

grade visit the "carry-your-goods-home-yourself" stores. Recently Bowers made arrangements to deliver purchases of \$5 and over, because an order of that size is usually too heavy for a woman to carry.

Bowers divides the profits with his store managers. He figures on making a clear profit of 4 per cent on everything he sells; and he allows 10 per cent for the cost of handling.

That 14 per cent is added to the wholesale price of his goods, and it doesn't make any difference to him whether that agrees with the retail price fixed by the manufacturer or not.

It took many a hard fight to make the manufacturers let him retail at his own price and not at the higher price printed on package goods.

"Most of the other groceries have to load their goods anywhere from 25 to 40 per cent, Bowers explains.

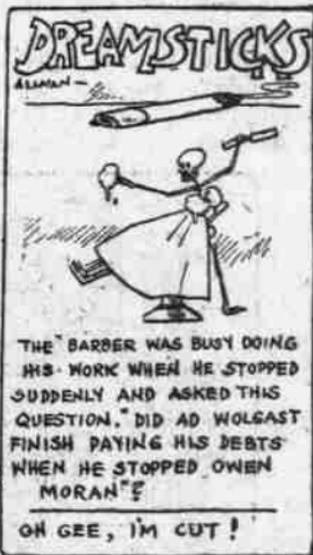
"My three dozen stores permit me to turn over my stock almost every day. If I run short in one store I can stock up on a few minutes' notice. I am not compelled to charge my customers interest on a big stock of goods. I don't have the losses of perishable foods to contend with, and for the same reason.

"But the largest share of the high cost of living is not due to the grocer," said Joseph Fly, Bowers' righthand man, "but to the food syndicate. There isn't a single food product on our shelves but has its price either

fixed or influenced by some food syndicate."

"Could co-operative groceries cut down the cost any?"

"About as much as we do," he replied, "if they cut out credit and delivering, and bought in large quantities for cash."



Regardless of where the national conventions are held, we beg the platform makers to consider these planks:

Reciprocity on everything but grape nuts.

Inheritance tax on H. Ham Lewis' whiskers.

Semi-annual fumigation of the Illinois legislature.

Permanent injunction against church gossip.

Prohibition of feather dusters that look like Mr. Justice Hughes.

Arbitration for magazine poetry.