

YOUR PLACE

Is your place a small place?
Tend it with care;
He set you there.

Is your place a large place?
Guard it with care;
He set you there.

Whate'er your place,
It is not yours alone, but His
Who set you there.

John Oxenham



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LEE & CADY

MICHIGAN TRADESMAN

Fifty-second Year

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 19, 1934

Number 2661

MICHIGAN TRADESMAN E. A. Stowe, Editor

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DEVOTED TO the best interests of business men.

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Live Towns on Both Sides of the Straits

Gwinn is located on M 35 and was laid out as an ideal mining town by the Cleveland Cliffs Mining Co. At one time there were 2,500 people, but with the slowing up of mining operations, the population is now about half the former number. The town site was quite level and covered with small pine and spruce trees. Many of these were saved, outside of streets and building sites. The brick business blocks, bank and hotel are of substantial construction, as well as the city hall. There is a fine wooded park and near it a large high school. There is a large department store well stocked with high grade merchandise. G. A. Peterson carries a big stock of groceries, also conducts the Hiawatha Gardens, in connection with his store. His place is finished in black walnut and would be a credit to any of the larger cities. The iron mines here, as elsewhere, are on the two days a week schedule, which it is hoped will be increased after the November election.

Rock is a neat little village, also on M 35 in the North part of Delta county. It is the trading center of a good farming section, and many forest products, such as logs, poles, and fence posts are marketed. Among the leading merchants are Larson Brothers, who have a large stock of general merchandise. Here is located the main store and office of the Rock Co-Operative Co. It also has stores at Chatham, Eben, Ishpeming and Gladstone. The general manager is Otto Ronkonen, who is responsible for much of the success of this organization. Besides dealing in general merchandise, farm and forest products are bought and shipped. The firm is now enlarging its store and offices and when completed, it will have all modern appliances.

Escanaba is a fine city of 13,000 population, and one of the greatest trade centers in the upper peninsula. Here are located the large railway shops of the C. & N. W., also three large ore docks, this being the port of shipment of ore from Ironwood, Iron Mountain, Crystal Falls and other points. For many years this was a center of large lumbering operations and millions of feet were shipped from here by both water and rail. The city extends along the shore of the bay for two to three miles and the main business district is of unusual length, and contains many fine business blocks, banks and hotel. The merchants here report trade a little better than a year ago, but find money very close and collections slow. It was shown by a careful survey that at least one-half of the trade here goes to the big chain store corporations. I was told that when the first of the big chain stores came here, the local Chamber of Commerce made them welcome believing it would draw more trade to the city and all would profit by it. Since that time it has been found that these big monopolies are a damage instead of a benefit, as every dollar of profit they make here is sent away to the financial centers. This is not the first city to make this mistake. The constant drain upon this city of half or more of the profits on trade, makes it a hardship for the home merchants. It starts a price cutting that demoralizes trade and turns business into commercial warfare. What is needed here is an active organization of the home merchants, which should cultivate a friendly spirit of co-operation and good will. It is bad enough to have the greedy chain stores taking over half of the business here, but when home merchants do not stand together and keep prices where a living profit is possible, it makes it just that much worse. This is not the only city having this difficulty; it prevails in many others. Lack of organization is the principal cause. There is no hope for a return of prosperity as long as these gigantic monopolies are permitted to prey upon towns and cities throughout the nation. No town, city or state can survive if it is constantly being bled of the profits upon trade. It makes the state poor as well as the Nation. Our statesmen understood this when they passed the anti-trust law in 1890. They said if we did not have a law to stop greedy wealth that it would injure and kill small business. This act of congress is yet law, but big business has been able to prevent its enforcement. The Tradesman recently sent in a great petition to President Roosevelt, signed by hundreds of Michigan merchants, urging him to enforce this law, which he promised to do, shortly after his

inauguration. There are indications that the government begins to realize the injustice of greedy wealth and that action will soon begin to break the grip of monopoly and liberate business from the blight it suffers.

Gladstone is a neat little city built in the days when lumber mills were busy harvesting the great timber crop. A large mill here is yet in active operation. Henry Ford has bought large tracts of land here, which at the time started a boom in property and rent values. One merchant told how his landlord doubled his rent and he had to move, so he built a store of his own. The boom did not long survive. Merchants here report trade better, but money close. Among the new merchants are Fred R. Ames and Herman Wendall, both having fine stocks of foods. Micks Bros. and Carl B. Hanson carry excellent stocks of groceries and meats. The National chain stores are here, as everywhere, to take away the profits on trade. Some day their racket is coming to an end, as the people get their eyes open.

Manistique is an active little city of 5,000 population, and is the county seat of Schoolcraft county. Here is located a large paper plant owned by the Minneapolis Tribune. Formerly there were several large lumber mills, also blast furnaces. Near here are large limestone quarries. This city is acquiring increased fame among tourists, owing to the tireless efforts of John I. Bellaire, a local business man, who has expended much time and money in advertising the wonders of the great spring, Kitchi-ti-ki-pi, which is located a few miles North and West of here. The fame of this wonderful flowing spring was known to many tribes of Indians a century ago, even by tribes in New Mexico. The lands on which this wonder spring is located belonged to the Book-Palms estate, of Detroit. Recently this large tract was transferred to the state, and it is being improved and provided with public conveniences for visiting tourists. This season over 34,000 have registered. Through the efforts of Mr. Bellaire, maps and photographs were displayed at the Chicago world fair, which will greatly spread the fame of this gem of the Northland. Mr. Bellaire is an authority on indianology, also his collaborator, Johann G. R. Baner, of Ironwood. Together they are authors of Indian lore and mythology, which has been placed in attractive volumes. These works are receiving the endorsement and praise of leading authorities on these subjects, many letters of commendation coming from foreign countries. Should any readers have the opportunity to visit Manistique, they should meet Mr. Bellaire, who will give them a warm welcome and fur-

ther particulars that will make their visit worth while. The merchants here report business much better than last year, but complain of the scarcity of money. Among the leading food dealers are J. H. Van Dyck, H. Norton & Co., August Carlson, W. L. Middlebrook, Adam Heinz and J. B. Greene. All have up-to-date stores and complete stocks. That is why only one of the National chain food stores here located here, as these merchants are awake with the best in quality and service. D. A. Yalomstein, mgr. The Peoples department store, has a fine display of clothing, hats and shoes, also dry goods and ready-to-wear for women and children. A business survey shows that one-half of the volume of trade centering here goes to the outside chain stores. With the large and varied stocks carried here by the home merchants, they should have the support of local citizens and farmers. Civic leaders of the city should be aware that the profit on trade must remain here if prosperity is to return. The greedy chains never help in building a city. They have no interest here but to get every dollar possible, and after paying bare operating expenses, send away every dollar of their profits. The local press and pulpits should spread enlightenment as to this drain upon the community. The cure for the depressed business situation rests largely with those, who, through their support prevent the return of good times.

Onaway has selected a good slogan, "When on your way, see Onaway." A large road sign on the highway, M 35, says this region is the sportsman's paradise for hunting and fishing. In its more active days it had 3,000 population, has now about half as much. Here were located several large lumber mills, also the large factory of Lobdell, Emery & Co., who employed as many as 1,400 people. The payroll here was once \$40,000 a month. This company manufactured auto steering wheels, also bicycle rims and did a great business until the plant was destroyed by fire several years ago. Then the firm located in Alma, and many of the workmen went with them, all of which was a hard blow. However, in spite of this, the town had the right kind of business men and it is gradually improving, with agriculture as its background. Added to this is the work led by Wm. B. Gregg, local business man, who is a member of the State Tourists Resort Association. He has assembled a great collection of photos of beauty spots throughout this region, also keeps a register of the names of visiting tourists and travelers, to whom advertising can be mailed. Mr. Gregg has long been a most interesting contributor

(Continued on page 23)

GONE TO HIS REWARD

Col. D. N. Foster, Foremost Citizen of Fort Wayne.

(Col. Foster came home ill as the result of too much exertion in the annual reunion of the G.A.R. at Rochester. He took to his bed and quietly passed into the hereafter late Thursday evening. The funeral was held Saturday afternoon.)

"There is a tide in the affairs of men, which, taken at the flood, leads on to fortune." The workings of destiny in its relation to the affairs of mankind form one of the most interesting and useful themes to which the human mind can give consideration. Many a man early in life has chosen a fixed purpose for his career and has been able by force of will power to mold his future life according to the set plan which he had formulated at the outset. The biographer who is in the habit of moralizing—and the study of other people's lives has little other than an exemplary value—is apt to over-exaggerate these instances of consistency in the following out of a predetermined course to a successful end.

In those days when life was a much simpler thing than it now is, when the avenues of human industry had not ramified into the innumerable cross-roads and bypaths which now exist, it was comparatively an easy matter for the boy or young man on the threshold of life to choose his occupation and go through the apprenticeship necessary to fit him for it. With the increasing complexity of business, however, this has become increasingly difficult, and in the great voyage of life that mariner is not most successful who lays out for himself a rigid course at the beginning of the voyage and sails it by dead reckoning without regard to the obstacles which may interpose, but rather the one who has the adaptability to follow the line of least resistance and to so amend his plans from time to time that his efforts shall bring the greatest return to himself and be of the greatest use to the world of his fellow workers. These two last phrases mean practically the same thing because, with all the economic iniquities of society as at present constituted, in the long run the man who is of the greatest value to society generally is of the greatest value to himself, his dependents, his associates and his fellow citizens.

The present account is a brief review of the life of a man who started out on an adventure in quest of an opportunity to work and make a living with his own hands; who, after the humdrum of a long experience in the dry goods trade, became a student in the fine art of civic righteousness and public service, in which line he attained the past master's degree and became an authority of more than National reputation.

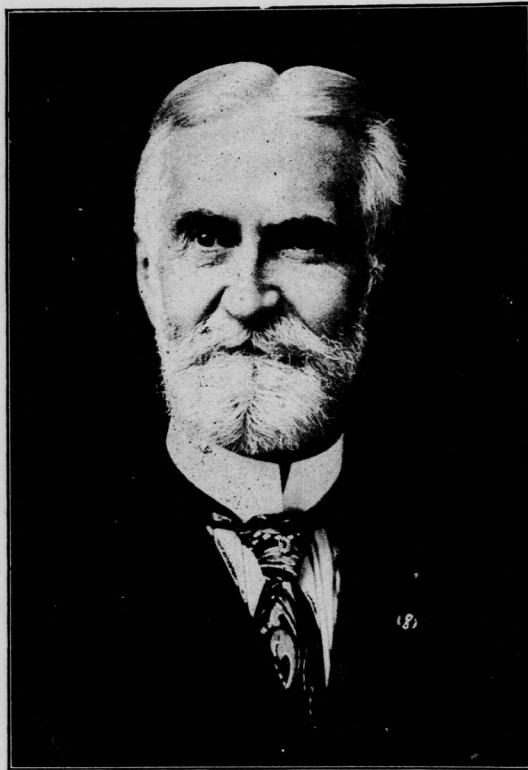
Naturally, he had his ups and downs, his opportunity to acquire experience by hard knocks and through periods of hard times; but the road eventually led upward into the sunlight of better things and larger opportunities for accomplishment.

Such are the skeleton facts in the career of a prominent captain of industry, and it remains to give the fuller information which shall clothe the skeleton with flesh and to attempt to endow it with a breathing, living personality—some little reflection of the man himself as he was known by those chosen intimates within the barrier of quiet, gentlemanly reserve inherited from a long line of American ancestry.

Colonel David Nathaniel Foster was born in Coldenham, Orange county, New York, April 24, 1841. His father was Dr. John Lyman Foster and his mother was Harriet Scott Foster. He was educated in the little red school-

In 1865 he established a second store on Eighth avenue, in New York City; in 1868 a third store at Fort Wayne, Indiana; in 1870 a fourth store at Terre Haute, Indiana, in 1871 a fifth store at Evansville, Indiana and in 1872 a sixth store at Grand Rapids.

In 1873 Colonel Foster sold his interest in the firm to his brothers and established the Saturday Evening Post, a literary journal and newspaper at Grand Rapids. It was an immediate success, attaining a large state wide circulation and was the recognized leader in the effort then being made in Michigan to enfranchise the women of the state.



The Late Col. David N. Foster

house at Coldenham until he was 14 years of age, when he left his father's farm and was given employment as bundle boy in the old established dry goods store of William E. Lawrence, in the city of New York. Later he became a clerk and at the age of 18 years, in conjunction with his brother, Scott, aged 21 years, organized the firm of Foster Brothers and opened a retail dry goods store in Bleeker street, New York City. In 1860 he sold his interest in the firm to his brother, John, and sought additional education at an academy at Montgomery, Orange county, New York. While thus engaged in 1861 the civil war broke out and he immediately enlisted in the Union army. Thus ended his efforts to secure an education in either schools or colleges.

In 1877 his brothers induced him to sell his paper and re-enter the firm because of the illness of his brother John who had had most immediate charge of the Western stores. Colonel Foster thus became a resident of Fort Wayne, where he had since resided and for forty-five years had been the president of the Foster Brothers Co., now in the seventy-fifth year since its organization.

Colonel Foster always was particularly active in the civic affairs of his community. In 1882 he secured the enactment by the legislature of Indiana of an act by which public libraries were placed under the direct control of the boards of school trustees and providing for the levying of a special tax for their support by the city council. It was the application of this law

which opened the way for the general establishment of public libraries throughout the state.

In 1890 he assisted in the organization of the Tri-State Loan and Trust Co., which has become one of the leading financial institutions in the state. He served as one of its officers or as a member of the executive committee of its board of directors throughout its entire history. He was one of the organizers of the Wayne Knitting Mills, which has grown to enormous proportions; of the Fort Wayne Land and Improvement Co.; of the Fort Wayne Hotel Co., which erected the Anthony Hotel; of the Fort Wayne Furniture Co.; of the Fort Wayne Morris Plan Banking Co.; of the Fort Wayne Stock Yards Co.; of the Fort Wayne Chamber of Commerce; of the Peoples Trust Co. of Muncie, Ind.; and the Fort Wayne and Lake Erie Belt Line Railway, of which he was president.

For forty years he was active in the management of the Hope Hospital; was one of the moving spirits in the erection of the Y. W. C. A. and Y. M. C. A. buildings; a director in the Pixley Relief Home and of the Allen County-Fort Wayne Historical Society.

In 1905 he was appointed upon Fort Wayne's first Board of Park Commissioners, became its president and served without salary for thirty years. His activity and zeal in that department caused him to become known as the "Father of the Fort Wayne Park System." In 1902 he, with his brother, Samuel M. Foster, donated Foster Park to the city. It lies along the bank of the St. Mary's river for a distance of four miles and is the largest of the city's parks.

In 1922, in consideration of Colonel Foster's nearly fifty years of civic service, the citizens of Fort Wayne by voluntary subscription did the unusual thing of erecting to him a monument while he was yet living. It is a full length heroic bronze portrait figure mounted on a granite base and stands in the Col. Swinney Park. Colonel Foster was 93 years of age, but was so well and active that he was facetiously termed "Fort Wayne's youngest citizen."

Col. Foster entered the Union army in April, 1861, as a private in Company A with the New York State Militia, one of three New York militia regiments that were sworn into the service, "For the war if not sooner discharged." Throughout his service he was made corporal, sergeant, second lieutenant, first lieutenant, and finally captain of his company. He was later compelled to resign his commission by reason of disability arising from wounds. He was the sole surviving member of his original company.

Always a friend of his old comrades in arms, Colonel Foster was in 1885 chosen Department Commander of the Indiana Grand Army of the Republic, and for many years was its senior living past commander. He helped to prepare and secure the enactment in the Indiana legislature of the act establishing the Indiana State Soldiers Home at Lafayette. He was a member

of the commission which selected the site, purchased the grounds and erected the buildings and served many years as one of its board of trustees. He was chairman of the Indiana Commission that erected the monument to Gen. Henry W. Lawton at Arlington cemetery.

Col. Foster was always active in the National Encampment of the Grand Army of the Republic and served for several years on its executive committee of the council of administration. Indiana often sought his consent to place him in nomination for commander-in-chief of the G. A. R., but he always refused because it would make necessary the giving up of much of the civic work in which he was deeply interested.

Col. Foster was a member of the Indiana Commandery of the Loyal Legion, having served as its commander. He believed in a reasonable preparedness for war on the part of the United States as the best guarantee against war, but did not believe his country to be so much of a weakling that it need fear membership in the world court or even the league of nations.

Col. Foster, while declining to accept public office, had always been an active Republican. In 1912 he was a delegate to the Chicago National convention which nominated Theodore Roosevelt for president and of the convention which that year nominated Senator Albert J. Beveridge for governor of Indiana. He was a member of the First Presbyterian church of Fort Wayne.

Col. Foster married Garetta Lambert Reger, Feb. 20, 1865, of New Germantown, N. J. She died in 1867. He married Arrietta Smedes Blauvelt, daughter of Rev. Dr. Blauvelt, of Lamington, New Jersey, in June, 1869. She died in 1875. He married Sara J. Pyne, of Hamilton, New York, Jan. 10, 1878. She died in 1912. He was the father of four children, as follows:

Frederick Reger Foster, died in 1897.

Albert Zabriskie Foster, died in 1888.

Pearl Foster Rahe, wife of Frank J. Rahe, at one time his business partner, now living in the East.

Florence Foster Hall, wife of Harvey Hall, Charleston, West Virginia.

Col. Foster's public career was so long, so varied and so resourceful that he outlived some of the fame of earlier achievements. The excess of praise which accompanies a startling deed of goodness simmered down to sufficiency and no more. He had seen his banners rise and fall and he had seen little defeats forgotten in the long count of triumphs.

Nature and circumstance accurately draw the life-lines of his portrait. His inner nature was one of warm kindness, fine analysis and an avid interest in everything that goes on around the average human being. His interests all but conflicted in variety and variation of scope. The problems of social welfare and economic betterment awoke in him an unusual source of keen sympathy.

He brought the highest possible effort and accomplishment to the service of humanity. By his life and char-

acter, as by his teaching and example, he helped raise the moral levels of the Nation. He was an honorable soul, clean, manly, brotherly, who knew no fear or compromise where the issues of truth and righteousness were at stake.

The life of Col. Foster was a happy life. During most of it he enjoyed excellent health. During all of it he was engaged in fruitful work. He gained personal recognition; he wielded enormous power; he performed a vast public service by the moderation and the sagacity with which he wielded that power. Thus he was a success in a very wide sense of the word. For he was a success not only in what he performed for society, but in what he performed for himself. He made for himself a continuously happy life.



Lines of Interest to Grand Rapids Council

Walked into Clint Furtney's drug store the other day, for a light, and bumped smack into some of the old timers who traveled when they were digging the hole for Lake Michigan.

John Maurits, the man who shoed half of Michigan in the old days, seemed to be about the smartest one of the gathering. John operates a grocery store at Wealthy and Eastern and avers that he can eat so long as the stock of groceries lasts. He came in to borrow a match. Art Borden, who has sold enough nails to build a fence around the world, came in to get a cleansing agent. Art is cleaning up in the insurance game and carried out some of Clint's 2 for 5 perfumed soap. Another of the gathering was Jay Massie. It is said that Jay discovered ways and means of raising cigars from a setting of cigars. That is doubtful, but we do know that he put Woodhouse on the map in Western Michigan. We can recall when Jay bought a new coal scuttle and set it on a roller skate and thought he had a car. He did have for that period, but now he knows he just had a means to beat the P.M. out of car fare. The only person lacking to make the gathering complete was Bill Hawker to yell "tickets." It would have been so reminiscent of by gone days that we all no doubt would have started "fishing" for our fare.

All the boys show a few more silver threads among the remaining tresses but their roundness hasn't lessened much and the old wim, vigor and vitality is still apparent. The old fighting fire still glints from their observing orbs and optimism is still their password. Don't know that we did Clint any harm nor did we do him any good excepting to let him in on an old fashioned visit and the secrets of the way business was done ante bellum.

An old maid went to have her picture taken, and the photographer noticed her tying a piece of rope around the bottom of her skirt.

"What's the idea of that?" he asked. "I can't take your picture that way."

"You can't fool me, young man," she replied. "I know you see me upside down in that camera."

Looks like some of our political friends are going to go house hunting in the near future, as apparently their present domiciles have been leased to other parties. It is rather discouraging and disconcerting to have to worry the balance of the winter about a job for spring. It would be a lot easier to feel secure during the ravages of winter and then lose the jobs when the sun begins to shine on both sides of the fence. Dame Politics has proved to be a fickle lady the past few years and it is rather a perilous undertaking when one woos the fickle lady for favor. She issues the invitation "to come up and see her some time" and when one arrives she flirtatiously announces that she already has company.

There! I always said those colored birds were not natural. It says on the cage, "Fresh Paint."

Our old friend Carl Mapes seems to be a hard owl to knock off the limb. There is such a procedure as electing a younger man, but not a wiser one in the ways of congress. He has been there so long that he has the respect and confidence of his colleagues and important committee assignments come to him unsolicited. The Council has found him ever ready to give assistance wherever possible and he performs the task assigned him with painstaking punctuality. In him the council has found a true friend. May his career be long and useful to his constituents.

After viewing the trenches and dug-outs on Bridge street we are wondering where the army now occupying the devastation will be at Xmas time. We are also wondering why in thearnation the city has not widened the street from four to six feet while the improvement is going on. Bridge street is a direct outlet to M 50 highway and a busy thoroughfare. With the new pavement it should be more thronged and a boon to the merchants fronting on the avenue. The present width may prove to be too narrow to accommodate the traffic in the future and lessen the opportunities of those who have investments on the thoroughfare. It is a question whether it is profitable to pinch out at this time when the widening cost could be cut very materially while the present improvement is going on.

Expert breeders of prize mice now are able to produce them in a variety of colors such as red, blue, and tan, black, fawn, champagne, chinchilla, black and tan, silver gray and sable. We are wondering if the ladies will take to mice now instead of dogs for economy sake.

H. F. Rey, who purchased the hardware stock of H. H. Warren, in Sunfield, some time ago, is making extensive improvements to his store. He is building an addition to the building for storage and the display of implements and enlarging his windows by building in display platforms. Mr. Rey is a hustling merchant and is a valuable

asset to the progressive little town. We extend our best wishes to Mr. Rey for a successful business.

Jimmy Malloy is now connected with the Carnation Milk Co. in their malted milk division. He covers Michigan, Ohio and Indiana territory.

Pete VanEss, who was formerly a member of the Council, is becoming interested in the Council again, as he was observed peeping at the Council news in the Tradesman last week. Someone should present that chap with a nice new re-instatement blank. We need him and he most assuredly needs us.

For the benefit of those who may be seeking the whereabouts of our genial Junior Counselor, Charlie Ghysels, you will find him at 1236 Thomas street, city. Burglars, dry weather and distance brought his country residence into disfavor, so he decided to get back among the city folks again.

Frank Holman got tangled up with some cold germs last week and they floored him for a couple of days. He is improved at this writing and is again out looking for coo-coo clocks to which he may feed his celebrated bird seed.

Maxine, daughter of Mr. and Mrs. R. W. Bentley, has been called to Montreal, Canada, to tend a case of illness. Maxine is a registered nurse, graduating from St. Mary's hospital about two years ago.

A historical novel is like a bustle, for it is a fictitious tale based on a stern reality.

Everybody is ignorant, only on different subjects.

There are at least 235,000,000 persons in the world who do not comment on the weather each day. They are the Mohammedans, who never remark about the day's atmospheric conditions lest they appear to criticize Allah's arrangements.

Another pioneer salesman has passed to the Supreme Council on High. James J. McMahon, 52, of 2101 Lake drive, died Saturday morning after a long illness. Jimmie, as he was familiarly known, was widely known in Michigan territory and was highly respected among the business men with whom he came in contact. He pioneered the Harvester cigar in Michigan territory and promoted its sale until it was one of the best sellers of better brand cigars in the state. He had been with the Keeler Brass Co. until he was forced to resign because of ill health. He had been a resident of the city for twenty-five years. He is survived by the widow, two daughters and two sons and his mother and brother of Petoskey. His funeral was held Monday morning and burial was made in Petoskey, his boyhood home. The Council extends its sincere sympathy to those who remain to mourn his loss.

Seeking a way to reduce auto accidents, the chief of Phoenix, Ariz., has put an original plan into effect. Each time a fatal accident occurs, the exact spot is marked with a black "X" on a white background, encircled by a red ring. The marks warn motorists against reckless driving.

(Continued on page 22)

MOVEMENTS OF MERCHANTS.

Brethren—Arthur Hillsamer has opened a restaurant and coffee shop here.

Saginaw—The Howe Drug Store, 2628 East Genesee avenue, has discontinued business.

Alpena—The Alpena Savings Bank has decreased its capitalization from \$400,000 to \$200,000.

East Jordan—The East Jordan Canning Co., has increased its capital stock from \$50,000 to \$60,000.

Owosso—The Wall Street Corporation has changed its name to the Wall Street Bond Corporation.

Carson City—The State Bank of Carson City has decreased its capital stock from \$50,000 to \$35,000.

Saginaw—The Fox Drug Store, 1241 South Warren avenue, has closed out its stock and retired from trade.

Sandusky—Earl C. Ellis, of Yale, has taken the management of the Herbert J. Smith general store here.

Jackson—The Reynolds Spring Co., has changed its capitalization from 200,000 shares no par value to \$400,000.

Detroit—Sales Necessities, Inc., 1839 East Grand Blvd., has decreased its capital stock from \$50,000 to \$10,000.

Saginaw—The Sixth Street Pharmacy has removed its stock from 1301 North Sixth street to 1122 Mackinaw street.

Vicksburg—Frank Brooks, 76 years old, jeweler and former druggist, was killed Sept. 14 in an automobile accident.

Lansing—The Capital Auto Co., 313 North Grand avenue, has decreased its capital stock from \$60,000 to \$30,000.

Detroit—The Kitchman Investment Co., 801 Transportation Bldg., has decreased its capital stock from \$250,000 to \$15,000.

Escanaba—The Sawyer-Stoll Timber Co., 416 Ludington street, has increased its capital stock from \$150,000 to \$400,000.

Detroit—The Franklin Construction Co., 3156 Penobscot Bldg., has changed its name to the Peerless Lumber & Supply Co.

Lansing—The F. N. Arbaugh Co., 401 South Washington avenue, has changed its capital stock from \$75,000 to 15,000 shares no par value.

Detroit—The Barney Jewelry Co., 10 Cadillac Square, organized with a capital stock of \$3,000, all paid in, will deal in jewelry of all kinds at retail.

Saginaw—Wood's Drug Store at 113 South Jefferson avenue, has removed its stock to Bay City and consolidated it with the Wood drug stock there.

Detroit—The Economy Appliance Co., 2559 Union Guardian Bldg., has been organized with a capital stock of \$20,000, \$1,000 being subscribed and paid in.

Pontiac—The Pontiac Refining Co., 20½ East Lawrence street, has increased its capital stock from 2,000 shares no par value to 10,000 shares no par value.

Jackson—The Skagit Michigan Timber Co., 120 West Michigan avenue, has been capitalized at 50,000 shares at \$1 a share, \$1,025 being subscribed and paid in.

Hamtramck—The Daily Creamery Co., Inc., 2600 Holmes street, has been incorporated with a capital stock of \$50,000, \$5,100 being subscribed and \$5,000 paid in.

Crystal—Fred T. Kimball has retired from the general merchandise firm of Kimball & Hammontree. The business will be continued under the name of Earl S. Hammontree.

Lansing—The E. H. Ward Co., 1100 Cowles avenue, dealer in furnaces and other heating devices, has merged the business into a stock company under the same style with a capital stock of 900 shares at \$5 a share, \$4,500 paid in.

Detroit—The National Log Construction Co., 18731 Grand River avenue, has been organized to process logs and deal in lumber and building material with a capital stock of \$50,000, \$37,500 being subscribed and \$37,000 paid in.

Detroit—The National Finance Corporation, 9825 Grand River avenue, has been organized to discount and finance auto sales with a capital stock of \$50,000 preferred and 10,500 shares at \$1 a share, \$5,500 being subscribed and \$1,000 paid in.

Fountain—The Kaleva Produce Co. will open a branch office here in the building formerly used by Ben Brunke as an elevator. A load of equipment has been brought here. The company will buy all kinds of farm produce and sell farm merchandise.

East Lansing—The East Lansing Mary Stewart shop, candy, ice cream, sandwiches, salads, etc., has been remodeled to accommodate diners. It has also been redecorated in a most attractive manner, black and burnt orange being the color scheme.

Lake Odessa—When the Union bank of Lake Odessa, successor to the old State Savings bank and the Farmers & Merchants bank opened for business, \$200,000 of deposits impounded in the old establishments, was released.

Clare—Modern lumberjacks are lumbering at the bottom of Bunco Lake, and making a profitable venture of it. Once Clare County was rich with forests of white cork pine. All that timber is gone now, with scrub oak, poplar and jack pine in its place. Bunco Lake once was the center of a roaring lumber district. Until recently the road to the lake has been so overgrown by brush as to be nearly impassible. But some enterprising person found that all the logs that had been sent floating across the lake had not arrived, for the bottom of the lake was nearly covered with "deadheads," or timber which had sunk. Now a number of unemployed men have been put to work raising the logs and sawing them at a portable mill. The lumber is excellently preserved.

Detroit—John Glynn, Sr., for many years a widely known meat merchant here, died last Wednesday at his home, 1257 Atkinson avenue, after being seriously ill about a week. Born in County Mayo, Ireland, May 10, 1854, Mr. Glynn had lived here more than 60 years. For more than 45 years he was in the meat business in the old market building that used to occupy the space

where Cadillac Square now is. Later he moved to the old Central Market, at Bates street and Cadillac Square, where the Barlum Tower now is. Thomas Barlum and William P. Thompson were among his business associates. He retired fourteen years ago. Mr. Glynn was one of the first members of the Fourth Degree Knights of Columbus, and was a member of the Holy Name Society and Visitation Parish.

Manufacturing Matters

Atlantic Mine—The D. A. Stratton Co., manufacturer of handles, has decreased its capital stock from \$150,000 to \$1,500.

Mr. Clemens—The plant of the J. C. Fleming Co., manufacturer of candy and ice cream, recently destroyed by fire, entailed an estimated loss of \$150,000.

Detroit—The Fly Tight Screen Manufacturing Co., 8229 Livernois avenue, capitalized at \$10,000, \$5,000 of which has been paid in, will manufacture screens and deal in lumber, glass, and builders' supplies.

Detroit—The Michigan Macaroni Manufacturing Co., 2243 Mullett street, has merged its business into a stock company under the same style with a capital stock of \$50,000, \$4,000 of which has been subscribed and paid in.

Detroit—E. S. Evans & Sons, a new firm for Detroit, has been announced by E. S. Evans, Director and former President of the Detroit Board of Commerce. The company will manufacture and merchandise several new "over the counter" products. Robert Evans is Executive Vice-President and E. S. Evans, Jr., Treasurer of the company.

Detroit—Carboloy Company, Inc., announce the removal on Sept. 13 of their general offices, Detroit district office, and main manufacturing plant to new, larger quarters at 2985 East Jefferson avenue, where they will occupy two entire floors of a modern manufacturing and commercial building. The new quarters will provide increased floor space of approximately 86 per cent. They have been equipped for a large, immediate increase in plant capacity on Carboloy standard and special tools and dies and contain reserve space for future expansion as required.

Mt. Clemens—The J. C. Fleming ice cream and candy manufacturing plant burned Monday with a loss estimated at from \$100,000 to \$150,000. It was the second time in four years that fire had destroyed the company's plant and Fleming collapsed when told of his loss. The fire started in a part of the structure containing ammonia tanks and similar equipment, but the cause has not yet been ascertained. Three employees were in the plant at the time. They said that their first warning came when the lights went out. Investigating, they found the basement a mass of flames.

Marion Is No Longer "This Man's Town"

Marion, Sept. 18—The home folks have quit calling it "This Man's Town," since the women have taken over so many jobs in its busy everyday

life. Wives helping husbands in the store, or even conducting businesses of their own, and widows keeping on with enterprises their husbands had founded have come to be the rule.

The Ideal restaurant is run by Mrs. Richard Veeder. Mrs. Grant Howard conducts the Howard restaurant on M 66, while her husband runs a service station. Just North, on M 66, Mrs. Charles Pollock runs a little restaurant and her husband, like Mrs. Howard's, has a service station.

Mrs. Ola Davis owns and conducts the Marion House, the only hotel in the village. Mrs. Davis has carried on in the hotel business since the death of her husband some years ago.

Dryer's clothing store is owned and conducted by Mrs. Mary Dryer Carrow. The business was founded by A. L. Dryer and since his death has been conducted by Mrs. Dryer, who was married recently to Dr. J. F. Carrow.

Mrs. A. H. Corwin has conducted the Corwin grocery store for many years. It was founded by her late husband.

Mrs. Edith Conklin owns and conducts the Conklin drug store since the death of her husband, a little more than a year ago.

Mrs. Ida Allen and Mrs. William DeForest each have a produce station where cream, eggs and poultry are bought and sold.

Mrs. Doris Mobley is local telephone office manager. Many of the business men's wives help them in their work.

Twenty-one New Readers of the Tradesman

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

William R. Ehnerd, Escanaba
Beck's Store, Escanaba
J. W. Strom, Escanaba
Math Lewis, Escanaba
Ed. T. Anderson, Escanaba
Carl B. Hansen, Gladstone
Fred R. Ames, Gladstone
W. L. Middlebrook, Manistique
J. B. Green, Manistique
Peoples Store, Manistique
Adam Heinz, Manistique
L. K. Manning and G. Graves, Onaway

Mart Mahoney, Onaway
E J Hasenburg, Rogers City
Paul H. Hacıt, Rogers City
Emil Platte, Rogers City
John T. Parsons, Rogers City
J. H. Brooks, Rogers City
Philip A. Ruczynski, Alpena
J. S. Szezukowski, Alpena
T. W. Stewart, Alpena

Active Call for All Hardware

Volume re-orders for seasonal hardware of every description and for builders' hardware give the wholesale market an active tone this week. Retailers report stocks greatly depleted by consumer buying in the last ten days and re-order household appliances and kitchen utensils in addition to regular hardware items. The growing demand for builders' tools and supplies is a source of satisfaction to the jobbers. In some instances, wholesalers said, sales of builders' hardware have risen so sharply that they make up 25 per cent. of current volume. Early in the Summer such merchandise constituted less than 10 per cent. of total sales.

Political campaign effusions do not help to restore confidence.

Essential Features of the Grocery Staples

Sugar—Jobbers now hold cane granulated at \$5.31 and beet sugar at \$5.09.

Tea—During the week the first hands tea market has been rather quiet with no very important changes. Japan teas in the primary markets are firmer on account of shortage. Ceylons and Indias are a little lower in primary markets, so are Javas. Prices on this side have shown no particular change. Demand is light. Consumptive demand for tea is still pretty good.

Coffee—Early in the week the market for future Rio and Santos, green and in a large way, advanced slightly, but later in the week lost it all and at the present writing rules slightly lower than a week ago. The fluctuations both up and down have practically all been due to affecting news from Brazil. Spot Rio and Santos, green and in a large way, has also been dull during the week with a fractional decline from a week ago. Milds are unchanged since the last report and the jobbing market on roasted coffee is also about unchanged. Consumptive demand for coffee good.

Canned Fruits—Fruits appear to be generally firm throughout. Packers of Hawaiian pineapple have withdrawn offerings of No. 10 fancy crushed pineapple and there appears to be no Cuban goods on the spot either, while demand for crushed pineapple has not yet been satisfied. Shortages are noted in California peaches, especially in the standard grades, sizes.

Canned Vegetables—The September 1 report on the condition of canned vegetables shows further declines in several important items from the last statistics issued on condition as of August 15. Sweet corn for canning continues to make an unfavorable showing, prospects dropping 4 per cent. further in the past two weeks, and the pack looks like 11,500,000 cases, as against a five-year average of 15,290,000 cases. Canned tomatoes are adversely affected also, but, of course, are still well ahead of both last year and the five-year average. Last year the total for the country was 1,077,700 tons. The five-year average is 1,293,020 tons, and September 1 prospects 1,500,100 tons. Little change was noted in snap beans for the two weeks' period, and a production of 6,000,000 cases is indicated, as against a five-year average of 6,617,000 cases.

Canned Fish—As to canned fish, there is practically no change for the week. Shrimp is still maintaining its advance. Maine sardine packers are also expecting to advance prices shortly under the new code. Salmon of all grades about unchanged, but some shading in Alaska reds is rumored. There is some talk that the Government intends to buy salmon for relief work. If so, this will undoubtedly affect the market. Production of both Alaska reds and pinks looks to be pretty heavy.

Dried Fruits—The dried fruit market unchanged. Business here continues fairly brisk, and the week on the whole developed an encouraging seasonal increase in sales. Stocks in the hands of the trade can still be built up

considerably and jobbers here feel that spot prices are right to move merchandise. A series of advances recently in California affecting raisins, figs, prunes and lesser items, have not been fully reflected in the market, and prices here cannot do anything but advance. Business has been good for shipment. The short new crop of raisins has served the purpose of getting new strength and life into this item. Encouraged by the Government, growers of raisins and other fruits have shown no disposition to sell the market far ahead this season. Many of them are discontented with the minimum price set in the marketing agreement and would like to see it established on a higher basis. They think on the old law of supply and demand, their returns would be appreciably greater.

Beans and Peas—Demand for dried beans has been very poor during the week, practically due to the Jewish holidays. More weakness has developed, although California limas are fairly steady and some strength has developed in pea beans and red kidneys. Blackeye peas are rather firm. Demand for the entire list of beans and peas is very unsatisfactory.

Nuts—The market is fairly active this week. There is a better demand for shelled nuts and prices are firmer. Foreign shippers are firm in their price ideas, and the present spot price list is hardly adjusted to replacement costs. Cashew nuts are very scarce and have shown a much stronger trend in the past week. Brazils continued higher both here and for shipment. Nuts in the shell are getting off to a good start. There has been an encouraging response to first prices on pecans and almond prices ought to arrive here by Tuesday.

Olives—Olive prices show no changes. The market is rather quiet currently and expected to continue thus for a short while. With an increase in demand, however, higher prices are anticipated since stocks are light and ill assorted here. The primary situation remains very strong because of a far below normal year-end stock.

Rice—Weather has been generally unfavorable in the rice growing sections of Louisiana and Texas, and harvesting has been virtually suspended at times this week. It is also reported from the South that growers are showing some reluctance to sell to millers even at parity prices. The situation is very firm. Business here continued satisfactorily this week, with a moderate expansion along seasonal lines.

Salt Fish—Situation in mackerel and other salt fish is about as it was a week ago, but the period of demand is drawing nearer. Prices are steady to firm.

Syrup and Molasses—Situation in both sugar syrup and compound syrup is about unchanged from a week before; demand fair. Better grades of molasses selling moderately at unchanged prices.

He who spits against the wind, spits in his own face.—Ben Franklin.

Tough going strengthens.

Review of the Produce Market

Apples—Strawberry, \$1 @ \$1.25; No. 1 Wealthy, 85c; Wolf River, 65c; Shiawassee, 90c; Greenways, 85c.

Avocados—\$2.50 per case from Florida.

Bananas—6c per lb.

Butter—Creamery, 26c for cartons, and 25½c for tubs.

Cabbage—Home grown, 40c per bu. for white, 65c for red.

Cantaloupes—Home grown, 50@75c per bushel.

Carrots—Home grown, 20c per doz. bunches or 60c per bu.

Cauliflower—90c per flat for home grown.

Celery—Home grown 20 @ 35c per dozen bunches.

Celery Cabbage—40c per doz.

Cranberries—\$2.75 per box of 25 lbs.

Cucumbers—75c per bushel.

Dill Weed—40c per doz. bunches.

Dried Beans—Michigan Jobbers

pay as follows for hand picked at shipping stations:

C. H. P. from farmer.....\$3.50

Light Red Kidney from farmer.. 4.50

Dark Red Kidney from farmer.. 5.50

Light Cranberry.....4.50

Dark Cranberry.....3.50

Eggs—Jobbers pay 14@15c per lb. for all clean receipts. They sell as follows:

Large white, extra fancy.....26c

Standard fancy select, cartons.....25c

Standard fancy select.....24c

Fancy, fresh white.....23s

Candled, large pullets.....20c

Checks.....18c

Storage eggs are being offered as follows:

XX April.....22c

X April.....20c

Checks.....18c

Egg Plant—\$1 per dozen for home grown.

Garlic—10c per lb.

Grape Fruit—Florida, \$4 for all sizes.

Grapes—Wordens and Concord, \$1.60 per dozen for 4 lb. baskets; ½ bu. 40c.

Green Corn—10-15c per dozen for home grown.

Green Beans—Home grown, 75c per bushel.

Green Onions—10c per dozen.

Green Peas—\$2.25 per hamper for California and Washington.

Green Peppers—10c per dozen.

Honey Dew Melons—\$2.50 per case.

Lemons—The price is as follows:

360 Sunkist.....\$5.00

300 Sunkist.....6.00

360 Red Ball.....4.50

300 Red Ball.....5.00

Limes—25c per dozen.

Lettuce—In good demand on the following basis:

California, 4s and 5s, crate.....\$4.00

Leaf, out-door......07

Onions—Home grown, 75c for yellow and \$1 for white.

Oranges—Fancy Sunkist California Navel are now sold at follows:

126.....\$5.00

176.....5.00

200.....5.00

216.....4.75

252.....4.75

288.....4.25

324.....4.00

Red Ball, 50c per box less.

Parsley—30c per doz.

Peaches—Gold Drops and Banners are the only varieties now in the market. They command \$2.25 per bu.

Pears—\$1 @ \$1.25 for Bartlets.

Pickling Stock—Small onions, 75c for 10 lb. bag. Small cukes, 75c @ \$1 per bu.

Potatoes—New Jersey, \$1.75 per 100 lb. sack. Home grown, 75c per bu.

Poultry—Wilson & Company pay as follows:

Heavy Fowls.....14c

Light Fowls.....11c

Ducks.....10c

Turkeys.....18c

Geese.....8c

Radishes—8c per dozen bunches for home grown.

Spinach—75c per bushel for home grown.

Summer Squash—2c per lb.

Sweet Potatoes—Virginia Jerseys, \$4 per bbl.

Tomatoes—Out door grown, 35@45c per ½ bu.

Turnips—20c per dozen.

Veal Calves—Wilson & Company pay as follows:

Fancy.....10c

Good.....8c

Watermelons—25c @ 35c.

Wax Beans—Home grown, 75c per bushel.

Unionizing Employers as Well as Labor

General Johnson's fool attempt to induce industry to empower code authorities or trade associations to deal collectively for all their members with industry-wide unions is not likely to meet with success.

Experienced employers have long felt that the individual plant is the best unit for negotiating labor conditions and settling industrial disputes. Even the proposal to create industry-wide associations of company unions has been scouted at by them.

American federation of labor spokesmen, on the other hand, have already indicated their active opposition to any change in their organization structure forced on them from above. Their failure to back vertical unions, except under conditions assuring full American federation of labor control, is likely to prove an irremovable obstacle to General Johnson's ridiculous and unworkable plan, even if some industrial leaders might fall in with his idea.

Glass Gains Below Expectations

While there have been some increases in productive activity in several branches of the glass industry, the gains have not been up to earlier expectations. The gains have been in pressed and blown glassware for home, table and kitchen use and in window glass. Plate-glass output continues at about former levels and production of containers is following the usual seasonal trend. Taking the industry as a whole, hand-to-mouth buying is strikingly prevalent. Manufacturers report that buyers demand prompt shipments on all orders placed.

MUTUAL INSURANCE (Fire and Life)

Oil Burners in the Home

The problem of the oil burner for domestic heating is a very live one to the men of the fire service, in view of the increased adoption of this method of heating private residences. The fact that such heating plants are in the great majority of cases being operated by individuals who are unfamiliar with the principles of oil combustion and are rank novices in the handling of this type of heater makes the fire hazard all the greater. In contemplating the installation of an oil burner, provisions for storing fuel should be considered. For coal, the average home owner generally provides storage capacity ample to contain all the coal used during the heating season. With oil this is not usually the case. Large storage tanks are installed in various ways and usually must conform to the ordinances which regulate such matters in the particular locality. From this tank the oil must be fed to the burner by suitable means, since regulations restrict the quantity of oil which may be stored above the burner level.

The primary function of an oil burner is to break up the oil into fine particles and so mix it with air that proper combustion will result under suitable conditions of temperature. In domestic heating combustion is caused by the combining of the elements of the fuel with the oxygen of the air. When this combustion is completely carried out the maximum heating value of the fuel is realized. There are on the market a number of burners for use in house heaters varying in the methods employed to prepare the fuel for combustion. In general they operate upon one or the other of two broad principles;—the vaporization or the atomization of the oil prior to burning. Burners may be classed, then as either vaporizing, comprising the so-called gravity-feed type, or atomizing, including those in which the oil is broken up by mechanical or spray devices.

The two principal hazards of an oil burner, so far as the burner itself is concerned, are the abnormal discharge of oil in the combustion chamber and carbonization. All oil burners are subject to the former, and most of them to a more or less degree are subject to the latter. Safeguarding the first involves the design of a device that will automatically shut off the supply of oil in case of abnormal discharge at the burner. The past four years have witnessed a pronounced growth of the use of oil as a fuel heating dwellings, apartment houses and hotels. This has been mainly due to conditions in the coal industry and troublesome transportation facilities. While both of these factors have been improved by the settlement of strikes and improvement of railroad facilities, domestic oil burning has steadily increased and it would seem that it is here to stay. Further evidence of this is found in the oil burning campaign of the public

utility corporations, and the preparations of the oil industry to meet the increasing demand for this kind of fuel.

The question that naturally arises is, "Does this use of oil as fuel create an abnormal hazard?" The answer depends upon four factors: namely,—method of oil storage, design and construction of the burner, installation and quality of the oil fuel. With each of these features taken care of, the hazard is comparable with that of well constructed and installed equipment for solid fuel. Of course, this should not be construed as meaning that an oil burning system so safeguarded is immune from fires; fires will occur owing to incompetent and inadequate supervision. The personal equation always enters in the operation and maintenance of a mechanical contrivance, so that in these respects the burning of oil does not differ from the burning of coal and wood.

The installation of an oil burning system may be divided into three distinct phases, namely:—the tanks, the pipe lines, and the burner proper, and in many instances, the electrical phase. Each phase offers certain outstanding problems, which, if neglected, are liable to introduce hazardous conditions. In the matter of tanks,—three types of installations are commonly employed. In the first and most common type of installation, the auxiliary supply tank is used for main storage. In the second type an auxiliary supply tank filled from an underground storage tank is employed; and in the third type a force pump, drawing fuel oil from a storage tank located below or above the point of consumption is used. Safety is a question of great importance in installing an oil burner. Some commendable work has been done by the Underwriters' Laboratories wherein various burners have been investigated from the standpoint of safety. The Underwriters' Laboratories do not test burners for efficiency. To quote from a pamphlet issued by them:

"Primarily, the questions to be settled are: Will this burner set fire to the building in which it is installed, or is there a possibility of its causing an explosion, or being instrumental in injuring the person giving it the ordinary amount of attention required? Roughly speaking, there are three parts to the work of a complete investigation of any oil burning equipment. These include a study of the design and construction from blue prints and the actual samples; tests of the samples and an investigation of the field service record. As one of the important factors in the use of burners of this type is the selection of suitable grades of oil, at least part of the test work is done using the lowest grade of oil which the submitter claims is suitable. In general, the listing of any oil burning equipment by Underwriters' Laboratories means that the equipment has been examined and tested, and found to comply with the minimum requirements in effect for its class, and that the manufacturer has agreed to maintain the standard established and to identify the listed product with the

marking agreed upon. Particular attention should be paid to the exact form of markings used to designate the listed device as stated on each card and in the regularly published list under the heading of "marking." The listing of oil burners as standard does not mean that the products listed are necessarily equivalent in quality or merit.

I would like to call attention to the following points on "how not to install an oil burner."

A. Do not have the storage tank above ground.

B. Do not have pipe lines between the storage and auxiliary tanks leading from the bottom of the larger container.

C. Do not use flanged unions with rubber gaskets.

D. Do not allow glass gauge to be located in basement, and employed in the line to indicate the oil level of the storage tank.

E. Do not use shut off valve without standard packing box.

F. Do not allow auxiliary tank to be installed without having an overflow pipe to the main storage tank.

G. Do not allow ordinary cork float gauge, with stem projecting through top of tank.

H. Do not allow auxiliary tank to be vented inside of basement.

I. Do not allow any tank to be installed unless it is of proper thickness and protected from corrosion.

J. Do not allow any tank to rest on combustible supports.

K. All supports should be permanently fixed to the floor.

L. See that all auxiliary tanks have a way to clean them without dismantling all the piping.

M. Do not allow any piping to burner to be exposed.

N. All pipe connections should be made permanently and not just depending on soldered joints.

O. All electric wiring should be done in accordance with the rules and regulations of the national electric code and under the supervision of a licensed electrician.

The outstanding hazards connected with each of the features as lettered in the foregoing paragraph are as follows:

A.-B. Should a pipe line rupture or leak, the contents of the storage tank will be discharged into basement.

C. Rubber will in time become useless as a gasket when in contact with the liquid fuel.

D. Breakage of glass gauge will discharge the contents of the storage tank into the furnace room.

E. Valve subject to leaks due to leaking stuffing box and if left open even slightly will discharge oil into the basement.

F. No means provided for discharging excess oil to main storage tank.

G. Should tank be filled to capacity, liquid fuel will be discharged into the room.

H. In the event of a basement fire oil vapors will increase the hazard.

I. This material in tanks is subject to leakage.

J. In event of fire supports will be consumed and fuel added to flames. Safest way for tank installation in basements is to have them anchored to floor, bricked up and sanded top. This keeps the heat away from them in case of fire and prevents tanks from floating.

K. External shocks applied to the tank will strain connections and cause leakage of liquid fuel.

L. Necessitates dismantling lines, and in all probability reassembly will not be accomplished in a manner that will insure tightness of joints.

M. External shocks to small pipe lines will likely result in leakage or severe strains on connections, causing leakage.

N. Flanges which are not hazed on are almost certain to fail and permit discharge of oil through the fuel opening into the tank.

O. All joints should be soldered—no wiring installation should be made unless the service lines are large enough to take the necessary loads; a safety switch should be installed at the head of the stairway for use of the fire department in case of fire.

Investigation made for the Department of Agriculture have disclosed the fact that a great number of the oil burner fires can be traced to faulty installations and adjustments, rather than inherent weakness in the device.

Safety is of paramount importance in any device to be used in the home and regardless of any advantages claimed, no one would be justified in installing a burner that is not reasonably safe. The

(Continued on page 23)

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LOOKS SELLERS' MARKET

While they are adhering to the policy of cautious buying, retailers are beginning to give increased attention to indications that a sellers' market, of limited scope as yet, is gradually creeping upon them. Many months may lapse before the seller in a majority of lines succeeds to the place of dominance long occupied by the buyer, but evidences of a drift in that direction from the long range standpoint are receiving careful consideration in leading retail quarters.

How strong the current trend toward a sellers' market will be is primarily dependent upon consumer buying power, the desire of the consumer to swap his dollar of decreasing buying power for good, continued heavy government spending and resultant inflation.

With the exception of the pre-code spurt last year, some fourteen years have elapsed since a true sellers' market has developed. The swing of the merchandising cycle to sellers is overdue, in the opinion of some, due primarily to potential and actual overproduction of goods, which left the rank and file of producers at a disadvantage.

The general definition of a sellers' market is one in which the manufacturer has the whiphand on prices and deliveries with the retailer anxious to get goods and subordinating emphasis on price in favor of forward buying to cover his needs.

In recent weeks, price stiffening, particularly in textiles and foodstuffs, accompanied by slow deliveries on a wide variety of general merchandise lines, due mainly to curtailed hours of production under the NRA, afford the most tangible evidences of the improvement in the sellers' status. Strikes, which are steadily reducing the overhanging surpluses of textiles and allied merchandise, have further strengthened the fundamental price structure and the position of producers.

Retailers, meanwhile, are but lightly covered on the bulk of their merchandise needs. They have sought to avoid the buying stampede of last year by buying more closely to time of actual sale of the goods to consumers. For the most part, orders have averaged three weeks to a month ahead, with most stores not covered on more than half of their Christmas holiday requirements at this time.

In comparison with 1932, however, this represents a substantial increase in forward purchasing, as in that year advance buying was practically at a standstill. While reflecting primarily the improvement in consumer purchasing since that time, the fact that somewhat more advance buying is being done was held to substantiate the view that a sellers' market is gradually creeping up, although so imperceptibly as to be not fully recognized.

At the moment, a distinct impetus to more advance buying, particularly on staple and semi-staple merchandise, has been given by strike developments and delayed deliveries. Some of the leading resident buying offices, while continuing to urge a degree of caution upon their accounts, have suggested the wisdom of buying this type of goods some-

what more liberally, for two months or more ahead, depending upon the merchandise.

Because of their status in the textile strike, cotton goods have led in the recommendations of the buying offices. On style goods, it does not appear that forward buying will gain much headway, due to the markdown risk involved, unless apparel-market conditions are materially altered by shortage of wanted piece goods. It is generally agreed that silks, rayons, shoes, men's clothing, children's wear, furniture and home furnishings have still a good way to go before they emerge into a true sellers' market.

TRADE PICTURE BEST

Strike news, the re-organization plan for the NRA and promised easing in bank examinations are highlights of the general business situation this week. The NRA moves toward simplification by the setting up of industrial government with legislative, executive and judicial divisions. By lifting some restrictions upon bank loans it is hoped to encourage the extension of intermediate credit to business concerns requiring such accommodation.

At present the trade picture is much brighter than the one presented by industry. The public appears to be buying more freely than distributors anticipated. Possibly the idea of inflation is again taking hold, although the type of buying being done does not suggest that reason. In industry the lag continues, with some evidence, however, that an upturn may put in an appearance shortly.

Another decline has been registered by the weekly business index. Only the automobile and lumber production series are higher. However, they more than offset the losses in all the other components but that of cotton cloth output, which, of course, turns sharply downward as a result of the strike. The renewed gain in automobile production seemed warranted by reason of the encouraging sales figures. The leading producer last month showed figures very close to those of August, 1933.

What has happened in industry, apparently, is that prolonged Spring operations have extended the period of Summer slackening beyond the traditional point. Furthermore, the comparison with last year suffers, of course, by reason of the high operations then, when the "beat the code" drive was under way.

MAJOR LABOR TEST

Some indications that the textile strike may become the major test in industrial relations in this country have been observed during the past week.

In refusing arbitration, the cotton mill owners place themselves definitely in the ranks of those who are fighting labor's new rights under the NRA and some of them are ready to admit that other industrial interests are encouraging them in this stand.

A statement by the National Association of Manufacturers, which earlier in the present program attempted rather unsuccessfully to to build up a united front against the labor pro-

visions of the Recovery act, called upon employers to ignore the majority ruling of the National Labor Relations Board in favor of the protection of minorities under the steel and automobile procedure.

It may be said that the administration is now reaping the results of its vacillating policies with respect to labor. The Wagner labor board was able to make some headway in settling disputed points, but at no time did it appear to get real support upon its rulings and thus be enabled to reach clear-cut decisions. Steps taken in the major conflicts since this board was abolished have upset the issue further.

Obviously, there will have to be a clearing up of this muddled situation or else the country is in for a siege of labor trouble which may undo everything so far accomplished by the recovery measures. Reactionary interests in industry are making the most of this turmoil and labor leaders seem intent upon using every resource at their command. Violence is deplored whether on either side.

FORGETS THE LICENSE

In his "hurrah" for liberty, which denounces several important things for which he was working hard during his time at Washington, ex-President Hoover at one point draws a simile of what he considers is proper freedom and what takes place under the New Deal. Our road traffic, he writes, has grown so congested that stop and go lights are required and must be universally observed. We have traffic officers, also, but they should not be permitted to tell each motorist how far he is to go and where.

That example seems to be well chosen, but it neglects, as some of Mr. Hoover's other arguments also seem to neglect, drawing the whole picture. Most states, for instance, require that the automobile operator pass a driving test and have a license. This is done obviously to protect the driver as well as others on the road.

The licensing feature of the Recovery act was dropped when it expired at the end of a year and without having been invoked. That must have indicated that the administration did not wish this power even though it might have proved very useful in holding recalcitrants in line. More or less coincident with the dropping of this provision has come a bolder assault upon basic parts of the recovery program.

However, the question is raised whether it would not be a good idea to have some such licensing in business, requiring, as in the case of automobile driving, some knowledge at least of trade or industrial operation. It has been proposed in some fields, retailing for instance, and in some parts of the country a measure of control against unbridled and unintelligent competition is already in force.

PRICE TREND UPWARD

Starting off with evident signs of price weakness in June and July, the wholesale merchandise markets have strengthened perceptibly in the last few weeks. A combination of reasons

underlies this trend. Distributors placed light orders in their original buying for Fall, and since then, as sales not only held up but passed former estimates by good margins, the reorder movement has been quite heavy.

From the manufacturing standpoint, the textile strikes have been a major factor, although their full force will not become apparent for another week or ten days. At the conclusion of that interval it is expected that definite shortages will be apparent, particularly upon wanted goods. Textile stocks may appear to be ample, but they will not include the most popular weaves.

Code restrictions and religious holidays are other influences which have a decided effect upon deliveries and, therefore, upon prices. So far the buoyant tendency has manifested itself not in advancing quotations as a rule but only in a stiffening up of sellers' ideas.

Early in the season there were delays in the ordering of staple and semi-staple products because it was thought that they would bear the brunt of the price-easing movement. Now the swing is in the other direction, with forward buying on other than style and novelty goods because such merchandise is likely in the future to move higher.

While particular conditions affect each line and some articles may be tending downward, the broad trend, as the markets see it, is toward higher levels.

DRY GOODS CONDITIONS

Retail trade moves along well and continues to show gains over a year ago. Other centers also report that increases exceeded expectations in all but those areas affected by labor trouble. In the face of unsettled business sentiment, this showing seems to indicate that the general public is not so much disturbed and is perhaps receiving more benefit from the recovery measures than critics suppose.

In spite of the sharp upturn in August sales last year, the department store report of the Federal Reserve Board discloses a gain of 2 per cent. for the month this year and the index jumped from 73 in July to 79 last month. Only the Boston Reserve area showed a decline, one of 4 per cent; four districts were even, including New York, and the best increase, 10 per cent., was recorded by the Richmond section.

For the half month in this area an increase of 3 or 4 per cent. is estimated.

The delivery problem is uppermost in the wholesale merchandise markets. Due to the religious holidays, code restrictions and slow piece-goods shipments, the apparel producers have not been able to keep up with a re-order movement which has developed in volume. The active purchasing of distributors is not put down so much to fears of shortages arising from the textile strike as to consumer sales, which have been running above earlier estimates.

The darkest night the world has ever seen could not put out the stars.

When a fellow ain't got a dollar he usually feels like thirty cents.

OUT AROUND

Things Seen and Heard on a Week End Trip

Another rainy Saturday, which forced the abandonment of the planned attack on Greenville and other Montcalm county towns. This is the third rainy Saturday we have faced during September—a somewhat unusual circumstance.

I feel that I should not permit the flower season to pass without making my usual annual reference to the gorgeous presentation Mr. Charles M. Greenway gives the people every year at his home at the East end of Reed's lake. Despite the long dry season, it appeals to me as better than ever, which is certainly saying much. I have no idea how much this display costs Mr. Greenway in dollars each season. I do not see how he can accomplish what he does for less than \$50,000 per year, which is certainly a very generous gift to the people of Grand Rapids and those who live near enough to the Second City to inspect the beautiful display frequently. Mr. Greenway's knowledge of how to secure the results he does is certainly worth as much more, so it is easy to figure that the marvelous development is worth \$100,000 to the community directly and another \$100,000 for the educational influence it exerts and the encouragement it gives others to do something along the same line. The premises which have come to mean so much to people who have a love for the beautiful were originally developed by W. A. Jack, to whom Grand Rapids people are under lasting obligation for his many gifts and benefactions. It was acquired less than a dozen years ago by Mr. Greenway, who has developed the flower feature to a remarkable extent and made it one of the show places of Michigan. No one who lives within 100 miles of Grand Rapids should fail to inspect the Greenway gardens at least a half dozen times during each summer.

The dahlia show which was held here two days ago last week is conceded by flower lovers to be the finest exhibition of the kind ever held in the country, both in number and quality of the exhibits. The attendance was also all that could be expected.

Last week was the occasion of much sadness for me, due to the death of two life-long friends—Charles Garfield and Col. D. N. Foster. Both were wonderful men in all the term implies. I never expect to see two such remarkable men again as long as I live. I have printed hundreds of pages concerning Mr. Garfield during the past half century. Elsewhere in this week's paper I print a comprehensive story of the career of Col. Foster.

Emil Schlenker, hardware dealer at Ann Arbor, advertises, "We have it, can get it or will tell you where to get it." He tells the editor of the Hardware Age that every year he makes at least \$1,000 net profit on merchandise not regularly in stock, often in lines for which he has a call but once a year or less. Some years he makes his own

salary on the sale of such merchandise. An eight drawer cabinet contains the folders in which he puts circulars received in the mail or for which he has sent, based on the listings he has prepared. He has made quite a hit with this "hard to get" merchandise and has become the recognized information bureau in his town. He says that once you get started in giving this extra service there appears to be no end to its possibilities as a sales builder. Many of the merchants (in all lines in his town) are too lazy or too indifferent to render a similar service, preferring to refer the enquiries to Mr. Schlenker. There is scarcely ever any competition for these special order requirements and so the margin is most satisfactory.

I recently bought some cigars in a store down the street. The sales clerk said: "How about a pipe, sir, only \$1?" I told him I was not interested. The clerk tapped the counter nervously with the pipe upon my refusal, when a man came up and said: "Say, is that pipe unbreakable?" "It sure is," said the clerk, coming to sudden life. "Why, I've been tapping it on the counter all day." By accident the clerk hit upon a real tested selling sentence. He sold so many pipes that week using the sentence that he was placed in the advertising department of this store."

Hidden in every spool of thread or row of safety pins are reasons why people will buy. The problem is to find the strong selling points that really click—to place in the mouths of \$15-a-week sales clerks the words a \$5,000-a-year executive would use were he behind the counters selling your merchandise.

Kent City, Sept. 14—Due very largely to the efforts of such fine men of the press as you, the Republican nomination for Senator from the seventeenth district has been conferred upon me. For this I want to thank you most sincerely. The write-up you gave me early in the campaign paved the way for success, and played a very important part in it. I know you hesitate to sanction a young man "going wrong" by getting into politics, but the candidacy was wished on me by our Kent City Commercial Club, and after all the loyal efforts of hundreds of friends, I would be a traitor not to fight the thing through to success. With your consent I shall continue to draw upon you for the type of sound advice you have always favored me with in many problems of both a business and political nature. There is a crying need for more sound business in state politics and you and I ought to put our shoulder to the wheel. M. Harold Saur.

Wayne M. Beolio, coal dealer at Petoskey, recently wrote Lee H. Bierce, executive secretary of the Divisional Code Authority, Retail Sales Fuel Industry, concerning the use of silverware premiums. Mr. Bierce disapproves of the use of premiums in the coal business, as will be noted by the letter he wrote his Petoskey correspondent, as follows:

Grand Rapids, Sept. 14—Acknowledging receipt of and replying to your favor of Sept. 13.

During the many years that the writer served in the capacity of Secretary of the Grand Rapids Association of Commerce, it was my responsibility to investigate a large number of these

so-called silverware premium schemes and everyone of them proved to be a fake, and while I know nothing about the National Silverware Company's proposition, because I have been out of touch with chamber of commerce work for about four years, nevertheless I do know that their proposition is exactly the same as the many I investigated and, in my opinion, it is probably just as undesirable and irregular as the rest of them, and you will find yourself embarrassed if you enter into their scheme.

If you want any further information about this, correspond with E. A. Stowe, publisher of the Michigan Tradesman, who has personally investigated a large number of these propositions with the same conclusion: that they are irregular, unethical and probably crooked and illegal. It is going to be our ruling that the proposition is a violation of the code of fair competition for the Retail Solid Fuel Industry, and if you disagree, you have the right to protest and this might bring the matter to the surface so it would be shown up in its true light. But I am reasonably certain if you will take the matter up with Mr. Stowe, as suggested above, you will be absolutely satisfied that our position in the matter is correct.

Lee H. Bierce,
Executive Secretary.

Portland, Sept. 12—I write to confirm the telephone conversation with your office with reference to the article appearing on page 9 of the Michigan Tradesman under date of Aug. 22.

Reference was made in this article to flour under the Kroger label manufactured in Portland. We have not and we are not manufacturing any private label brands of flour for chain stores, wholesale grocers or independent merchants.

We think possibly, inasmuch as some merchants may get the impression from your article that we manufactured this flour, it would be well in your next issue of the Tradesman to simply announce that the statement in the article above referred to was incorrect, as the flour in question was not manufactured here. We shall appreciate such action on your part.

Fred N. Rowe,
Pres. Valley City Milling Co.

Goods purchased by welfare organizations should be so designated on the sack. No advertising should be tolerated in connection with the labeling or distribution of any article handed out by charity organizations, official or unofficial. Nothing in connection with the distribution of charity flour could be more reprehensible than the action of the lady in charge of such distribution in Ottawa county who used Kroger labels on sacks of flour which she was instructed by some one higher up to place in the hands of charity receivers through the independent merchants of Ottawa county. This service was certainly very badly handled. I would not have been at all surprised if every independent merchant had refused to be made the cat's paw of this nasty mess by the crafty chain store manager who perpetrated the trick.

Since writing the above I have received information of a slightly different character concerning the distribution of Kroger flour put out in especially embellished Kroger bags and delivered among independent merchants for distribution. This puts a worse light on the matter than I deemed possible, because I did not think any administrator under the Welfare Commission would willingly and knowingly resort to such a questionable practice.

The reply of Mrs. Veneklasen to my letter of enquiry is as follows:

Holland, Sept. 15—I am in receipt of your letter of Sept. 13, relative to this flour which the emergency relief of Ottawa county bought for its relief clients.

You are asking me to give you the name and location of the man who ordered this flour so sacked sent to me. Possibly you misunderstood me, Mr. Stowe, when I was talking to you about this. This flour was bought from the Kroger Company as they put it up. You asked me where this flour came from, and I informed you that if I remembered correctly it came from Portland. There was no special order issued at the Kroger Company for any particular kind of flour, only the flour that was on sale that day.

I think that I told you previously that there was no under bidding; that possibly I might have bought the flour cheaper somewhere else; but I knew there was a good grade of flour and that it was being used by many of our families and that they praised it highly. I had permission from the State Department to buy this flour.

If there is any other question which is not answered, I will be very glad to give you any information which I may have at hand.

I assure that no merchant will be troubled with a similar experience of which you relative. Incidentally, the Marne merchant was the only one whose report I ever ran across. I have taken this matter up with investigator and any flour bought will not be distributed from the stores again.

Deborah H. Veneklasen,
Adm. Ottawa County ERA.

Westphalia, Sept. 14—In following through your weekly issues of the Tradesman I am always interested in reading your accounts of the various cities and towns you visit on your week-ends and your description of how the various towns are progressing.

About two years ago, if my memory serves me right, you visited our little village and I had the pleasure of meeting you for the first time here in our own store. If you remember the size of this village you may be interested to know what the business men of our village accomplished about two weeks ago.

Our business section has just been paved with a tarvia pavement. The county put in a 20 foot strip through the center of the road and the business people subscribed enough to construct the balance up to the curb. To celebrate the opening of this new pavement we organized a Chamber of Commerce and put on a street carnival.

I am enclosing herewith program of the occasion. You will note thereon that all business places closed at noon. Everybody worked and the proceeds were put into one fund to help defray the expenses of the new pavement.

In checking over the list of names of the people who registered here on that day I found that thirty-six cities and towns were represented here, as far West as Grand Rapids, South to Lansing, North to Vestaburg and East to Owosso and Laingsburg. Besides three were visitors from Detroit, Sarnia, Ont., Mt. Clemens, Iron River, Norwood, Ohio, Evanston, Ill., and even from Philadelphia, Pa.

To give you an idea of the size of the crowd which gathered here will say that the state police who took charge of the traffic estimated between 4,500 and 5,000 people. 273 pounds of Hamburger and about seventy pounds of Frankfurts were used for sandwiches and to quench their thirst on a good warm day they were served with thirty half barrels and 130 cases of beer and ale.

Due to the fact that this village comprises only about 250 inhabitants I thought it might interest you to know

(Continued on page 23)

FINANCIAL

Inside Information on Berkey & Gay Fiasco

The recent decision in our Federal Court in the case of the Michigan Trust Company, receiver of Berkey & Gay Furniture Co., against the Simmons Co., constitutes a precedent and a landmark, as much so as Berkey & Gay was to the history of Grand Rapids.

This decision has been published in the newspapers, but a digest of the matter from a layman's standpoint may be in order. Berkey & Gay Furniture Co. was, like most of our small beginnings in the furniture line, originally a partnership of individuals. It was incorporated by those partners in 1873. Previous to that time nearly all the business of the country outside of railroads and very large businesses were partnerships. The incorporation idea began to develop about that time. Even our great Standard Oil Co. was originally a partnership. Corporate organization offered an escape from individual liability. While this and others of our furniture companies became corporations, they were in practical effect partnerships.

The furniture business was started here, due in the first place to the proximity of timber for manufacture and the water power. Skillful New England workers came here and began in a small way, as did Julius Berkey and George W. Gay. Afterwards workmen from Germany, Sweden, Holland and other countries came in with emigration and found work in their line as the furniture business expanded. However, these corporations were both partnerships and family affairs, as I have stated. Messrs. Berkey & Gay were down as early as the workmen; knew all of the workmen by name and developed the individuality of Berkey & Gay Furniture Co. until it was a name known all over the world.

The two principal men in the company who had built it up were Julius Berkey and George W. Gay. They were pioneers in the furniture business and, like William and John Widdicombe, Wm. A. Berkey, Elias Matter, James M. Nelson, C. C. Comstock, Ezra Nelson, John Mowatt, and other pioneers in the furniture industry, were actually creating values in artistic furniture. They were experts in manufacture of furniture from the rough lumber through to the finishing room. It was said of John Mowatt of the Grand Rapids Chair Co., that when materials he had scheduled for a certain line comprising fifty or 500 pieces were all run through the factory there was hardly enough waste left to start a small bonfire. This was true of the operations as conducted by Messrs. Berkey and Gay. They were, however, men of two different temperaments. Mr. Berkey was very irritable and suspicious at times, while George W. Gay, with all of his gentleness, had firmness. The temperamental character of Julius Berkey increased as he grew older and finally he invited in his friend, George G. Whitworth, a very

shrewd and successful business man, to act as a barrier between himself and Mr. Gay. Mr. Whitworth soon found that the best interests of the business demanded harmony with the Gay interests and after George W. Gay died, which was soon after Mr. Whitworth was installed, and William H. Gay succeeded his father, the situation grew more intense and Julius Berkey looked with suspicion upon his friend, George Whitworth to such an extent that he refused to shake hands with him on his death bed. Mr. Whitworth continued in the business until his death, which was after that of William H. Gay, than whom there never was a more considerate, kinder gentleman in Grand Rapids, and he inherited his father's characteristic — with his gentleness there was a great deal of firmness.

After the passing of these older pioneers who knew the business from the ground up, their places were taken by younger men and, as in the case of many another large institution, the created values by the pioneers in the business were used to promote expansion in capital structure out of all proportion to any possible prosperity and increase in the business.

During the management of Berkey & Gay, it is probable their capital stock all of one class did not exceed \$500,000, and the ordinary corporate debts were such as were incurred in manufacture and general business development. After the death of the two Gays and Mr. Berkey, the business passed under the management of the three Wallace brothers who took charge and were responsible for the large increase of capitalization as it stood up to the time of the Simmons purchase.

After the enactment of the income tax law many large corporation officials made it an excuse to increase the salaries of the officials by way of saving a part of the income tax. It may have saved the various corporations some little tax, but it certainly milked their financial resources and caused endless trouble and disputes.

One other furniture company in this city increased their salaries to such an extent that it caused the breakage of a life-long friendship and numerous expenditures for legal fees.

I understand the last years of the Wallace management, the president of Berkey & Gay drew \$90,000 a year, two other officers \$60,000 each per year and another one \$50,000. The total salary list alone was \$260,000.

In 1926 there was a merger of Berkey & Gay with the Grand Rapids Upholstering Co. and the Wallace Furniture Co. Additional capital stock was issued and a bond issue placed on their properties, so that by 1929, at the time of the negotiation with the Simmons Co., there was the following set-up of debts and obligations:

First mortgage bonds	-----	\$1,230,000.00
7 per cent. prior preferred stock	-----	1,363,000.00
8 per cent. second preferred stock	-----	1,100,000.00
Bank indebtedness	-----	1,350,000.00
And on top of this 40,000 shares of no par value.		

In 1929 the Simmons Co., whose

great line was the manufacture of springs and mattresses, felt the expansive urge which had taken possession of the whole country and evidently thought they could combine a furniture line with their mattress business. They negotiated with those in control of the property and finally purchased the 40,000 shares of no par stock for \$35 a share or \$1,400,000 and thought they had obtained a great bargain, both in assets of the company and the wonderful name of Berkey & Gay; in fact, they made the statement to another furniture man that they had stolen a furniture company in Grand Rapids. The panic occurred one month later and for one year the Simmons Co. and all business men were assured and felt that business would be on its feet again, which we now know was an error.

In the early part of 1931 the Simmons Co. felt their situation was hopeless as regards Berkey & Gay and made preparation to get out and abandon this grand old industry which had meant so much to the life of Grand Rapids. They frantically collected all the cash they could get from Berkey & Gay and remitted it to their home company in payment of advances by their company. When the first mortgage bonds defaulted and the Michigan Trust Company was appointed receiver, the officials immediately gained possession of all the correspondence which had passed, which showed very plainly the purpose of abandonment. Letters were quoted from their local representative to the Simmons Co. that the plant, formerly a beehive of industry, was looking like a mausoleum. The work of examining these incriminating letters was conducted by Julius Amberg of the firm of Butterfield, Keeney & Amberg, with his able assistants, who read through thousands of these letters and built up the damage suit placed in their hands by the Michigan Trust Co.

The decision of Judge Raymond says in effect that, regardless of any previous mistakes of the old management, as soon as Simmons Co. found there was a continuous business storm ahead, they proceeded to scuttle the ship; that beginning in 1931 they sold everything they could at ruinous prices, even down to tacks, and withdrew \$1,070,000 of their own money which had been put in, leaving the noble old ship of Berkey & Gay a mere hulk which up to that time had proudly sailed the business seas for seventy-five years.

This comparison is similar to the celebrated poem of John G. Whittier about Skipper Ireson, who was tarred and feathered and carried in a cart by the women of Marblehead for sailing away from a leaking ship. And the Simmons Co. are tarred and feathered to the extent of the \$1,070,000 which they withdrew and the remainder of the judgment up to about \$2,300,000,

for the ruinous results to the business of that withdrawal, causing enormous loss thereafter.

Again we say it is very easy to look back, and as we look at the capitalization listed above, we are amazed that any sane lot of business men could have hoped to have made even the interest charge in the furniture business on this enormous amount.

The Simmons Co. evidently thought they could run the furniture business by mass production, as in automobiles, but such a plan, of course, did not go and never will go any more than mass production of artists or individual outstanding men or statesmen will go.

(Continued on page 22)

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MEMORIAL ADDRESS

Delivered at Funeral Service of
Charles W. Garfield

There is nothing more admirable in human nature than the impulse to honor the memory of noble men. We are assembled to-day to pay tribute to one whom tribute is due. In keeping with the beautiful spirit and sublime faith of Mr. Charles W. Garfield I shall not attempt a long eulogy. Nothing that I can say could add or detract from a life lived so marvelously. However, we would be unfair to ourselves if we did not pause a moment to think of some of the magnificent qualities of character which have made his life so rich and so noble—which have made him the outstanding personality and character in our beautiful city.

Mr. Garfield was a great lover of the beautiful. Nature was a constant source of inspiration to him—and how he loved the flowers and trees! He was a leader in the idea of conservation. His vision led to the establishment of the School of Forestry and Conservation at the University of Michigan. Just this year, nineteen hundred thirty-four, this school dedicated its annual to Mr. Garfield with these appropriate words:

"To Charles W. Garfield, a life-long friend of the trees. Active in establishing forestry courses at the University for more than half a century. An eminent leader and pioneer in developing sound principles of forestry and adequate land use in Michigan. A man of high ideals and great common sense, beloved in his community, who works with and for the people without thought of self. This volume of the Michigan Forester is respectfully dedicated."

His life and thoughts were so clean and wholesome and noble that he could see the beautiful in human nature where others could not discover it. Yes, Mr. Garfield was a great lover of all that was beautiful and good, but, best of all, he was greatly loved. This large assembly will readily testify to this fact. It is comparatively easy to win the laurels and plaudits of people for a time, but few men have been able to win the abiding love of their fellow men as has Charles W. Garfield.

In the next place, Mr. Garfield was a great citizen. Just this morning my good friend of California days, Mr. Charles M. Heald, in speaking about Mr. Garfield said: "With due respect for all others, Mr. Garfield was the most valuable man Grand Rapids has ever had." He was not as spectacular as many, but he had vision to see what the city needed and then he gave himself unreservedly for its accomplishment. His name is listed with an astonishing range of interest—local, state, and national. A letter came from our good friend, Mr. E. A. Stowe, just before I entered this service in which he said: "We have lost our greatest soul—a man who has seen more and done more for his state and city than any other man who ever lived with and among us. A classmate of his at Michigan State College wrote: 'I cannot remember any other man on the campus who influenced so many of

the students and to the same degree which Charles Garfield always did with no effort to influence anyone." It was the thing for which he stood; it was the principles for which he lived. It was his daily life; it was his incomparable, superlative personality."

Another former professor of this college and friend of Mr. Garfield wrote yesterday: "No graduate of the seven thousand ever did, or can do, the beneficial work for humanity that he accomplished."

Mr. Garfield had a mind that quickly discerned the false from the true, and a soul which responded instantly to the things which were right. Once he believed that a thing was right he drove ahead in a manner which revealed the strong fiber of his moral

other man's place and to see life from his point of view.

He loved children and they loved him. Many a young person can thank him for the privilege of an education. Wherever he saw latent possibilities in human nature he wanted to develop them. The last public address I heard him make was in this church on June 20 when he spoke at a banquet honoring all our college students. He discussed "College Days of Long Ago." This talk was full of the finest reminiscences and enthusiasm and he closed with a buoyant hope for the future. He was always thoughtful of others and was forgetful of self.

Mr. Garfield was a great Christian idealist. His life was a living answer to the cynic and agnostic. No man

lopes, and he made plans to be sure to be present at the opening service last Sunday.

I have never known a man whom I believe has more closely followed in the footsteps of his Master. We know God as we see him interpreted in the lives of Jesus and of men who follow him. Mr. Garfield has shown us something of the possibilities of those who honestly follow Jesus. We will miss the inspiration of his presence, the contagion of his spirit and the power of his Christian idealism. However, we are proud that it has been our privilege to know him, to feel the influence of his life and to count him as our friend. There must in these sad and lonely days be a real sense of pride living in the hearts of his own family in the realization that he is theirs and that what he gave to humanity in a measure is theirs also.

And may He who guides the destinies of men put into your heart and mine more of those qualities of life and spirit that have made Mr. Garfield a great Christian friend and citizen.

We are comforted in the thought that life is eternal. The immortality of the New Testament is not maintained by argument, but by experience. Jesus had lived such a life of nobility, friendliness and power that when He died the men who knew Him loved Him and appreciated Him, felt that whatever death had done to the body it had not done away with Him.

Human personality is the crowning achievement in this world of ours. If personalities like Mr. Garfield were annihilated it would be an irreparable loss. But he lives to-day in the hearts and lives of those who have been quickened into nobler living through his influence. Nothing can take him from us.

The greatest tribute that you and I can pay to his memory is to re-dedicate our lives to those fine principles of Christian manhood which he so clearly exemplified.

"He has fought a good fight, he has finished his course, he has kept the faith."

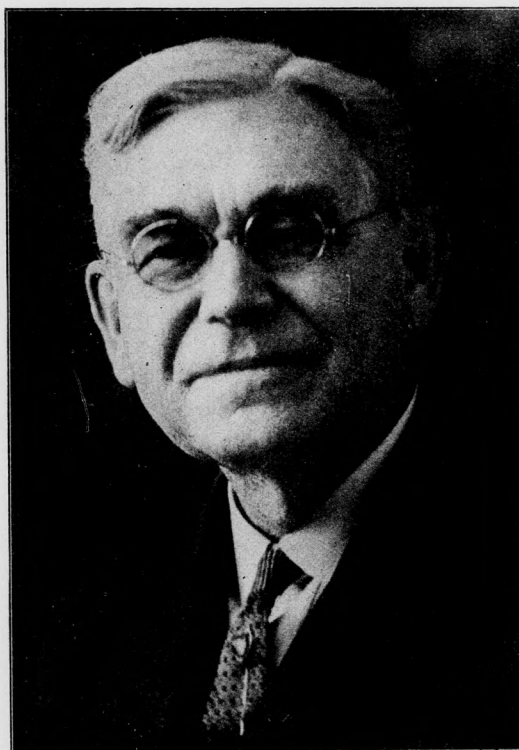
Edward Archibald Thompson, D.D.

Garment Shortage in Prospect

With immediate delivery on wanted silks growing more difficult to obtain and with some fear expressed regarding the available quantities of favored lightweight woollens and novelty coatings, the possibilities of a shortage of finished garments are now receiving more serious attention than at the close of last week. Retailers, while averse to taking the risk of buying solely on strike developments, are giving consideration to placing orders two to three weeks ahead. Increasing recognition is being given the fact that while general stocks of silks, rayons and woollens are comparatively large, the favored materials of the season are in much more limited supply.

You cannot destroy individual enterprise and take from it its rewards without at the same time destroying individual freedom and the free institutions under which it flourishes.—Frank Knox.

"The poor are always with us." They are not to blame as much as we.



The Late Charles W. Garfield

manhood. He could be counted upon in the church, in civic affairs, in his stand for political justice, and in his business and social dealings. Yes, in all these he was an upright and honorable citizen.

He loved his family. He was a marvelous husband, father, brother and friend. He always saw the good in others. Soon after my arrival in Grand Rapids, Mr. Garfield was talking over some of our members with me. In every instance he rejoiced over the qualities of character and loyalty that he found in the lives of those persons whom we discussed.

Charles W. Garfield was a great friend. He loved his friends and if he had any enemies he loved them, too. He was able to put himself in the

ever came into my study who brought more beauty of character and idealism. Certain things invisible had more power over him and were more real to him than mere materialism. He was a man of great faith and he lived it. He was a great churchman. His presence here in his pew every Sunday was of far greater inspiration to his minister and friends than he could ever realize. He was vitally interested in every program presented in his church. His rare good judgment was never foisted upon any one or any organization, but was humbly given at just the right time.

Indicative of his loyalty and interest was his action on labor day (the last Monday of his life), when he with Mrs. Garfield prepared their church enve-

RETAIL GROCER

Retail Grocers and Meat Dealers Association of Michigan.

President—Rudolf Eckert, Flint.
Vice-President—O. A. Sabrowski, Lansing.
Secretary—Herman Hansen, Grand Rapids.
Treasurer—O. H. Bailey, Sr., Lansing.
Directors—Holger Jorgenson, Muskegon; L. V. Eberhard, Grand Rapids; Paul Gezon, Grand Rapids; Lee Lillie, Coopersville; Martin Block, Charlevoix.

Idle Thoughts of an Idle Traveler

To one with background of ocean travel dating from 1867 there is perennial wonder, mingled with distinct regret, in the steamships of to-day. A ship of 17,000 tons is now a commonplace. My first distinct consciousness of steamer size came in 1880 when I sailed on the Circasia which, with her sister, the Devonia, was the last thing in comfort and convenience; and their tonnage was 4,000.

In another eighteen months, these were followed by the Furnessia, of the same Anchor Line, "biggest ever launched save the Great Eastern," and her tonnage was 5,400. Then things crowded rather fast. Came the Parisian of the French line, 6,000 tons; the Servia, of Cunard, 8,000; and along in 1884 I witnessed the launching on the Clyde of the Umbria, another Cunarder, of, I think 11,000 or 12,000 tons although I may be wrong on that point.

Now we step onto a "Santa Boat"—our being the Santa Lucia—the latest of the Grace fleet, into a veritable floating hotel. This is 17,000 tons. Every room—"cabins" are passé—has private bath, toilet, running hot and cold water, space unheard of, facilities exactly as in the best hotels, with electric central and side lighting and a reading light convenient to each berth. The berths, too, are real single beds, quite on a par with the best anywhere.

Hence the note of regret for this old seadog: That ships are no longer ships. Crossing on the Furnessia in February, 1882, we beat about for thirteen days against our eight day schedule; and, believe it or not, we knew we were at sea. And why go to sea if one is virtually to ride as on the veranda of a hotel on the seashore? That's what I'd like to know. All my life I have wanted to travel just once on a sailing ship, and if they do not all disappear soon, I may get my chance yet. If not, there is some compensation in the modern freighters—"little" boats of 8,000 to 12,000 tons on which one can still live with the officers and crew on the small-family plan long enough to get acquainted and with reasonable certainty that there will be a moderate amount of motion in any event.

There is no chance to get altogether out of touch with civilization either as in the days when one had no news from the minute of departure until the first port was touched.

Second day we read how Marie Dressler's will provided a bequest of \$50,000 in cash to her pair of negro personal servants, faithful to her for fifteen years, "in appreciation of their service, loyalty and devotion," plus Marie's silverware as a present for their silver wedding anniversary. That was a delightful bit of news. One could but hope that no slick stranger would get the handling and "care" of that fortune for the Coxes!

One has time to philosophize with Ed. Howe in his "As I Grow Older" in the Saturday Evening Post, being particularly intrigued by this: "I have never been able to understand the almost universal hatred of the well-to-do. We call it virtue, but it may be fault, since all of us wish to be comfortably well off and no disgrace attaches to that condition." Sounds reasonable to me and I idly wonder at the spirit described—even as I wonder over the American Standard of Living, Live Your Own Life, Youth Must Be Served and other items which strike me as about the inane drivelt imaginable.

But it was real fun—hilarious fun—to follow H. L. Mencken through a Liberty article on Schoolhouses in the Red. This lets a lot of gas out of the brain-trust conception, showing that those supposedly wiser highbrows went just as far wrong as any of the reputed sinners of Wall street. It lent important support to my own established conviction, progressively strengthened in recent years, that one of our most sinister rackets is our educational ring—especially sinister because run by educated, fairly intelligent people who can advance most plausible reasons why this racket should continue to flourish. But it is reassuring to note that here and there a real educator senses the true situation. This, with the help of hard economic facts, may curb this evil along with the many others consequent on our recent spree.

Hotels everywhere are familiarly in the doldrums. The Olympic of Seattle is merely typical. Urged by "civic pride" the citizens put up an original sum of \$150,000. Then followed a bond issue of \$2,000,000 which was soon found sadly inadequate; but things were "looking upward" in 1926 and holders of original issue were induced to accept a second lien—or worse; I am not certain—while a new issue of firsts was sold \$2,500,000. Then as soon as completed, capacity was enlarged to tune of another \$870,000 and a total of 1000 rooms was available.

Now, long since, the first \$2,150,000 was wiped out and a moratorium on any payments on the remaining \$3,370,000 runs for years with interest—whether from date or after four years I am not sure—reduced to 2 per cent., provided it is earned. But as the hotel runs to-day at consistent loss, not paying expenses and delinquent on taxes—well, figure it out for yourself.

This is substantially accurate, as is the statement that the Blackstone in Chicago, mortgaged originally for \$12,000,000, was sold under the hammer for \$4,300,000.

All seems to be of a piece with our over-expanded school facilities, with nothing in sight but to get over our headache as we may and dig out of a mess ever recurrent in our experience as a people.

The Pacific Ocean is not accurately named, as anybody who lives close to it knows. The man who called it Mare Pacifico saw it on a quiet morning. But our two days running North were about as exciting from a sea standpoint as the outlook from the beach hotel I imagine above.

Then on the second morning we turn into the Strait of San Juan de

Fuca, which the Spanish properly call Foooca, and run into the charming little port of Victoria around 10:30. We follow the usual ballyhoo trip about the city, unchanged, basically, from what the Findlays experienced in 1916, except that now this place of 45,000 people has in it 11,250 automobiles. "Slow" it is called—or maybe more politely, "leisurely"—a City of Homes, which it surely is and most alluringly attractive as such, but this auto-for-every-four-persons strikes one as a sinister touch. It looks as if our hectic American haste to race nowhere in particular and to do nothing after we get there had made most unfortunate penetration into this staid British community.

The drive took us two hours. Then we had four hours of the run down the incomparable waters of the Puget Sound to Seattle, the city to my mind more distinctly Beloved of the Lord than any other of which I know. The atmosphere is clear in this region only a small percentage of the time and it was too hazy for us to see the Olympic range, Mounts Baker or Rainier, but the varied shore line is incomparable and all visible except in really thick weather.

Landing facilities were not in keeping with other Grace Line service. Baggage was not assembled under the initial letters on the pier as it should have been and there was some risk about seeking it out for one's self, but we got it all and were soon settled in our perfectly charming hotel apartment.

Paul Findlay.

Proceedings of the Grand Rapids Bankruptcy Court

Sept. 10. On this day the schedules, reference, and adjudication in the matter of Krapp Motor Sales, a Michigan corporation, bankrupt No. 5852, were received. The bankrupt is located in Grand Rapids. The schedules show total assets of \$12,293.17, and total liabilities of \$22,755. Listing the following creditors: City, County and State taxes.....\$2,625.77 Corporation Tax, Lansing.....247.50 Michigan Sales Tax, Lansing.....142.91 Edmund C. Krapp, G. R.....135.64 William Paulus, G. R.....300.72 Arthur Ploog, G. R.....206.13 Orville Morgan, G. R.....14.75 Margaret Swanson, G. R.....151.41 E. C. Molt, G. R.....31.02 Grand Rapids National Bank.....15,855.29 Wm. Shreve, G. R.....42.00 C. H. Bush, G. R.....40.00 S. M. Adams, G. R.....30.25 R. H. Hill, G. R.....121.73 G. N. Chessman, G. R.....75.00 Alemtic Co., Detroit.....85.83 American Auto Appraisal, Detroit.....18.00 Beurmann-Marshall Co., Lansing.....29.50 Seth R. Bidwell, G. R.....20.00 Brown & Seher Co., G. R.....33.00 Burton Heights Fuel Co., G. R.....2.56 G. R. Water Works.....5.03 Consumers Power Co., G. R.....6.79 W. M. Pinck & Co, Detroit.....10.00 G. R. Gas Co.....1.28 G. R. Welding Supply Co.....11.28 Heat Equipment Co., G. R.....3.50 Hyde Fuel & Lumber Co., G. R.....13.59 Ben. Johnson, G. R.....29.56 H. J. Koops, G. R.....391.00 Mich. Bell Telephone Co., G. R.....28.60 Northwestern Oil Products Co., G. R.....3.01 Panther Oil & Grease Co., Fort Worth, Texas.....5.00 Lebr Cleaning & Chemical Co., Detroit.....2.96 Remington-Rand Co., Chicago.....7.02 Ruffe Battery Service Co., G. R.....36.49 Seidman & Seidman, G. R.....130.00 Sherwood Hall Coff., G. R.....289.12 Spade Tire Co., G. R.....127.10 Mr. Richards Dunham, G. R.....480.00 Frank York, G. R.....28.16 Clare J. Hall, G. R.....35.00 Fisher Body Co., G. R.....300 Motor Bankers Corp., Detroit.....1,000.00 In the matter of Ward F. Benton, bankrupt No. 5837. The first meeting of creditors has been called for Sept. 28. In the matter of Krapp Motor Sales, bankrupt No. 5852. The first meeting of creditors has been called for Sept. 27. In the matter of Vernon T. Moyer, bankrupt No. 5551, final meeting of creditors was held under date of July 17.

M. N. Kennedy, trustee, was present and represented by Jackson, Fitzgerald & Dalm, attorneys. No others were present or represented. Trustee's final report and account was approved and allowed. Certain attorneys' bills and administration rent were allowed. Balance of bills, notes and accounts receivable was offered for sale, and there being no bids, was abandoned as worthless and burdensome. Trustee's equity in certain real estate located in W. Sandwich, Ontario, was abandoned as worthless and burdensome, together with one certificate of participation in the sum of \$12.85 in First State Bank of South Haven. Order was made for payment of expenses of administration and a first and final dividend to creditors of 3.6 per cent. No objection to discharge. Meeting adjourned without date. Files will be returned to U. S. District Court.

In the matter of M. A. Guest Co., bankrupt No. 5648, the adjourned first meeting of creditors was held Sept. 12, at which time George LaBour, trustee, was present and represented by Cleland & Snyder, attorneys. The bankrupt was present by M. A. Guest, president, and E. E. Frost, secretary, and represented by Travis, Merick, Johnson & McCobb, attorneys. Joseph R. Bennett, state court receiver, was present and represented by Travis, Merick, Johnson & McCobb and A. A. Worcester, attorneys. Certain creditors were represented by Smith, Searl & Strawhecker, Benn M. Corwin and A. A. Worcester, attorneys. Certain claims were considered and testimony taken with respect thereto. The report and account of the state court receiver was also considered. The meeting then adjourned to Sept. 20.

In the matter of Seegmiller Bros., bankrupt No. 5820. Sale of assets has been called for Sept. 10 at 10 a. m. at the Big Rapids store, 2 p. m. at the Cadillac store and 4 p. m. at the Traverse City store. The total appraisal is \$1,016.48. The stock consists of miscellaneous clothing, shoes, toys, novelties, etc., together with store fixtures and equipment. All interested in such sale should be present at the date and time above stated.

In the matter of M. A. Guest Co., bankrupt No. 5648. The sale of assets has been called for October 2 at the premises formerly occupied by the bankrupt at Big Rapids. The land and buildings, office furniture, machinery and equipment, furniture, supplies and panels and lumber are for sale. The total appraisal is \$33,228.20. All interested in such sale should be present at the date and time above stated. The trustee is Mr. George LaBour, Murray bldg., Grand Rapids.

In the matter of Krapp Motor Sales, bankrupt No. 5852. The sale of assets has been called for October 2 at the premises formerly occupied by the bankrupt at 1845 Division Avenue, S., Grand Rapids. The assets for sale consist of office furniture and equipment, show room furniture and fixtures, stock room equipment, parts, accessories, shop machinery and equipment, all appraised at \$2,197.74. All interested in such sale should be present at the date and time above stated.

Graybar Tag for All Appliances

Electrical appliances distributed by the Graybar Electric Co., Inc., hereafter will carry a special tag informing consumers that the appliance is guaranteed by the company, it was announced last week. Dropping its manufacturing activities completely, the corporation will concentrate on the distribution of appliances manufactured by other companies. The tags, formerly reserved for goods bearing the trade name of the Graybar organization, will be affixed, it was announced, to all types of household appliances which the company handles in the future.



Beech-Nut

GUM & CANDIES

COFFEE • PEANUT BUTTER
CATSUP • BUTTER WAFERS
and other foods
of exceptionally fine flavor

BEECH-NUT PACKING CO., CANADAHAM, N. Y.

MEAT DEALER

Meat Production Gains 4 Per Cent. Over 1933

Meat production in the United States in the first half of 1934 increased four per cent. over the corresponding figure for 1933, and six per cent. over the half-year average for the last five years, according to an analysis made recently by the Institute of American Meat Packers from United States Department of Agriculture figures, on the number of animals under Federal inspection.

This increase in total production was due mainly to larger cattle marketings this year, particularly since the advent of drought conditions in the Middle West, and inauguration of the Government's emergency cattle buying program. Pork production, despite the impetus of the drought in April and May, did not share in the increase, falling slightly under both last year's corresponding figures and those of the five-year period ending with last year. Lamb production dropped still more.

Federally inspected beef production in the six-month period jumped to approximately two and one-half billion pounds, a gain of 21 per cent. over that of the same period last year. Yet in line with increased consumer purchasing power as indicated in higher factory payrolls this year, prices of all grades of cattle have risen steadily since January, except for a drop accompanying increased receipts in May, at the height of the drought. Insofar as the lowest grades of cattle were concerned this drop continued in June; but it was quickly reversed in the case of the higher grades, and more slowly reversed by steers of all grades as a whole. Choice and prime steers closed the six-month period fifty per cent. higher than at its start, and low grade steers have held their own for the period as a whole.

Federally inspected veal production for the half year shot up to about 314,000,000 pounds, which was 34 per cent. above the corresponding figure for last year, and which constituted an all-time record for the period. Because of this large supply, calf prices have been slightly under last year's during most of the period.

Federally inspected production of pork meats from January to June was about 2,850,000,000 pounds, a decline of about eight per cent. under the corresponding figure for 1933, and also well below the five-year average. Hog prices rose sharply in February, gradually surrendered the gain in a largely seasonal decline, and then repeated the gain, still more sharply, in the middle weeks of June. At the end of the month, hog prices were higher than at any time since last October. In the three weeks ending June 23 the average weekly market price of hogs at Chicago increased from \$3.33 per hundredweight, alive, to \$4.71.

However in connection with prices of hogs, it must be remembered that since March 1, 1934, the packer has been paying a processing tax of \$2.25 per hundredweight alive on every hog, in addition to the market price. From the funds derived from the processing tax the government is making benefit

payments to farmers who co-operate in the corn-hog plan, and is removing surplus hogs and pork from the market to improve hog prices.

Federally inspected lamb and mutton production for the first six months of the year was about 295,000,000 pounds, or about eleven per cent. below last year's corresponding figure. Prices rose to a peak late in April; for the entire period, they have been far above those of the two preceding years. Despite a decline in May, which is not unusual for that season of the year, lamb prices at the end of June were the highest for that date in four years.

Exports of pork in the first half of 1934 gained about thirteen per cent. over those of the corresponding period a year earlier, although still 36 per cent. under the last five-year average for the same period. Lard exports dropped back to approximately forty million pounds in the month of June, after a spurt which had carried them up to 67,000,000 pounds in May. For the six months, however, lard shipments were still nine per cent. under the corresponding figure for a year earlier, and nineteen per cent. below the last five-year average for the same period.

The fact that stocks of pork meats gained only 6,000,000 pounds during June is in striking contrast with last June's increase of ninety million pounds in storage, or the previous June's decrease of 72 million pounds. The five-year average for the month is a twelve million pound decline. Stocks of pork on hand July 1 this year were about fifteen per cent. under last year's figure and fourteen per cent. under the five year average. Lard stocks on July 1 were about six per cent. larger than on that date last year, and 31 per cent. larger than the five-year average for that date.

Packers' payments for live stock during June are estimated at \$100,000,000, a decrease of two per cent. from last June. Increases or decreases were distributed as follows: cattle, \$13,000,000 gain; calves, \$1,000,000 gain; sheep and lambs, \$300,000 decline; and hogs, \$16,000,000 decline, due alike to smaller marketings, lower prices, and light weights. In addition to the market price of hogs, however the packers in June incurred processing taxes estimated at \$220,000,000.

Payments for live stock for six months of 1934 are estimated to have been \$545,000,000, a gain of \$70,000,000 over last year's corresponding figure, the increase being mainly due to larger payments for cattle. Processing taxes on hogs estimated as \$110,000,000 were incurred during the first half of the year.

A Meat Cut For Every Pocketbook

"More than twice as many different cuts of meat are available for the housewife when she goes shopping today as compared with a decade ago. Likewise there has never been such a variety of meat dishes to tempt the palates of the American public."

Such is the declaration of specialists of the National Live Stock and Meat Board who are now engaged in setting up educational meat exhibits stressing the new styles in meat cuts, new fashions in the selection of meat and the latest

information as to meat's nutritive value. These exhibits are being featured at fairs and livestock shows across the country, the exhibit season to be climaxed by the Quality in Meat Exhibit at the International Live Stock Show in Chicago, Dec. 1 to 8.

Proof of the assertion that "there is a meat cut for every pocketbook" is presented in a display showing meats for the low cost diet. All of the meat cuts in this display may be purchased on the market for less than 15 cents per pound. They include such nutritious and appetizing cuts as smoked picnic pork shoulders, beef shank, lamb liver and others.

One of the unique displays in each exhibit illustrates the work of meat stylists in designing new and unusual cuts. Boneless inside and outside chuck rolls of beef, butterfly pork chops and cushion style shoulder of lamb and other modern cuts are shown side by side with the portions of the carcass from which they are derived.

Featured at many of the fairs this year is an exhibit of cooked meats. Attractive meat dishes, prepared according to the most modern methods, are shown. The preparation of some of the newer cuts is brought out. All dishes are appropriately garnished. In addition, there are lard displays emphasizing the importance of this product as a household fat.

An out-of-the-ordinary exhibit was arranged for the Minnesota state fair in view of the fact that the seventy-fifth anniversary of the fair was being observed. Beef, pork and lamb cuts typical of seventy-five years ago are contrasted with similar cuts of to-day. This exhibit brought out the fact that meat animals have greatly changed in type and that meat cuts are smaller and more convenient in size than was the case in the early '60s.

This year also for the first time, some new features which add to the attractiveness of the meat exhibits, have been introduced. Transparencies of cooked meat dishes in colors are presented. Cuts of meat appropriately labeled are displayed on revolving turntables.

New posters, especially designed to tell the story of the part meat plays in supplying the essential food elements, are being displayed. These posters bring out important information relative to the digestibility of meat and reveal that it is an excellent source of protein, iron, phosphorus, energy, etc.

Pecan Nut Prices Advance

Opening prices on 1934 crop pecan nuts show increases up to 20 per cent. as compared with those last year. The greatest advance is on Schleys, or very thin-shelled grades, of which there is a short crop. The crop of heavier-shelled nuts is about normal, with prices up from 5 to 10 per cent. The National Pecan Marketing Association is quoting 22 cents a pound for grade A extra large, 18 cents for large, 14 cents for

medium and 11 cents for small. Grade B are from 12 cents for the medium to 19 cents for extra large. Extra large grade A Schleys are 30 cents, large are 24 cents and medium 20 cents. Grade B extra large are 25 cents and large are 19 cents. Prices are on fifty-pound bags. Almond prices will be named this week.

Wholesale Grocery Index Up

The index of wholesale grocery prices for August, prepared for the National-American Wholesale Grocers' Association, shows a gain of 2.8 per cent. over July. This increase, it is pointed out, is the more notable since there usually is a decline of 0.5 per cent. in August. A typical bill of wholesale groceries gives an index of 86.2 in August, against 83.9 in July. The index is 10.6 per cent over the figure for August, 1933, and is the highest average since November, 1930. The items which averaged higher last month were cheese, corn syrup, cottonseed oil, coffee, dried beans, peas, corn, peaches, lard, flour, cornmeal and oats.

Leather Coats to Advance

Prospects of an impending price rise on leather and suede coats and jackets after the industry goes on a thirty-six hour week on Oct. 1, brought in a fairly substantial volume of business last week, selling agents reported here yesterday. Most mills will quote on goods only up to the first of next month and have warned buyers of advances of 7½ to 10 per cent. Men's first quality suede jackets now selling at around \$3.75 wholesale are expected to advance to \$4 and a woman's style with slide fastener will probably go from about \$4.25 to \$4.55 or \$4.60, sellers said.

Novel Jewelry Re-orders Active

Active re-orders for Fall novelty jewelry were reported in the trade here yesterday, with a number of leading retailers sending wires requesting rush shipment of merchandise on order. Improved volume business is being done on \$1.95 and \$2.95 retail ranges, with the \$1 items less competitive because of the trading up plans of a good many retailers. Gold effects led, followed by silver. The most active call is for bracelets, clips and pins and earrings. The volume in necklaces so far has not been large, but shows some gain over a year ago.

This is not the first depression America has had and probably will not be the last. But this the first time in the history of the world where what is happening anywhere is happening everywhere. We must bring our thinking to a sense of the universal significance of the problem.—Preston Bradley, D.D.

Opportunity never seems to knock except when we are extremely busy.

GRAND RAPIDS PAPER BOX CO.

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

GRAND RAPIDS, MICHIGAN

HARDWARE

Michigan Retail Hardware Association.
President — Henry A. Schantz, Grand Rapids.

Secretary—Harold W. Bervig, Lansing.
Treasurer—William Moore, Detroit.
Field Secretary — L. S. Swinehart, Lansing.

Advertising Has Countless Stories to Tell

Production without distribution and ultimate consumption is futile. Intermediate sales effort is nullified if the actual consumer is not attracted, sold and satisfied, particularly on items which are not fundamental necessities.

A famous slogan truthfully asserts "The recollection of quality remains long after price is forgotten." Cheap buying in the recent past has not been altogether a matter of choice; with increased purchasing power, is returning general recognition of the real economy of quality buying. Forced experience with inferior merchandise but stimulates this urge.

There has been constant improvement in almost every type of manufactured article, but the average man in the street is not yet conscious of even half of these, so that advertising has countless stories to tell. Methods of publicizing this information are well established, based on the character of the article and the appropriation available.

In the very nature of things, sales appeal can more readily be created for some products than for others, among the innumerable lines which seek distribution through hardware channels. But when such hitherto prosaic items as garbage cans and toilet seats can be dressed up to resemble Tiffany products, rate conspicuous display in prominent stories and sell in volume at prices satisfactory to all concerned, similar vision in other lines may not go unrewarded.

Consumer advertising on a national scale is not possible for all, or necessary in many instances. "Goods well displayed are half sold" and at this particular time manufacturers may well concentrate upon this phase. Modern display means not only exhibition of the item itself, but implies also the necessity of accompanying description and appealing package.

Color and finish, design and mechanical improvement, method of display have kept step in many of the products which have revolutionized the atmosphere of the modern hardware store. Particularly has this been true with the great variety of kitchen equipment, household wares and appliances. Sporting goods have always been attractive. Improvement in packaging and method of display are also noticeable in the more general hardware lines, but for obvious reasons have been less spectacular than among products which challenge feminine interest. But not all our customers are women. The pride of possession of a good tool still stirs craftsman and amateur alike; the beauty of quality hardware and the security assured by dependable locks appeal to all.

Modern store arrangement is upon the theory of maximum display; no longer is effective exhibition confined to window dressing. New types of counters and ever-increasing table use

have made obsolete many display devices formerly regarded as standard by manufacturers. Display aids in the past have in the main impaired usefulness by tendency to over-size. For small articles, individual mounting on an attractive card finds favor, but the size of the card should be restricted. Larger units should be shown separately, mounted on a simple device when possible, with an accompanying card to identify and tersely emphasize use, construction or unusual features. Most dealers suggest that identification cards should for average products not exceed 5 in. x 7 in.

There is increased recognition of the definite advantage of attaching to merchandise units by label or tag, such in-

formation as will acquaint both seller and customer with the possible uses of the article, unusual or superior points of construction and in many instances, its care. In the case of many specialty items which are individually packed, a tag conveying the information is attached to the article itself and the information repeated or elaborated upon the container. In such cases there is wide scope for the commercial artist.

This method of description not only assists sales people to make intelligent and appealing presentation of a product, but likewise posts the consumer after the purchase is made. If all manufacturers would be more painstaking in so disseminating information as to the correct use of their product, there

would be less irritation and loss in disputes and replacements of merchandise unjustly returned as defective. Manufacturers of edge and cutting tools, particularly, have many such instances. Not all claims for replacement are made in bad faith, but result from the purchase in ignorance of a size or type of tool or implement not adapted for a specific purpose. Human nature being what it is, no method will completely solve the replacement problem, but reasonable usage information actually accompanying an article will assist.

Again, information as to care is desirable. For example, the proper method of re-whetting or filing edge or cutting tools may well be emphasized, as

(Continued on page 22)



The days of the "3 R's" have returned for 1,382,630 of Michigan's school children . . .

Railroad taxes—\$7,829,198 in 1933-34—go directly toward the education of those youngsters.

Railroad taxes are the bulwark of our primary school fund. But now those tax payments are in danger.

Unfair, inequitable competition, particularly from unregulated trucks, has so cut into the railroads' income that their tax payments have become a problem. If this situation continues those tax payments inevitably must stop.

To the extent that the railroads are destroyed as a source of tax revenue the payments they now make will have to fall upon the citizen.*

Can he afford, then, to permit the job of transportation to be shifted largely from a tax-yielding agency—the railroad—to a tax-consuming form of transport? Is he ready to take on this added tax burden?

The railroad problem is deplorable, but not beyond remedy. It can be solved within our legislatures.

Our next Michigan legislature should see that motor trucks and buses are taxed to meet fully the costs to the public which their operation entails; that they submit to regulations comparable with those governing the railroads, and, in addition, that they contribute equitably to the general expense of government.

Michigan and the "3R's" need the railroads. And the railroads need constructive legislation. It is only fair that they be given at least an equal chance.

*If Government ownership should come, the railroads as a function of government, would be as tax-free as the Navy or Postoffice Departments now are and the taxpayer would not only have to make up the 400 millions in taxes annually paid by the lines but would be further taxed for their operation.

MICHIGAN RAILROADS' ASSOCIATION

DRY GOODS

Michigan Retail Dry Goods Association
 President—Jos. C. Grant, Battle Creek.
 First Vice-President—D. Mhlethaler, Harbor Beach.
 Second Vice-President—Clare R. Sperry, Port Huron.
 Secretary-Treasurer—Leon F. Rosacrans, Tecumseh.
 Manager—Jason E. Hammond, Lansing.

Vacation Days Are Over With Dry Goods Trade

Your manager made an effort to call on all members during the summer. The blistering heat of August upset some of our plans and made it imperative that we should stay in the shade a part off the time.

During the autumn months our President, Mr. Grant, would like to meet every member at the group meetings which are announced below. They are arranged at convenient points and every member, with his wife and store executives, should endeavor to be present and lend his presence and participate in the discussions on merchandising problems.

During previous years we have frequently been asked if women are expected to be in attendance at these meetings. It seems strange that this question should be asked when we have always attempted to make it plain that the wives and women store executives are expected and earnestly invited.

Please observe that the meetings are all held on Thursday. They are two weeks apart, giving Mr. Hammond plenty of time to travel in the area where the group meeting is held, reminding members of the importance of attending the meeting and doing all he can to encourage attendance. Mark your calendar and do not let anything prevent your being with us. The dates and places are as follows:

September 20—Kalamazoo—Thursday.
 October 4—Saginaw—Thursday.
 October 18—Grand Rapids—Thursday.
 November 1—Pontiac—Thursday.
 November 15—Jackson—Thursday.

Our President, Joe Grant, is looking forward to these meetings with much interest and those who know him are conscious of the fact that merchants cannot get away without being encouraged to greater effort and enthusiasm.

At the Kalamazoo meeting we expect Prof. Edgar H. Gault, Professor of Marketing in the Bureau of Business Research at the University of Michigan; also James E. Mogan, Director of the State Department of Tax Administration. There will also be in attendance the more aggressive members of our Organization to participate in the discussions and we shall endeavor to make our first meeting one of interest and enthusiasm.

The details of the Kalamazoo meeting are as follows: Hotel Burdick, 6 o'clock, Eastern standard time. Dinner served by the hotel management, 85c per plate, tax included. John Moore, of Gilmore brothers, will be in charge of local arrangements, assisted by C. N. Hoag, of the J. R. Jones Sons & Co.

An invitation will be sent to the officers of the Michigan Federation of Retail Merchants, requesting them and their members to be present with us on these occasions, especially those who reside in the area where the meetings are held.

The Associations composing our Federation intend to stand together in

matters of common interest and will present a united front on matters pertaining to the interests of merchants generally. We do not intend to be divided on matters of major importance. Matters of legislation that will affect the merchants as a whole will be carefully studied and the best interests of the largest number will be defended.

Our insurance company has been in existence twenty-five years and has had an honorable record from start to finish. The statements made in the following letter is headed

Our Twenty-Fifth Anniversary. It explains itself and gives our members an idea of the substantial quality of our own insurance company.

Grand Rapids, Sept. 15—When you receive this letter we will have been in the mutual fire insurance business for twenty-five years.

During these twenty-five years we have saved the members of our company from 25 to 37½ per cent on their insurance premiums and no member of our company has ever paid an assessment in addition to a regular premium.

We have always been able to pay all losses promptly and have received many compliments on the fair adjustment and prompt settlement of losses incurred.

To-day financial condition is such that we have \$228 in assets for every \$100 of liability, including \$25,129.08 reserve for unearned premiums, while our reinsuring contracts and agency capacity enable us to write large lines with small net retentions.

We take this opportunity to thank all of our members and you personally for the loyal support you have given us, and hope to have the privilege of serving you for many years to come.

For your information and to help you decide where your Insurance can most safely be placed we present the following statistics tabulated and corrected by the American Mutual Alliance as of March 15, 1934:

Mutual Companies organized since 1752—4357	59.7% survive
Stock Companies organized—2202	25.6% survive
Reciprocal organized—511	14.0% survive
Lloyds organized—157	7.6% survive

J. De Hoog,
 Sec'y G. R. Merchants Mutual Fire Insurance Co.

In Flint we were told of a new method of receiving goods under false pretense. A middle-aged man and woman visited a Flint ready-to-wear store, selected a suit, the price of which was about \$60 and offered a check. The credit department refused to accept the check. The parties left the store with the promise that they would get the check cashed elsewhere.

Later a telephone message came, asking them to send the garments by messenger C.O.D. The messenger was met at the door by the man who stated that his wife was taking a bath, but wished to examine the goods. The messenger waited on the porch. The door was closed with a spring lock. After waiting some time the transaction was reported to the police department and they found that the parties had engaged the apartment for only a day. The man had departed by auto by way of the alley.

We report in full a letter received from one of our members in Ann Arbor. The same is self-explanatory.

"I thought I had better report a racket that has been going on here in Ann Arbor with several of the merchants. The parties concerned were

arrested and fined. Their names are May and Jack Stimson of 541 Church street, Windsor, Ontario, License No. NJ834.

"Their racket is to shop lift merchandise in the stores and then after-

wards return the merchandise and get cash for it on a refund. As difficult as this may seem, it was worked on three different stores here in Ann Arbor."

Jason E. Hammond,

Mgr. Mich. Retail Dry Goods Ass'n.

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FIRE



SHOPPING



INVITATIONS



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HOTEL DEPARTMENT

Looking Backward Twenty Years and More

Los Angeles, Sept. 15—At this time, having in mind the twentieth annual convention of the Michigan Hotel Association to be held at Detroit during the coming week, instead of telling you of the comings and goings of members of the organization of the present day, I am going to talk a bit about some of the boys who were in evidence during the days of the older Michigan State Association, superseded by the present one in 1914.

To be sure at that period, forty or more years ago, I had not the interest in the fraternity that I possess at present, but being at that time in the commercial line and covering the state of Wisconsin, the Upper Peninsula was also a part of my territory. Probably the first modern hotel establishment—and when I say "modern" it is in the sense of steam heat and running hot water—was Hotel Marquette. It was an enterprise of the early '80s, being one of the de luxe hotels in the Wolverine state at that time. I cannot say who opened the institution, but I do clearly remember that John Lewis was its landlord when I made my first visit there. About that time, or soon after, the Nelson House, at Ishpeming, was opened. Physically it was easily the finest hotel of its day and age. Bath rooms, with real marble tubs, were featured, and there was a strong rivalry between this and the Marquette, the consensus of opinion among traveling men being that while the Nelson was possibly more modern, the meals at the Marquette were superior, and I still cling to that opinion. The Nelson has been superseded recently by the Mather Inn. The Marquette was recently destroyed by fire and not rebuilt. Ye old landlord, John Lewis, a paralytic sufferer, is, however, still in evidence in Marquette, and is the recipient of many visits from his old patrons and fraternal friends. Later on came the Douglas, at Houghton, operated for many years by that outstanding figure, "Johnny" Mann, still, so far as I can learn, in the land of the living, but no longer active in the game, though he occasionally contacts with the Association. The S. M. Stephenson was built at Menominee, about this period. It was afterward known as the Menominee, with E. J. Wood, an ardent member of the newer Association, as operator. The Delta, at Escanaba, came into being a little later on and is under the management of Clyde J. Burns. Crystal Falls, has a modern fire-proof structure completed about fifteen years since, with H. L. Bradley as operator. There is also the Beach Inn, at Munising, managed by C. L. Heckathorn, who is a regular attendant at Association meetings, and the Murray Hill, Sault Ste. Marie, until recently under the supervision of A. E. Marriott. Then there are the two newer ones, the Ojibway, at the Soo, and the Northland, at Marquette. Two outstanding operators for many years in the Northern district, since gone to the Great Beyond, were J. R. (Jim) Hayes, of the Park Hotel, at the Soo, and Louis Mellette, of the Ossawinamakee, Manistee. Hayes, Lewis, Mann and Mellette were all glorified for the wonderful food dispensed by them in the grand old days when hotel service consisted of a good room and three square meals per day on every equitable basis. Northern Peninsula hotel men deserve a conspicuous space in history.

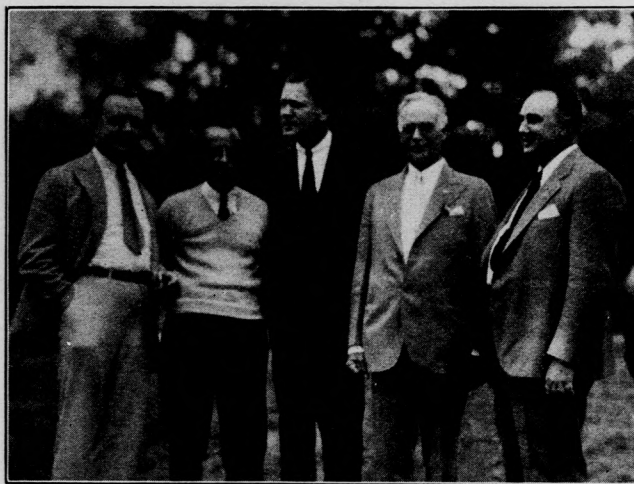
Later on my territory was increased by the addition of Southern Michigan, where I remember with much pleasure, the two principal hotels in Detroit, the Russell House, owned by W. J. Chittenden, Sr., father of the present resi-

dent manager of the Book-Cadillac, and the former Cadillac, operated by Swartz Brothers. I also well remember the old American House, at Kalamazoo, operated by Fred Hotop and his excellent wife, on the basis, if I remember rightly, of \$1.50 per day, American plan. A few of the old commercial men will remember that every evening an offering of juicy red apples and Mrs. Hotop's special brand of doughnuts was freely made to the guests. And the Morton House! Remember the spacious dining room on the second floor with every meal a banquet, served by neatly uniformed lasses, and with the genial Boyd Pantlind and his worthy assistant, "Mort" Rathbone, ever in evidence. Then there was the world-famed Bancroft, at Saginaw, notable for its special brand of corned-beef hash, which is still a daily offering at the newer establishment. Farnham Lyon was its owner and unless my memory is defective, it was there I first met that wonderful individual, "Billy" Shultz, who passed

Michigan Hotel Association to become acquainted with the new establishment, as his guests. At that time Mr. Hayes was confined to his Detroit home, by what proved to be his last illness. Charley Norton and the writer conceived the idea of having Mr. Hayes present on that occasion, and conferred with Mr. Carruthers, with the result that we called on the former, carrying with us an invitation for him and family to become the personal guest of the Book-Cadillac during the entire meeting. It was accepted and Mr. Hayes delivered a short address on the occasion of a banquet, his last appearance in public. Those were the good old days. Traveling men galore. American plan hotels everywhere, at a customary rate bordering on \$2 per day, with the entire run of the kitchen. Later on came the war. Increased cost of food requirements, enhanced wages, etc., made it necessary to increase hotel rates as well, and many of the former American plan institutions were, of necessity obliged to resort to European

year the reins of that office were handed over to Henry M. Hollister, manager of Hotel Bancroft, Saginaw. Ernest Piper, manager of Hotels Madison-Lenox, Detroit, was next chosen, in 1929. George L. Crocker, the then manager of Hotel Olds, Lansing, now operating Hotel Berkshire, Reading, Pennsylvania, was the presidential choice in 1930. Fred Doherty, of Hotel Doherty, Clare, served for two terms, 1931-32, and now it is Preston D. Norton, Hotels Norton, Detroit and Norton-Palmer Windsor, who wields the gavel. I am not posing as a prophet, but if I read the cards correctly, he will, very correctly, be called upon to serve for another term.

Lack of space supplied by my publisher will be probably my alibi for not rambling on indefinitely. I am not going to speak so particularly of the present and younger members of the Association but there are several of the old-timers have wandered away from the fold, and maybe I can be of assistance in locating some of them. John Lewis, Hotel Marquette, Marquette, is one of the "Last of the Mohicans," unless it be that John Mann, Hotel Douglas, Houghton, is still an earthly sojourner. Seth Frymire, who managed Hotel Fort Shelby, Detroit, for a long time, and afterwards was connected with other Detroit propositions, was last seen in the company of Bert Hamilton of Hotel Wayne, which might be translated to his advantage. Reno Hoag, when he is not globe-trotting, runs Hotel Lafayette, Marietta, Ohio. Thos. C. Riley, Hotel Dresden, Flint; Ernest McLean, Hotel Park-American, Kalamazoo and Walter J. Lietzen, Hotel Frontenac, Detroit, are basking in the "sunshine and roses" of Los Angeles and vicinity, as is Frank Duggan, formerly with the Detroit Statler, and later on was chief executive of Hotel McAlpin, New York. E. S. Richardson, of Hotel Kerns, Lansing, and numerous other Michigan and out-of-state establishments, and W. L. McManus, Cushman House, Petoskey, are engaged on non-hotelic enterprises. Robert C. Pinkerton, formerly with Hotel Normandie, Detroit, and for many years secretary of the Association, is, I believe, a resident of the Motor City. W. W. Witt, operator of Hotel Colonial, Mt. Clemens, controls the destinies of Hotel Spaulding, Michigan City, Indiana; W. F. Burns, formerly of Hotel Phelps, Greenville, is engaged in business at Grand Rapids; Verne Calkins formerly with the Wright House, Alma, is an unknown quantity. I will be glad to hear from or of him. Also J. L. Stafford, of Hotel St. Louis, St. Louis, I think has retired, but am not betting on it. A. H. Hager, once with Hotel Browning, Grand Rapids, floated away to Minnesota. I haven't heard anything of R. A. Carson, former manager of Hotel Allenel, Ann Arbor, for years, but wherever he is he is all right. Taylor Peck, of Hotel Cody, in years gone by, who migrated to Mobile, Alabama, to take over the Battle House, has been recently reported to have engaged in a private enterprise. George W. Childs, Hotel Bay View, and Benj. Brubaker, of the Roselawn, same place, are, so far as I know in the land of the living, but I question if it is in connection with hotel operation. Chas. H. Stevenson, Hotel Stevenson, Detroit, is following the legal profession in that city. W. H. ("Billy") Cartright, a former well-known operator at Harbor Springs, has a profitable and pleasant occupation operating a resort hotel at Eustace, Florida. Eugene Lachance, for some time operator of Grand Hotel, Mackinac Island, retired some years since, and my last knowledge of him was as a Detroit resident. George W. Woodcock, who managed Hotel Stearns, Ludington, Hotel Otsego, Jackson, and later on Hotel Muskegon, was, at last accounts in charge of the Jackson Country Club. W. F. Rick, formerly owner of Hotel Benton, Ben-



1. Preston D. Norton, President
2. Ralph T. Lee, Vice-President
3. Bruce E. Anderson, Secretary
4. D. J. Gerow, Treasurer
5. Fred J. Doherty, Chairman Executive Council

away at the Hotel Ben Franklin, in that city, several years ago. Only recently some one showed me a bill of fare of the Bancroft institution, offered over a half-century ago, reeking with wild game such as wild goose, grouse, partridge, quail, pheasant, venison—something impossible of service nowadays. W. O. Holden presided over the destinies of the Park Place, at Traverse City. He was still in the harness when I became a neighbor of his in the operation of Cedar Springs Lodge, Glen Lake, twenty-five miles distant, passing away but a few years ago. There was the old Dunham House, Manistee, of which Charley Mertens was proprietor, afterwards succeeded by August Fields and his Briny Inn, and at Muskegon, the Barney's, at the old Occidental. Neither have I forgotten the old Whitcomb, at St. Joseph, and the Pike House, at Niles. In those days, J. R. Hayes, better known as "Jim," was considered the dean of Michigan hotel men, during which period he operated the Wayne (opposite the old Michigan Central depot), Detroit, and the Grand Hotel, at Mackinac Island, as well as the Park Hotel, at Sault Ste. Marie. An incident in the life of this wonderful man recalls itself as I think back to those days. I think it was in 1925, soon after the establishment of the Book-Cadillac, Detroit, that Roy Carruthers, the then manager of that institution, invited the

methods. I think practically every Michigan Hotel was obliged to abandon the American plan idea. About the last one to fall in line was the Elliott House, at Sturgis, owned by D. J. Gerow, who finally capitulated a couple of years ago. Almost all the hotels are now serving what is known as the table d'hôte meal at a certain stated price, which is but one remove from the American plan.

My first induction to the Michigan Hotel Association was in 1919. The annual convention was held at Grand Rapids, with Fred. Pantlind as president. With him on the office roster were Robert C. Pinkerton, Hotel Normandie, Detroit, secretary, and W. F. ("Billy") Schultze, Hotel Ben Franklin, Saginaw, treasurer. At this meeting Edward R. Swett, Hotel Occidental, Muskegon, was elected president for 1920. Carl Montgomery, Post Tavern, Battle Creek, succeeded him for two terms, 1921-22. Then followed H. Wm. Klare, Hotel Statler, Detroit, in 1923. Walter J. Hodges, Hotel Burdick, Kalamazoo, followed in 1924. At the convention held in Kalamazoo, in 1925, John A. Anderson, of Hotel Harrington, Port Huron, pulled down the presidential persimmons. In 1926 W. L. ("Bill") McManus, Cushman House, Petoskey, was the winning favorite. Charles H. Stevenson, owner of Hotel Stevenson, Detroit, followed Mr. McManus, in 1927, and the following

ton Harbor, is at Ashland, Wis., operating Hotel Knight, and our old sidekick, Dave Olmsted, of everywhere, is at present managing Hotel Savery, Des Moines, Iowa. C. C. Hammerstein, who took over Hotels Crystal, Flint, and Clifton Battle Creek, some years ago, still represents Albert Pick & Co., Chicago, in Michigan. Always with us in the spirit are Ward B. James and Harold Sage, formerly managers of Hotel Tuller, Detroit. The former is now conducting the affairs of Hotels Windermere, Chicago, and Mr. Sage is associated with the management of Hotel Seelbach, Louisville, Kentucky. There are others, but if I attempted to tell all I know about them, the Tradesman printing equipment would be indefinitely "clogged."

As a matter of history, however, I am now drawing on my memory to briefly tell you something of many of our old members who have passed to the Great Beyond, among them being W. O. Holden, Park Place, Traverse City; Chas. G. Schants, Hotel Cadillac, Detroit; Walter Barnes, Hotel Ryckman, Kalamazoo; August Fields, Briny Inn, Manistee; Geo. Myhan, Hotel Shamrock, South Haven; Roll Sweet, New Adrian, Adrian. I have arranged in chronological order certain mortality statistics, which, in some instances, may be of use to the present members of the organization, all of which I respectfully submit. These pertain to that period of my California residence, during which period, I have a more complete record, than for the preceding period.

1928—F. G. Cowley, Van Etten Lodge, Oscoda; Joseph Rickert, Park Hotel, Mt. Clemens.

1929—W. F. Schultz, Hotel Ben Franklin, Saginaw; Fred Pantlind, Hotel Pantlind, Grand Rapids; George Fulwell, Hotel Normandie, Detroit; Barney Cairns, Cairns Inn, Charlotte; W. A. Walker, Lake View, St. Joseph; Mrs. Emily Snyder, Hotel Dewey, South Haven; Charles Shierstedt, Sylvan Beach, Whitehall; J. B. Paisley, Paisley House, Yale; Walter B. Kent, Hotel Idlewild, Whitehall; John Lackner, Hotel Everrett, Saginaw; Theo. Frank, Hotel Wren, Berrien Springs.

1930—President Ernest Piper, Hotels Madison-Lenox, Detroit; E. N. Manning, Valley Inn, Newaygo; Louis Mellette, Hotel Ossawinamakee, Manistee; Fred Brown, Hotel Keefer, Hillsdale; John Bailey, Hotel Topinabee, Topinabee; John Thompson, Hotel McKinnon, Cadillac.

1931—W. O. Holden, Park Place, Traverse City; Geo. H. Snow, Reed's Inn, Ionia; Chas. W. Sams, Hotel Clifton, Marquette.

1932—Tupper Townsend, Hotel Whitcomb St. Joseph; George Swanson, secretary, M. H. A., Hotel Huron, Ypsilanti; Alvah Brown, Hotel Brownings, Grand Rapids; Roscoe J. Thompson, Book-Cadillac, Detroit; Andrew J. Creamer, Inn, Charlevoix.

1933—Mrs. Frank Ehrman, Hotel Columbia, Kalamazoo; W. C. Keeley, Morton Hotel, Grand Rapids; Floyd E. Doherty, Hotel Osceola, Reed City; W. H. Aubrey, Hotel Waldron, Pontiac; J. W. Smith, St. James, Rochester.

1934—Robt. B. Kernahan, Hotel Barlum, Detroit; David S. Childs, Hotel Jefferson, Flint; N. P. Mowatt, for some time manager of Hotel Durant, Flint, and more recently a Wisconsin operator.

Ellsworth M. Statler, president of the Hotels Statler organization, a regular attendant at Michigan Hotel Association, passed on in 1928, mourned by thousands.

David Reid, Reid's Hotel, South Haven, joined the vast majority, two years ago, and will be missed at hotel gatherings for a long time in the future. Also W. E. Royer, who operated Hotel Benton, Benton Harbor, for

many years, while managing Hotel France, Paris, Illinois, three years since.

Not the mere men are responsible for all the hotel activities in Michigan, by a jugfull. At Otsego, Nora B. Doyle manages Otsego Tavern successfully. Also there is Mrs. Meta Jennings, at Four Flags Tavern, Niles; Mrs. George B. Snow, Reed's Inn, Ionia; Mrs. S. Sampson, Commercial Hotel, Pentwater; Mrs. Elizabeth Verbeck, Verbeck Tavern, in same city; Mrs. Tillie V. Brittain, Hotel Montcalm, Detroit; Miss H.E. Sellner, Hotel Alexandrina, Detroit, all members of the Michigan Hotel Association. Also there is another individual, well known to Association members for many years as conductor of Hotel Porter, Lansing, Miss Agnes Schelling, who retired some time ago, and is now filling an executive position with the Secretary or State. Also Mrs. Myrtle Lindsley, at one time conducting Hotel Lindsley, Inlay City, now manager of a club at Port Huron. Always we have with us Miss Ruth Mary Myhan, of Hotel Shamrock, South Haven, who has charge of hotel instruction at the State College, Lansing.

Frank S. Verbeck.

Trend Toward State Codes

In view of prospects that fair trade practice regulations on a nation-wide basis will lose their effectiveness, many trade associations are contemplating the establishment of similar machinery with Government aid within State limits.

Such a move would have definite advantages over efforts to establish an NRA substitute on a national scale, it is held. The constitutional basis of such regulations would be less open to question. In addition, the States could be relied upon to provide adequate enforcement machinery, it is held.

The present NRA codes would in most instances serve as a model for State code provisions. There would also be comparatively little danger of disrupting competitive conditions as between States, it is held. Industry has had a year's training under NRA. Also, the national codes will provide for equitable labor provisions and thereby assist in providing relative equality, it is said.

Seek Speedier Foreclosures

Renewed efforts to speed up the period consumed in foreclosure proceedings on residential property, particularly in small towns and suburban sections, are being considered by some real estate interests.

Many houses in established residential sections, it is claimed, are gradually deteriorating because neither the occupant nor the mortgage holder are able or willing to spend money on improvements or maintenance while the legal status remains unsettled.

For the first year or two such deterioration concerns only those directly interested, who have to face the mounting repair costs. Gradually, however, the point is reached where one or two neglected properties may damage real estate values generally in a whole neighborhood. Real estate men

believe that the increasing number of cases, in which this is the case, fully warrants their demands for early remedial action by the courts.

Winter Millinery Due Oct. 2

Winter millinery lines will be shown in uniform wholesale openings beginning Oct. 2, about a week earlier than a year ago, according to announcement made by the trade development committee of the Millinery Code Authority. Showings at retail are scheduled for Oct. 15. An extensive promotional campaign will feature the Winter retail showings, it was stated, with several hundred stores having already signified their support of the plan. The date was advanced owing to the belief that it would help in bridging the gap between Fall and Winter trade. Fall volume so far has been exceptionally good.

Important as it may be to consider what you are making of life, it is no less important to size up just what life is making of you.

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Phil Jordan, Manager

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\$2.00 up with bath.

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50 Baths 50 Running Water
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CENTRALLY LOCATED
Rates \$2.00 and up
EDWARD R. SWETT, Mgr.
Muskegon Michigan

Columbia Hotel

KALAMAZOO

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DRUGS

Michigan Board of Pharmacy
 President—Earl Durham, Corunna.
 Vice-President—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.

President—J. E. Mahar, Pontiac.
 Ex-President—Duncan Weaver, Fennville.
 First Vice President—Ben Peck, Kalamazoo.
 Second Vice President—Joseph Maltas, Sault Ste. Marie.
 Treasurer—Henry Hadley, Benton Harbor.
 Secretary—Clare F. Allan, Wyandotte.
 Executive Committee—M. N. Henry (chairman), Lowell; Benjamin S. Peck, Kalamazoo; A. A. Sprague, Ithaca; Leo J. Lacroix, Detroit; James W. Lyons, Detroit; Ray Jensen, Grand Rapids; Duncan Weaver, Fennville.

Answer This Question For Yourself

It is squarely up to every merchant of the state of Michigan to answer this question for himself. Do you want to stand for chiseling-cut-throat methods in your business or do you want to go out and fight for your rights? Do you believe Michigan should have a fair trade bill which will give the main street merchants of this great state an equal chance in the struggle to make an honest living for themselves and their families?

The merchants of this state cannot sit idly by and expect others to help them unless they help themselves. There are no one or two dozen men in the state who can do the work for some eighty-six thousand retail merchants. They will have to do their own work and their own thinking.

The reason the Detroit Tigers are in first place in the race for the American League pennant is not on account of the work of one individual player, but the team work of the whole team.

The primary in the state of Michigan is over. Election will soon be here. The merchants of Michigan should know, personally, every man who has been nominated among the hundred members in the house of representatives and the thirty-two members in the state senate. If the merchants want an active, militant square deal in Lansing, it is up to them to contact these various members now and find out if they are going to Lansing, not to increase taxes, but to decrease them.

Every merchant in Michigan has suffered a financial loss from the sales tax. That law will have to be studied at the next session of the legislature and will have to be revised. Have a talk with your senator or representative and give him your ideas on the sales tax law; also on the fair trade bill.

In the profession of pharmacy, we have a pharmacy law which was passed in 1885 and has been amended every legislative year since that time. The druggists of

Michigan do not want anything unreasonable, but in talking with hundreds of them, I believe they want a law that will protect public health to the fullest degree. The pharmacists of Michigan have been and are willing to co-operate with the other merchants of Michigan in a program whose slogan is, "Live and let live." We believe that merchants in Michigan, organized for collective action, is what the trade groups of Michigan need. If we can only impress on the newly elected senators and representatives that the merchants of Michigan stand for a program of fairness and are willing to pay any tax which will help the people as a whole, but that they do not want unfair taxes and unfair legislation, I believe the merchants will do everything they can to help the farmers regain the prosperity they once enjoyed and to aid the building up of the educational standards of the state. We also have to think of the survival of the independent merchants who for years have been the backbone of Michigan cities.

Conditions are changing in this country very rapidly and it is the opinion of the leaders of this country that this year is the time to go back to the fundamental principles of the foundation of our government which through many years have proven themselves to be the best. I am sure with the co-operation of the house of representatives and the senate, that the merchants of Michigan can work out a program that will be beneficial to all.

The Federation of Michigan Merchants, composed of ten state organizations, is already working on this program and it is my earnest hope that every merchant will give it one hundred per cent. support.

I am not talking for a program which will benefit any particular group, but one which will benefit the merchant, the farmer, the laboring man and the manufacturers of this state.

Clare F. Allan.

Items From the Cloverland of Michigan

Sault Ste. Marie, Sept. 17—The Ca-Choo Club had its farewell banquet at the Hotel Ojibway last Thursday evening, which about closes the season of this popular club. They are surely a bunch of live wires, coming here for relief. They got together and started doing things. They have much talent in the club, including such noted artists as Micha Mischakoff and others. Boat rides, picnics, golf and auto trips to the Les Cheneaux Islands and many other visits to the Canadian resorts, as well as the trip to Taquamenon Falls, bridge, dancing and many other sports, are on their entertainment program, so that each night or day a good time is had by all, which accounts for the large membership and makes one feel as it is quite the proper thing to Ca-Choo.

M. Wilberg has opened the store formerly occupied by the Dicks restaurant at 124 Ashmun street, which will be known as auto supply store, M. Wilberg, Prop. They will maintain a stock of parts, accessories and equipment for all cars.

Every enfranchised citizen owes it to his country to vote at every election, but too many of them are so busy telling what ought to be done that they can't get to the polls.

Improvements to the Mackinac county airport, at St. Ignace, is going forward rapidly and, when completed, will be one of the finest North of Bay City, airport officials claim.

The Chippewa county fair closed last Thursday, with three days of fair weather. The fair was a success, although the attendance was not as large as it was last year, but the exhibits were better and merchants occupying the merchants' building were well pleased with the exhibits and results of their efforts. Most of the concessions were spoken for for next year's fair.

The first fall meeting of the Newberry Lion club was held at the community building last Monday night. Mr. Fraser announced that with the organization of a new Lions Club recently at Escanaba, and the clubs at Iron Mountain, Norway and L'Anse he could see a new future for Lionism in the Upper Peninsula.

Mrs. Edith Godin, who has been in the grocery business in the Sault for the last fourteen years, is opening a new restaurant at 1904 Ashmun street. Mrs. Godin purchased the restaurant from Mrs. V. F. Atkins. The building has been redecorated and remodeled. The color scheme is ivory and black. Mrs. Godin has made many friends while living in the Sault who wish her every success in her new venture.

It was a country postmaster who said, "I get a liberal education looking at the pictures on postcards."

Clarence W. Tapert left on Sunday for Chicago on business. While there, he will spend a few days taking in the fair.

Nelson Shaw, who has been employed by Fenlon Bros., at Hessel, during the tourist season, has returned to the Sault. He expects to return to college again during the winter.

Mr. and Mrs. David Gregg, who for many years have been residents here have rented their beautiful home on Chandler Heights and will soon move to San Marino, Pasadena, California, where they expect to reside.

William G. Tapert.

Seek to Shelve Tax Issue

Continued newspaper discussions of the possibility of a new revenue bill to receive the consideration of Congress immediately upon its convening in January are proving to be very annoying to some of the politically-minded leaders in the administration, it is indicated.

They contend that immediately when one talks higher taxes emphasis is placed in the minds of the people on the terrific cost of the recovery program and, it is admitted laughingly by some of the politicians that the desire is that the voters forget the subject of costs—and taxes until after the forthcoming election.

Republican opponents of the New Deal are hammering on the question of who is going to pay for it all, referring to the emergency programs of the administration and this is proving very disconcerting in some instances where the question has to be answered.

The fact that Governor Brann, of Maine, won re-election by stressing the fact that he had been able to get huge sums of relief money for the state, may have its adverse repercussions elsewhere; if not now, then two years hence, after the taxes have in fact been hiked to pay the cost of recovery.

Senator Pat Harrison, chairman of the Senate Finance Committee, is said to have realized the effect of tax discussions now, having explained to newspaper correspondents that it is hoped to avoid tax legislation next session. There are other legislators who do not appear to be so optimistic.

MONOGRAM BRAND LINE OF PACKAGED DRUGS

Sparkling and beautiful new modern packages, extra fine quality merchandise that will bring retail druggists a high rate of repeat business. Next time you need—

Castor Oil, Aromatic Cascara, Bay Rum, Camphorated Oil, Carbolic Acid, Cod Liver Oil, Ess. Peppermint, Glycerine & Rose Water, Milk of Magnesia, Mineral Oil, Oil of Citronella, Olive Oil, Paregoric, Peroxide, Rubbing Alcohol, Mineral Oil, Spirits Camphor, Spirits Turpentine, Sweet Spirits Nitre, Tr. Arnica, Tr. Iodine, Witch Hazel, Alum, Bicarb. Soda, Blue Vitriol, Borax, Boric Acid, Copperas, Cream of Tartar, Epsom Salts, Flaxseed Meal, Fullers Earth, Henna Powder, Moth Balls, Mustard, Oxalic Acid, Potassium Permanganate, Rochelle Salts, Salicylic Acid, Salt Petre, Senna Leaves, Sodium Fluoride, Sulphur, White Hellebore, Whiting—

BE SURE TO ORDER MONOGRAM BRAND!

All put up in convenient sizes: Liquids in metal capped bottles, dries in sealed canisters with tin top and bottom. Specify Monogram Brand on your next order.

Hazeltine & Perkins Drug Co.
 Grand Rapids
 Michigan

WHOLESALE DRUG PRICE CURRENT

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

ACID			FLOWER		
Acetic, No. 8, lb.	06 @	10	Arnica, lb.	50 @	55
Boric, Powd., or Xtal., lb.	07 1/4 @	20	Chamomile		
Carbolic, Xtal., lb.	36 @	43	German, lb.	60 @	70
Citric, lb.	33 @	45	Roman, lb.		1 40
Muriatic, Com'l., lb.	03 1/4 @	10	Saffron		
Nitric, lb.	10 @	15	American, lb.	50 @	55
Oxalic, lb.	15 @	25	Spanish, ozs.		1 35
Sulphuric, lb.	03 1/4 @	10			
Tartaric, lb.	33 @	40			
ALCOHOL			FORMALDEHYDE, BULK		
Denatured, No. 5, gal.	43 @	55	Pound	09 @	20
Grain, gal.	4 00 @	5 00			
Wood, gal.	50 @	60			
ALUM-POTASH, USP			FULLER'S EARTH		
Lump, lb.	04 @	13	Powder, lb.	05 @	10
Powd. or Gran., lb.	04 1/2 @	13			
AMMONIA			GELATIN		
Concentrated, lb.	06 @	13	Pound	55 @	65
4-F, lb.	05 1/4 @	13			
3-F, lb.	05 1/2 @	13			
Carbonate, lb.	20 @	25			
Muriate, Lp., lb.	18 @	30			
Muriate, Gra., lb.	07 1/2 @	13			
Muriate, Po., lb.	22 @	35			
ARSENIC			GLUE		
Pound	07 @	20	Brok., Bro., lb.	20 @	30
BALSAMS			Gro'd, Dark, lb.	16 @	25
Copaiba, lb.	60 @	1 40	White Flake, lb.	27 1/2 @	35
Fir, Cana., lb.	2 00 @	2 40	White G'd., lb.	25 @	35
Fir, Oreg., lb.	50 @	1 00	White AXX light, lb.		40
Peru, lb.	3 50 @	4 00	Ribbon	42 1/2 @	50
Tolu, lb.	1 50 @	1 80			
BARKS			GLYCERINE		
Cassia			Pound	17 1/2 @	45
Ordinary, lb.		30			
Ordinary, Po., lb.	25 @	35			
Saigon, lb.		40			
Saigon, Po., lb.	50 @	60			
Elm, lb.	40 @	50			
Elm, Powd., lb.	38 @	45			
Elm, G'd, lb.	38 @	45			
Sassafras (P'd lb. 50)		45			
Sassafras, cut, lb.	20 @	30			
Sassafras, Po., lb.	35 @	40			
BERRIES					
Cubeb, lb.		65			
Cubeb, Po., lb.		75			
Juniper, lb.	10 @	20			
BLUE VITRIOL					
Pound	06 @	15			
BORAX					
P'd or Xtal, lb.	06 @	13			
BRIMSTONE					
Pound	04 @	10			
CAMPHOR					
Pound	70 @	90			
CANTHARIDES					
Russian, Powd.		4 50			
Chinese, Powd.		2 00			
CHALK					
Crayons					
White, dozen		3 60			
Dustless, dozen		6 00			
French Powder, Coml., lb.	03 1/4 @	10			
Precipitated, lb.	12 @	15			
Prepared, lb.	14 @	16			
White, lump, lb.	03 @	10			
CAPSICUM					
Pods, lb.	60 @	70			
Powder, lb.	62 @	75			
CLOVES					
Whole, lb.	30 @	40			
Powdered, lb.	35 @	45			
COCAINE					
Ounce	14 75 @	15 40			
COPPERAS					
Xtal, lb.	03 1/4 @	10			
Powdered, lb.	04 @	15			
CREAM TARTAR					
Pound	25 @	38			
CUTTLEBONE					
Pound	40 @	50			
DEXTRINE					
Yellow Corn, lb.	06 1/2 @	15			
White Corn, lb.	07 @	15			
EXTRACT					
Witch Hazel, Yellow Lab., gal.	1 10 @	1 70			
Licorice, P'd, lb.	50 @	60			

MORPHINE			POTASSIUM		
Ounces	@13 65		Acetate, lb.	60 @	96
1/8s	@14 40		Bicarbonate, lb.	30 @	35
MUSTARD			Bichromate, lb.	15 @	25
Bulk, Powd.			Bismuth, lb.	59 @	2
Select, lb.	45 @	50	Carbonate, lb.	40 @	68
No. 1, lb.	17 @	25	Chlorate		
NAPHTHALINE			Xtal, lb.	20 @	29
B.L.S., lb.	08 1/2 @	15	Powd., lb.	19 @	27
Flake, lb.	08 1/2 @	15	Gran., lb.	32 @	40
NUTMEG			Iodide, lb.	2 30 @	2 60
Pound			Pernanganate, lb.	25 @	30
Powdered, lb.		40	Prussiate		
NUX VOMICA			Red, lb.	80 @	90
Pound			Yellow, lb.	50 @	60
Powdered, lb.	15 @	25			
OIL ESSENTIAL			QUASSIA CHIPS		
Almond			Pound	25 @	30
Bit., true, ozs.	@ 50		Powd., lb.	35 @	40
Bit., art., ozs.	@ 30				
Sweet, true, lb.	1 40 @	2 00	QUININE		
Sweet, art., lbs.	75 @	1 20	5 oz. cans, ozs.		77
Amber, rect., lb.	1 30 @	2 00	ROSIN		
Anise, lb.	1 00 @	1 60	Pound	04 @	15
Bay, lb.	4 00 @	4 25	ROOT		
Bergamot, lb.	2 75 @	3 20	Aconite, Powd., lb.		90
Cajeput, lb.	5 50 @	2 00	Alkanet, lb.	35 @	40
Caraway S'd, lb.	3 50 @	4 00	Alkanet, Powd., lb.		50
Cassia, USP, lb.	2 10 @	2 60	Belladonna, Powd., lb.		75
Cedar Leaf, lb.	1 70 @	2 20	Blood, Powd., lb.	35 @	45
Cedar Leaf, Coml., lb.	1 00 @	1 25	Burdock, Powd., lb.		60
Citronella, lb.	1 00 @	1 40	Calamus, Bleached, Split and		
Cloves, lb.	1 75 @	2 25	Peeled, lb.		65
Croton, lbs.	4 00 @	4 60	Calamus, Ordinary, lb.		25
Cubeb, lb.	4 25 @	4 80	Calamus, Powd., lb.		50
Erigeron, lb.	2 70 @	3 35	Elecampane, lb.	25 @	30
Eucalyptus, lb.	85 @	1 20	Gentian, Powd., lb.	17 1/2 @	30
Fennel	2 25 @	2 60	Ginger, African, Powd., lb.	15 @	25
Hemlock, Pu., lb.	1 70 @	2 20	Ginger, Jamaica, Lined, lb.	38 @	55
Hemlock Coml., lb.	1 00 @	1 25	Ginger, Jamaica, Powd., lb.	25 @	35
Origanum, art., lb.	1 00 @	1 20	Goldenseal, Powd., lb.	1 75 @	2 00
Pennyroyal, lb.	2 75 @	3 20	Heliolepis, White, Powd., lb.	20 @	30
Peppermint, lb.	5 50 @	6 00	Indian Turnip, Powd., lb.		50
Rose, dr.		2 50	Ipecac, Powd., lb.	3 00 @	3 60
Rose, Geran., ozs.		1 75	Licorice, lb.	30 @	35
Rosemary Flowers, lb.	1 00 @	1 50	Licorice, Powd., lb.	15 @	25
Sandalwood			Mandrake, Powd., lb.		50
B. I., lb.	8 00 @	8 60	Marshmallow, Cut, lb.		40
Sassafras	4 50 @	4 75	Marshmallow, Powd., lb.		60
OILS HEAVY			Orris, lb.	40 @	45
Castor, gal.	1 45 @	1 60	Orris, Powd., lb.	40 @	45
Cocanut, lb.	22 1/2 @	35	Orris, Fingers, lb.		1 75
Cod Liver, Norwegian, gal.	1 20 @	1 50	Pink, Powd., lb.	1 50 @	2 25
Cot. Seed, gal.	85 @	1 00	Poke, Powd., lb.		30
Lard, ex., gal.	1 55 @	1 65	Rhubarb, lb.		80
Lard, No. 1, gal.	1 25 @	1 40	Rhubarb, Powd., lb.		60
Linseed, raw, gal.	79 @	94	Sarsaparilla (Honduras, cut)	1 30 @	1 40
Linseed, boil., gal.	82 @	97	Sarsaparilla, Med., Cut, lb.		50
Neatsfoot, extra, gal.	80 @	1 00	Squills, Powd., lb.	42 @	80
Olive			Turmeric, Powd., lb.	15 @	25
Malaga, gal.	2 00 @	2 50	Valerian, Powd., lb.		50
Pure, gal.	3 00 @	5 00			
Sperm, gal.	1 25 @	1 50			
Tanner, gal.	75 @	90			
Tar, gal.	50 @	65			
Whale, gal.		2 00			
OPIUM					
Gum, ozs., \$1.40; lb.					
Powder, ozs., \$1.40; lb.					
Gran., ozs., \$1.40; lb.					
PARAFFINE					
Pound	06 1/2 @	15			
PEPPER					
Black, grd., lb.	25 @	35			
Red, grd., lb.	45 @	55			
White, grd., lb.	40 @	45			
PITCH BURGUNDY					
Pound	20 @	25			
PETROLATUM					
Amber, Plain, lb.	12 @	17			
Amber, Carb. lb.	14 @	19			
Cream Whit., lb.	17 @	22			
Lily White, lb.	20 @	25			
Snow White, lb.	22 @	27			
PLASTER PARIS DENTAL					
Barrels					
Less, lb.	03 1/2 @	08			
POTASSA					
Caustic, st'ks, lb.	55 @	88			
Liquor, lb.		40			

SOAP			SODA		
Castile, Conti, White			Ash	03 @	10
Box		15 75	Bicarbonate, lb.	03 1/2 @	10
Bar		1 60	Caustic, Col., lb.	08 @	15
Powd.	50 @	55	Hyposulphite, lb.	05 @	10
SODA			Phosphate, lb.	23 @	28
Light, lb.	04 1/2 @	10	Sulphite		
Rock Candy, Gals.	70 @	85	Xtal., lb.	13 @	23
SYRUP			Dry, Powd., lb.	12 1/2 @	20
1/2 Pints, dozen		1 00	Silicate, Sol., gal.	40 @	50
Pints, dozen		1 50	SULPHUR		
Quarts, dozen		2 75	Light, lb.	04 1/2 @	10
TURPENTINE			SYRUP		
Gallons	57 @	72	Rock Candy, Gals.		85
TAR					
1/2 Pints, dozen		1 00			
Pints, dozen		1 50			
Quarts, dozen		2 75			

These Quotations Are Used as a Base to Show the Rise and Fall of Foods Quoted on This and the Following Page.

The following list of foods and grocer's sundries is listed upon base prices, not intended as a guide for the buyer. Each week we list items advancing and declining upon the market. By comparing the base price on these items with the base price the week before, it shows the cash advance or decline in the market. This permits the merchant to take advantage of market advances, upon items thus affected, that he has in stock. By so doing he will save much each year. The Michigan Tradesman is read over a broad territory, therefore it would be impossible for it to quote prices to act as a buying guide for everyone. A careful merchant watches the market and takes advantage from it.

ADVANCED

Bacon 4/6 Cert.—2c	Warehouse Brooms—50c
Mince Meat—30c	Jello—20c
Dry Beans—30c@81 per bu.	Pop Corn—90c
Clothes Lines—25c	Ryco Coffee—1/2c

DECLINED

Pork Trimings—1c
Wilson's Cert. Hams—1c
Wilson's Cert. Skinned Hams—1c
Mason Fruit Cans—25@40c

AMMONIA

Little Bo Peep, med.—1 35
Little Bo Peep, lge.—2 25
Quaker, 32 oz.—2 10

APPLE BUTTER

Table Belle, 12-31 oz., Doz.—1 75

BAKING POWDERS

Royal, 2 oz., doz.—80
Royal, 6 oz., doz.—2 00
Royal, 12 oz., doz.—3 85
Royal, 5 lbs., doz.—20 00



10 oz., 4 doz. in case—3 40
15 oz., 4 doz. in case—5 00
35 oz., 4 doz. in case—8 40
50 oz., 2 doz. in case—6 50
5 lb., 1 doz. in case—6 00
10 lb., 1/2 doz. in case—5 75

BLEACHER CLEANSER

Lizzie, 16 oz., 12s.—2 15
Linco Wash, 32 oz., 12s 2 00

BLUING

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

BEANS and PEAS

100 lb. bag
Dry Lima Beans, 100 lb. 8 25
White H'd P. Beans—4 50
Split Peas, yell., 60 lb. 3 10
Split Peas, gr'n, 60 lb. 6 10
Scotch Peas, 100 lb.—7 00

BURNERS

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

BOTTLE CAPS

Single Lacquer, 24 gross case, per case—4 10
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BREAKFAST FOODS

Kellogg's Brands
Corn Flakes, No. 136—2 25
Corn Flakes, No. 124—2 25
Pea, No. 224—2 25
Pea, No. 250—1 05
Krumbles, No. 412—1 55
Bran Flakes, No. 624—1 90
Bran Flakes, No. 650—1 00
Rice Krispies, 6 oz.—2 40
Rice Krispies, 1 oz.—1 10
All Bran, 16 oz.—2 80
All Bran, 10 oz.—2 75
All Bran, 3/4 oz.—1 10
Kaffe Hag, 6-1-lb. cans
Whole Wheat Fla., 24s—2 57
Whole Wheat B's, 24s—2 31
Wheat Krispies, 24s—2 40
Post Brands
Grapenut Flakes, 24s.—2 10
Grape-Nuts, 24s—3 90
Grape-Nuts, 50s—1 50
Instant Postum, No. 8—4 40
Instant Postum, No. 10—4 50
Postum Cereal, No. 2—2 25
Post Toasties, 36s—2 26
Post Toasties, 24s—2 26
Post Bran, PBF 24s—3 15
Post Bran, PBF 36s—3 15
Sanka 6-1-lb.—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—7 25
Warehouse—7 75
Winner, 5 sewed—5 75

BRUSHES

Scrub
New Deal, dozen—85
Shaker, dozen—90
Shoe
Topcen, dozen—90

BUTTER COLOR

Hansen's, 4 oz. bottles 2 40
Hansen's, 2 oz. bottles 1 60

CANDLES

Electric Light, 40 lbs.—12.1
Plumber, 40 lbs.—12.8
Paraffine, 6s—14 1/2
Paraffine, 12s—14 1/2
Wicking—40
Tudor, 6s, per box—30

CANNED FRUITS

Apples
Imperial, No. 10—5 00
Sweet Peas, No. 10—4 75

Apple Sauce
Hart, No. 2—1 10
Hart, No. 10—5 10

Apricots
Forest, No. 10—9 00
Quaker, No. 10—9 75
Gibraltar, No. 10—9 25
Gibraltar, No. 2 1/2—2 40
Superior, No. 2 1/2—2 80
Supreme, No. 2 1/2—3 10
Supreme, No. 2—2 25
Quaker, No. 2—2 10
Quaker, No. 2 1/2—2 85

Blackberries

Premio, No. 10—6 00
Quaker No. 2—1 60

Blue Berries

Eagle, No. 10—8 75

Cherries

Hart, No. 10—5 70
Hart, No. 2 in syrup—2 95
Hart Special, 2—1 20

Supreme, No. 2 in

syrup—2 25
Hart Special, No. 2—1 35

Cherries—Royal Ann

Supreme, No. 2 1/2—3 20

Supreme, No. 2—2 25

Gibraltar, No. 10—9 25
Gibraltar, No. 2 1/2—2 75

Figs

Beckwith Breakfast, No. 10—12 00

Carpenter Preserved,

5 oz. glass—1 35

Supreme Kodota, No. 1 80

Fruit Salad

Supreme, No. 10—12 00

Quaker, No. 10—11 50

Supreme, No. 2 1/2—3 40
Supreme, No. 2—2 65
Supreme, No. 1—1 90
Quaker, No. 2 1/2—3 15

Goosberries

Michigan, No. 10—5 35

Grape Fruit

Florida Gold, No. 5—5 00
Florida Gold, No. 2—1 45
Quaker, 8 oz.—90
Quaker, 2 1/2—1 45

Grape Fruit Juice

Florida Gold, No. 1—90
Quaker, No. 1—90
Quaker, No. 5—4 50

Loganberries

Premio, No. 10—6 75

Peaches

Forest, solid pack, No. 10—6 60

Supreme, sliced, No. 10 7 75

Supreme, halves, No. 10—7 75

Nile, sliced, No. 10—6 00
Premio, halves, No. 10—6 00

Quaker, sliced or

halves, No. 10—7 75
Gibraltar, No. 2 1/2—2 00
Supreme, sliced No. 2 1/2—2 15
Supreme, halves, No. 2 1/2—2 25
Quaker, sliced or halves, No. 2 1/2—2 10
Quaker sliced or halves, No. 2—1 70

Pineapple Juice

Doles, Diamond Head, No. 2—1 45

Doles, Honey Dew, No. 10—6 75

Pineapple, Crushed

Imperial, No. 10—7 50
Honey Dew, No. 2 1/2—2 40
Honey Dew, No. 2—1 90
Quaker, No. 2 1/2—2 35
Quaker, No. 2—2 10
Quaker, No. 1—1 10

Pineapple, Sliced

Honey Dew, sliced, No. 10—9 00

Honey Dew, tid bits, No. 10—9 00

Honey Dew, No. 2 1/2—2 45
Honey Dew, No. 2—2 00
Honey Dew, No. 1—1 10

Ukelele Broken, No. 10 7 90

Ukelele Broken, 2 1/2—2 25
Ukelele Broken, No. 2—1 85

Quaker, Tid Bits, No. 10—8 25

Quaker, No. 10—8 25
Quaker, No. 2 1/2—2 35
Quaker, No. 2—1 90
Quaker, No. 1—1 05

Plums

Uikit, No. 10, 30% syrup—6 50
Supreme Egg, No. 2 1/2—2 30
Supreme Egg, No. 2—1 70
Primo, No. 2, 40% syrup—1 00

Prepared Prunes

Supreme, No. 2 1/2—2 35
Supreme, No. 2 1/2—2 00
Italian—2 00

Raspberries, Black

Imperial, No. 10—7 00
Premio, No. 10—8 50
Hart, 8-ounce—80

Raspberries, Red

Premio, No. 10—8 75
Daggett, No. 2—2 20

Strawberries

Hunt, Superior, No. 2—2 35

CANNED FISH

Clam Ch'der, 10 1/2 oz.—1 35
Clam Chowder, No. 2—2 75
Clams, Steamed, No. 1—2 75
Clams, Minc'd, 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—2 25
Shrimp, 1, wet—1 45
Sard's, 1/4 Oil, k'less—3 75
Sardines, 1/4 Oil, k'less—3 35
Salmon, Red Alaska—2 20
Salmon, Med. Alaska—1 75
Salmon, Pink, Alaska—1 35
Sardines, Im. 1/4, ea. 6@13 1/2
Sardines, Cal.—1 00
Tuna, 1/2 Van Camps, doz.—1 75
Tuna, 1/4s, Van Camps, doz.—1 15
Tuna, 1s, Van Camps, doz.—3 45
Tuna, 1/2s, Chicken Sea, doz.—1 80
Tuna, 1/4 Bonita—1 25

CANNED MEAT

Bacon, med., Beechnut 2 05
Bacon, lge., Beechnut 2 95
Beef, lge., Beechnut 3 30
Beef, med., Beechnut 2 00
Beef, No. 1, Corned—1 80
Beef, No. 1, Rust—1 85
Beef, 2 1/2 oz. Qu., 1 lb. 1 30
Corn Beef Hash, doz. 1 90
Beefsteak & Onions, s. 2 70
Chili Con Car., 1s—1 05
Deviled Ham, 1/4s—1 35
Deviled Ham, 1/2s—2 20
Potted Meat, 1/4 Libby 43
Potted Meat, 1/2 Libby 75
Potted Meat, 1/4 Quaker 1 35
Potted Ham, Gen. 1/4—1 90
Vienna Saus., No. 1/2—90

Baked Beans

Campbells 48s—2 35

CANNED VEGETABLES

Hart Brand

Asparagus
Natural, No. 2—3 00
Tips & Cuts, No. 2—2 10

Baked Beans

1 lb. Sacc, 36s, cs.—1 75
No. 2 1/2 Size, doz.—1 05
No. 10 Sauce—4 90

Lima Beans

Little Quaker, No. 10—7 90
Baby, No. 2—1 60
Marcellus, No. 2—1 25
Reber Soaked—95
Marcellus, No. 10—6 00

Red Kidney Beans

No. 10—4 35
No. 2—90

String Beans

Choice, Whole, No. 2—1 70
Cut, No. 10—7 25
Cut, No. 2—1 35
Marcellus Cut, No. 10—6 00
Quaker Cut, No. 2—1 20

Wax Beans

Choice, Whole, No. 2—1 70
Cut, No. 10—7 25
Cut, No. 2—1 35
Marcellus Cut, No. 10—6 50
Quaker Cut, No. 2—1 20

Beets

Extra Small, No. 2—1 75
Hart Cut, No. 10—4 50
Hart Cut, No. 2—95
Hart Diced, No. 2—90
Quaker Cut, No. 2 1/2—1 20

Carrots

Diced, No. 2—95
Diced, No. 10—4 20

Corn

Golden Ban., No. 2—1 35
Golden Ban., No. 10—10 00
Country Gen., No. 2—1 20
Marcellus, No. 2—1 20
Fancy Crosby, No. 2—1 35
Fancy Crosby, No. 10—6 55
Whole Grain, 6 Ban-tan No. 2—1 45

Peas

Little Dot, No. 2—2 25
Sifted E. June, No. 10—9 50
Sifted E. June, No. 2—1 90
Marcel, Sw. W. No. 2—1 50
Marcel, E. June, No. 2—1 45
Quaker, E. Ju., No. 10—8 00

Pumpkin

No. 10—4 75
No. 2 1/2—1 25
No. 2—92 1/2

Sauerkraut

No. 10—5 25
No. 2 1/2 Quaker—5 25
No. 2—5 25

Soinach

Supreme No. 2 1/2—1 75
Supreme No. 2—1 37 1/2
Maryland Chief No. 2—1 10

Succotash

Golden Bantam, No. 2—1 75
Hart, No. 2—1 55
Pride of Michigan—1 25

Tomatoes

No. 10—5 50
No. 2 1/2—1 85
No. 2—1 40
Quaker, No. 2—1 10

CATSUP

Naas, 14 oz.—doz. 1 40
Sniders, 8 oz.—doz. 1 30

CURRENTS Packages, 11 oz. 14 Imperial, 12s, pitted 1 75 Imperial, 12s, regular 1 35 Imperial, 12s, 2 lb. 1 Imperial, 12s, 1 lb. 1 Calif., 24-s oz. case 1 70 Dates Lemons, Dromedary, 4 oz. doz. 1 10 Oranges, Dromedary, 4 oz. dozen 1 10 Citron, Dromedary, 4 oz. dozen 1 10 Raisins Seeded, bulk 7 1/2 Thompson's S'less blk. 7 1/2 Quaker s'less blk. 7 1/2 15 oz. 7 1/2 Quaker Seeded, 15 oz. 8 18 24, 25 lb. boxes 10 California Prunes 90 100, 25 lb. boxes 10 80 90, 25 lb. boxes 10 70 80, 25 lb. boxes 10 60 70, 25 lb. boxes 10 50 60, 25 lb. boxes 10 40 50, 25 lb. boxes 10 30 40, 25 lb. boxes 10 20 30, 25 lb. boxes 10 18 24, 25 lb. boxes 10 Hominy Pearl, 100 lb. sacks 3 50 Bulk Goods Elb. Macaroni, 20 lb. bx. 1 35 Egg Noodle, 10 lb. box 1 25 Pearl Barley 7 00 Barley Grits 5 00 Chester 4 50 Lentils Chili 10 Tapioca Pearl, 100 lb. sacks 7 1/2 Minute, 8 oz., 3 doz. 4 05 Dromedary Instant 3 50 Jiffy Punch 3 doz. Carton 2 25 Assorted flavors. EVAPORATED MILK Quaker, Tall, 10 1/2 oz. 2 85 Quaker, Baby, 4 doz. 1 43 Quaker, Gallon, 1/2 doz. 2 85 Carnation, Tall, 4 doz. 2 85 Carnation, Baby, 4 doz. 1 43 Oatman's D'case, Tall 2 95 Oatman's D'case, Baby 1 43 Pet, Tall 2 95 Pet, Baby, 4 dozen 1 45 Borden's, Tall, 4 doz. 2 95 Borden's, Baby, 4 doz. 1 43 FRUIT CANS Ball Mason F. O. B. Grand Rapids One pint 7 75 One quart 9 00 Half gallon 12 00 Mason Can Tops, gro. 2 55 FRUIT CAN RUBBERS Quaker Red Lip, 2 gro. carton 85 Quaker White Lip, 2 gro. carton 90 GELATINE Jell-o, 3 doz. 2 10 Minute, 3 doz. 4 05 Knox's, 1 dozen 2 25 Jelsert, 3 doz. 1 40 HONEY Lake Shore 1 lb. doz. 1 90 JELLY AND PRESERVES Pure, 30 lb. pails 2 60 Imitation, 30 lb. pails 1 85 Pure Pres., 16 oz. dz. 1 80 12 oz. Apple Jelly, dz. 95 13 oz. Mint Jelly, dz. 1 90 7 oz. Cranberry Jelly, dz. 90 JELLY GLASSES 1/2 Pint Tall, per doz. 25	JUNKET GOODS Junket Powder 1 20 Junket Tablets 1 35 MARGARINE Wilson & Co.'s Brands Oleo Nut Certified Animal Fat 11 Oleo 13 MATCHES Diamond, No. 5, 144 6 25 Searchlight, 144 box 6 25 Crescent, 144 6 55 Diamond, No. 0 5 00 Safety Matches Red Top, 5 gross case 5 25 Signal Light, 5 gro. cs. 5 25 Standard, 5 gro. cs. 4 00 MUELLER'S PRODUCTS Macaroni, 9 oz. 2 10 Spaghetti, 9 oz. 2 10 Elbow Macaroni, 9 oz. 2 10 Egg Noodles, 6 oz. 2 10 Egg Vermicelli, 6 oz. 2 10 Egg Alphabets, 6 oz. 2 10 Cooked Spaghetti, 24c, 17 oz. 2 20 NUTS Whole Almonds, Peerless 15 1/2 Brazil, large 14 1/2 Fancy Mixed 15 Filberts, Naples 20 Peanuts, Vir. Roasted 09 1/2 Peanuts, Jumbo 10 1/2 Pecans, 3, star 25 Pecans, Jumbo 40 Pecans, Mammoth 50 Walnuts, Cal. 14 20 Hickory 07 Shelled Almonds 39 Peanuts, Spanish, 12s 1b. bags 7 1/2 Filberts 32 Pecans, salted 52 Walnut, California 52 MINCE MEAT None Such, 4 doz. 6 20 Quaker, 1 doz. case 95 Yo Ho, Kegs, wet, lb. 16 1/2 OLIVES—Plain Quaker, 24 3/4 oz. cs. 1 87 Quaker, 24 1/2 oz. cs. 3 55 Quaker, 12, 12 oz. 2 40 High Life, 12 22 oz. cs. 3 45 1 gal. glass, each 1 35 OLIVES—Stuffed Quaker, 24 3/4 oz. cs. 1 87 Quaker, 24 1/2 oz. cs. 2 75 Quaker, 24 5 oz. cs. 3 55 Quaker, 24 7 1/2 oz. cs. 4 55 Quaker, 24 10 oz. cs. 5 95 Quaker, 12 32 oz. cs. 7 88 1 Gallon glass, each 2 10 PARIS GREEN 1/2s 34 1s 32 2s and 5s 30 PICKLES Sweet Small L and C, 7 oz. doz. 92 1/2 Paw Paw, quarts, doz. 2 80 Dill Pickles Gal., 40 to Tin, doz. 3 20 32 oz. Glass Thrown 1 50 PIPES Cob, 3 doz. in bx. 1 00 @ 1 20 PLAYING CARDS Blue Ribbon, per doz. 4 50 Bicycle, per doz. 4 70 Caravan, per doz. 2 25 POP CORN Sure Pop, 25 lb. bags 2 15 Yellow, 25 lb. bags 2 15 SAL SODA Granulated, 60 lbs. cs. 1 35 Granulated, 18-2 1/2 lb. packages 1 10 COD FISH Bob White, 1 lb. pure 25	FRESH MEATS Beef Top Steers & Heif. 14 Good Steers & Heif. 12 1/2 Med. Steers & Heif. 10 1/2 Com. Steers & Heif. 09 Veal Top 12 1/2 Good 11 1/2 Medium 10 1/2 Lamb Spring Lamb 16 Good 15 Medium 12 Poor 09 Mutton Good 05 1/2 Medium 05 Poor 05 Pork Loins 16 Butts 17 Shoulders 14 Spareribs 11 Neck Bones 06 Trimmings 14 PROVISIONS Barreled Pork Clear Back 24 00 @ 25 00 Short Cut, Clear 24 00 Dry Salt Meats D S Belles 20-25 17 Lard Pure in tierces 11 1/2 50 lb. tubs 1/2 advance 1/4 50 lb. tubs 1/2 advance 1/4 10 lb. pails 1/2 advance 1/4 10 lb. pails 1/2 advance 1/4 3 lb. pails 1/2 advance 1/4 3 lb. pails 1/2 advance 1/4 Compound, tierces 09 3/4 Compound, tubs 10 Sausages Bologna 12 Liver 16 Frankfurt 14 Pork 16 Tongue, Jellied 35 Headcheese 15 Smoked Meats Hams, Cert., 14-16 lb. 22 Hams, Cert., Skinned @ 22 Ham, dried beef Knuckles @ 23 California Hams @ 15 Picnic Boiled Hams @ 18 Boiled Hams @ 24 Bacon Hams @ 13 Minced 4/6 Cert. @ 27 Beef Boneless, rump @ 24 00 Liver Beef 10 Calf 35 Pork 08 RICE Fancy Blue Rose 5 00 Fancy Head 6 10 RUSKS Postma Biscuit Co. 18 rolls, per case 2 10 12 rolls, per case 1 39 18 cartons, per case 2 35 12 cartons, per case 1 57 SALERATUS Arm and Hammer 24s. 1 50	HERRING Holland Herring Mixed, kegs 10 Milkers, kegs 10 Lake Herring 1/2 bbl., 100 lbs. 10 Mackerel Tubs, 60 Count, fy. fat 6 00 Pails, 10 lb. Fancy fat 1 50 White Fish Med. Fancy, 100 lb. 13 00 Milkers, bbls. 18 50 K K K K Norway 19 50 8 lb. pails 1 40 Cut Lunch 1 50 Boned, 10 lb. boxes 16 SHOE BLACKENING 2 in 1, Paste, doz. 1 30 Mixed, doz. 1 30 E. Z. Combination, dz. 1 30 Bri-Foot, doz. 2 00 Bixbys, No. 10, doz. 1 30 Shinola, doz. 90 STOVE POLISH Blackene, per doz. 1 30 Black Silk Liquid, doz. 1 30 Black Silk Paste, doz. 1 30 Enameline Paste, doz. 1 30 Enameline Liquid, doz. 1 30 E. Z. Liquid, per doz. 1 30 Radium, per doz. 1 30 Rising Sun, per doz. 1 30 654 Stove Enamel, dz. 2 80 Vulcanol, No. 10, doz. 1 30 Stovoll, per doz. 3 00 SALT F. O. B. Grand Rapids Quaker, 34, 2 lb. 95 Quaker, 36-1 1/2 1 30 Quaker, Iodized, 24-2 1 30 Med. No. 1, bbls. 2 90 Med. No. 1, 100 lb. bbl. 1 00 Farmer Spec., 10 lb. 1 00 Packers Meat, 50 lb. 65 Crushed Rock for ice, cream, 100 lb. each
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SHOE MARKET

Michigan Retail Shoe Dealers Association.
President—Clyde Taylor, Detroit.
First Vice-President—M. A. Mittelman, Detroit.
Vice-President—Arthur Allen, Grand Rapids.
Vice-President—Edward Dittman, Mount Pleasant.
Vice-President—K. Masters, Alpena.
Vice-President—Max Harriman, Lansing.
Vice-President—Fred Nedwick, Saginaw.
Vice-President—Richard Schmidt, Hillsdale.
Vice-President—Edward Stocker, Detroit.
Vice-President—B. C. Olsee, Grand Rapids.
Sec'y and Treas.—Joseph Burton, Lansing.
Field Sec'y—O. R. Jenkins, Portland.
Yearly dues \$1 per person.

An Entire Industry Raises Its Voice in United Protest

Protest by National Boot and Shoe Manufacturers' Association (adopted by Board of Directors, August 29, 1934):

The Board of Directors of the National Boot and Shoe Manufacturers Association, assembled in meeting to-day (Aug. 29, 1934) at the Hotel Commodore, New York, on behalf of approximately eight hundred shoe manufacturers, approximately forty thousand retailers of shoes, and thousands of workers affected, unanimously and definitely oppose the present program for the Government to process hides taken from Government-killed cattle for the manufacture of leather, leather products and shoes.

If the announced policy of the Government providing for the processing of these hides prevails, it will be disastrous to the business of many retailers, will vitally affect the solvency of others and will demoralize the orderly and regular channels of the manufacturing and distributing of the leather and shoe industries and of forty thousand retailers and their employees.

We earnestly urge that these hides which have been and are going to be purchased by the Government, be held and released from time to time as they may be absorbed in an orderly and normal way by the leather and shoe industries. This excess supply of hides now on hand and to be available in the near future from the Government kill comes from the anticipated normal kill of future years and should not be released at this time, but should be held and released in the years in which they would normally come on the market.

Signed (Rogers A. Selby), Pres.

Protest by National Shoe Retailers' Association (addressed to the President of the United States):

We have read Associated Press reports regarding the proposed plan of manufacturing shoes under the direction of the Federal Relief Administration, and in behalf of the retailers of the United States, we would like to be advised what plan of distribution is proposed. There are thousands of shoe distributors in the United States who would be considerably affected if distribution was carried out in any way other than through normal retail distributing channels. The shoes of all workers should be properly and intelligently fitted, and the shoe retail industry is set up and ready to carry on

this function of distribution properly. We await your reply.

National Shoe Retailers Ass'n,
M. A. Mittelman, Pres.

Protest of National Council of Shoe Retailers (addressed to the President of the United States):

On behalf of members of this council operating thousands of modern shoe stores in 48 states and doing annual total business of \$250,000,000, principally in sale of shoes to the masses of the people, we earnestly request that you review any proposed plan for the manufacture of shoes by governmental agencies. We believe you will find any such program is impractical from many angles. May we direct attention to some of these. First, governmental activity in a major industry lends strong support to the mistaken idea that the Government is entering industry in direct competition with individual business men. Secondly, processing of these hides in the near future will inevitably demoralize shoe markets, both in production and at retail depressing prices below the level of mere cost in many cases, especially making the present widespread co-operation of shoe retailers with the National Recovery Administration at best difficult and in thousands of instances a matter of serious loss, if not of disaster. Thirdly, processing of these hides would mean use of hides which normally would be on market only in future years, resulting inevitably in future shortage with unduly increased costs to all purchasers. In the interest of entire shoe industry and particularly of consumers in the years just ahead, we urge that the administration carefully consider again the great desirability of storing these hides and releasing them gradually and as normal demand indicates their need. If there are circumstances unknown to us which prohibit adoption, we believe it highly desirable that a representative committee of shoe manufacturers and distributors should confer with those whom you may designate on ways and means for accomplishing without disrupting an industry the desirable end that as soon as possible every man, woman and child in this country shall possess adequate and suitable footwear. This committee should include, particularly, representatives of retailers, since one of the most potentially dangerous effects would be upon thousands of shoe retailers whose code eagles everywhere to-day testify to high degree of co-operation being given your program by this specialized retail trade. The forty thousand retail shoe outlets of the United States can promptly and economically distribute all of the shoes required throughout the country and do this with the addition of an individual fitting service, which is essential to health and comfort. We, therefore, earnestly urge that for all of the above stated reasons it is most desirable you review this entire program before further action is taken. The shoe retailers of this country will be deeply grateful for your consideration. Respectfully submitted,

Nat'l Council of Shoe Retailers, Inc.,
Ward Melville, Pres.

Endicott Johnson Protests (addressed to Secretary of Agriculture Wallace):

Reports indicate Government going to manufacture under contract vast quantities of leather and shoes for relief purposes. If true, this will create confusion, loss of confidence and be serious for leather and shoe industry. It will create serious hardships for shoe distributors. All shoes needed for relief are now being manufactured in orderly and regular way by factories equipped and organized to furnish values. Any interruption by Government action would demoralize the leather and shoe business, as well as shoe distribution, very seriously. The best remedy for the great oversupply of hides, due to Government killing of cattle, is to store them until they are actually needed by natural laws of supply and demand. We offer this with an honest desire to be of use and assistance in a great emergency confronting the industry.

George F. Johnson,
Endicott Johnson Corporation.

Inside Information on Berkey & Gay Fiasco

(Continued from page 10)

They, like the furniture business, are born and grow up, and are not made table d'hôte style.

Consider the superficial ways by which they endeavored to increase business, as shown by the records of the trial. Mrs. Roosevelt, Mrs. Vanderbilt, Mrs. Biddle and Mrs. Harriman were solicited to write testimonials for Berkey & Gay Furniture Co., receiving from \$750 to \$2,000, and even there was an expenditure for a trip to see Mrs. Coolidge for a testimonial, but evidently she refused. How different this was from the spontaneous advertising which Berkey & Gay received from an experience Eugene Field, the poet, had in Holland, and which he put into verse with the title "In Amsterdam" and which became a classic. This was not synthetic, it was something real.

It is no time to quote this muckrake or talk about foolish mistakes of the past, but the capitalization heaped up on our old Berkey & Gay Furniture Co. speaks for itself. Probably neither Julius Berkey, George W. Gay or the ones who came after them ever drew more than \$5,000 a year salary. They contented themselves with building up the business and making their profits out of the natural increase in business and not out of sales of securities. One of the things which the Simmons Co. took over as an added charge against this property was a management contract of the former owners of \$200,000.

This whole matter indicated by the capital set-up was rather tersely expressed at the time some of these bonds were issued on furniture plants, such as Berkey & Gay and Luce, by a well-known furniture man with the statement, "We had seen the passing of the buffalo, but now we are seeing the passing of the buck."

Claude T. Hamilton.

He who wounds another needlessly leaves a scar upon himself.

Advertising Has Countless Stories to Tell

(Continued from page 14)

it already is by many makers. In some instances noted, manufacturers are emphasizing distribution policy by the addition of a special label stating "This merchandise is manufactured exclusively for the Hardware Trade."

In a recent discussion a prominent manufacturer said:

"Some time ago we brought out an alloy tool. The very nature of the alloy used was such that the hardness wasn't as great as ordinary carbon. We began immediately to get complaints. Customers complained that the metal was soft; we were running into serious difficulty. Thereafter we attached a printed tag to every tool, pointing out the characteristics of the alloy and its advantages, and suggested that with proper understanding of the nature of alloy the tool be given a thorough test. If after such trial, cause for complaint was found, we would be glad to replace the same. Almost immediately complaints stopped entirely."

Most manufacturers have had some such experience, and any information as to improved descriptive methods in connection with packaging would be welcomed by others. A bulletin discussion of such related matters would undoubtedly be of interest and value to all concerned. This office will be glad to receive such communications for dissemination and comment.

Lines of Interest to Grand Rapids Council

(Continued from page 3)

There would not be so many strikes if the leaders' pay stopped also.

Drive sanely. Give the other fellow a break. He may be as careless as you are.

Assessment No. 218 is now due and payable on or before Sept. 30. Do not forget to pay on time or you are out of luck if you become delinquent. No insurance in force after the above date.

The following was news to your scribe and am passing it on for your enlightenment:

Effective August 1, 1934, postal laws and regulations require that where money order is paid at a post office other than the office on which drawn, a fee must be charged, equal to the fee paid at the time of the purchase of such money order.

As an illustration, if a money order issued at Grand Rapids payable at Cleveland, is cashed at Columbus, Ohio, a fee will be deducted from the face value of the money order in the amount of the original fee charged when the order was purchased.

Notgniklip.

Have you ever seen a bird taking a look at nests it built in other years, that it might build a better one this year? Neither have I. And I have always figured that a better way of beating last year's sales records this year, was to get out and sell more merchandise, and waste less time figuring out past records.—Coleman Cox.

Taxation is often like the kick of a gun we have overloaded.

The more you rub a good idea the brighter it shines.

OUT AROUND

(Continued from page 9)

that we had the pleasure of serving so many people. Hilary A. Snitgen.

Detroit, Sept. 15—Permit me to commend you on your reprint, in the September 5 issue, of an editorial of Elton J. Buckley in the Grocery World, which pertains to the loss of the blue eagle by the C. F. Smith Co. stores.

I have no personal knowledge of the controversy between this organization and their employees which led up to the National Board issuing instructions to Smith to place these employees back in their positions or suffer the loss of the blue eagle and their consequent loss of same, but during the latter part of July, I was in the outer lobby of the C. F. Smith Co. offices when three employees accompanied by two labor representatives entered the administration building and demand, in loud tones, an interview with Smith, making threats, using vile language and generally conducting themselves in a very boisterous, ungentlemanly manner. Some of these men had been drinking because the smell of liquor was in evidence. The scene they created and the language used could be plainly overheard by forty to fifty young ladies who are employed in the office. One of the men, uninvited, entered the large office from the lobby and forced entrance into a small private room. From their conversation I gleaned that these men had been notified by the National labor board to report back for their jobs, but it appeared that Smith had not as yet received this notification to re-employ these men. The disturbance created and the actions of these men should certainly prevent rehiring them by any self-respecting firm, and, in my judgment, the Smith organization were well within their rights by refusing to take them back.

The above circumstances related are from my personal observation as no conversation has ever been held with anyone in the Smith organization relative to this matter.

Raymond E. Jacobus.

Availability of a far-reaching study of the U. S. Bureau of Foreign and Domestic Commerce has just been announced by Richard Stephenson, Acting Manager of the Detroit office.

A recent analysis of 1400 business bankruptcies which occurred during the depression in one metropolitan community shows that half of them were due to bad management. Further, retailers accounted for 62 per cent. of these bankruptcies. These facts emphasize the need for a better knowledge of the costs of doing business.

This is believed to be the first time that a study of costs of doing retail business has been made on the basis of location within a city. This need appeared to be quite distinct, when it was realized that only a hypothetical knowledge existed as to the differences in operating costs between businesses located in the concentrated downtown districts and businesses located outside that area. A further result from such a study is specific information as to the kinds of business most needed at downtown locations. This information is of timely value not only to the merchant, but also to the city planner, the transportation authority and all construction interests, in their studies of the "new city," as well as in their studies of the present-day city and its national development. Copies of this study are

available at 10c each at the Detroit office, 371 New Federal Building.

E. A. Stowe.

Live Towns on Both Sides of the Straits

(Continued from page 1)

to the Tradesman, and his articles have helped greatly in giving publicity to the many scenic attractions in this part of the state. Onaway has an attractive business district, with a wide paved street. Among the merchants are A. Dosie, Will B. Gregg, L. K. Manning, George Graves, Mart Mahoney and Gumm's Store, Inc. All carry excellent stocks and report trade better this year. One of the billion dollar chain store corporations is here with its low price bait to trap the unwary, while it gathers in the profit on trade to fill its Wall street coffers. The merchants here are deserving of the trade that comes here because they keep the profits of the trade they get right here at home. No one ever heard of chain stores building up towns and cities. They do not come until after local business men have helped build these communities, then they come to exploit them. The local merchants should stand together as one man and build up the spirit of co-operation. Do not follow chain store tactics by cutting prices to where there is no profit. Few towns and cities in this state can boast of a lady editor and publisher. The Onaway Lookout is issued each week by a prepossessing young woman, who wields the editorial pen with rare ability. With all of the splendid attributes of its citizens, Onaway cannot help but forge ahead.

Rogers City is a gem, set upon the shore of Lake Huron, and is the county seat of Presque Isle county. It has a population of 4,000 and is a surprise and delight to the visitor. Its history goes back to the days of large lumbering operations, after which development began of the large deposits of limestone and it became known as "The Limestone City." Here there has been erected by the U. S. Steel Company, the largest stone crushing plant in the world. As high as 11,000,000 tons have been shipped in a season. At present 400 men are employed, working six hours a day, five days a week. Local fisheries also do a good business and a branch of the Alpena Garment Co. gives employment to women and girls. The city is served by the D. & M. railway and US 23. Work is being pushed on the shore line highway, which, when completed will connect Detroit with Cheboygan. The city has a fine golf course on a main highway two miles out. Here from the hills is a fine view of Lake Huron for a sweep of twenty miles. North and West of the city is the 320 acre Paul H. Hoeft state park among the pines and sand dunes along the shore of the big lake. Deer and small game abound in this section and with its numerous small lakes, the region is a magnet for sportsmen. One can but notice the attractive homes here and well kept lawns. The substantial business blocks, beautiful schools and churches. Among the hotels is one owned by J. H. Brooks, which is modern through-

out, not equalled by any other in this part of the state. The waterworks and electric system is owned by local citizens and the city has built nearly four miles of pavement. Merchants report trade better than last year, but food merchants report there is little, if any profit. There are two main store corporations here, one selling foods, and is branch of that great octopus which has thousands of tentacles reaching out to most of the villages, towns and cities of the U. S. It has an insatiable appetite which is never satisfied. It saps the life blood of its victims and impoverishes communities. It, like other greedy monopolies, takes away the profits on trade.

The high class merchants of this city are entitled to the patronage of the citizens and farmers. Among them are E. J. Hasenburger, Emil Plath, John T. Parsons, all having large food stocks of choice quality. Paul H. Haeft, pioneer merchant, has a large stock of everything to wear. Money spent with home merchants stays here, while money spent with foreign corporations, is taken away, never to return. What is needed here is a live organization of home merchants. There should be complete harmony and co-operation. Often this is forgotten and instead of pulling together, price cutting sets in and it not only destroys a living profit, but engenders ill will. Wise merchants will not do this. The writer is greatly pleased with his visit here and hopes to return at some future time and to find an active working organization among the home merchants. The civic leaders of the city, including those of the press and pulpit, should study the economic situation caused by the invasion of greedy monopolies. If they would put on a campaign of enlightenment and show the people that no community can remain in a healthful business condition, unless it can have the profits on its own trade, they would be performing a service second to none, in advancing the welfare of their home city.

E. B. Stebbins.

Business Volume Lower Than a Year Ago

Business volume is at the lowest level of the year and lower than a year ago. Evidences of pronounced seasonal improvement do not exist. However, with production low and retail sales holding up relatively well some lowering of inventories must be going on so that a tendency should exist to offset a sharp downward trend in business volume. Allowing for the possibility that business sentiment is worse than business, a none too favorable level of business activity is anticipated over the near term unless some drastic unforeseen developments occur.

The recent Government bond market "episode" and reports that the aggravated state of business sentiment with its retarding effect upon business recovery is being realized in Washington, has led some to the belief that definite changes in policies is in the offing. Indications along this line have definitely occurred recently. The direct hint of the President that the real cause of the failure of bank credit to expand was too strict rules rather than

stubbornness of the banks is along this line. Reference to labor unions responsibility of power in England in one of the President's press conferences and General Johnson's accusation of textile workers breaking their agreement and bringing on an unjustifiable strike indicates some change in view point. Also re-organization of the NRA is expected to proceed along the lines of discarding some parts now considered unsound. Among these original NRA policies are price fixing and curtailment of production. Accordingly, attempts to restrict such economic laws as supply and demand and price competition are expected to be abandoned. Accordingly, recently reassuring statements by Administration's spokesmen as to the soundness of the profit motive does not offset the realization that price competition will affect earnings adversely over the near term.

J. H. Petter.

Oil Burners in the Home

(Continued from page 6)

Underwriters' Laboratories have tested and listed many of the burners now manufactured as complying with certain standards of minimum hazard. Burners that have been so tested bear a mark indicating the fact. In conclusion it has been noted that many localities have not made use of the available information on this subject that is published by the National Board of Fire Underwriters, which will, upon request, be supplied without charge. As a result, a very wide difference of practice is manifested in the types of burners and installations permitted. Only those types of equipments the merits of which have been tested and proven and which are installed in accordance with practices accepted by the authorities, should be allowed.

J. A. Fisher.

Fire Chief at Annapolis, Md.

Many a chap who lives like a dog expects to be buried like a Christian.

He who has not the spirit of his age has all the misery of it.

Smutty stories may amuse, but they soil the skirts of purity.

Phone 89674
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—COLONIAL HOTEL, Marine City, overlooking beautiful St. Clair river. A real bargain. MARINE SAVINGS BANK, Marine City. 681

For Sale—St. Clair river frontage, 400 feet, good beach, excellent view. Will sell all or part. Low price. Terms. Marine Savings Bank, Marine City, Mich. 682

For Sale—Farm, 68 acres, good land, some timber, section 30, Clay township, St. Clair county, Michigan. Marine Savings Bank, Marine City. 683

Evolves Labor Plan

The labor arrangement arrived at by the Aluminum Co. of America and offered to all of its employees is seen as a way of avoiding a clear cut determination of the question of majority and minority representation while at the same time appeasing the workers.

This company, while declining to acquiesce in the union demand that it be the sole agency for dealing with the employer and that the latter inaugurate the check-off system in its plants, agreed to recognize the fact that the union is the representative of a material number of men and, therefore, their wishes would be given appropriate consideration. Any agreement made under these conditions would affect all employees.

Seniority is to be conditioned on the family status, ability and residence of the employee, rather than based on the single question of years of employment, and when any employee is discharged it is made his right to learn the cause thereof.

The union wanted outright arbitration of disputes by the National Labor Relations Board but this is solved by the proposal for settlement of difficulties within the plants, it being conceded to be right of any aggrieved employee to appeal to the board if he so desires.

It is presumed here that efforts will be made to effect similar agreements in other industries, the fact being stressed that the workers have gone back to their former employment on this basis.

Finished Goods to Lead Price Rise

Forces active in raising basic commodity prices have apparently reached their maximum effectiveness for the time being. While this does not necessarily terminate the general trend toward higher prices, it may restore the leadership in the movement to finished product.

If consumer demand remains heavy, especially since supplies of many "style" items are beginning to run short, a new rising trend for many groups of finished products is indicated. This, in turn, is likely to stimulate buying of raw materials anew, particularly since last week's corrective price declines have again widened the spread between raw material and finished goods prices in many lines.

Linking Prices and Wages

The strike settlement arrived at by the Anaconda Copper Co. and the copper miners' union is likely to establish a precedent for wider resort to sliding wage scales that vary with price trends.

Sliding wage scales have been common experience in countries going through an inflationary process. In the basic and controlled industries, workers usually prefer to have wage scales that vary with the price of the chief

product of the industry. Although this frequently resulted in relatively rapid wage increases, employers agreed to them since such procedure created a vested interest in higher prices on the part of labor.

In the light and more competitive industries, workers usually have favored a sliding scale based on the cost of living index, while employers fought such an arrangement because the price of their products frequently lagged behind the general price movement.

Introduction of sliding wage scales abroad usually has been an indication that an inflationary process had reached a fairly advanced stage.

New Trade Negotiations Seen

Early announcement of intention to negotiate reciprocal trade agreements with some eight countries, presumably mostly in Europe, is expected to come from the State Department.

However, it is not to be anticipated that any important engagements will be entered into prior to the November elections. The first of the pacts to be completed doubtless will be with the South and Central American countries where the problem is comparatively simple. Then will come those countries from which there is imported merchandise which only comes in competition with domestic trust made products.

The next step will be to impress upon the great bulk of American manufacturers that new markets have been opened up to them on this continent, presumably to the disadvantage at least of some branches of American agriculture and, therefore, generally to build up our sale of farm products abroad, it will be necessary for the industrialists to make some sacrifices.

Price Trends in Chemicals

Price trends of chemicals for industrial purposes are currently divergent, chiefly under the influence of price developments in raw material markets.

An example is the sharp price increase planned for butyl alcohol, butyl acetate and acetone for October 1. This has been made necessary by the constant rise in corn prices, the basic material for the chemicals mentioned. Among the uses of these chemicals, bleaching and dyeing play an important part. They are also used in lacquer manufacturing.

Caustic potash, on the other hand, another of the chief materials used by textile processors, was reduced in price yesterday, to the surprise of some in the trade. The price cut, which will result in substantial savings to textile, match and soap manufacturers, reflected the highly competitive condition in crude potash, from which caustic potash is made. Crude potash has suffered for some time from the curtailment of

demand from farmers for chemical fertilizers.

No Change in Strike Relief Policy

Gen. Hugh S. Johnson's bitter denunciation of the textile strike is not expected to influence the Federal Relief Administration to veer from its policy of meeting hunger needs wherever and whenever presented.

Administrator Hopkins has stated that should Secretary of Labor Perkins or the National Industrial Relations Board declare the strike to be unjustified, a change in the program might be necessitated.

The demand of the industrialists has been that the Government refrain from underwriting the strike by feeding and clothing the strikers, composed of one-half reds and one-half labor slackers. It is said that there have been no calls upon the Government for additional help for the strikers, those needing aid receiving it from the regular budgets of the states.

Strike Violence

Besides the irregularities of the sea, the distress in politics and the utter lack of confidence in the present administration, the Nation has been treated to examples of supreme violence on the part of sympathizers with one of the most devastating strikes the country has ever experienced. East and West Coast and the center of

the country have read bubbling editorials on the shame of the strike, fomented by criminals and defended by super criminals. In California, the demand of the unscrupulous union leader that all mills be closed preliminary to mediation of the strike is met by the demand of the San Jose Mercury-Herald that the parties directly concerned should not, in their efforts to use force in the affair, forget that there is a third party—the public.

Fish Consumption Benefits

Expecting to benefit by curtailed meat consumption this winter as a result of higher prices, fish packers and sea food dealers are looking forward to a material expansion of their business.

Restaurant owners already report consumer preference for fish courses as against the traditional chops and steaks, for which charges have been advanced rapidly over the past few weeks. This is likely to encourage an expansion of operations from all American fishing ports.

For the same reason, salmon packers have recently advanced prices despite a record pack this season. The statistical position for canned salmon is likely to be strengthened further should Federal relief organizations follow the suggestion currently made to them to buy as much as 1,000,000 cases of Alaska pink salmon for free distribution.

Another Forward Step!

Real progress calls for continued research and development. For that reason, we have our own Research Laboratory where, under trained chemists, ingredients and formulas are subjected to the most exacting tests to make sure the finished product meets our high standards of quality.

As a result, only the very best materials are blended and baked under strict scientific control in our modern plants.

The quality of Michigan products is, therefore, a scientific certainty—uniform and dependable year in and year out.

You sell the best when you sell Michigan Laboratory-Tested bakery products. Your customers know that they stand out by every comparison—in taste, in freshness, in keeping quality and in economy.

There is money in this Michigan line—money for the wide-awake grocer who carries what his trade likes and buys.



Bakers of MICHIGAN Laboratory-Tested White . . . Whole Wheat . . . Buttermilk Bran . . . Raisin . . . Cracked Wheat . . . Rye Breads . . . Parker House Rolls . . . Coffee Cakes . . . Cinnamon Rolls

MEL TROTTER'S TRIBUTE TO CHARLES W. GARFIELD

Last Thursday noon at the Rotary Club, Mel Trotter, of the City Mission, was asked to speak of his old friend, Charlie Garfield. Mr. Trotter had known him for thirty-five years and they were very close friends.

Mr. Trotter remarked that practically everything had been said about Charlie by the preachers, papers, editorially and otherwise, but he believed he could find a picture of his old friend in the twelfth chapter of the Book of Romans. Starting off he said, "A text without a context is almost always a pretext," but he wanted to leave out all questions of theology or context of this great Book, and take Paul's closing remarks on conduct—the Christian's relationship to his brother, his neighbor, his family and his country.

It is rather unusual to see a man with a Bible in his hand at a noonday club, but Trotter opened his Book and began at the 12th chapter of Romans, and likened the humility of Mr. Garfield to this verse:

"For I say, through the grace given unto me, to every man that is among you, not to think of himself more highly than he ought to think; but to think soberly, according as God hath dealt to every man the measure of faith."

Mr. Garfield never thought himself greater than his fellowman, but respected the other man's views. He did not think he knew it all. His life was beautiful in its humility.

The ninth verse gave him a chance to speak of Mr. Garfield's great love. "Let love be without hypocrisy." There was never any feigned love with Mr. Garfield. He loved his friends dearly and let them know it.

"Abhor that which is evil." How he hated things that were wrong and you would find him "cleaving to that which is good" in conduct.

In the tenth verse, "Be kindly affectioned one to another, with brotherly love." How easy it is to love the lovely. How hard to love the unlovely. Trotter said that in his Mission work, Mr. Garfield had proven many times that he loved the poor people like his brothers, and spent much time and money helping them.

"In honor preferring one another." Charlie was always No. 3. "God" first; "my brother" second; "me" third.

"Not slothful in business." He had great zeal. "Fervent in spirit, serving the Lord." "Rejoicing in hope." He always believed things would turn out right. He was "Patient in tribulation," and he had plenty of that, too. "Continuing instant in prayer." He seemed to know where to take his troubles. "Distributing to the necessity of the saints; given to hospitality." Practically all he ever made was used to help the other fellow, and his home was open to everyone. Such hospitality is seldom found in humanity.

"Bless them which persecute you; bless and curse not." Trotter said that only once in his thirty-five years of acquaintance with Charlie, did he ever find him bitter. He said a very severe thing about a man, but in an hour got hold of him and apologized for it.

In verse fifteen Paul says: "Rejoice with them that do rejoice and weep with them that weep." It is quite easy for us to weep with the weeper, but to rejoice with the fellow who gets all the breaks, and goes ahead of us, getting appointments that we feel belong to us, that makes rejoicing mighty hard, and yet this man Garfield seemed to be as delighted with the other fellow's success, even more than if it were his own. He always found time to write or phone or call, whether to rejoice or to weep.

"Mind not high things, but condescend to men of low estate." His thousands of friends among the poor would prove that he fulfilled that verse.

"Never wise in his own conceits." If he was conceited, he never showed it to the world.

"Recompense to no man evil for evil." A thing like that never entered Mr. Garfield's mind. He never was known to do that in his life.

"Provide things honest in the sight of all men." Charlie lived to be older than any of us fellows will ever be and yet not one thing has ever been said against his honesty.

"If it be possible, as much as lieth in you, live peaceably with all men." It is impossible to be peaceable with some folks, but Charlie would do his best. And as for "avenging himself," he never had time "to give place to wrath," but knew "That whatsoever a man soweth, that shall he also reap," and he left that all with God.

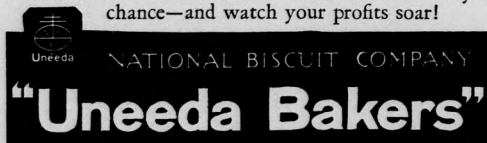
"If thine enemy hunger, feed him; if he thirst, give him drink." He literally did this, perhaps in some instances for the sake of the little children and the women. He never believed in penalizing the innocent because of the guilty.

Trotter said in closing that he felt the last verse of this chapter could account for many things in Mr. Garfield's life. "Be not overcome of evil, but overcome evil with good." He always believed that children and young people, as well as the older ones, would rather be good than bad, and when he saw that evil was befalling them, he turned most of his big farm, with all he had, into a great place where they could play and swim, and find recreation that was clean. If we could read the hearts and lives of the people of Grand Rapids, we would find many who had their evil overcome with good. Men and women with every tendency downward; with bad blood; a desire to drink; living in the senses, found a better way through the forethought and love and liberality of Charlie Garfield. Thousands will rise up and call him blessed.



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**Makes Your
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He has what your biscuit customers want—products that are crisp, fresh and delicious—made from the finest ingredients and baked to your own order. The National Biscuit Company, through years of fair dealing and consistent advertising, has taught your customers that "Uneeda Bakers" means the best of everything. Their 3,000 salesmen, from coast to coast, call on you often—keep your biscuit department stocked with *newly baked* merchandise. Give the little "Uneeda Bakers" boy a chance—and watch your profits soar!



The BIG Fall SALES BUILDER

Chase & Sanborn's Dated Coffee will help you increase your coffee sales this fall. The quality and freshness of this popular brand are making thousands of new customers for it every day. And sales will show still greater increases with the approach of cooler weather.

Get ready to get your share of this business. Push Dated Coffee. Display it prominently. Mention it in your advertising. Recommend it. You'll quickly discover that it's a sure-fire fall sales-builder.



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