ramsey, Inc., Cleveland	42.40
Vas Claies Studio, G. R.	50.00
Western Unions, G. R.	39.55
Weston Co., New York	69.47
Warner Co., Chicago	4.86
Jos. Wild & Co., New York	5,389.50
Witcombe, McGee & Co., N. Y.	776.47
Women's City Club, G. R.	10.00
Wurzburger Dry Goods Co., G. R.	34.06
Claude J. Youdan, G. R.	25.00
Yeakey Scripps, Inc., G. R.	73.32
Zanesville Stoneware Co., Zanesville, Ohio	10.17
Mich. Inter-State Motor Frt., G. R.	2.54
Consumers Power Co., G. R.	19.00
Mich. Bell Telephone, G. R.	58.41
N. Hager, G. R.	25.00
Litwin Tires Stores, G. R.	4.12
Nuelman's Garage, G. R.	70.00
Mrs. S. J. Walters, G. R.	1.04
Mrs. Agnes Rodenthaler, G. R.	115.18
Miss Caroline Hesse, Panama, Ia.	230.30
Miss Gertrude Kooistra, G. R.	1.10
Miss Tena Sroelstra, G. R.	51.86
Henry Pigge, G. R.	183.97
Clarence Brueke, G. R.	190.25
Miss Sadie Ter Meer, G. R.	6.00
Mrs. Evelyn Perry, G. R.	36.78
Mrs. Margaret Mason, G. R.	17.50
Howard Mais, G. R.	367.73
Ed. Mais, G. R.	26.50
Miss Nellie Schipper, G. R.	239.35
Claude Cheney, G. R.	1,970.05
Mrs. Gertrude Watkins, G. R.	28.03
W. W. Sherwood, G. R.	400.00
C. C. Travis, G. R.	109.00
Chas. Wagner, G. R.	45.00
Gerald W. Mathison, G. R.	25.00
A. T. Benjamin, G. R.	110.00
E. E. Landgren, G. R.	300.00
P. W. Bloxom, G. R.	100.00

August 7, 1933. On this day the order of Reference, and adjudication in the matter of Allen's Smart Shop, bankrupt No. 5347, were received. The bankrupt is located at Muskegon, Michigan. This is an involuntary case, and the schedules have been ordered filed, upon receipt of same, the assets and liabilities will be made known.

August 8, 1933. On this day the schedules, reference and adjudication in the matter of Martin Brownney, bankrupt No. 5367, were received. The bankrupt is a metal plater of Grand Rapids, Michigan. The schedules show total assets of \$185.00 (all of which are claimed exempt), and total liabilities of \$469.79, listing the following creditors:

Dr. Donald Chandler, G. R.	\$ 48.00
Dr. G. H. Southwick, G. R.	61.00
Dr. J. R. Wiggers, G. R.	54.00
Elenbaas Bros., G. R.	32.75
E. Barager & Son, G. R.	18.82
John C. Branch, G. R.	9.30
Herman Strong, G. R.	32.00
Joseph M. Stephan, G. R.	119.92
John Van Kammen, G. R.	94.60

August 8, 1933. On this day the schedules, reference and adjudication in the matter of Einar H. Johnson, bankrupt No. 5366, were received. The bankrupt is a salesman of Grand Rapids, Michigan. The schedules show total assets of \$660.00, (of which \$500.00 is claimed exempt), and total liabilities of \$6,468.62, listing the following creditors:

William Joyce, Cannonsburg	\$ 150.00
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Fred G. Timmer, G. R.	10.00
Angelus Campfire Co., Chicago	32.00
J. Arzukowicz, G. R.	100.00
American Safety Razor Corp., Brooklyn, N. Y.	62.50
Apex Chocolate Co., Cambridge, Mass.	20.48
Atlas Novelty Co., St. Louis, Mo.	14.70
Bayuk Cigars, Inc., G. R.	20.80
C. A. Briggs Co., Boston, Mass.	10.00
Benjamin's, G. R.	2.50
Blumenthal Bros., Philadelphia	14.38
Battle Creek Extract Co., Battle Creek, Mich.	31.50
Bay State Chocolate Co., Cambridge, Mass.	128.19
Badger Candy Co., Milwaukee, Wis.	125.92
Baker Auto Parts, G. R.	4.60
Bon Marche, G. R.	60.95
Baker's Dry Cleaners, G. R.	3.94
Clark Bros. Chewing Gum Co., Pittsburgh, Pa.	50.00
The Cracker Jack Co., Chicago	93.00
The George Iose Co., Cambridge, Mass.	76.60
Candy Brands, Inc., Brooklyn, New York	143.65
Chocolate Products Co., Chicago	20.25
Curtiss Candy Co., Chicago	240.55
Crystal Pure Candy Co., Chicago	163.63
Close & Co., G. R.	142.10
Central Cone Co.	39.20
Dr. Wm. T. Cramer, G. R.	10.00
Martin Dawson Co., Chicago	30.50
Dante Candy Co., Inc., Chicago	25.00
Diana Mfg. Co., Green Bay, Wis.	16.43
Euclid Candy Co., Cleveland, O.	89.86
Elite Mfg. Co., Milwaukee, Wis.	12.88
Fund Candy Co., Chicago	25.20
Floriana Candy Co., Philadelphia	57.60
Frank H. Fleer Corp., Philadelphia	22.00
G. R. Coal & Matl Co., G. R.	17.00
Golden & Boter Transfer, G. R.	47.13
Gould's Garage, Lowell	26.80
Grammas Candy Co., G. R.	15.72
Gen'l Foods Sales Co., Inc., Detroit	44.46
Goelitz Confectionary Co., N. Chicago	10.00
Goldberg & Moss Candy Co., Cleveland	54.00
James Haddon's Sons, Dowagiac	18.80
Henry's Chocolate Co., E. Lansing	29.83
M. J. Holloway & Co., Chicago	38.63
Holland Cigar Co., G. R.	109.51
Hazeltine & Perkins Drug Co., G. R.	39.81
Illinois Baking Co., Chicago	30.00
Herpolsheimer's, G. R.	156.00
Hoekstra Ice Cream Co., G. R.	175.00
Jarvis Tire Store, G. R.	53.23
Johnson & Johnson Garage, Howell	2.61
Peter Johnson, G. R.	1,060.00
Kibbe Bros. Co., Springfield, Mass.	58.90
Klein Chocolate Co., Elizabethtown	98.09
Koeze Manufacturing Co., G. R.	34.18
Karavan Coffee Co., Toledo	44.82
Master Tire Service, G. R.	22.81
Mess & Rinner, G. R.	6.50
A. McLean & Son, Inc., Chicago	63.84
Robert MacKenzie Co., Cleveland	4.00
Michigan Candy Co., Menominee	74.59
Mich. Bell Telephone Co., G. R.	20.17
Maryland Paper Prod. Co., Baltimore	28.20
Mars, Inc., Chicago	383.12
Merchants Service Bureau, G. R.	31.50
Newton Products Co., Cincinnati	9.75
Northwest Cone Co., Chicago	39.00
Ohio Match Sales Co., Wadsworth	40.71
Phyleen Candy Co., Huntington	96.70
Planters Nut & Chocolate Co., Wilkesbarre	100.00
Park & Tilford, New York	120.00
Putnam Candy Co., G. R.	28.36
Preferred Auto Ins. Co., G. R.	51.00
A. G. Peters, G. R.	6.00
Quimby-Kain Paper Co., G. R.	56.26
Qualirty Body Shop, G. R.	52.90
Redel Candy Corp., Milwaukee	5.00
W. J. Bonkema Mercantile Agency, G. R.	6.50
Sperry Candy Co., Milwaukee	44.11
St. Mary's Hospital, G. R.	29.00
Stekete's, G. R.	75.51
Seal Crest Candy Co., Milwaukee	87.23
Shotwell Mfg. Co., Chicago	64.46
The Sifers Confection Co., Kansas City, Mo.	33.60
Stocking Ave., G. R.	2.100
Switzer's Licorice Co., St. Louis	18.00
The Sweets Co., New York	10.50
R. W. Snyder Co., Battle Creek	16.95
Sweet Maid Candy Co., Chicago	58.48
Treet Safety Razor Corp., Newark, N. J.	62.50
Chas. Trankla & Co., G. R.	6.11
Tisch-Hine Co., G. R.	6.95
Tanglefoot Co., G. R.	12.00
Germaine Thompson, G. R.	180.00
G. Washington Coffee Ref'g Co., Morris Plains, N. J.	40.00
Ware & Incoln, Inc., Lansdowne	42.20
Westerfield Candy Mfg. Co., Detroit	16.50
Fred W. Amend Co., Danville	64.06
Dr. Rowland F. Webb, G. R.	50.00
Wurzburger's, G. R.	2.04
Walter H. Johnson Candy Co., Chicago	65.00
Dr. C. E. Beeman, G. R.	5.00

August 8, 1933. On this day the schedules, reference and adjudication in the matter of Bert Glupker, bankrupt No. 5365, were received. The bankrupt is a trucker and laborer of Grand Rapids, Michigan. The schedules show total assets of \$5,865.00, (of which \$1,850.00 is claimed exempt), and total liabilities of \$7,851.13, listing the following creditors:

Rollie Dawes, G. R.	\$ 10.00
International Harvester Co., G. R.	670.00
Mrs. Gertie DeWeerd, Holland	750.00

August H. Miller & Marie A. Miller, G. R.	3,672.96
Goodrich Silvertown, Inc., G. R.	24.00
Ronda's Tire Service, G. R.	85.40
Dr. Guy DeBoer, G. R.	20.00
Dr. J. C. Simons, G. R.	57.00
International Harvester Co., G. R.	17.96
Alexander's Garage, Ionia	14.00
Dr. Masselink, G. R.	14.00
Dr. Wm. Van Steenberg, G. R.	10.00
General Insurance Agency, G. R.	57.88
Orvel's Weld Shop, G. R.	3.50
VanHeyningen's Dairy, G. R.	4.50
Hughes, Hudsonville	16.20
Bultema Bros. Fuel Co., G. R.	25.00
Bessie Turner Newman, Allegan	1,250.00
Earl J. Smith, Allegan	250.00
John W. Turner, Allegan	892.73
In the Matter of J. Warren Jones and Norman D. Mathewson as copartners doing business under the assumed name of The Sport Shop, Bankrupt No. 5360, first meeting of creditors was held July 24, 1933. Copartners both present and represented by A. J. Butler, Attorney. Certain predictors present and represented by Fred R. Everett and A. A. Dorchester, Attys. J. Warren Jones and Norman D. Mathewson each sworn and examined before reporter. Claims were filed only. Fred G. Timmer, Grand Rapids, Michigan, trustee; bond \$100. Meeting adjourned without date.	
In the Matter of Abe Miller, Individually and doing business as The Gold Mine Loan Office, Bankrupt No. 5267, first meeting of creditors was held August 7, 1933. Bankrupt present in person and by Wencel Milanowski, Atty., on behalf of Glocheski & Glocheski. Certain creditors represented by G. A. Wolf, Atty. Bankrupt sworn and examined without reporter. Claims proved and allowed. Fred G. Timmer, Grand Rapids, Michigan, trustee; bond \$100. Meeting adjourned without date.	
In the Matter of Matthew Charles Ouendag, Individually and doing business as Charles M. Ouendag and Son, Bankrupt No. 5283, first meeting of creditors was held August 7, 1933. Bankrupt present and represented by Annis & Heaney, Attys. Creditors represented by Hilding & Baker, Attys. Claims proved and allowed. Bankrupt sworn and examined without reporter. Fred G. Timmer, Grand Rapids, Michigan, trustee; bond \$100. Meeting adjourned without date.	
In the Matter of J. Warren Jones, Bankrupt No. 5391, first meeting of creditors was held August 7, 1933. Bankrupt present and represented by Arthur J. Butler, Attorney. Creditors were represented by Fred R. Everett, F. Rolland Allaben and A. A. Worcester, Attorneys. Bankrupt sworn and examined before reporter and transcript of testimony ordered. Claims filed. Fred G. Timmer, Grand Rapids, Michigan, trustee; bond \$100. Meeting adjourned without date.	
In the Matter of Philip H. Vinkemulder, Bankrupt No. 5306, first meeting of creditors was held August 8, 1933. Bankrupt and wife present and represented by Diekema, Cross & Ten Cate, Attorneys. Certain creditors present in person and represented by Clare E. Hoffman, Attorney. Claims proved and allowed. Bankrupt sworn and examined without reporter. Fred G. Timmer, Grand Rapids, Michigan, trustee; bond \$100. Question of title to personal property considered and matter submitted on briefs. Meeting adjourned without date.	
In the Matter of L. A. Shnaper, Bankrupt No. 5298, first meeting of creditors was held August 8, 1933. Bankrupt present in person and represented by F. C. Cogshall, Attorney. Certain creditors represented by Fred G. Stanley, Attorney. M. N. Kennedy, Custodian, present in person. Claims were proved and allowed. Bankrupt sworn and examined without reporter. M. N. Kennedy, Kalamazoo, Michigan, trustee; bond \$1,000.00. Upon motion of trustee, stock and fixtures being in a resort town and being a class of merchandise saleable only during July and August, were immediately offered for sale. Final bid of \$1810.00 made by Abe Dembinsky, which bid was accepted and confirmed. Meeting adjourned without date.	
August 8, 1933. On this day the schedules, reference and adjudication in the matter of John E. Peterson, doing business as The Danish Baker, bankrupt No. 5369, were received. The bankrupt is a baker of Muskegon, Michigan. The schedules show total assets of \$188.00, (of which \$180.00 is claimed exempt), and total liabilities of \$4,073.71, listing the following creditors:	
City of Muskegon, Muskegon	\$ 20.00
Mrs. Ruth Hermance, Muskegon	40.00
Holger Thuesen, Muskegon	180.00
Valborg Peterson, Muskegon	120.00
Abe Hartsema, Muskegon	270.00
C. I. T. Corporation, Detroit	41.61
Champion Machinery Co., Joliet	960.00
John Arntz, Muskegon	60.00
P. Burkhal, Muskegon	60.00
Consumers' Fuel Co., Muskegon	55.00
Dr. Edward O. Foss, Muskegon	40.00
E. B. Gallagher & Co., Detroit	364.90
Grossman Brothers, Muskegon	25.00
Dr. F. W. Hannum, Muskegon	100.00
W. D. Hardy & Co., Muskegon	25.00
Mercy Hospital, Muskegon	150.00
C. W. Mills Paper Co., G. R.	18.00

Mich. Associated Telephone Co., Muskegon	12.00
George McNeil, Muskegon	55.00
Pastoor Brothers, G. R.	18.00
Peoples' Milling Co., Muskegon	140.00
Valborg Peterson, Muskegon	200.00
Quimby-Kain Paper Co., G. R.	35.00
Red Star Yeast Co., Milwaukee	35.00
Sanitary Dairy Co., Muskegon	60.00
Steindler Paper Co., Muskegon	55.00
Standard Brands, Detroit	90.00
Seidell & Son, Chicago	8.00
Swift & Company, Chicago	35.00
Holger Thuesen, Muskegon	180.00
Wit and VanAndel, Muskegon	140.00
Wolffs Brothers, Muskegon	390.00
Shannon & Blanchard Boot Shop, Muskegon	7.10
Eagle Vulcanizing Co., Muskegon	60.00
August 8, 1933. On this day the schedules, reference, and adjudication in the matter of Harold W. Hermance, individually and doing business under the assumed name of Majestic Radio Shop, bankrupt No. 5368, were received. The bankrupt is located at Muskegon, Michigan. The schedules show total assets of \$13.70, and total liabilities of \$3,908.63, listing the following creditors:	
City of Muskegon, Muskegon	\$ 29.60
John A. Arntz, Muskegon	250.00
Fred L. Beerman, Muskegon	29.70
Grigshy-Grunow Co., Detroit	2,034.54
Majestic Co-Operative Advertising Association, Chicago	204.50
S. M. Mangleson, Muskegon	239.10
Mich. Associated Telephone Co., Muskegon	20.00
Muskegon Chronicle, Muskegon	12.82
Muskegon Gas Co., Muskegon	11.00
Markle Cement & Coal Co., Muskegon	20.00
Reliable Tire Accessories Company, Muskegon	149.37
Shannon & Blanchard, Muskegon	8.00
August 11, 1933. On this day the schedules, reference, and adjudication in the matter of Frank Hart, bankrupt No. 5371, were received. The bankrupt is a foundry worker of Muskegon, Michigan. The schedules show total assets of \$831.00 (of which \$350.00 is claimed exempt), and total liabilities of \$566.00, listing the following creditors:	
Dr. Douglas, Muskegon	\$ 217.00
Dr. Teifer, Muskegon	150.00
J. Grandel Grocer, Muskegon	2000
Olson Grocery, Muskegon	26.00
C. Olson Clothing, Muskegon Heights	5.00
Carlson Grocery, Muskegon Heights	20.00
Mona Lake Ice Co., Muskegon	6.00
Herperia State Bank, Hesperia	10.00
Pine Street Furn. Co., Muskegon	100.00
Al Hoekenga, Muskegon	22.00
Pearson Clothing Co., Muskegon	7.00
Jeanot & Nelson Shoe Co., Muskegon	5.00
Monty Leeland Gas Station, Hesperia	7.00
Herperia Auto Co., Hesperia	4.00
Earl Harmon, Muskegon Heights	10.00
Dr. Hingham, Muskegon	7.00
Keift Drug Store, Muskegon	5.00
Hackley Hospital, Muskegon	25.00
Mercy Hospital, Muskegon	20.00
August 4. We have today called the final meeting of creditors in the matter of Fred W. Wurzburger, Bankrupt No. 5095, for August 25, 1933, at 10 A. M. The trustee's final report will be approved at such meeting. There probably will be a small dividend for creditors.	
In the Matter of William H. Edwards, proprietor of the Kozy Korner Sweet Shoppe, Bankrupt No. 5098. The final meeting of creditors has been called for August 25, 1933, at 10 A. M. The trustee's final report will be approved at such meeting. There will be no dividend for creditors.	
August 10, 1933. On this day the schedules, reference and adjudication in the matter of Theodore J. Diott, bankrupt No. 5370, were received. The bankrupt is a policeman of Grand Rapids, Michigan. The schedules show total assets of \$555.00, (of which \$524.00 is claimed exempt), and total liabilities of \$1,638.11, listing the following creditors:	
Gast Motor Sales Co., G. R.	\$ 176.00
Young & Chaffee Furn Co., G. R.	27.53
Valentine Furniture Co., G. R.	48.50
Bishop Furniture Co., G. R.	128.65
VanDenBerg Bros., G. R.	54.43
Personal Finance Co., G. R.	134.50
Theo. Petersen, G. R.	1.94
Vander Shie & Wildeboer, G. R.	1.98
E. Meyers Hardware, G. R.	1.43
American School, Chicago	135.00
W. Clark, G. R.	11.25
Alberda-Shook Chev. Co., G. R.	3.69
Don Beardslee, Greenville	6.00
A. F. Watson, G. R.	9.95
James Hutton, G. R.	21.00
Ferrand & De Witt, G. R.	12.00
C. W. Carpenter, G. R.	23.00
H. B. Elhart & Son, G. R.	43.00
A. Dedinas, G. R.	4800
M. CoCok, G. R.	5.30
Stehouwer Bros., G. R.	47.00
Pastoor Bros., G. R.	18.00
Inez Mosher, G. R.	7.50
J. Harper Moore, G. R.	153.00
Leo Sandler, G. R.	38.77
Fotchman's Dept. Store, Petoskey	45.50
Fox Jewelry Store Co., G. R.	21.49
Benjamin's Store, G. R.	70.00
Dr. C. F. Woolston, G. R.	3.00
Dr. A. M. Moll, G. R.	2.00
Dr. D. F. McColl, G. R.	10.00
Dr. W. G. Gregory, G. R.	14.00
Clark Treat, G. R.	500

(Continued on page 22)

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.

Independent Grocer Asks Gen. Johnson a Question

Detroit, Aug. 21—Along with thousands of other small merchants throughout the country I have enlisted under the Blue Eagle banner, it having been represented to me that to do so would be an "act of patriotism."

Patriotism? If the almost unbelievable actions of certain private interests which we are actually witnessing today (after brushing aside the smoke screen which they have so carefully thrown around their activities) is patriotism, then may God save us from insurrection.

Why all the unceasing hubbub and clamor for a reduction in the number of hours a grocery store may operate? Why all this sudden activity and who is behind it? Has someone an axe to grind that they should attempt the seduction of Nira in this manner? Strange it is that this question should crop up again at this particular time and be so closely allied with the NRA program, especially in view of the fact that the end which these smoke screened interests are endeavoring to attain is diametrically opposed to the intent and purpose of the Recovery act. In what way will the NRA benefit by such a course? In what way will the small merchant benefit by it? Let us grope behind the smoke screen and see if we can find an answer to these questions.

Periodically during the past fifteen years the independent retail grocers of Detroit have been forced to face a vicious campaign fostered and waged by these self-same interests solely for their own benefit, the one and only purpose of which has been to force the "independents" to observe greatly curtailed hours of business.

None of these campaigns has as yet been successful. The independent grocer still retains the right to open his own place of business when he chooses and to close it when he chooses. Some of us cannot afford to disregard Sunday business and so are compelled in the interest of self-preservation to open for business on that day also. To do so is our inalienable right and we exercise it. Of course, it may mean long hours of labor and extra payroll expense, but it also means the making of an honest living for ourselves and our employes without recourse to the Welfare.

Chain stores, in buying for thousands of outlets, have a tremendous advantage over the individual who buys for one or two stores and to overcome this advantage insofar as that is possible the independent dealer must necessarily utilize every favorable circumstance that comes his way. The chief of these is evening and Sunday trade, which more often than not measures the distance between a fair success and an absolute failure.

Incidentally, let it be made a matter of record right here that the small merchant is just as human as the rest of the race. He, also, would like to have the Missus pack a lunch on Sunday, stow the kids in the car and spend the day on some cool lake shore, but when it is a question of solvency or bankruptcy he is more apt to be found behind the counter on Sunday afternoon.

Much has been said about the activities of the NRA putting the small merchant out of business and if the efforts of the aforesaid "private interests" bear fruit there will be so much nerve-racking truth to these statements that it will give the small merchant the jitters to even contemplate what the near future holds in store for him. To give you an idea of how the wind blows I might mention the fact that the Detroit Board of Commerce to-day finds itself in a most embarrassing position and facing a storm of criticism due to an unfortunate remark by its exalted vice-president and general manager to the effect that "it would be a good thing" if the NRA forced many small merchants into bankruptcy.

What is it that gives the future such a dismal appearing aspect? Foiled in all their previous attempts to foist their working schedule on the independent, the private interests mentioned have seized upon the existing dire national emergency as a golden opportunity to reach their long-striven-for goal. In effect they have said: "To Hell with the NRA and the country, let us freeze out the independent."

Up to ninety-six hours ago plans were well under way to limit the hours that a grocery could remain open to fifty-two hours per week, a reduction of twenty-one hours from the national average of seventy-three hours which stores have heretofore worked. In other words, reputedly to carry out the intent and purpose of the NRA—that is to put more men back to work—these interests desired and intended to reduce the hours now worked by approximately 29 per cent. Strange mental workings these that can discern any benefit—to the NRA—from such a program.

These plans, which would have crucified the small merchant and sacrificed much of the good sought for the country as a whole, were abruptly terminated by the warning carried in the press dispatches of Aug. 7, "Don't trifle with that bird." To show their adaptability, if not their patriotism, the private interests overnight decided that sixty-three hours per week is the proper length of time for a grocery to operate. Beyond doubt, they arrived at this figure from the reference thereto in the statement of Aug. 6. A fifty-two-hour week would be much more preferable to them than a sixty-three-hour week but a half loaf is better than none. Furthermore, the sixty-three-hour week will fulfill their long-hoped-for desire of forcing the independents to close on Sundays.

I will leave it to someone with a more alert brain than I possess to detail just how a reduction in work from seventy-three or more, to sixty-three (a reduction of 13.7 per cent) is going to assist the NRA to put more men

back to work. Frankly, it is beyond my abilities to do so.

In spite of the fact that all of our local papers have carried dispatches under a Washington date line for the past forty-eight hours to the effect that it would be considered a violation of our solemn agreement with the President of the United States to reduce our hours of operation below what we have heretofore worked, a meeting was held in a downtown Detroit hotel last night, the avowed purpose thereof being to set the hours for all grocery stores from 8 a. m. to 6 p. m., five days per week and from 8 a. m. to 8 p. m. on either (but not both) Saturday or Sunday. This makes a weekly total of sixty-two hours and the individual store-keeper was to be graciously allowed to choose one additional hour each week to make up the sixty-three hour minimum. It was reported in the local papers yesterday that the meet-

ing was to be held by the self-styled "Greater Detroit NRA Food Council" and one of the most active members of this "Council" is well-known for his activities at our State capital during the recent past where he was employed in furthering the interests of the same private interests heretofore referred to.

The National Industrial Recovery Act will expire not later than June, 1936, and to prevent the loss of any advantage to be gained by those private interests now through the guise of assisting the NRA, announcement has already been made that an effort will be made to have the Common Council of the city of Detroit adopt an ordinance restricting the operation of grocery stores to these hours.

Let me explain that loss of the business which comes to my store after 6 p. m. and on Sundays would be so serious that an immediate reduction in

(Continued on page 23)

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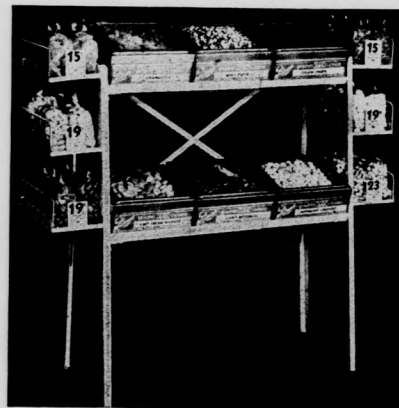
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MEAT DEALER

Meat Markets Are Packers' Best Customers

Because grocery and delicatessen stores are far more numerous than meat markets, some packing concerns have for years cultivated the good will of their owners more intensively than the owners of markets, the natural outlets for meat. Their idea has been that the more outlets the more volume. That this practice is unprofitable is now shown as the result of a study conducted by Prof. Howard Greer, of the University of Chicago's department of meat packing, which obtained its data by detailed examination of the customer records of branch houses of three packing companies and from their sales executives.

Groceries, delicatessens, restaurants, barbecues, etc., seldom buy for long enough or in large enough quantities to justify their cultivation as customers, the report states. Meat markets, including meat departments of combination stores, are the most promising type of customers, though institutions, jobbers and bakeries make records which are generally satisfactory, it was found.

Large stores are declared to be better customers than small ones, but many small stores furnish a reasonable volume of business and have fairly long service-lives.

An interesting comment is that the customer who begins buying in a small way usually continues to buy that way, and that few customers whose first-month purchases are less than \$50 ever amount to anything.

And here is confirmation of the contention voiced many times by observers over a period of a dozen years that the policy of seeking multiple outlets by encouraging little neighborhood grocers to put in meats was economically wrong, for it produced unprofitable customers and created ill will among the legitimate meat dealers. In this connection the report says: "Since the accounts of long standing are generally the better customers and have the better chance of survival, it should be worth while for a packing company to spend more time in efforts to promote the success and continuance of these accounts and less in the indiscriminate solicitation of new customers."

What some do not seem to grasp is that fresh meats are most successfully retailed only by a practical meat man. Thousands of grocers have put in meat departments but have succeeded only when they have engaged a trained meat man to operate them until such time as the owner has acquired sufficient knowledge to operate it himself.

The results of the university's study is published in a booklet of 34 pages, entitled "Customer Turnover Experience in Meat Packing Companies," and may be had for fifty cents. It contains numerous tables which disclose interesting facts.

Liver for Building up Blood

Liver deserves a place in the family diet, says Rowena Schmidt Carpenter, associate specialist, United States Bureau of Home Economics, because it is a valuable food for everybody, especially for children. Experts to-day

agree that liver is an excellent food for growing children who need to manufacture good red blood cells.

When the price of calves' liver makes it a luxury, beef, pork, and lamb liver may be used. These are less expensive, and for building red blood cells are practically as valuable as calves' liver. Kidneys are said to be nearly as effective as livers for this purpose.

Liver and kidneys contain a large amount of iron, but this is not their only claim to distinction. Part of the remarkable value of these meats in preventing and curing some types of anemia is due to the copper they contain. Still other substances, scientists think, may also contribute to their use for this purpose.

It is a good practice to serve liver or kidneys to children frequently. Children who are anemic may need one of these meats at least as often as once a week. When chicken, duck, goose, turkey, or rabbit is on the family menu the children should have the livers.

Liver has a very delicate flavor if it is properly prepared. Many people form a prejudice against it or fail to appreciate its flavor because it has been poorly cooked. Liver may be very easily overdone by cooking it a little too long or by using a temperature slightly too high.

There are many delicious ways to prepare liver other than to saute and broil it. These quick methods of cooking are especially desirable for lamb and calves' liver or for tender, fresh beef liver, all of which should be cooked only long enough to take away the red color.

Pork or other liver with a less delicate flavor and texture tastes better if parboiled and then braised or baked. Made into a loaf with rice, into a salad with cucumbers and celery, or prepared as a scalloped or creamed dish, liver may be a novelty to the family.

Lard Makes Best Pie

The fresh fruit (pie and shortcake) season is upon us, and with it the opening of a larger market for one of the most popular items in a retail meat and food store—lard.

Recently the Committee on Foods of the American Medical Association accepted some statements about lard which indicate pretty clearly some of the fine qualities which this product has. For example, the American Medical Association accepts the statement that lard is 97 per cent. digestible and that it is very rich in total calories.

The Committee on Foods of the American Medical Association also accepts that lard stands superior as a shortening agent and that its flavor makes it desirable as a general cooking fat.

Most housewives know that lard is the superior shortening agent for use in making pies and short-cakes—two items which reach the height of their popularity at this season of the year.

Experiments conducted by the Institute of American Meat Packers prove conclusively that lard is superior as a shortening agent. Using the shortometer, an instrument which records the amount of pressure necessary to break a piece of pastry, the information has been developed that no plas-

tic cooking fat exceeds lard in shortening power.

In addition to the points mentioned above, the food retailer who wants to increase his sales of lard can mention the following points:

1. The plastic range of lard is great. That is to say, it is easily workable at any ordinary kitchen temperature.
2. Lard is obtainable in a variety of types and sizes of cartons.
3. Lard is extremely economical.

We believe that by making use of the information contained in this article dealers may be able to increase their sales of this important product.

Win Them With a Sample "Snack"

We have no figures to back it up, but it is our belief that the ready-to-serve meats, and especially such items as dry sausages and prepared meats, are gaining in popularity. The cold lunch is to be found on nearly every menu, and the number of people eating these lunches seems to be increasing each summer. It is perhaps true that the change from "diet fads," from the light lunch consisting of a salad and a cup of tea to a well-balanced meal made up of a variety of foods including meat, has been a factor. Certainly we seem to see less of the inadequate meals being eaten.

No housewife wants to spend a great deal of her time during the summer standing over a hot stove in a hot kitchen. By having ready-to-serve meats frequently she can cut down remarkably the amount of time she must spend in the kitchen. There is a powerful argument for the retailer to use who wishes to cash in on the summer market.

There are undoubtedly a great number of people who do not realize the tastiness of the ready-to-serve meats and sausages. Words can give a pretty good idea of the delicious flavors of these many meats, but like many other things the proof is in the eating. Sampling sausages and prepared meats is inexpensive, and it has been the experience of a good number of retailers that sampling is a quick and effective way to increase sales and increased profits.

In order to make the most from sampling, we suggest that dealers prepare their samples in the form of sandwiches—fresh bread, cut thin, plenty of butter and perhaps a bit of pickle. Use a variety of kinds of bread and a variety of kinds of meats unless only one

meat is being pushed. The results will justify the work necessary to prepare a table of such samples, and the increase in sales will more than make up for the expense of sampling.

We suggest these two ways of increasing your profits during the summer months. Explain to women how they can save time in the kitchen by serving prepared meats and let them get acquainted with these meats by sampling them. There is some money in your customers' pockets that is waiting to get into your pockets, and we believe that they will part with it gladly when they spend it for ready-to-serve meats. John Monninger.

Hamburger is Put Up in Bags Like Sausage

A manufacturer of cloth bags for sausage packing reports increased demand for bags for packing hamburger steak. The idea of packing hamburger in pound bags is of quite recent origin and some of the packers who rejected the scheme at first are now among the largest users. The idea has appealed to buyers because of the added convenience and also because the meat thus packed will keep much longer than otherwise. A transparent paper lining is used instead of the parchment paper used in the sausage bag, which has also increased rapidly in popularity and is widely approved because of being more convenient and sanitary than some of the casings in which sausages were previously packed.

Use of sausage in the summer season is much more common than a few years ago, when most people considered it exclusively a winter food. Retail dealers who have the proper refrigerating equipment have no difficulty in keeping sausage in good condition, and customers who have a liking for that food may gratify their appetites at any time of year.

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The House of Quality and Service

HARDWARE

Michigan Retail Hardware Association.
President—Wm. J. Dillon, Detroit.
Vice-President—Henry A. Schantz, Grand Rapids.
Secretary—Harold W. Bervig, Lansing.
Treasurer—William Moore, Detroit.
Field Secretary—L. S. Swinehart, Lansing.

Just Among Ourselves

On the morning of August 1, I walked down the main business street of Topeka, Kan. Practically all of the better retail stores were already displaying the N. R. A. Blue Eagle. Consumers on the street were outspoken in their approval. Their comments about several places minus the "badge of honor" were very much to the point. It was quite clear that the really worth while retailers are wholeheartedly behind this movement to decrease employment and to build up buying power with decent wages. I was happy to find the local hardware dealers about 100 per cent. represented in the Blue Eagle ranks and noted that stores not so identified were the second-rate price-cutting stores which have always hampered and never improved business anywhere.

Woolworth's and other chain stores have signs "explaining" why they are shy of the Blue Eagle. These signs promise "early co-operation" after a limited price group store code has Washington approval. Obviously the shorter hours and the minimum wage scales will rob these low price stores of their chief advantage in competition. It will be unfortunate if these are permitted any exemptions. Force the chains into line on wages and hours like independent merchants and their price advantages will not be so marked. It has long been clear that their price advantages were predicated more on low wages and long hours than on buying advantages or more efficient operations.

Here and there I hear of some chiseling employer who tries to beat the spirit of the blanket code by deceit. The favorite plan is to fire all help not receiving the new minimum. Instead of helping this sort of double-crossing is directly going to hinder all recovery activities. Any such basis for obtaining the N. R. A. Blue Eagle does not represent honest thinking. Any known examples should be so widely exposed that proper public and official condemnation may be focused on the guilty slackers.

And public indignation will play an important part in the full development of the N. R. A. plan. In St. Louis I watched the traffic along the business streets and feel quite sure that chain stores displaying an "alibi" for not having the Blue Eagle were suffering a marked loss of patronage. Certainly the "explanation sign" would not have been used had public opinion not affected the pocketbooks of these stores.

During the past three weeks I have visited a great many retail hardware stores in the Middle West. On all sides, there is joy over the prospects of shorter retail working hours. Each town and every section of the larger cities have organized movements to regulate store hours. This one change alone is a great boon to the retail field. Too long, hardware men have operated on almost barbaric hour schedules. It is

doubtful if the extra business obtained during the extra hours ever justified the strain of these long working days. The reasons assigned for the very early opening hour never seemed sound. It was often said that contractors, painters, etc., came in before going to their day's work. But surely these customers knew the night before the materials needed for the next day. The chances are that when store hours become more and more regulated to the "new deal" customers will gradually become accustomed to the new schedules and adjust themselves accordingly. The prospects of more time off for recreation offers splendid possibilities for a healthier nation. From the business standpoint—it should promote the sale of sport goods, etc., for with more time (and in many cases more money) there should be a great increase of athletic activities.

A question frequently asked concerns the probable code control of electric light and power companies. Hardware men want to know if these utilities will be forced out of merchandising activities as a result of the further scrutiny of all business by the government. As yet, there has been nothing said or done which would suggest such action. But as the Recovery Administration progresses in its efforts to improve all business, there may be studies which will bring to light the urgent necessity for curbing unfair selling practices so common to utility merchandising activities. The increased efforts of utilities to work co-operatively with independent merchants suggests some fear on the subject, for these utilities can sense, in to-day's picture, a strong leaning toward public ownership. This would eliminate for many favored executives the outrageously high incomes they receive. Investigations under way show that many such men hold down two or three highly paid titles for which no important services are evident.

Another question heard frequently concerns the selling of many hardware lines by drug stores, pool parlors, etc., on all seven days of the week. If complete N. R. A. control is exercised over these businesses the high cost of extra help for the seven-day schedule may do the curing. There must be some leeway permitted chemists because of the public health angle of their work. But this exemption should be restricted to their prescription work and not include their selling of goods not related to health needs. As yet, this has not been given official consideration but it is hoped that early future plans may include such problems.—Charles J. Heale, Editor Hardware Age.

Preventing Use of Mails to Swindle Public

How can the Government protect the citizens from fraudulent schemes sent through the mails?

By investigating illegal enterprises which obtain money or property through the mails by the use of false pretenses and promises, the Post Office Department is saving the public millions of dollars every year.

The Department has two methods of proceeding against promoters of such schemes. It can deny the use of the mails to such promoters, either by re-

turning to senders mail addressed to them instead of delivering it, or by refusing to pay postal money orders intended for the promoter. It may also start criminal proceedings in a Federal court.

How can the citizen use the Government to protect himself against fraud?

If he addresses a letter to the Post Office Department submitting the mail which he believes to be of a fraudulent nature, and furnishes any information he has on the subject, he will set the Government machinery in motion.

If the data submitted warrant it, the case will be assigned to an inspector for investigation in order to ascertain all the facts. If the inspectors' report indicates that the law is being violated, the case will be referred to the Solicitors' office of the Department for consideration, with a view to proceeding under the fraud-order statutes.

Of the wide variety of fraudulent schemes operated through the mails, the mail-order medical scheme is one of the most vicious. It is designed to prey upon the aged and infirm, the sick and the dying. It not only results in the securing of large sums of money from the victims, but in many instances reliance placed in the fraudulent claims for the nostrums causes a postponement of proper treatment.

With the economic depression has come a large number of work-at-home swindles. These enterprises have largely for their victims unemployed persons or poor women who by reason of family cares or illness must remain at home, but who are forced to seek some employment whereby they may add to the meager family income.

These persons are anxious to secure honest work, and in many instances deprive themselves of the necessities of life to pay the promoters of schemes the required "deposit" for so-called "working outfit" or "instructions." The scheme usually is designed solely to obtain the so-called "deposit," and the equipment mostly is of an inferior nature. Often the promoters infer that they will sell the product, when such is not the case.

By prompt action of the Department many of these enterprises have been forced out of existence.

Promoters of oil properties have mulcted the public of millions, and the Department is driving many of them out of business. In some cases the promoters do not own the land in which they undertake to sell interests, and do

not even hold options to purchase such land.

In other cases the properties were in undeveloped territory or had proven unprofitable for oil production and no substantial flow of oil could reasonably be anticipated.

All matter pertaining to lotteries, gift enterprises, and schemes in which prizes are offered, dependent in whole or in part upon lot or chance, is un-mailable, and thousands of rulings have been issued by the Department on such projects. The Department, for instance, issued fraud orders against persons designated to receive money for lotteries advertised from a powerful radio station operated over the Mexican border. The promoters were convicted of violating the postal lottery statutes and given prison sentences.

The variety of schemes to obtain money by false pretenses and promises is limited only by man's ingenuity to frame advertisements which appeal to the needs as well as the desires of his fellow man. They range from schemes involving the essentials of life through the luxuries with which man seeks to surround himself.

The information contained in the foregoing article has been approved officially by the Post Office Department. [Copyright, 1933, United States News]

Tinware Prices Advance 12½ Per Cent

A price advance of 12½ per cent. went into effect last week on all tin homewares, including various types of kitchen utensils. Although no official announcement concerning the price rise was made before the increase went into effect, buyers were prepared for the advance, and bought in quantity in the last ten days. Reports that sharp advances on chromium-plated ware will be made before the end of this week were current throughout the trade yesterday, but buyers were unable to cover their advance needs because producers would not accept orders at current prices for later than Sept. 1 delivery.

An elderly and well-to-do woman tells me that she has inherited a great many things from relatives, and that the very finest of them, in the way of furniture, a Paisley shawl, prints and general objects of art, were from an aunt who had the least of any in the way of money.

The reason certain races and nations, and even business associates, quarrel among themselves is that they have no confidence in each other.

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 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.

Floor Tax Regulations Interpreted For Retailers

The Floor Tax. What is it?

The floor tax which went into effect on Aug. 1 under the Agricultural Adjustment Act, is an excise tax based upon the weight of cotton in

1. Articles made entirely of cotton.
2. Articles in which the component of chief values is cotton.

Examples:

If part silk and part cotton, if the value of the silk is greater than the cotton, the merchandise is not taxable.

If part cotton, part silk, and part rubber, it is taxable if cotton is the component part of chief value.

If part linters and part cotton, if the value of the linters is greater than the cotton, it is not taxable.

How much is the tax?

The tax rate is 4.4184 cents per pound of cotton on your entire stock which falls under Nos. 1 and 2 above.

As of what date is this tax figured?

The tax applies on Aug. 1 to all merchandise owned by you on that date which is not located in your retail store premises, that is, which is in public or private warehouse or in the hands of others, but is your property. Ownership of the merchandise determines who shall pay the tax.

What about the stock in your retail store premises?

The tax is figured as of Aug. 31 on all merchandise, covered by Nos. 1 and 2 above, in your stock on that date on which no tax has already been paid.

How will you arrive at the amount of these two payments?

1. Warehouse stocks

You must take an inventory of all such stock owned by you, which is in a warehouse or in the hands of others, as of the close of business July 31, 1933. This will include merchandise:

(a) in transit which has already been billed to you by the wholesaler or manufacturer;

(b) in a common or public warehouse;

(c) in the custody of the law, whether or not in the possession of an officer of the court or any other public officer;

(d) in a custom warehouse, whether or not released from customs custody;

(e) in the possession of any other person, whether or not an agent, employee, factor or commission merchant.

On or before Aug. 31, 1933, you must pay to the Collector of Internal Revenue for your district tax at the rate of 4.4184 cents per pound on the cotton content of the merchandise of this inventory.

2. Stocks on Retail Premises

(a) you must keep a separate record of all merchandise, subject to this tax, which is billed to you during the month of August, and also that which is transferred to your retail store premises from the warehouse stock, of which you have already taken inventory on Aug. 1;

(b) as of the close of business Aug. 31, you must take an inventory of all merchandise which remains in your retail store premises;

(c) on Sept. 20, 1933, you must pay a tax of 4.4184 cents per pound on the cotton content of the merchandise on this Aug. 31 inventory after deducting the merchandise billed you during August and transferred by you from the warehouse during August.

How will you determine the weight of cotton in the articles subject to tax?

You may use your own method for arriving at the weight of cotton involved, providing you are sure you will satisfy any investigator from the Internal Revenue Department who may later check your return. Cotton piece goods should be weighed and from the gross weight a proper deduction made for "tare" (boards, bands, wrapping, starch, etc.) The net weight thus obtained is taxable. A similar method may be used in determining the weight of cotton, dresses, cotton underwear, cotton blankets, etc.

How can you determine when the cotton in an article is the component part of chief value?

There is no fixed method for determining this. Your own judgment as to the relative values of the component parts of articles made of several commodities should in most cases be correct. In case of doubt, if the amount involved is important, the manufacturer or wholesaler can probably assist you.

It is possible that a specific list of the more important items involved will be issued, either from Washington or by trade associations before the date for paying these taxes. Such a list of certain gray goods already has been published unofficially. It is our purpose to compile such a list for our reorders if such lists do not appear. In case of doubt it is advisable to inventory the merchandise, and if later information shows it to be not taxable it can be eliminated from the tax return.

Is there any extension of time possible in the payment of these taxes? payment of these taxes?

An extension up to 90 days may be granted by the Commissioner of Internal Revenue upon application. This extension will not avoid interest on the tax amount for the period in which it remains unpaid. If necessary, loan may be made from the Reconstruction Finance Corporation to pay this floor tax. Application should be made to the regional representative of the Reconstruction Finance Corporation nearest to you.

Remember that the Government expects that his tax will be computed with the "honest intent" to pay this tax at the rate of 4.4184 cents per pound of cotton content for all articles which come under the law. The Internal Revenue Bureau will, undoubtedly, be very tolerant of any mistakes which are honestly made, but it provides severe penalty for wilful misrepresentation.

Your records on which this tax is returned should be complete and clear and you should have good reason for the position you take as to the taxability or non-taxability of any item on which there is question. These records

must be kept for a period of four years from Aug. 1, 1933, and will, no doubt, be checked quite extensively by the Internal Revenue Bureau.

Men's Wear Volume Equals 1932

Retail business in men's clothing and furnishings, both in New York and out of town, is reported to be running close to or slightly ahead of last year. In other cities, stores found that, after a slow start, overcoat sales pulled well, giving them a volume of business lacking in August of 1932. Suits, featured around \$17 to \$20 have also sold freely, as consumers are now becoming convinced of higher prices. Locally, however, overcoat sales have not been as active as stores would have liked, but general volume is comparing favorably with last year.

Millinery Reorders Are Gaining

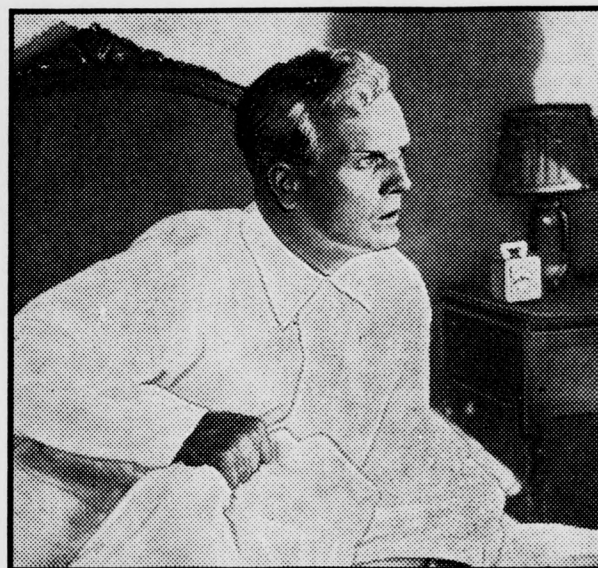
Reorders on millinery are beginning to come through in good volume, with attention centering on the new offerings adapted from the recent Paris

showings. Interest in velvet styles continues marked, with new draped effects and fancy feather and ornament trims coming to the fore. The high peaked style is meeting wider favor. Turban and brim versions are being shown in wool crepe hats, with a wide variety of styles being shown in the popular-price felt merchandise. Manufacturers have been steadily increasing production.

To Delay 1934 Swim Suit Lines

Although some of the large buyers have expressed interest in 1934 bathing suit quotations, mills are not expected to have the new lines ready much before November, according to present plans. However, a radical change in the economic situation may upset this scheme and necessitate an earlier showing. Agents have no idea what prices will be, but at least they will range \$3 to \$4 a dozen higher than the opening levels were for the present season. Higher material and increased labor costs will necessitate the advances.

MICHIGAN BELL TELEPHONE CO.



**"AFTER THAT EXPERIENCE,
I HAD MY TELEPHONE
PUT BACK IN"**

A strange noise at the window . . . smoke filling the room . . . sudden sickness in the night. With no telephone in the house, such emergencies may become critical. But with a telephone at hand, help can be summoned instantly, and family and property safeguarded. Just one such call may be worth more than the cost of telephone service for a lifetime.

Telephone service costs only a few cents a day. Order a telephone today at any Telephone Business Office. Installation will be made promptly.



HOTEL DEPARTMENT

Some Advantages of Traveling by Truck

Trinidad, Colorado, August 18—I bear no brief for the Fred Harvey System, and while I am patronizing an overland stage line instead of the Santa railroad, I am just ducking into their hotels whenever the opportunity offers, because of their reasonableness in charges and quality of offerings. At every prominent station and junction on the Santa Fe road will be found a beautiful dining room and also a lunch room. They constitute oasis in the Great American Desert, which we used to see platted in our old geography, comprising sage brush, sand and prairie dogs. Now here is a supper which was served here tonight at Hotel Candenas, for one simoleon. (All Harvey meals, I believe, are offered at that price):

Green Onions Melon Mangoes
Tenderloin of Trout, Tartar Sauce
Escallop of Veal, Saggote Piermontaise
Fried Young Spring Chicken,
Country Style
Plain Omelette
Broiled Sirloin or Tenderloin Steak
French Fried or Home Style Potatoes
Fried Egg Plant
Combination Salad, Mayonnaise
Corn Bread Hot Rolls
Fruit Gelee Plum Sherbet
Assorted Cake
American and Brick Cheese
Beverages

If you happen to stop at one of these eating houses for a train meal you are given every assurance that you will not be left. An agreeable manager assures you that you are to have all you want to eat and that the train will not pull out until everyone is accounted for. The lunch counter service is remarkable. Bright silver, snowy textile napkins (not paper) and neatly uniformed, well trained waitresses help to make this feature a success. Here you are furnished a large cup of the best coffee you ever drank, with rich cream, for 10 cents, a brace of doughnuts such as will melt in your mouth or a large section of pie for the same price, wonderfully buttered (mind I say buttered) sandwiches for fifteen. There are numerous other items at the same moderate cost. This is not the first trip I have made over the well-known Santa Fe Trail, but I have usually rushed through space so rapidly that I have never had a chance to view the scenery understandingly. Now, at most times, I have an understanding and comprehensive chauffeur sitting directly in front of me, telling me just what to expect and occasionally slowing down to give me an opportunity to absorb an eyeful. Crossing Illinois and Missouri was not so thrilling, but Kansas interested me greatly, especially that portion known as the Great American Desert, which now blooms like a rose, with its wondrous vegetation, its vast herds of cattle, flocks of sheep, wild fowl, principally geese. It is said the monotony is often somewhat relieved by a glimpse of antelope, which are still quite numerous. From Garden City West, thousands of acres of unproductive lands were reclaimed by irrigation methods, but on account of climatic changes, irrigation is seldom resorted to and fodder crops are most surprising. Silos are to be seen everywhere and alfalfa stacks are legion. Occasionally you see a cow-boy respondent with sombrero and chaps, and usually fast asleep. The plains are now mostly fenced and the duties of the cow puncher are mostly of a perfunctory character.

During the next few days, beginning with to-morrow, I am to be the guest of Ex-Gov. and Mrs. Miguel Otero, at Santa Fe, and before I get through with them (if I ever do) will be able to exploit on the histrionic and natural features of New Mexico. While visiting with Charley Renner, at St. Joseph, three years ago, I had the pleasure of making the acquaintance of

these excellent people. However, they invited me, and are alone responsible for anything I may detail hereafter.

Trinidad is in history contemporaneous with Denver. Its surroundings are not greatly different. It is situated in the foothills of the Rockies, 5,972 feet above sea level. I could say much about it, but such information is not essential. A great many travelers, however, miss it because they go straight through, and in so doing overlook practically one-half of the scenery, though nowadays, when everyone is trying to avoid railroad travel and are using as substitutes either their own conveyances or enjoying the stopovers offered by the bus lines they are getting to know more about the country between the Missouri River and the Pacific Coast. The highways out here are most surprising. Filling stations are conveniently located all along the route, and there are the ever present tourists camps, some of which supply exceptional accommodations at reasonable charges. Hitch hikers are numerous and one will find dozens of them daily struggling along on their journey. Motorists are very wary about taking them aboard for the reason that many atrocities have been committed by certain of them, and no doubt many deserving people are deprived of a lift on account of them. I feel pretty substantial when I look at one of this class and then reassure myself that my bus ticket is intact and think of being surrounded with about the merriest bunch of nomads I ever met. We have radio recitals every hour of the day or night. The drivers are all gentlemen and the porters agreeable, without seeming to expect a tip at every station. Nice, clean lunch counters every twenty-five or thirty miles. The porters supply you with downy pillows whenever you indicate drowsiness and there is a wholesome looking colored maid to serve the feminine travelers. I have only been a night passenger on one occasion, that being when we had a string quartette aboard, and I passed into Dreamland, forgetting that I had planned to subsidize some hotel man. The motor bus is much more in evidence than in Michigan. On our trip there are three stages where two could probably handle the traffic satisfactorily, but they have to get them back to California for Chicago excursionists. The railroad trains are running practically empty in both directions and the traveling public are getting a lot of secret joy over the situation. At the eating houses they tell me that the train patronage is but a small fraction of what it was a few years ago. Their main patronage is from motorists, and in some instances where the busses stop for meals they are gleaming considerable harvest. Travel out here seems to be mostly of the one-way sort—everybody headed toward Chicago and the Century of Progress, but the most of such will be returning to California this Fall, and these with the folks who have promised to come out and visit me will make up quite a respectable contingent.

Just now my healthful seat-mate, en route to Pasadena, where he claims he is spending his declining days, admitted to me, under cover, that he is a reformed brewer, but that he has retired from the field of usefulness because he considers the present day producer of the amber beverage is not only to be ranked with Jesse James, Robin Hood and Captain Kidd, but that they could put all the old time "public enemies" to shame and give them cards and spades to go on. Informed me that the outside cost of a 32 gallon barrel of beer is not to exceed two dollars, exclusive of Government taxes, and that the individual has not yet been born who can retail beer at the present ratio and retain his nether wearing apparel. Of course, I have discovered since sojourning in Michigan but two individuals who have admitted they were not losing

money in handling the traffic, but most of the remainder of them would be glad to lay off if they could get their license money back. He tells me that they are out to get theirs before the "sucker" crop awakens from their trance. Naturally, most of us who have made the test have discovered that as even a suggestion of prewar brew, the present offering is a false alarm, but we supposed that legitimate means were exercised in disposing of the product. My brewer friend, whose name was prominently before the public fifteen years ago, informed me that to-day the brewer is exacting \$12.50 per barrel for his product which, with the addition of various imposed taxes makes it cost the dealer \$20.50. In addition certain ridiculous deposits are exacted which add additional embarrassment. Prior to prohibition days beer cost the dealer from \$4.50 to \$6 per barrel, and the cost of production was even more than it is today. The "poor man's champagne" is slow in processing.

One of two of the best lady chauffeurs I ever knew is Mrs. W. D. Saunders, whose husband is manager of the Park-American Hotel, at Kalamazoo. Together they deliberately abducted me from the rotunda of Charley Renner's Whitcomb, the other evening and the first thing I knew I was in the Celery City without a tremor. And between the two of them, they surely did give me a pleasurable time, in a hotel which is a model for service, comfort and cleanliness for two whole days, and allowed me to sign checks for my board bill. I used to know them at the Urbana-Lincoln, Urbana, Illinois; the Mishawaka, at the Indiana city of that name, and now I have had them under observation at the Park-American, and I will surely be glad to add my testimonial to that of many others—commercial men and tourists—who make that establishment their abiding place. The most commendatory remarks I could offer about their establishment would be grossly inadequate

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

CODY HOTEL

GRAND RAPIDS
RATES—\$1 up without bath.
\$2.00 up with bath.
CAFETERIA IN CONNECTION

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

MORTON HOTEL

Grand Rapids' Newest
Hotel

400 Rooms -:- 400 Baths

RATES
\$2.50 and up per day.

"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

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

Store, Offices & Restaurant Equipment

G.R. STORE FIXTURE CO.
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Hotel and Restaurant Equipment

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

Warm Friend Tavern

Holland, Mich.

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

JAMES HOEKSEMA, Manager

The HOTEL ROWE

Grand Rapids' Most
Popular Hotel

J. Bingham Morris, Manager

American Hotels Corp., N.Y.

J. Leslie Kincaid, President

to the situation so I will reserve further comment until a later date. I know they will be there on my return, for they are certainly giving investors in the Kalamazoo hotel a fair run for their money, and I believe from what I learned while their efforts are appreciated. The feeding department is still maintained at the high state of excellence established by the McLeans who constructed the hotel for nearly a score of years. Here is a menu offered while I was there:

Iceed Cantaloupe Fruit Cocktail
Chilled Tomato Juice
Michigan Grape Juice
Chicken Gumbo Aux Riz
Cold or Hot Consomme
Broiled Lake Trout, Cucumber Salad
Sirloin Steak, a la Minute
Half Fried Spring Chicken,
Potato Croquettes
Cold Breast of Turkey,
Imported Swiss Cheese
Broiled Lamb Chops, Creamed
Asparagus
Roast Prime Ribs of Beef Au Jus
Long Branch and Snowflake Potatoes
Corn on Cob
Cauliflower Hollandaise
Fresh Fruit Salad, Whipped Cream
Peach Parfait Raspberry Sundae
Green Apple and Boston Cream Pie
Vanilla Strawberry
Chocolate Ice Cream
Pineapple Pudding
Hot Rolls Butter Muffins
Beverages

Again the aforesaid confidence inspiring chauffeur, and a 60 mile spin to Niles, on Sunday afternoon, where I found Mrs. Meta Jennings, of whom I have previously said a lot, in full swing, and happy with the knowledge that her patronage was highly satisfactory and profitable (the latter a word almost obsolete in hotel parlance); busy as a bee, but no so much so that it interfered with her proffering me a very pleasing entertainment. Among other courtesies tendered was an evening dinner served in a well-filled dining room, and consisting of these items:

Iceed Cantaloupe
Fresh Shrimp Cocktail
Cream of Chicken a la Reine
Consomme Julienne
Cold Consomme en Jelly
Crisp Celery Mixed Olives
Roast Spring Lamb with Jelly
Prime Ribs of Beef Au Jus
Planked Lake Trout, Four Flavors
Broiled Sirloin Steak, Garni
Half Fried Spring Chicken, Country Style
Fried Sugar Cured Ham Steak with
Pineapple Glaze
Assorted Cold Meats with Potato Salad
Broiled T-Bone Steak with Fresh
Mushrooms
Raspberry Sherbet
Mashed and French Fried Potatoes
Fresh Small Lima Beans in Butter
Corn on Cob
Chilled Tomato Surprise
Apple, Cherry, Sally Lynn and
Blueberry Pie
Vanilla and Chocolate Ice Cream
Fresh Peach Sundae
Iceed Watermelon
Cheese with Toasted Crackers
Beverages

Now if my charming hostess will provide me with the formula for constructing the Sally Lynn pie, which was certainly the best ever, I will pass it along to my readers and a lot of folks will be made happier.

Frank S. Verbeck.

IN THE REALM OF RASCALITY.

(Continued from page 7)

neither owning nor operating such factories; and to discontinue the use of the word "Incorporated" in a manner to imply incorporation under the name of Consolidated Shoe Co., when such is not the fact.

Tobacco Products—A corporation manufacturing cigars agrees to discontinue use of the words "Throw-Outs" and "Factory Throw-Outs" either alone or in conjunction with other words, as a trade name, on labels, in advertising matter, or in any other manner, to designate cigars that are not actually throw-outs; to discontinue

use of the phrase "Now 2 for 5 cents," or words of similar import on labels, in advertising matter, or in any other manner, to imply that the products so designated are being sold at reduced price, when such is not the fact; and to discontinue use of the phrase "10c and 2 for 25c sizes," "Off colors and shapes" and words of similar import, on labels and in advertising matter, to designate or describe cigars that are not of the quality usually sold for ten cents or at the rate of two for twenty-five cents.

Sporting Goods—A corporation manufacturing sporting goods, agrees to discontinue representing that an alleged secret manufacturing process gives certain of its fishing rods twenty-five per cent greater tensile strength than rods manufactured by other methods; to discontinue attributing to such rods a greater tensile strength than they possess; and to discontinue making for other of its products, claims that are exaggerated and improbable of accomplishment.

Correspondence Schools; Civil Service—A distributor of correspondence courses of instruction to prepare applicants for positions under the United States Civil Service, agrees to discontinue implying affiliation with, or sanction by the United States Civil Service Commission; to discontinue representing that examinations for United States Civil Service positions will be given at an early date or that they are being held frequently or a stated number of times a year, or that a government appointment is as easy to procure now as it ever was, such an appointment being readily obtainable if the course is completed, when such are not the facts; and to discontinue the use of the words "Help Wanted" either in a manner to imply that positions are available through the United States Civil Service when such is not the fact, or in advertisements inserted in the classified sections of newspapers when having no employment to offer, the advertisements being, in reality, offers to sell courses of instruction.

Tobacco Products—A distributor of cigars agrees to discontinue the use of the words "Throw-Outs" either alone or in conjunction with other words, as a trade name, on labels, in advertising matter, or in any other manner, to designate cigars that are not actually throw-outs; to discontinue use of the phrase "5c, 10c and 2 for 25c sizes," "Off color or shapes," and words of similar import, on labels and in advertising matter, to designate or describe cigars that are not of the quality usually sold for five or for ten cents or at the rate of two for twenty-five cents.

Poultry Remedies—The manufacturers of an alleged remedy for poultry agree to discontinue representing that the product will cure coccidiosis of poultry when such is not the fact, and to discontinue misrepresenting in any other manner, the medicinal properties and value of the product.

Clothing—A distributor of boy's shorts, with each pair of which a knife is given free of charge, agrees to discontinue the use of the phrases "Lucky Boy! Scout Short with The Scout Knife Pocket" and "Monarch Lucky Boy Scout Short Scout Knife Free

with every one of these Lucky Boy Shorts at 95c" on labels and in advertising matter, to designate or describe products that are not the official equipment of the "Boy Scouts of America" organization; and to discontinue the use of the word "Scout" and the use of any pictorial representations that would tend to imply distribution of official equipment.

Clothing—A corporation manufacturing hosiery, agrees to discontinue the use of statements either independently or in connection with pictorial representations of persons associated with or receiving remuneration from the corporation, without a statement in immediate conjunction therewith, to the effect that the persons are employed by or associated with the corporation.

Fabrics—A corporation distributing fabrics used in the manufacture of women's shoes, agrees to discontinue use of the word "Manufacturers" or any word of similar meaning, on letterheads, or in any other manner to imply operation of a factory in which the fabric is made, when neither owning nor operating such a factory.

Dental Supplies—A distributor of dental amalgam alloys agrees to discontinue representing that the product is of the same kind and quality as that distributed by any of his competitors, unless and until such is the fact.

Paints—A corporation manufacturing paints, shellacs and putty agrees to discontinue use of the words "Zinc-Lead Combination" or words of similar import, to designate products that do not contain carbonate of lead or sulphate of lead and oxide of zinc in sufficiently substantial quantity to be designated "Zinc-Lead Combination."

Linoleum—A distributor of window shades and linoleum agrees to discontinue filling orders for linoleum with a grade of linoleum inferior to and of substantially lesser cost than that of the sample shown or the description given the purchaser.

What the Week Brought

Uncertainty, caused by important Codes, had an influence on business during the past week, especially in steel, coal and oil industries. The processing tax has held back business considerably in the textile industry. Retail credit has taken a nice upturn, sales in many situations running 13-15 per cent. above a year ago. Chain store sales in July showed an 8 per cent. increase over June of 1932 and an 18.4 per cent. gain in automobile registration in sixteen states was evident. Production in steel and cotton showed a slight tapering off as did both carloadings and electric power production. Retail prices are still rising, July averages having advanced 8 per cent. Basic commodities and wholesale prices are moving more slowly. Wheat markets and speculative raw commodities have shown a declining tendency. Weakness in scrap steel quotation prices was also in evidence last week.

The general picture seems to be hesitant and uncertain but public confidence is rising. The stock market during the past week had a narrow range and stocks drifted somewhat

lower. The volume, however, was light. The general market showed a little character in its trading. There was some liquidation although the selling appeared to be from people who were disgusted with the lack of speculative interest. Public participation during the last week probably has been at a low ebb, due, undoubtedly, to memory of the recent break. However, many financial writers say the market is acting very well in view of the fact that August is usually a quiet month and in view of the uncertainty of trading and money conditions. There seems to be very little liquidation on the part of big traders to dispose of their equities, which probably will be interpreted as a bullish signal.

The bond market was characterized by lack of enthusiasm, probably following the stock market and general business indices. The general opinion is that the N.R.A. program will not achieve all it was expected to in the way of business activity and the Administration will sooner or later resort to some form of inflation. For the investor holding bonds, the effect on speculative issues would be bullish. The degree of inflation applied will determine the policy that is being adopted on high grade bonds.

J. H. Petter.

The whole world seems determined to get back to first principles—to the fundamental truths we learned in our childhood.

The automobile is as beautiful as any chariot ever driven by any charioteer of ancient days.

Phone 89574
John L. Lynch Sales Co.
SPECIAL SALE EXPERTS
Expert Advertising
Expert Merchandising
209-210-211 Murray Bldg.
Grand Rapids, Michigan

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—New German lemon-orange squeezers. Fine articles for fairs, house-to-house, BIG PROFITS for crew or jobber. T. F. ZEMKE, SEBEWAING, Mich. 591

SALES THAT GO OVER—And make new, steady customers. Hundreds of enthusiastic repeat customers in Michigan, States, and Canada. Twenty-two sales in one Michigan city. General, furniture, and hardware. E. B. Davis, phone 214, 608 Pine, Alma, Mich. 593

FOR SALE—We have a 1930 Burroughs calculator, nine-bank machine, like new. Only used a short time. Price of machine \$35 cash. Moeller Bros., Tawas City, Mich. 584

For Sale—Cleanest stock of dry goods and Ladies ready-to-wear to be found anywhere. Manufacturing town in southern Michigan. About \$8,000 investment. No trades. Address No. 594, c/o Michigan Tradesman. 594

For Sale—Stock of clothing, furnishings, and shoes. Wm. Parry, Millington, Mich. 595

Hardware For Sale—Clean stock and clean business, free and clear from all encumbrance. Small town, but a real chance to expand. I. D. Fleisher, Athens, Mich. 596

DRUGS

Michigan Board of Pharmacy
President—Earl Durham, Corunna.
Vice-Pres.—M. N. Henry, Lowell.
Other members of the Board—Norman Weess, Ewart; Frank T. Gillespie, St. Joseph; Victor C. Plaskowski, Detroit.
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.
Officers elected at the Jackson Convention of the M. S. P. A.
President—Duncan Weaver, Fennville.
First Vice-President—Paul Gibson, Ann Arbor.
Second Vice-President—J. E. Mahar, Pontiac.
Treasurer—Wm. H. Johnson, Kalamazoo.
Secretary—R. A. Turrel, Crosswell.
Executive Committee—A. A. Sprague, Ithaca; Leo J. LaCroix, Detroit; J. M. Ciechanowsky, Detroit; M. N. Henry, Lowell; Benj. Peck, Kalamazoo; J. E. Mahar, Pontiac.

Retail Drug Code Revives Resale Price Arguments

The resale price maintenance controversy, which has been before congress for many years, will be injected into hearings this week on a fair competition code for retail druggists.

The National Association of Retail Druggists has incorporated a resale price maintenance clause in its code as submitted to the national recovery administration. A hearing on the drug code is set for Friday.

The language of the code is quite similar to the Capper-Kelly bill, which is pending in congress and has been considered at each session in different forms for the past decade.

In the last congress the bill died on the senate calendar after being reported from the senate committee or interstate commerce. In the previous congress it was passed by the house after being changed in a manner objectionable to its sponsors. In earlier congresses it was rejected by the house committee on interstate and foreign commerce. The legislation has had the active support of retail druggists and grocers and of some manufacturers, but has been opposed by department and chain stores and retail clothiers.

The text of the provision in the retail drug code follows:

"Nothing in the anti-trust laws as designated in section 1 of the act entitled 'An act to supplement existing laws under unlawful restraints and monopolies, and for other purposes,' (approved October 15, 1914), shall be deemed to prevent a grower, producer or dealer who sells goods identified by a special brand, name, or trade-mark of which he is the owner, from specifying, by agreement with distributors, the resale price of such identified merchandise.

"The prices stipulated in such agreement shall be uniform to all distributors, who are in like circumstances. The agreement may differ only where there is a difference as to the quantity of such merchandise sold, the point of delivery and the manner of settlement. Provided however, no contract shall be contrary to the provisions of this code. It is the intent of this section to express explicit agreement with the provision for price stabilization provided in Article V, 'prices' in the code of fair competition of the drug industry."

There is every probability that the provision will be eliminated from the

code by the national recovery administration. For one reason, it may consider it improper to include a provision applying to manufacturers in a retail code. Officials of the National Association of Retail Druggists say that they feel it would be overlooking an opportunity to make a plea for the much desired resale price maintenance if they failed to insert the provision in their code.

The retail drug code also includes a price provision which will occasion much discussion. This seeks to prevent the sale of goods at a profit of less than 5 per cent. Such a clause like the resale price maintenance provision would hit at the chain drug stores and at price cutting.

This provision follows:

"No dealer in the products covered by or in this code shall offer them for sale at retail for a price less than costs sold plus 5 per cent net profit; 'costs sold' means the standard wholesale cost as fixed by the manufacturer, plus the average cost of overhead expenses as determined by the United States department of commerce in the St. Louis survey on the costs of retail drug operation. It is the intent of this provision that in making the computation of prices as indicated above federal and state excise or sales tax shall not be included as a part of costs, but shall be added to the prices of the goods after such computations have been made.

There is a somewhat similar provision in the retail code submitted on behalf of the National Retail Furniture Association, the National Retail Hardware Association, the Mail Order Association of America, the National Association of Retail Clothiers and Furnishers, the National Shoe Retailers' Association and the National Retail Dry Goods Association. Hearings on this code take place Tuesday, Wednesday and Thursday.

St. Louis Druggists Curtail Price Slashing

A schedule of suggested retail prices below which drug stores will not advertise their goods was adopted a month ago in St. Louis by the leading cut-rate drug stores in co-operation with other retail druggists in that city.

The so-called "pine board" stores and other price slashing firms are reported to be abiding by the "mark-ups" proposed in the agreed schedule.

All the various retail and wholesale interests in St. Louis are said to have given their approval to these suggested prices. Two sets of prices are listed. One of these is for the normal-everyday price and the other the advertised price.

The effect of the agreement is reported to have been the limiting of the cut-price specials to the "possible advertised prices" set forth in the schedules.

High weather resistance is said to mark a new cement-coated steel sheet for building purposes. It's offering in colors, permits "textured" finishes for corrugated roofing and siding.

The successful man lengthens his stride when he discovers that the signpost has deceived him; the failure looks for a place to sit down.

DETROIT DOINGS

Late Business News From Michigan's Metropolis

Sunday, August 27, marks the opening of a three day women's and children's wear and allied lines market and exposition. According to Sidney Styer, president of the Women's Apparel Club of Michigan, sponsor of the event, more than 200 manufacturers lines will be displayed at the Hotel Statler where two floors have been reserved. More than forty women's dress lines alone, of all grades, will be on exhibition. "Because of the delay occasioned by the adjustments under the N. R. A. and the settlement of most of the codes by the general apparel industry we expect the largest attendance of buyers from Michigan and neighboring states, in the history of these Markets," said Mr. Styer. The Market and Exposition closes at six P. M., Tuesday.

The leading wholesale dress and millinery firms in Detroit, members of the Michigan Wholesale Apparel Association, are sponsoring a women's wear market week, beginning August 27 to September 2, for the accommodation of attending buyers. These firms will receive the visitors on the opening day of the market week. Louis Simon, president of the association and senior member of L. & H. Simon Co., dresses, suits and coats, stressed the development of the Detroit apparel market during the last decade. Detroit apparel is now being shipped to all parts of the country, he stated. Showings will be in the stock and display rooms only of the member firms.

The Detroit Retail Merchant's Association, which includes the large downtown department stores, is going to hold a "Down Town Detroit Day" on Sept. 13. Placards and newspaper advertising in the metropolitan area will announce the event.

Retail merchants from the outlying districts in Detroit report the best week end business in many months. This has resulted in increased general activities among the local wholesalers, in all lines.

The Payette Neckwear Co. has moved its manufacturing plant to new quarters in the Marquette building.

Floyd Halladay, prominent druggist, located in the Hotel Norton building, left last week for the Northern hay fever annihilation area.

Earl Mindel has established his first independent shoe store at 7742 West Vernor highway, carrying all lines. He is operating under the name of the Francine Boot Shop.

Herbert Schnieder and Miss Rose Boimel have incorporated Herbert's Boot Shop, and opened a new store at 7000 West Warren avenue. Schneider was formerly with Ettlinger's shoe department here. Louis Raphle is manager of the store.

The Wise Shoe Store, 1059 Woodward avenue, was held up by bandits on Thursday, and robbed of about \$7,000. This constituted one of the largest hauls in any recent burglary in the city. Lou Field and Michael Koffman, manager and assistant, and two clerks were in the store. Both Field and Koffman were beaten by the bandits, and the latter required hospital treatment. Field was forced to turn off the lights and open the safe by the men.

Several manufacturers of new products are aiding sales through samples attached to the regular package, which last may be returned if the purchaser finds the sample unsatisfactory. The sample is packaged in a small separate envelope which is affixed to the regular container. Items now being offered in this manner include razor blades and prepared biscuit flour.

School Supplies

Pen and Pencil Tablets, Erasers, Note Books, Theme Books, Spelling Blanks, Composition Books, Ring Binders, Note Book Covers, Compasses, Dividers, Slates, Crayons, Pencils, Penholders, Watercolor Paints, Note Book Fillers, Inks, Mucilage, Liquid Pastes, Fountain Pens, Construction Paper, Extra Leads, Chalks, Pencil Sets, Artist's Brushes, Rulers, Blackboard Erasers, Thumb Tacks, Protractors, etc. Most complete line ever shown, all on display in our sample room. Come Look Them Over — PRICED RIGHT.

Hazeltine & Perkins Drug Co.
Grand Rapids
Michigan

Chain Grocers Will Be Hurt Most

Evidence multiplies that the new wage and hour grocery code will strike a terrific blow at the chain stores. This has been referred to before, but the crushing importance of it has scarcely been understood. When you reflect that the chain stores will have to pay \$15 a week to thousands of clerks who haven't been getting but \$10, and \$10 to thousands more who have only been getting \$6, and remember further that instead of working their men sixty hours a week they can now work them only forty-eight, possibly necessitating more clerks, with all that added outlay, you begin to get a picture of the dose the chain stores are getting from the new deal.

So far the chains have made no open revolt and probably feel they can't afford to. Efforts to escape have been made, however, but without result. For instance before the recent temporary code was adopted A. H. Morrill, president of the Kroger chain, the second largest in the country, issued the following to grocers all over the country:

Reliably informed President proposed to issue request that all employers including retail stores, immediately get on a basic minimum weekly wage \$14 with maximum forty weekly working hours for labor. Labor is defined as any one, male or female, receiving less than \$35 weekly. All stores heretofore opened fifty-two hours or more weekly to remain open not less than fifty-two hours.

Proposed to enforce request by issuing window banners to all complying and whipping up and appealing to public sentiment to patronize only stores complying with request. During 1930-31, part of 32, the latter being our peak employment in numbers and wages, Kroger made no wage reduction. Kroger reduction since 1932 amounts to less than 9 per cent. in wages and less than 3 per cent. in numbers. Substantially same figures apply to other grocery chains.

In order to avoid unemployment last twelve months have kept open approximately 400 stores which should have been closed. Results President's plan, enforced by public sentiment or otherwise, would largely absorb Kroger earnings, interfere with century-old habits of buyers, require revamping many of our operations.

Impossible to conform to forty hours week immediately by replacement with men who would be honest and competent. Matter is critical and protests from you and all others whom you can contact, including newspapers, manufacturers, should go forward to-day. Administration very susceptible to widespread protests.

The forty hour plan was increased to forty-eight hours, and that helps the chains some, but not enough to soften the blow much. Note Mr. Morrill's statement that the new code would "largely absorb Kroger's earnings"; no doubt it would, and even as modified, it will absorb a

good part of them. One result will no doubt be, as hinted by Mr. Morrill, the closing of a lot of unprofitable chain stores, which have only been kept alive by the fact that the employees would work long hours for beggarly pay.

The chain grocer will be hurt most and the independent grocer least, of all the business people affected by the codes.—Modern Merchant and Grocery World.

Michigan Wholesale Dry Goods Form Organization

Detroit, Aug. 19.—I am sorry that I was tied up in conferences on the day your letter came, so that I was unable to get to you the information you desired about the newly-organized Michigan Wholesale Dry Goods Association. Thanks for your readiness to publish this information. I trust that you may be able to use it in your next issue. The officers are as follows:

I. Shetzer, of the I. Shetzer Co., President.

Wm. B. Hazelton, of Edson, Moore & Co., Vice-President.

Julian H. Krolak, of the Krolak Corporation, Secretary-Treasurer.

Directors are the officers and the following:

C. J. Farley, of the C. J. Farley Co., Grand Rapids.

Walter J. Harris, of Symons Brothers Co., Saginaw.

H. Westman, of Westman & Shatzen, Detroit.

M. Glassman of the National Dry Goods Co., Detroit.

M. Landau, of A. Lamport & Bro., Detroit.

P. Gilbert, of Yolles and Gilbert Co., Detroit.

These officers and directors were elected to serve until the annual meeting of the Association in November.

The Association was organized in order to better comply with the spirit of the National Industrial Recovery act, to conduct the wholesale business in dry goods, furnishings and kindred lines in Michigan on as high a plane as possible and to co-operate with and assist the independent retailer in every possible way.

The members feel that by a co-operative effort on the part of the wholesalers, the position of the independent retailer in Michigan can be very much improved. It will be one of the purposes of the Association to advance those interests in every way that it and its members can.

The officers will welcome suggestions from retail merchants as to ways in which this can be accomplished.

Julian H. Krolak.

Fall Hardware Demand Active

An active call for merchandise for late Fall delivery features the wholesale hardware market. Retailers, in need of all types of Fall goods, are anxious to book requirements up to sixty days ahead. Uncertainty over prices however prompts both producers and wholesalers to avoid commitments for more than thirty days in advance. Both credit and collection conditions in the market have improved to a remarkable extent during the last two months, jobbers report. Retailers are clearing up all old obligations in order to be able to buy new goods in quantity.

The greatest miracle that I know of is my conscience. And if God has been able to work that one, there are none of which He is not capable.

It is not because men like to fish so well but because they are cleaning house at home.

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	Aloe, Barbadoes, so called, lb. gourd,	@ 60	Hemlock Com., lb.	1 55 @ 2 20
Boric, Powd., or		Powd., lb.	35 @ 45	Juniper Ber., lb.	3 00 @ 3 20
Xtal, lb.	08 1/2 @ 20	Aloe, Socotrine, lb.	@ 75	Juniper W'd, lb.	1 50 @ 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.	35 @ 45	Asafoetida, lb.	47 @ 50	Origanum, art., lb.	1 00 @ 1 20
ALCOHOL		Asafoetida, Po., lb.	75 @ 82	Pennyroyal, lb.	2 75 @ 3 20
Denatured, No. 5		Guaiac, lb.	@ 70	Peppermint, lb.	4 75 @ 5 40
gal.	44 @ 55	Guaiac, powd.	@ 75	Rose, dr.	@ 2 50
Grain, gal.	4 00 @ 5 00	Kino, lb.	@ 90	Rose, Geran., ozs.	50 @ 95
Wood, gal.	50 @ 60	Kino, powd., lb.	@ 1 00	Rosemary	
ALUM-POTASH, USP		Myrrh, lb.	@ 60	Flowers, lb.	1 00 @ 1 50
Lump, lb.	05 @ 13	Myrrh Pow., lb.	@ 75	Sandalwood	
Powd. or Gra., lb.	05 1/4 @ 13	Shellac, Orange, lb.	15 @ 25	E. I., lb.	8 00 @ 8 60
AMMONIA		Ground, lb.	15 @ 25	W. I., lb.	4 50 @ 4 75
Concentrated, lb.	06 @ 18	Shellac, white, lb.	@ 25	Sassafras, true, lb.	1 60 @ 2 20
4-F, lb.	05 1/2 @ 13	(bone dr'd) lb.	35 @ 45	Syn., lb.	85 @ 1 40
3-F, lb.	05 1/2 @ 13	Tragacanth, No. 1, bbls.	1 60 @ 2 00	Spearmint, lb.	2 00 @ 2 40
Carbonate, lb.	20 @ 25	No. 2, lbs.	1 50 @ 1 75	Tansy, lb.	3 50 @ 4 00
Muriate, Lp., lb.	18 @ 30	Pow., lb.	1 25 @ 1 50	Thyme, Red, lb.	1 50 @ 2 00
Muriate, Gra., lb.	08 @ 18			Thyme, Whi., lb.	1 75 @ 2 40
Muriate, Po., lb.	20 @ 30			Wintergreen	
ARSENIC				Leaf, true, lb.	5 40 @ 6 00
Pound	07 @ 20			Birch, lb.	3 50 @ 4 00
BALSAMS				Syn.	75 @ 1 20
Copaiba, lb.	60 @ 1 40			Wormseed, lb.	3 50 @ 4 00
Fir, Cana., lb.	2 00 @ 2 40			Wormwood, lb.	4 50 @ 5 00
Fir, Oreg., lb.	50 @ 1 00			OILS HEAVY	
Peru, lb.	1 70 @ 2 20			Castor, gal.	1 15 @ 1 35
Tolu, lb.	1 50 @ 1 80			Cocunut, lb.	22 1/2 @ 35
BARKS				Cod Liver, Norwegian, gal.	1 00 @ 1 50
Cassia				Cod, Seed, gal.	85 @ 1 00
Ordin., lb.	@ 30			Lard, ex., gal.	1 55 @ 1 65
Ordin., Po., lb.	25 @ 35			Lard No. 1, gal.	1 25 @ 1 40
Saigon, lb.	@ 40			Linseed, raw, gal.	85 @ 1 00
Saigon, Po., lb.	50 @ 60			Linseed, boil., gal.	88 @ 1 03
Elm, lb.	@ 50			Neatsfoot, extra, gal.	80 @ 1 00
Elm, Powd., lb.	38 @ 45			Olive	
Elm, G'd, lb.	38 @ 45			Malaga, gal.	2 50 @ 3 00
Sassafras (P'd) lb.	45 @ 35			Pure, gal.	3 00 @ 3 50
Soapree, cut, lb.	20 @ 30			Sperm, gal.	1 25 @ 1 50
Soapree, po., lb.	35 @ 40			Tanner, gal.	75 @ 90
BERRIES				Tar gal.	50 @ 65
Cubeb, lb.	@ 75			Whale, gal.	@ 2 00
Cubeb, po., lb.	@ 75			OPIMUM	
Juniper, lb.	10 @ 20			Gum, ozs., \$1.40;	
BLUE VITRIOL				lb.	17 50 @ 20 00
Pound	06 @ 15			Powder, ozs., \$1.40;	
BORAX				lb.	17 50 @ 20 00
P'd or Xtal, lb.	06 @ 13			Gran., ozs., \$1.40;	
BRIMSTONE				lb.	17 50 @ 20 00
Pound	04 @ 10			PARAFFINE	
CAMPOR				Pound	06 1/2 @ 15
Pound	55 @ 75			PEPPER	
CANTHARIDES				Black, grd., lb.	25 @ 35
Russian, Powd., lb.	@ 3 50			Red, grd., lb.	45 @ 55
Chinese, Powd., lb.	@ 2 00			White, grd., lb.	40 @ 45
CHALK				PITCH BURGUNDY	
Crayons, White, dozen	@ 3 60			Pound	20 @ 25
Dustless, doz.	@ 6 00			PETROLATUM	
French Powder, Coml., lb.	03 1/2 @ 10			Amber, Plain, lb.	12 @ 17
Precipitated, lb.	12 @ 15			Amber, Carb., lb.	14 @ 19
Prepared, lb.	14 @ 16			Cream Whi., lb.	17 @ 22
White, lump, lb.	03 @ 10			Lily White, lb.	20 @ 25
CAPSICUM				Snow White, lb.	22 @ 27
Pods, lb.	60 @ 70			PLASTER PARIS DENT'L	
Powder, lb.	62 @ 75			Barrels	@ 5 75
CLOVES				Less, lb.	03 1/2 @ 08
Whole, lb.	30 @ 40			POTASSA	
Powdered, lb.	35 @ 45			Caustic, st'ks, lb.	55 @ 88
COCAINE				Liquor, lb.	@ 40
Ounce	12 68 @ 14 85			POTASSIUM	
COPPERAS				Acetate, lb.	60 @ 56
Xtal, lb.	03 1/4 @ 10			Bicarbonate, lb.	30 @ 35
Powdered, lb.	04 @ 15			Bichromate, lb.	15 @ 25
CREAM TARTAR				Bromide, lb.	51 @ 72
Pound	23 @ 36			Carbonate, lb.	30 @ 35
CUTTLEBONE				Chlorate, Xtal, lb.	17 @ 23
Pound	40 @ 50			Powd., lb.	17 @ 23
DEXTRINE				Gran., lb.	21 @ 28
Yellow Corn, lb.	06 1/2 @ 15			Iodide, lb.	3 36 @ 3 59
White Corn, lb.	07 @ 15			Pernanganate, lb.	22 1/2 @ 35
EXTRACT				Prussiate, Red, lb.	80 @ 90
Witch Hazel, Yel-low Lab., gal.	99 @ 1 82			Yellow, lb.	50 @ 60
Licorice, P'd, lb.	50 @ 60			QUASSIA CHIPS	
FLOWER				Pound	25 @ 30
Almond, lb.	50 @ 55			Powd., lb.	35 @ 40
Chamomile, German, lb.	35 @ 45			QUININE	
Roman, lb.	@ 90			5 oz. cans, ozs.	@ 66
Saffron, American, lb.	50 @ 55			SAL	
Spanish, ozs.	@ 1 65			Epsom, lb.	03 1/4 @ 10
FORMALDEHYDE, BULK				Glaubers, Lump, lb.	03 @ 10
Pound	09 @ 20			Gran., lb.	03 1/2 @ 10
FULLER'S EARTH				Nitre, Xtal or Powd., lb.	10 @ 16
Powder, lb.	05 @ 10			Gran., lb.	09 @ 16
GELATIN				Rochelle, lb.	17 @ 30
Pound	55 @ 65			Soda, lb.	02 1/2 @ 08
GLUE				SODA	
Brok., Bro., lb.	20 @ 30			Ash	03 @ 10
Gr'd, Dark, lb.	16 @ 22			Bicarbonate, lb.	03 1/2 @ 10
Whi. Flake, lb.	27 1/2 @ 35			Caustic, Co'l., lb.	08 @ 15
White G'd., lb.	25 @ 35			Hyposulphite, lb.	05 @ 10
White AXX light, lb.	@ 40			Phosphate, lb.	23 @ 28
Ribbon	42 1/2 @ 50			Sulphite, Xtal, lb.	07 @ 12
GLYCERINE				Dry, Powd., lb.	12 1/2 @ 20
Pound	14 1/2 @ 35			Silicate, Sol., gal.	40 @ 50
				TURPENTINE	
				Gallons	57 @ 72

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

Gallon Apples
Coffee
Quaker Catsup
Macaroni

DECLINED

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
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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 75
Royal, 5 lbs., doz.	24 50



BREAKFAST FOODS

Kellogg's Brands	
Corn Flakes, No. 136	2 50
Corn Flakes, No. 124	2 50
Pep, No. 224	2 15
Pep, No. 250	1 05
Krumbles, No. 412	1 40
Bran Flakes, No. 624	1 90
Bran Flakes, No. 650	85
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, 3/4 oz.	1 10
Kaffe Hag, 6 1-lb. cans	2 57
Whole Wheat Fla., 24s	1 85
Whole Wheat Bis., 24s	2 30

Post Brands

Grapenut Flakes, 24s	2 00
Grape-Nuts, 24s	3 95
Grape-Nuts, 50s	1 45
Instant Postum, No. 8	5 40
Instant Postum, No. 10	4 50
Postum Cereal, No. 2	2 50
Post Toasties, 36s	2 50
Post Toasties, 24s	2 50
Post Bran, PBF 24	2 95
Post Bran, PBF 36	2 95
Sanka 6-11s	2 57

Amsterdam Brands

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

BROOMS

Quaker, 5 sewed	6 75
Warehouse	6 25
Rose	2 30
Winner, 5 sewed	5 60
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 60

BUTTER COLOR

Dandelion	2 85
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CANDLES

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

BEANS and PEAS

100 lb. bag	
Dry Lima Beans, 100 lb.	7 50
White H'd P. Beans	4 35
Split Peas, Yell., 60 lb.	3 95
Split Peas, Gr'n., 60 lb.	5 80
Scotch Peas, 100 lb.	

BURNERS

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

BOTTLE CAPS

Dbl. Lacquer, 1 gross	
pkg., per gross	15

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, k'less	3 35
Sardines, 1/4 Oil, k'less	3 35
Salmon, Red Alaska	2 10
Salmon, Med. Alaska	1 70
Salmon, Pink, Alaska	1 45
Sardines, Im. 1/4, ea.	6@11
Sardines, Cal.	97 1/2
Tuna, 1/2 Van Camps,	
doz.	1 45
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., Sli.	1 35
Beef, 4 oz. Qua., sli.	2 25
Beefsteak & Onions, s.	2 70
Chili Con Car., 1s.	1 05
Deviled Ham, 1/4s	1 15
Deviled Ham, 1/2s	2 15
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. 1/2	1 00
Vienna Sausage, Qua.	80
Veal Loaf, medium	2 25

Baked Beans

Campbells 48s	2 35
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CANNED VEGETABLES

Hart Brand	
Asparagus	
Natural, No. 2	3 00
Tips & Cuts, No. 2	2 25
Tips & Cuts, 8 oz.	1 35
Baked Beans	
1 lb. Sacc, 36s, doz.	1 75
No. 2 1/2 Size, doz.	1 05
No. 10 Sauce	4 00
Lima Beans	
Little Quaker, No. 10	8 25
Baby, No. 2	1 60
Pride of Mich. No. 2	1 35
Marcellus, No. 10	6 50

Red Kidney Beans

No. 10	4 60
No. 2	90
8 oz.	45

String Beans

Choice, Whole, No. 2	1 60
Cut, No. 10	7 25
Cut, No. 2	1 35
Pride of Mich.	1 15
Marcellus Cut, No. 10	6 00

Wax Beans

Choice, Whole, No. 2	1 60
Cut, No. 10	7 25
Cut, No. 2	1 35
Pride of Mich., No. 2	1 15
Marcellus Cut, No. 10	5 50

Beets

Extra Small, No. 2	2 00
Fancy Small, No. 2	1 75
Pride of Mich., No. 2 1/2	1 35
Hart Cut, No. 10	4 00
Hart Cut, No. 2	85
Marcel. Whole, No. 2 1/2	1 35
Hart Diced, No. 2	90

Carrots

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

Corn

Golden Ban., No. 2	1 30
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	1 00
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 15
Sifted E. June, No. 10	9 50
Sifted E. June, No. 2	1 75
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 1/2	1 30

Sauerkraut

No. 10	4 25
No. 2 1/2	1 20
No. 2	90

Spinach

No. 2 1/2	2 25
No. 2	1 80

Squash

Boston, No. 3	1 35
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Succotash

Golden Bantam, No. 2	1 75
Hart, No. 2	1 55
Pride of Michigan	1 15

Tomatoes

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

Tomato Juice

Hart, No. 10	
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CATSUP

Sniders, 8 oz.	95
Sniders, 14 oz.	1 55
Sniders, 8 oz., doz.	95
Sniders, 14 oz., doz.	1 55
Quaker, 8 oz.	1 05
Quaker, 14 oz.	1 25

CHILI SAUCE

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

OYSTER COCKTAIL

Sniders, 11 oz.	2 00
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CHEESE

Roquefort	72
Wisconsin Daisy	14 1/2
Wisconsin Twin	14
New York June	24
Sap Sago	44
Brick	18
Michigan Flats	13
Michigan Daisies	13
Wisconsin Longhorn	14
Imported Leyden	25
1 lb. Limberger	22
Imported Swiss	25
Kraft, Pimento Loaf	23
Kraft, American Loaf	21
Kraft, Brick Loaf	21
Kraft, Swiss Loaf	21
Kraft, Old End. oaf.	33
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	67
Adams Dentyne	67
Beeman's Pepsin	67
Beechnut Peppermint	67
Dubblemint	67
Peppermint, Wrigleys	67
Spearmint, Wrigleys	67
Juicy Fruit	67
Wrigley's P-K	67
Teaberry	67

CHOCOLATE

Baker, Prem., 6 lb. 1/2	2 50
Baker, Pre., 6 lb. 3 oz. 2	4 22

CLOTHES LINE

Riverside, 50 ft.	2 20
Cupples Cord	2 90

COFFEE ROASTED

Lee & Cady

1 lb. Package	
Arrow Brand	21 1/2
Boston Breakfast	23 1/2
Breakfast Cup	21 1/2
Competition	16
J. V.	19 1/2
Majestic	29 1/2
Morton House	31
Nedrow	26 1/2
Quaker, in cartons	21 1/2



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
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EVAPORATED MILK

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 dz.	1 48
Oatman's D'dee, Tall	2 95
Oatman's D'dee, Baby	1 48
not Tall	2 95
Pet, Baby, 4 dozen	1 45
Borden's, Tall, 4 doz.	2 95
Borden's, Baby, 4 doz.	1 48

CIGARS

Hemt. Champions	38 50
Webster Cadillac	75 00
Webster Golden Wed.	75 00
Websterettes	38 50
Cincos	38 50
Garcia Grand Babies	38 50
Bradstreets	38 50
La Palena Senators	75 00
Odins	38 50
R. G. Dun Boquet	75 00
Perfect Garcia Subl.	95 60
Budwiser	19 50
Tango Pantellas	13 00
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 55
Chocolate Nut Rolls	1 50
Lady Vernon	1 15
Golden Klondikes	1 05

Currants		MATCHES		FRESH MEATS		HERRING		SOAP		TEA	
Packages, 11 oz.-----	11 1/2	Diamond, No. 5, 144-----	6 15	Beef		Holland Herring		Am. Family, 100 box-----	6 10	Japan	
Dates		Searchlight, 144 box-----	6 15	Top Steers & Heif.-----	11	Mixed, Kegs-----	-----	Crystal White, 100-----	3 50	Medium-----	18
Imperial, 12s, pitted-----	-----	Swan, 144-----	5 20	Good Steers & Heif.-----	09	Mixed, half bbls.-----	-----	F.B., 60s-----	2 20	Choice-----	21@28
Imperial, 12s, regular-----	1 15	Diamond, No. 0-----	4 90	Med. Steers & Heif.-----	08	Mixed, bbls.-----	-----	Fels Naptha, 100 box-----	5 00	Fancy-----	30@32
Peaches		Safety Matches		Com. Steers & Heif.-----	07	Milkers, kegs-----	-----	Flake White, 10 box-----	2 85	No. 1 Nibbs-----	31
Evap. Choice-----	-----	Red Top, 5 gross case-----	5 25	Veal		Milkers, half bbls.-----	-----	Jap Rose, 100 box-----	7 40	Gunpowder	
Fancy-----	-----	Signal Light, 5 gro. cs-----	5 25	Top-----	10	Milkers, bbls.-----	-----	Fairy, 100 box-----	3 00	Choice-----	32
Peel		MUELLER'S PRODUCTS		Good-----	09	Lake Herring		Palm Olive, 144 box-----	8 00	Fancy-----	40
Lemon, American-----	24	Macaroni, 9 oz.-----	2 10	Medium-----	07	1/2 bbl., 100 lbs.-----	-----	Lava, 50 box-----	2 25	Ceylon	
Orange, American-----	24	Spaghetti, 9 oz.-----	2 10	Lamb		Mackerel		Pummo, 100 box-----	4 85	Pekoe, medium-----	41
Raisins		Elbow Macaroni, 9 oz.-----	2 10	Spring Lamb-----	18	Tubs, 60 Count, fy. fat 6 00	-----	Sweetheart, 100 box-----	5 70	English Breakfast	
Seeded, bulk-----	6 1/2	Egg Noodles, 6 oz.-----	2 10	Good-----	16	Tails, 10 lb. Fancy fat 1 50	-----	Grandpa Tar, 50 sm.-----	2 10	Congou, medium-----	28
Thompson's S'dless blk.-----	6 1/2	Egg Vermicelli, 6 oz.-----	2 10	Medium-----	12	White Fish		Grandpa Tar, 50 lge.-----	3 50	Congou, choice-----	35@36
Quaker s'dless blk.-----	7	Egg Alphabets, 6 oz.-----	2 10	Poor-----	05	Med. Fancy, 100 lb.-----	13 00	Trilby Soap, 50, 10c-----	3 15	Congou, fancy-----	42@43
15 oz.-----	7	Cooked Spaghetti, 24c,-----	-----	Mutton		Milkers, bbls.-----	18 50	Williams Barber Bar, 9s-----	50	Oolong	
Quaker Seeded, 15 oz.-----	7	17 oz.-----	2 20	Good-----	04 1/2	K K K K Norway-----	19 50	Williams Mug, per doz.-----	48	Medium-----	39
California Prunes		NUTS		Medium-----	03	Cut Lunch-----	1 50	Lux Toilet, 50-----	3 15	Choice-----	45
90@100, 25 lb. boxes-----	@	Whole		Poor-----	02	Boned, 10 lb. boxes-----	16	SPICES		Fancy-----	50
80@ 90, 25 lb. boxes-----	@	Almonds, Peerless-----	15 1/2	Pork		SHOE BLACKENING		Whole Spices		TWINE	
70@ 80, 25 lb. boxes-----	@ 07 1/2	Brazil, large-----	12 1/2	Loin, med.-----	11	2 in 1, Paste, doz.-----	1 30	Allspice, Jamaica-----	@ 24	Cotton, 3 ply cone-----	35
60@ 70, 25 lb. boxes-----	@ 08	Fancy Mixed-----	11 1/2	Butts-----	09	E. Z. Combination, dz.-----	1 30	Cloves, Zanzibar-----	@ 36	Cotton, 3 ply balls-----	35
50@ 60, 25 lb. boxes-----	@	Filberts, Naples-----	13	Shoulders-----	06 1/2	Dri-Foot, doz.-----	2 00	Cassia, Canton-----	@ 24	VINEGAR	
40@ 50, 25 lb. boxes-----	@ 09	Peanuts, Vir. Roasted-----	6 1/2	Spareribs-----	05	Bixbys, doz.-----	1 30	Cassia, 5c pkg., doz.-----	@ 49	F. O. B. Grand Rapids-----	-----
30@ 40, 25 lb. boxes-----	@ 10	Peanuts, Jumbo-----	7 1/2	Neck bones-----	03	Shinola, doz.-----	90	Ginger, Africa-----	@ 19	Cider, 40 grain-----	15
30@ 30, 25 lb. boxes-----	@ 12	Pecans, 3, star-----	25	Trimnings-----	06	STOVE POLISH		Mixed, No. 1-----	@ 39	White Wine, 40 grain-----	20
18@ 24, 25 lb. boxes-----	@ 14 1/2	Pecans, Jumbo-----	40	PROVISIONS		Blackne, per doz.-----	1 30	Mixed, 10c pkgs., doz.-----	@ 65	White Wine, 80 grain-----	25
Hominy		Pecans, Mammoth-----	50	Barreled Pork		E. Z. Liquid, per doz.-----	1 30	Nutmegs, 70@90-----	@ 50	WICKING	
Pearl, 100 lb. sacks-----	3 50	Walnuts, Cal.-----	13@21	Clear Back-----	16 00@18 00	Radium, per doz.-----	1 30	Nutmegs, 105-110-----	@ 43	No. 9, per gross-----	80
Bulk Goods		Hickory-----	07	Short Cut, Clear-----	12 00	Rising Sun, per doz.-----	1 30	Pepper, Black-----	@ 23	No. 1, per gross-----	1 25
Elb. Macaroni, 20 lb. bx.-----	1 20	Salted Peanuts		Dry Salt Meats		654 Stove Enamel, dz.-----	2 80	Nutmegs-----	@ 25	No. 2, per gross-----	1 50
Egg Noodle, 10 lb. box-----	1 25	Fancy, No. 1-----	09 1/2	D S Belles-----	18-29@18-10-09	Vulcanol, No. 10, doz.-----	1 30	Pepper, White-----	@ 26	No. 3, per gross-----	2 30
Pearl Barley		12-1 lb. Cellope case-----	1 35	Lard		Stovoil, per doz.-----	3 00	Pepper, Cayenne-----	@ 26	Peerless Rolls, per doz.-----	90
0000-----	7 00	Almonds-----	39	Pure in tiers-----	6 1/2	SALT		Paprika, Spanish-----	@ 30	Rochester, No. 2, doz.-----	50
Barley Grits-----	5 00	Peanuts, Spanish, 125-----	7 1/2	60 lb. tubs-----	advance 1/4	F. O. B. Grand Rapids-----	-----	Chili Powder, 1 1/2 oz.-----	65	Rochester, No. 3, doz.-----	2 00
Chester-----	4 50	Filberts-----	32	50 lb. tubs-----	advance 1/4	Colonial, 24, 2 lb.-----	95	Sage, 2 oz.-----	80	Rayo, per doz.-----	75
Sage		Pecans, salted-----	45	20 lb. pails-----	advance 3/4	Colonial, 36-1 1/2-----	1 20	Onion Salt-----	1 35	WOODENWARE	
East India-----	10	Walnut California-----	45	10 lb. pails-----	advance 7/8	Med. No. 1, bbls.-----	2 90	Garlic-----	1 35	Baskets	
Tapioca		MINCE MEAT		5 lb. pails-----	advance 1	Med. No. 1, 100 lb. bk.-----	1 00	Ponely, 3 1/2 oz.-----	3 25	Bushels, Wide Band,-----	-----
Pearl, 100 lb. sacks-----	7 1/2	None Such, 4 doz.-----	6 20	3 lb. pails-----	advance 1	Farmer Spec, 70 lb.-----	1 00	Kitchen Bouquet-----	4 25	wood handles-----	2 00
Minute, 8 oz., 3 doz.-----	4 05	Quaker, 3 doz. case-----	2 65	Compound tiers-----	8 1/4	Packers Meat, 50 lb.-----	65	Laurel Leaves-----	2 25	Market, drop handle-----	90
Dromedary Instant-----	3 50	Yo Ho, Kegs, wet, lb.-----	16 1/2	Compound, tubs-----	8 3/4	Cream Rock for ice-----	85	Savory, 1 oz.-----	65	Market, single handle-----	95
Jiffy Punch		OLIVES		Sausages		Butter Salt, 280 lb. bbl.-----	4 00	Thyme, 1 oz.-----	90	Market, extra-----	1 60
3 doz. Carton-----	2 25	7 oz. Jar, Plain, doz.-----	1 65	Bologna-----	10	Baker Salt, 280 lb. bbl.-----	3 80	Tumeric, 1 1/2 oz.-----	75	Splint, large-----	8 50
Assorted flavors-----	-----	16 oz. Jar, Plain, doz.-----	1 95	Liver-----	13	6, 10 lb., per bale-----	93	STARCH		Splint, medium-----	7 50
FRUIT CANS		Quart Jars, Plain, doz.-----	3 25	Tongue, Jellied-----	21	28 lb. bags, table-----	40	Corn		Splint, small-----	6 50
Presto Mason		8 oz. Jar, Stuffed, doz.-----	2 25	Headcheese-----	13	SALT		Kingsford, 24 lbs.-----	2 50	Churns	
F. O. B. Grand Rapids-----	-----	10 oz. Jar, Stuffed, doz.-----	2 65	Smoked Meats		Colonial, 24, 2 lb.-----	95	Powd., bags, per 100-----	2 65	Barrel, 5 gal., each-----	2 40
Half pint-----	7 15	1 Gal. Jugs, Stuff., dz.-----	1 95	Hams, Cert., 14-16 lb.-----	15	Colonial, 36-1 1/2-----	1 20	Argo, 24, 1 lb. pkgs.-----	1 52	Barrel, 10 gal., each-----	2 55
One pint-----	7 40	PARIS GREEN		Ham, dried beef-----	@ 15	Med. No. 1, bbls.-----	2 90	Argo, 12, 3 lb. pkgs.-----	2 17	3 to 6 gal., per gal.-----	16
One quart-----	8 65	1/8s-----	34	Knuckles-----	@ 24	Med. No. 1, 100 lb. bk.-----	1 00	Argo, 8, 5 lb. pkgs.-----	2 46	Pails	
Half gallon-----	11 55	1s-----	32	California Hams-----	@ 09	Farmer Spec, 70 lb.-----	1 00	Silver Gloss, 48, 1s-----	11 1/4	10 qt. Galvanized-----	2 60
FRUIT CAN RUBBERS		2s and 5s-----	30	Picnic Boiled Hams-----	@ 16	Packers Meat, 50 lb.-----	65	Elastic, 32 pkgs.-----	2 55	12 qt. Galvanized-----	2 85
Presto Red Lip, 2 gro.-----	78	PICKLES		Boiled Hams-----	@ 18	Cream Rock for ice-----	85	Tiger, 48-1-----	-----	14 qt. Galvanized-----	3 10
Presto White Lip, 2-----	-----	Medium Sour		Minced Hams-----	@ 12	Butter Salt, 280 lb. bbl.-----	4 00	Tiger, 50 lbs-----	2 75	12 qt. Flaring Gal. Jr.-----	5 00
gro. carton-----	83	5 gallon, 400 count-----	4 75	Bacon 4/6 Cert.-----	@ 14	Baker Salt, 280 lb. bbl.-----	3 80	Gloss		10 qt. Tin Dairy-----	4 00
GELATINE		Sweet Small		Beef		6, 10 lb., per bale-----	93	Argo, 24, 1 lb. pkgs.-----	1 52	Traps	
Jell-o, 3 doz.-----	2 50	5 gallon, 500-----	7 25	Boneless, rump-----	@ 19 00	28 lb. bags, table-----	40	Argo, 12, 3 lb. pkgs.-----	2 17	Mouse, wood, 4 holes-----	60
Minute, 3 doz.-----	4 05	Banner, 6 oz. doz.-----	90	Liver		SYRUP		Argo, 8, 5 lb. pkgs.-----	2 46	Mouse, wood, 6 holes-----	70
Plymouth, White-----	1 55	Banner, quarts doz.-----	2 10	Beef-----	12	Corn		Silver Gloss, 48, 1s-----	11 1/4	Mouse, tin, 5 holes-----	65
Jelsert, 3 doz.-----	1 40	Paw Paw, quarts, doz.-----	2 80	Calf-----	35	Blue Kara, No. 1 1/2-----	2 42	Elastic, 32 pkgs.-----	2 55	Rat, wood-----	1 00
JELLY AND PRESERVES		Dill Pickles		Pork-----	05	Blue Kara, No. 5, 1 dz.-----	3 24	Tiger, 48-1-----	-----	Rat, spring-----	1 00
Pure, 30 lb. pails-----	2 60	Gal., 40 to Tin, doz.-----	8 15	RICE		Blue Kara, No. 10-----	3 07	STARCH		Mouse, spring-----	20
Imitation, 30 lb. pails-----	1 60	32 oz. Glass Thrown-----	1 45	Fancy Blue Rose-----	4 05	Red Kara, No. 1 1/2-----	2 62	Corn		Tubs	
Pure, 6 oz., Asst., doz.-----	90	Dill Pickles, Bulk		Fancy Head-----	5 30	Red Kara, No. 5, 1 dz.-----	3 52	Kingsford, 24 lbs.-----	2 50	Large Galvanized-----	8 75
Pure Pres., 16 oz., dz.-----	1 40	5 Gal., 200-----	3 65	RUSKS		Red Kara, No. 10-----	3 37	Powd., bags, per 100-----	2 65	Medium Galvanized-----	7 75
PIPES		16 Gal., 650-----	11 25	Postma Biscuit Co.-----	-----	IMIT. Maple Flavor		Argo, 24, 1 lb. pkgs.-----	1 52	Small Galvanized-----	6 75
Cob, 3 doz. in bx.-----	1 00@1.20	45 Gal., 1300-----	30 00	18 rolls, per case-----	2 10	Orange, No. 1 1/2 2 dz.-----	2 98	Argo, 12, 3 lb. pkgs.-----	2 17	Washboards	
PLAYING CARDS		PIPES		12 rolls, per case-----	1 39	Orange, No. 3, 20 cans-----	4 39	Argo, 8, 5 lb. pkgs.-----	2 46	Banner, Globe-----	5 50
Battle Axe, per doz.-----	2 65	POTASH		18 cartons, per case-----	2 35	Maple and Cane		Silver Gloss, 48, 1s-----	11 1/4	Brass, single-----	6 25
Bicycle, per doz.-----	4 70	Babbitt's, 2 doz.-----	2 75	12 cartons, per case-----	1 57	Kanuck, per gal.-----	1 50	Elastic, 32 pkgs.-----	2 55	Glass, single-----	6 00
Torpedo, per doz.-----	2 50	SALERATUS		SAL SODA		Kanuck, 5 gal. can-----	5 50	Double Peerless-----	8 50	Double Peerless-----	8 50
MARGARINE		COD FISH		Granulated, 60 lbs. cs.-----	1 35	Washing Powders		Single Peerless-----	7 50	Northern Queen-----	5 50
Wilson & Co.'s Brands-----	-----	Old Kent, 1 lb. pure-----	25	Granulated, 18-2 1/2 lb.-----	1 10	Bon Ami Pd., 18s, box-----	1 90	Universal-----	7 25	YEAST CAKE	
Oleo-----	-----	WRAPPING PAPER		Washing Powders		Bon Ami Cake, 18s-----	1 65	Magie, 3 doz.-----	2 70	YEAST-COMPRESSED	
Nut-----	09	Fibre, Manilla, white-----	05	Bon Ami Pd., 18s, box-----	1 90	Brillo-----	85	Sunlight, 3 doz.-----	2 70	Fleischmann, per doz.-----	30
Special Roll-----	11	No. 1 Fibre-----	06 1/2	Chipso, large-----	3 85	Chimalline, 4 doz.-----	3 60	Sunlight, 1 1/2 doz.-----	1 35	Red Star, per doz.-----	20
WILSON & CO.'S BRANDS		Butchers D F-----	05 1/4	Grandma, 100, 5c-----	3 50	Grandma, 100, 5c-----	3 50	Yeast Foam, 3 doz.-----	2 70	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Kraft-----	04	Grandma, 24 large-----	3 50	Snowboy, 12 large-----	1 80	Yeast Foam, 1 1/2 doz.-----	1 35	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Kraft Stripe-----	09 1/2	Golden Rod, 24-----	4 25	Gold Dust, 12 large-----	1 80	TABLE SAUCES		YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		YEAST CAKE		La France Laun, 4 dz.-----	3 65	Old Dutch Clean, 4 dz.-----	3 90	Lee & Perrin, large-----	5 75	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Magie, 3 doz.-----	2 70	Octagon, 96s-----	3 90	Rinso, 40s-----	4 80	Lee & Perrin, small-----	3 85	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Sunlight, 3 doz.-----	2 70	Rinso, 24s-----	4 80	Spotless Cleanser, 48,-----	3 85	Pepper-----	9 40	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Sunlight, 1 1/2 doz.-----	1 35	Spotless Cleanser, 48,-----	3 85	Sani Flush, 1 doz.-----	2 25	Royal Mint-----	3 75	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Yeast Foam, 3 doz.-----	2 70	Sani Flush, 1 doz.-----	2 25	Sapolio, 3 doz.-----	7 20	Tobasco, small-----	3 75	YEAST-COMPRESSED	
WILSON & CO.'S BRANDS		Yeast Foam, 1 1/2 doz.-----	1 35	Speedee, 3 doz.-----	2 10	Sunbrite, 50s-----	2 10	Sho You, 9 oz., doz.-----	2 60	YEAST-COMPRESSED	

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.

One Hundred Days Will Tell

The quickest way to make purchasing power is to put cash in the public's purse. That's the only solution to the National Recovery Act. Money, money, money in every state, city, town and village will turn the tide. If the American business man continues to be as stubborn as a stable of mules in this crisis, the new deal by the President will be tipped over because of a raw deal by all the forces of blundering, banking and business.

In 100 days our President did more for recovery than any single man has done in all economic history in that space of time. We have 100 days—September, October and November—to do our part.

We have been exceedingly fortunate in these mid-Summer days of thinking constructively and even though the Summer has been torrid, it has been one of the greatest mental work periods in American business life. Many a business man has put in solid weeks of hard mental effort at a time when he would have much preferred to have taken a vacation. But this thing had to be thought out by the sweat of the brow and we can truly say that the new deal will be carried on because the partnership with Government is a real and practical thing.

Edwin Hahn of the William Hahn Company, Washington, D. C., has said "I signed the President's agreement not for patriotic or humanitarian reasons but from self interest. If our people haven't money, they can't buy. If they can't buy, we can't manufacture. If we don't make goods, we can't pay wages and salaries. Without wages and salaries there will be no sales. This vicious circle must be broken somewhere or the depression will go on and on. Where can it be broken? There is only one place in that cycle where a start can be made and that is for industry and business—all of it—to start the wheels by employing people who are unemployed, by virtually advancing them money until it is repaid through the sales process which will inevitably come when people have money with which to buy.

"I believe that only by investing in added wages and salaries for a period of time, until a reservoir of purchasing power is accumulated, will business in general revive and my business have a chance for improvement. I have signed because I believe most other business men will sign and, like myself, for selfish reasons. Acting together, none of us will suffer, because as the President has said, 'the relative level of competitive cost will advance by the same amount for all.' This I call enlightened selfishness."

The period of 100 days—September, October and November—is right before us. In that period we will discover that costs will soar. Purchasing power must be pushed up to absorb not only the costs of goods but the distributive costs as well.

The goods made during the past four months must be moved. Higher prices are inevitable. Shoe prices at retail will rise gradually for many a merchant is sharing with his public some of the advantages he gained by ordering from manufacturers who had leather and supplies at favorable prices. The public in like fashion has not as yet received the full benefit of stimulated purchasing power in wage envelope increases so the public is forced to go a bit slowly for it is not yet ready to pay the full price as its part in national recovery.

But before long the full force of the price-rises will hit the public and it is hoped that the new wage levels will balance the new retail price levels.

The supreme importance of this 100 days period is something that every merchant should seriously consider. September, October and November represent very optimistic months if viewed from the angle of human behavior. It is the three months period that follows—that is really the crucial period in this entire experiment of national recovery for it is in the months of December, January and February that shelter, warmth and health are of prime consideration to every man, woman and child in America. Homes must have fuel, workers must have food and all mankind must be properly clothed to withstand the elements at that time of the year.

But let us go back to September, October and November and emphasize again that in these months the public is really working with you and for you. The public is interested in fashion goods, in color, in style. In this period millions return to school; more millions are eager to work with a vim and vigor that is lacking at other times in the year.

If the merchant can do a supreme job of balancing his sales with wage encouragement to his own employees, he is contributing a big part to national recovery. If the codes are signed and become workable then millions now idle will be re-employed. We ask of our industry in all its branches supreme effort in these 100 days.—Boot and Shoe Recorder.

Proceedings of the Grand Rapids Bankruptcy Court

(Continued from page 11)

C. F. Peterson, G R	6.60
Gast Motor Sales Co., G R	169.50
Personal Finance Co., G R	134.50
August 11, 1933. On this day the schedules, reference and adjudication in the matter of Clare A. Noffsinger, bankrupt No. 5372, were received. The bankrupt is a mechanic of Grand Rapids, Mich. The schedules show total assets of \$100, (all of which are claimed exempt), and total liabilities of \$610.00, listing the following creditors:	
W. A. Bellamy, G R	6.00
Ernest Bush, G R	6.00
Carlson & Trofact, Kent City	5.00
Clark's Dairy, G R	7.00
Harrison Park Dairy, G R	6.00
Kent City Farm Bureau, Kent City	28.00
Liberal Clothing Co., G R	40.00
H. E. Loomis, Inc., G R	10.00
Floyd Mayoerft, G R	65.00
J. Mieras, G R	22.00
Dr. H. L. Miller, Kent City	10.00
Joe Montgomery, Kent City	125.00
National Clothing Co., G R	15.00
James Noffsinger, G R	10.00
Chas. Olson, Ensley Center	3.00
Victor Peterson, Kent City	5.00
Lloyd Perry, G R	60.00
Prange Clothing Co., G R	54.00
Dr. H. J. Pyle, G R	4.00
Lydia Renwick, G R	18.00
Riverside Fuel Co., G R	7.00
Saur & Sons, Kent City	11.00
Joe Soboleski, G R	25.00
H. F. Solomonson, Howard City	20.00
Stryker Motor Sales, Kent City	28.00

Taylor & Billman, G R 14.00
Clyde Towns, Cedar Springs 5.00
In the Matter of Murray Franklin Anderson, Bankruptcy No. 5351. The first meeting of creditors has been called for August 29, 1933, at 2 P. M.

In the Matter of Frank Hart, Bankrupt No. 5371. The first meeting of creditors has been called for August 29, 1933, at 11 A. M.

In the Matter of Einar H. Johnson, Bankrupt No. 5366. The first meeting of creditors has been called for August 29, 1933, at 10 A. M.

In the Matter of John E. Petersen, doing business as The Danish Bakery, Bankrupt No. 5369. The first meeting of creditors has been called for August 28, 1933 at 2 P. M.

In the Matter of John W. McCoullough, Bankrupt No. 5354. The first meeting of creditors has been called for August 28, 1933, at 11 A. M.

In the Matter of Hesse's Inc., Bankrupt No. 5364. The first meeting of creditors has been called for August 28, 1933, at 10 A. M.

August 14, 1933. On this day the Order of Reference, and Adjudication in the matter of D. Stern, doing business as D. Stern & Company, bankrupt No. 5360, were received. The bankrupt is located at Allegan, Michigan. This is an involuntary case, and the schedules have been ordered filed; upon receipt of same, the assets and liabilities will be made known.

August 14, 1933. On this day the Schedules, reference and adjudication in the matter of Raymond Beckwith, bankrupt No. 5374, were received. The bankrupt is a furniture designer of Grand Rapids, Michigan. The schedules show total assets of \$506.55 (of which \$180 is claimed exempt), and total liabilities of \$3,905.81, listing the following creditors:

City, state and county taxes \$ 246.58
G R Realty Co., G R 950.52
Sterling Furniture Co., G R 11.25
American Home Security Bank, G R 452.50

Edgar Bloomquist, Barryton, Mich. 621.44

Edgar Bloomquist, Barryton, Mich. 45.00

Miss Alice Scott, G R 1,263.52

Clarence Young, G R 113.00

Barendse & DeWeerd, Holland 85.00

The Mich. Trust Co., G R 117.00

In the Matter of Aulsbrook-Jones-Grobhiser Corporation, Bankrupt No. 5321.

The sale of assets has been called for August 28, 1933, at 2 P. M. at the premises formerly occupied by the Bankrupt at Sturgis, Michigan. The property for sale consists of office furniture and fixtures; lumber; veneer; mirrors; hardware and supplies machinery and equipment, coal and real and buildings all appraised for \$82,864.69. All interested in such sale should be present at the date and time above stated. The trustee is Mr. James G. VanHorn, of Sturgis, Michigan.

August 16. We have today received the Schedules, Reference and Adjudication in the matter of Herbert Benjamin Montague, Bankrupt No. 5375. The bankrupt is a resident of Grand Rapids, Michigan and his occupation is that of a salesman. The Schedule shows assets of \$30.00 with liabilities of \$20,770.67. The list of creditors are as follows:

City of Grand Rapids, taxes	\$ 157.16
Benjamins, Inc., G R	100.00
Becker Auto Co., G R	226.00
New Process Co., Warren, Pa.	7.05
F. M. Utley, G R	53.45
Hermitage Battery Shop, G R	11.95
W. G. Campbell Elec Co., G R	21.00
Dr. E. P. Billings, G R	110.30
Weiss & Weiss, G R	465.00
R. H. Haslett, Jackson	1,407.64
L. A. Irion, Detroit	3,599.25
H. Montague Estate, Cadillac	6,425.00
J. Kos Co., G R	419.25
James Cox Co., G R	14.38
Freyling & Mendels, G R	268.22
Heat Equip Corp, G R	16.50

Dr. W. A. Stander, G R	232.50
Blodgett Hospital, G R	14.35
Dr. L. D. Bumpus, G R	25.00
Dr. F. M. Kalber, N Y	25.00
Dr. J. C. Simons, G R	18.00
Dr. W. H. Veenboer, G R	18.00
Dr. J. C. Simons, G R	18.00
W. W. H. Veenboer, G R	18.00
Dr. Alden Williams, G R	12.00
Knee Heating Co., G R	203.83
Pulte Plb. Co., G R	10.31
F. C. Matthews & Co. G R	39.18
Baker's Inc., G R	5.00
A. Oosdyke, G R	2.65
Waddell & Hurt, G R	70.00
Mary J. Field Co., G R	46.17
Vancloirs, G R	68.07
Vander Sys & Co, G R	69.00
Standard Oil Co., G R	70.00
Sun Oil Co, G R	98.34
Porter Shop, G R	226.10
American Metal Weather Strip Co, G R	191.90
Cherry Meat Market, G R	110.06
Otter, Inc, G R	20.00
J. H. Brondyke, G R	3.25
Mantilla Shop, Detroit	100.50
Kuennen & Henderson, G R	24.55
Julia Marsh Shop, G R	379.05
Bon Marche, G R	48.60
Jacobs Linen Store, G R	32.02
Paul Steketee & Sons, G R	35.00
G R Creamery Co, G R	33.54
Economy Dye House, G R	284.55
J. L. Hudson Co, Detroit	430.85
G J Hekman, G R	6.83
E H Ward & Co, Lansing	114.00
Frank E Ashton, G R	100.00
The Linnen Store, Inc, Chicago	189.00
Herpolsheimer Co, G R	18.88
Sinclair Refining Co, Chicago	152.63
Pastoor Bros, G R	68.24
Yagers Bootery, G R	97.30
Carl Orwant, G R	9.97
Friedman Spring Dry Goods Co, G R	56.00
Klingman Furn. Co, G R	120.90
L C M Reed, Inc, N Y	117.69
Estate of Thos A Lawler, Lansing	244.75
Chester Nichols, Minneapolis	200.00
Felix Jacksonski, G R	525.00
Wm Kolkman, G R	34.05
Dr. W M Campbell, G R	110.00
Wallinwood Farms, Jenison	34.93
Chas Trankla & Co, G R	6.49
Queen City Floral Co, Traverse City	11.25
Alexander Film Co, Colorado Springs	20.60
Mrs. M R Bills, Lansing	100.00
Alfred J Ruby, Detroit	19.39
Herald Pub Co, G R	8.00
East End Creamery, G R	4.50
G R Gas Light, G R	15.70
American Writing Machine Co., Milwaukee	30.00
Victor Rice, Chicago	25.00
Chandler B Beach, Chicago	100.00
W C Leggett, Jackson	1,140.00
Geo H Phelps, Detroit	489.35
Chas H Laetence, Lansing	350.00

In the Matter of Harry Hyman, doing business as Hyman Furniture Co., Bankrupt No. 5028, final meeting of creditors was held under date of July 18, 1933. Fred G. Stanley, attorney, was present by James Stanley, M. N. Kennedy, trustee, present. Bankrupt present in person. Certain creditors present by Charles Farrell, attorney. Trustee's final report and account as corrected was approved and allowed. Certain attorneys' bills were approved and allowed. Balance of bills, notes and accounts receivable were sold to H. J. Friedman for the sum of \$225.00. Trustee's right, title and interest in certain real estate was sold. An order was made for the payment of expenses of administration, preferred claims and a first and final dividend of 12.15%. No objection to discharge. Final meeting then adjourned without date. Files will be returned to U. S. District Court.

Aug. 16. We have today received the schedules, reference and adjudication in the Matter of Albert Van Dyke, Bank-

Positive protection
plus profitable investment
is the policy of the

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

rupt No. 5376. The bankrupt is a resident of Grand Rapids, Michigan, and his occupation is that of a railroad agent. The schedule shows assets of \$1,720.00 with liabilities of \$732.42. The court has written for funds and upon receipt of same the first meeting of creditors will be called and note of same made herein. The list of creditors are as follows:

City Treasurer, G. R. taxes.....\$ 33.87
Walcath Realty Co., G. R..... 225.00
Paul Gillissee, John Gillissee and
Glen Falls Indemnity Co., G. R..... 248.55

In the Matter of Hesse's Inc., bankrupt No. 5364. The sale of assets has been called for August 29, 1933, at 2 P. M. at the premises formerly occupied by the bankrupt at No. 56 Division Ave. N., Grand Rapids, Michigan. The stock for sale consists of draperies, etc. floor coverings, furniture, store fixtures, office equipment, shop equipment and automobile, all appraised at \$1,996.35. All interested in such sale should be present at the date and time above stated.

In the Matter of Aulsbrook-Jones-Grobhiser Corporation, Bankrupt No. 5321, first meeting of creditors was held August 9, 1933. Bankrupt present by Martin J. Bostetter, Secretary, and represented by Raymond H. Dresser, Attorney. Certain creditors present in person and represented by W. B. Hile, E. M. Britton and Warren, Hill, Hambley, Essery & Lewis, Attorneys. Martin J. Bostetter sworn and examined before reporter. James G. Van Horn of Sturgis, Michigan, elected trustee bond \$25,000.00. Claims filed only. Meeting adjourned without date.

In the Matter of Fred H. Salisbury, bankrupt No. 5101. The final meeting of creditors has been called for September 6, 1933, at 2 P. M. The trustee's final report will be approved at such meeting. There may be a small dividend for creditors.

In the Matter of Johnson Candy Company, Bankrupt No. 5141. The final meeting of creditors has been called for September 6, 1933, at 11 A. M. The trustee's final report will be approved at such meeting. There may be a small dividend for creditors.

In the Matter of Holleman-Kole Auto Company, Bankrupt No. 5147. The final meeting of creditors has been called for September 6, 1933, at 11 A. M. The trustee's final report will be approved at such meeting. There may be a small dividend for creditors.

In the Matter of General Freezer Corp., Bankrupt No. 5140. The final meeting of creditors has been called for September 6, 1933, at 10 A. M. There will be no dividend for creditors.

In the Matter of Albin J. Larson, bankrupt No. 5128. The final meeting of creditors has been called for September 6, 1933, at 10 A. M. The trustee's final report will be approved at such meeting. There may be a small first and final dividend for creditors.

August 18, 1933. On this day the schedules, reference and adjudication in the Matter of Olive Brittain, bankrupt No. 5378, were received. The bankrupt is a saleslady of Grand Rapids, Michigan. The schedules show total assets of \$550.00 (all of which are claimed exempt), and total liabilities of \$8,319.67, listing the following creditors:

City of G. R.....\$ 159.43
State and County Taxes, G. R..... 172.28
Commonwealth Loan Co., G. R..... 125.00
Ruth M. Sowden, G. R..... 4,188.07
Chris Kaechele and Hannah M.

Kaechele, G. R..... 3,629.89
Herpolsheimer Company, G. R..... 35.00
Dr. Farnoff, G. R..... 10.00

August 18, 1933. On this day the schedules, reference and adjudication in the Matter of Lawrence Mitchels, bankrupt No. 5379, were received. The bankrupt is a fireman of Grand Rapids, Michigan. The schedules show total liabilities of \$8,605.07, and no assets, listing the following creditors:

City of G. R.....\$ 159.43
State and County taxes, G. R..... 172.28
Young & Chaffee Furn. Co, G. R..... 95.75
Jordan & Jordan, G. R..... 82.50
Ruth M. Dowden, G. R..... 4,188.07
Chris Kaechele & Hannah M.

Kaechele, G. R..... 3,629.89
William C. Dowden, G. R..... 50.00
Drs. Grant & Huizenga, G. R..... 23.50
Wurzburger's, G. R..... 4.65
Arthur Allen, Belding..... 24.00
Union Bank of Michigan, G. R..... 175.00

August 18, 1933. On this day the schedules, reference and adjudication in the Matter of Frank E. Shattuck, bankrupt No. 5380, were received. The bankrupt is an insurance solicitor of Sand Lake Michigan. The schedules show total assets of \$4,732.02, and total liabilities of \$19,962.95, listing the following creditors: County Treasurer of Luce County \$266.72 County Treasurer of Kent County 284.94 Hackley Union National Bank, Muskegon 600.00 Wallace L. Luce, Sand Lake 280.75 Dennis Davis, Sand Lake 15,000.00 G. R. National Bank 351.75 St. Mary's Church, Sand Lake 3,178.79

With all its draw backs life is still a splendid adventure.

OUT AROUND

(Continued from page 9)

in Grand Rapids fifty-six years and I think the Berlin fair was an annual event way back in 1883. Since then, if I remember rightly, the people of Coopersville started a fair there which they were unable to keep up. The Berlin fair, like Tennyson's brook, apparently goes on forever.

E. A. Stowe.

Independent Grocer Asks Gen. Johnson a Question

(Continued from page 12)

my clerical force would be absolutely imperative. From Monday to Friday, inclusive, an average of 28 per cent. of each day's business is transacted after 6 p. m. On Sundays, 15 per cent. of the weekly business passes through my store. I readily grant that if all stores closed at 6 p. m. I would not lose all of this business as people would naturally plan on purchasing before that hour and I would get my share of it, but it must also be understood that a goodly portion of this evening and Sunday trade would not reach any store.

I have agreed to increase my payroll \$45 per week. This agreement is with the President of the United States. I am ready to pay that increase—and to pay it with a smile. This increase will amount to within a few cents of \$2,400 per annum for one store. There are approximately 3,500 independent groceries in the city of Detroit and if this same ratio of increase should apply to only one-half of them their pay rolls would be increased by \$4,200,000. And a lot of unfortunates could be taken off the Welfare with that sum.

On the other hand, if the chiseler and cheaters are successful in forcing all groceries to operate on a sixty-three hour weekly basis this potential payroll increase of \$4,200,000 will be entirely wiped out and there will be an additional loss of \$87,500 per annum. In other words, to attain their own selfish ends these private interests appear to be perfectly willing and anxious to defeat the intent and purpose of N. I. R. A., through one industry in one city to the extent of \$4,287,500. And the same lot of unfortunates can remain on the Welfare as long as the taxpayers can find enough money to pay their taxes.

Patriotism? God save the word!

Bud Sanders,
Independent Grocer.*

*And proud of it.

Michigan Retail Dry Goods Association

(Continued from page 3)

unjust, coming at a time when the merchants are trying to readjust themselves to changing business conditions brought about by the N. R. A. This motion was supported and carried unanimously.

Mr. Pitkethly showed a plan being carried out in Flint for an extensive three-day sale in accordance with the Government's "Buy Now Campaign" advised by Gen. Johnson. "Save by Spending Now." Special banners and window cards. Special flag display. Proclamation by mayor. Telegram to Johnson asking for his well wishes and

co-operation. Try to get telephone company to telephone to customers previous to sale. Broadcasting car visiting urban territory. Three-minute announcement on picture screens. Unlimited parking on streets, etc. This plan can be obtained by writing to this office or to Mr. Pitkethly.

Mr. Brink, as chairman, offered the following resolution which, after discussion, was unanimously approved:

Whereas—As members of the Michigan State Retail Dry Goods Association, in convention assembled, we are in hearty accord and sympathy with President Roosevelt's program for industrial recovery and intend to lend it the fullest support and co-operation; therefore, be it

Resolved—That we can best co-operate with the administration by placing retail dry goods stores on a forty-eight hour work week plan, this being in our judgment for the best interests of employes and employers and best adapted for the success of the recovery program, also this being consistent with the Michigan statutes relating to the employment of labor.

Furthermore, for other reasons, that industrial hours are different than retail hours, the work is laid out by the public subject to weather and external conditions.

Comments by the Manager

Our directors' meeting was a very interesting affair, well attended by earnest and progressive men. Mr. Pitkethly revealed his ability as a President and a leader in a remarkable way. All gave strict attention to his comments and advice. We were sorry that several of our officers were unable to attend.

The fall meetings mentioned in the report of the meeting will be high-pressure affairs. Every member should make careful note of each and every place and date of meeting and be there. Don't expect Mr. Pitkethly to put in all of his valuable time. Other able officers of the Association will be called upon to preside.

Mr. Hoag, from the J. R. Jones Sons & Co., of Kalamazoo, was very complimentary in his comments regarding the settlement made by our Grand Rapids Merchants Mutual Fire Insurance Co. with his company.

This gave your manager the chance to say that our company always aims to be the first to settle and, since we have separated and selected risks, we can make settlement without finding it necessary to question the integrity of the policy-holder who has suffered a loss. We know them personally and a prompt settlement is easy.

Mr. DeHoog is a very capable and satisfactory insurance man. Write to him for insurance. Many merchants will in the near future want to have their stocks more fully covered.

Our heart was gladdened very much by the complimentary words we received at the Directors' Meeting regarding the sending out of bulletins and letters of explanation and description during the past few weeks. We will probably be able to send a copy of the cotton inventory, record and return with our next bulletin, if per-

chance we do not receive copies to be included with this bulletin.

A motion was passed extending the sympathy of the members of the Michigan Retail Dry Goods Association to Mr. Trompen during his present illness and expressing their wishes for his speedy and permanent recovery.

We are pleased to give in this bulletin a list of new members recently secured. Some of these come through the efforts of A. K. Frandsen, who is on the road now in the interest of our Association membership. We urge our members when they attend the meetings this fall to bring along neighbors who should be members. Don't forget this, as a well satisfied member can do more to add to our membership than the combined efforts of Mr. Hammond and Mr. Frandsen.

L. S. Shuller, Rochester.

C. VandenBosch, Stein & Griswold Co., Allegan.

George Horan, Grange Store, Allegan.

A. A. Spoelstra, 750 Franklin St., Grand Rapids.

B. M. Barber, 1210 Portage St., Kalamazoo.

J. M. Karbal, J. M. Karbal Co., Utica.

David DeBruyn, DeBruyn Co., Inc., Zeeland.

A. W. Preap, Preap Dep't. Store, Wayland.

H. B. Williams, Williams Store, Tekonsha.

Hugh Evans, Economy Store, Three Rivers.

K. C. Klute, Three Oaks Dep't. Store, Three Oaks.

D. L. Boardman, D. L. Boardman Co., Buchanan.

B. H. Livingston, B. H. Livingston Co., Niles.

J. C. Fuller, Evans Co., Buchanan.

Harry Grossman, Chase Merc. Co., Pontiac.

Chas. J. Hutzler, Chas. J. Hutzler Shops, Ann Arbor.

H. J. Vanderveen, 2151 S. Division St., Grand Rapids.

M. Fein, The Daylight Store, Holly.

In August, 1920, we called upon W. J. Carl, prominent business man and department store manager in Muskegon Heights. It took little effort to secure him as a member of the Michigan Retail Dry Goods Association and he received his happy greeting and handshake.

The Detroit, Grand Rapids and Muskegon papers gave splendid accounts of his life and business career in Howell and Muskegon. We will regret that we will not see him again in his accustomed place. His death occurred at the Hackley Hospital in Muskegon on Tuesday, August 8. The funeral was attended by a large concourse of people which indicated the high esteem in which he was held by his neighbors. The Michigan Retail Dry Goods Association extends sympathy to his wife and son.

Jason E. Hammond.

Mgr. Mich. Retail Dry Goods Assn.

These days it isn't so much the fellow who won't pay as the fellow who can't pay.

The National Bank of Grand Rapids

In Partnership With The UNITED STATES GOVERNMENT

- THE NATIONAL BANK OF GRAND RAPIDS has received its charter from the United States Government.

All common stock is owned by residents of or institutions doing business in this community.

The preferred stock is owned by the Reconstruction Finance Corporation—an agency of the United States Government.

Its assets consist of the following:

CASH	- - - - -	\$5,496,744.54
Bonds	- - - - -	\$ 564,214.89
Loans	- - - - -	\$1,217,844.48
Stock in Federal Reserve Bank	- -	\$ 30,000.00

All loans have been approved by the Department of the Comptroller of the Currency.

All bonds are carried at their present market value.

It has no liabilities except to its depositors.

The deposits are \$6,308,803.91.

Capital and Surplus \$1,000,000

The National Bank of Grand Rapids

Managed and Directed by Grand Rapids Citizens

HOLLIS S. BAKER, President Baker Furniture Factories
MELVILLE R. BISSELL, Jr., President Bissell Carpet Sweeper Co.
JOSEPH H. BREWER, President The National Bank of Grand Rapids
DAVID H. BROWN, President Century Furniture Co.
WALLACE E. BROWN, President Grand Rapids Varnish Co.
THERON H. GOODSPEED, President Citizens Industrial Bank

WILLIAM A. HYLAND, Surgeon
EARLE S. IRWIN, President Irwin Seating Co.
LEWIS A. JARVIS, President W. B. Jarvis Co.
ALBERT B. KLISE, President Blackmer Pump Co.
BOYCE K. MUIR, President Muir Co.
ARTHUR E. WELLS, Vice-Pres.-Cashier The Natl. Bk. of Grand Rapids

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.

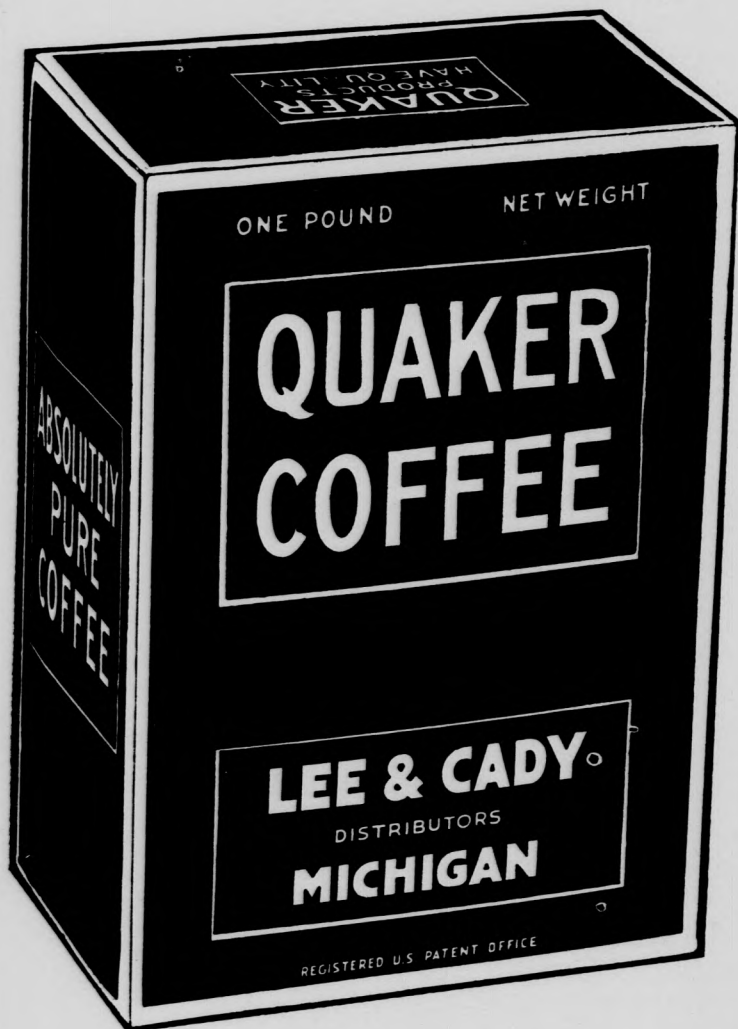
This is the strongest indictment ever presented against the chain store—an indictment which precludes the possibility of a defense, because there can be no defense to a charge of this kind, based on the logic of events.

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.

Quaker Coffee



In the New Attractive Cellophane
Wrapped Carton.

The Same High Grade Uniform
Quality — Lower Cost

Tremendous Increased Sales is Positive
Evidence That QUAKER COFFEE
Pleases the Consumer.

LEE & CADY

MORE TIME for Selling!

Standard Brands modern merchandising plan ensures not only frequent deliveries, but adequate fresh stocks with small investment, and quick turnover. It also gives you more time for selling by freeing you from many of the details usually connected with buying.



Get behind Standard Brands products and enjoy all these profit-making advantages.

STANDARD BRANDS INCORPORATED

• Insure the Mutual Way

WE OFFER TO
YOU THROUGH
THE MILL MUTUALS AGENCY
*... a share of
mutual savings*

THE LARGEST
MUTUAL INSURANCE AGENCY
IN MICHIGAN
LANSING •
DETROIT •
GRAND RAPIDS