

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, APRIL 13, 1887.

NO. 186.

GIANT Clothing Company.



Our Order Department

Secures to out-of-town customers the most careful attention and guarantees perfect satisfaction. We are the

LARGEST HOUSE in the STATE

DEALING EXCLUSIVELY IN

Ready-Made Clothing

With the splendid Tailor-Made Clothing we handle the fit is as perfect as in the finest custom work. Send in your order for a Spring Suit or Overcoat and make a saving of at least one-third.

---GIANT---

The attention of dealers is called to our JOBBING DEPARTMENT. We pay cash for our goods and make CASH PRICES. With superior advantages and ready cash we are enabled not only to meet Chicago prices but offer you a most complete line of

FURNISHING GOODS.

GIANT CLOTHING COMPANY,

A. MAY, PROPRIETOR.

Cor. Canal & Lyon Sts., Grand Rapids

M

Muzzy's Corn Starch is prepared expressly for food, is made of only the best white corn and is guaranteed absolutely pure.

U

The popularity of Muzzy's Corn and Sun Gloss Starch is proven by the large sale, aggregating many millions of pounds each year.

Z

The State Assayer of Massachusetts says Muzzy's Corn Starch for table use, is perfectly pure, is well prepared, and of excellent quality.

Z

Muzzy's Starch, both for laundry and table use, is the very best offered to the consumer. All wholesale and retail grocers sell it.

Y

SEEDS

For the Field and Garden.

The Grand Rapids Seed Store,

71 Canal Street,

Offers for Sale all Kinds of Garden Seeds in Bulk.

Medium Clover,
Mammoth Clover,
Alsike Clover,
Alfalfa Clover,
White Dutch Clover,
Timothy,
Red Top,
Blue Grass,
Orchard Grass,
Hungarian Grass,
Common Millet,
German Millet,
Flax Seed.

Use
Heckers'
Standard
Manufactures.

COOK & PRINZ,

Manufacturers of

Show Cases,

Counters, Tables and Furniture of any Description, as well as Designs thereof, made to order. Write for Prices or call and see us when in the City.

38 West Bridge St., Grand Rapids.

Telephone 374.

EDMUND B. DIKEMAN,

THE

GREAT WATCH MAKER,

—AND—

JEWELER.

44 CANAL STREET,

GRAND RAPIDS,

MICH.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,

20 and 22 Monroe St., Grand Rapids, Mich.

JUDD & CO.,
JOBBER OF SADDLERY HARDWARE
And Full Line Winter Goods,
102 CANAL STREET.

POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and we will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.

Reference: FIRST NATIONAL BANK.

T. R. ELLIS & Co.,

Book Binders

PAPER RULERS,

Blank Book Makers,

51, 53 and 55 Lyon St.,
GRAND RAPIDS, MICH.

CHARLES A. COYE,

Successor to

A. Coye & Son,
DEALER IN

AWNINGS AND TENTS

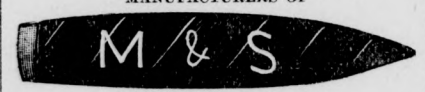
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.

Flags & Banners made to order.

73 CANAL ST., GRAND RAPIDS.

MONNICH & STONE, Flint, Mich.

MANUFACTURERS OF



Send for Sample Order.

Voigt, Herpolsheimer & Co.,

Importers and Jobbers of

DRY GOODS

Staple and Fancy.

Overalls, Pants, Etc.,

OUR OWN MAKE.

A Complete Line of

Fancy Crockery & Fancy Woodenware

OUR OWN IMPORTATION.

Inspection Solicited. Chicago and Detroit Prices Guaranteed.

POTATOES.

We give prompt personal attention to the sale of POTATOES, APPLES, BEANS and ONIONS in car lots. We offer best facilities and watchful attention. Consignments respectfully solicited. Liberal cash advances on Car Lots when desired.

Wm. H. Thompson & Co.,

166 South Water St., CHICAGO.

Reference
FELSENTHAL, GROSS & MILLER, Bankers.

HEMLOCK BARK! WANTED.

The undersigned will pay the highest market price for HEMLOCK BARK loaded on board cars at any side track on the G. R. & I. or C & W. M. Railroads. Correspondence solicited.

N. B. CLARK,

101 Ottawa St., Grand Rapids.

MOSELEY BROS.

—WHOLESALE—

SEEDS, FRUITS, OYSTERS, And Produce.

26, 28, 30 and 32 OTTAWA ST., G'D RAPIDS

MUSCATINE

OATMEAL.

Best in the world. Made by new and improved process of kiln-drying and cutting. All grocers keep it. Put up in barrels, half barrels and cases.

MUSCATINE

ROLLED OATS.

Made by entirely new process, and used by everybody. Put up in barrels, half barrels and cases.

For Sale by all Michigan Jobbers.

SWEET 16 SOAP

The Best Laundry Soap on the Market.

TRY IT!

FOR SALE BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY

Oberne, Hosick & Co.

CHICAGO.

A. HUFFORD, General Agent,
Box 14, Grand Rapids.

Relations of the Banker to the Business Public.*

In the minds of too many there is a vague impression, the erroneousness of which would be evident even to them, perhaps, were they to attempt to express that feeling in clear, decided words, that the banker is apart from, and not a necessary part of, the business world of to-day. They used to hear, long ago, of "the bloated bondholder" and "gold bugs of Wall street," and a certain impression was left that the banker receives a great deal of, and contributes very little to, the prosperity of the world, that he costs more than he is worth and that the world could get along very well without him. The banker is as essential to the business life of to-day as is the merchant, the manufacturer or the railroad manager, and without his aid the wheels of industry and commerce would jar and stop with a crash that would precipitate ruin upon the entire country. The banks contribute millions of dollars annually to the moving of the great crops, the cattle and other products of the West, to the East and to Europe. They have aided the farmers, especially those of the West, to buy their farms, make improvements and get their crops to market. They have aided the help of the banks that the railroads, which are so important a factor in the development and prosperity of the country, are enabled to lay their rails to all parts of the land and to carry on their work. The manufacturers, great and small, from Maine to Texas and from Washington Territory to Florida, with their hundreds of thousands of employees, and making the great markets for the products of field, mine and forest, would be sorely crippled and thousands of them would be forced to close their doors, were the helping hand of banking capital to be withdrawn. The merchant, whether the millionaire, importer and wholesaler of the great city or the general dealer of the country "corner" (who is overloaded when he has a \$500 stock on hand), is, in a great degree, indebted for whatever prosperity he may enjoy to the influence, direct or indirect, upon his business of the banks.

A high authority on financial matters says: "Banks have become numerous, widely distributed and intimately identified with the varied industries by which our entire population literally obtain their daily bread. No people in modern times have ever risen to civilization or maintained their civilization, without banks; and least of all can it be questioned in this country where, besides 2,868 national banks now in operation, we have over 5,000 state banks, savings banks and private banks and bankers, whose operations extend into the minutest ramifications of the employments and resources of our 60,000,000 of population."

In the unbroken development of the Great West, the banks have borne an important part. Districts rich in natural resources lay undeveloped for lack of capital, until banks, local or distant, aided the struggling few already in possession and encouraged immigration and new enterprises, until the "New West" has become a giant in power.

A late treasury document says: In those states in which the older banks are situated the stock is more largely held by residents and is more widely distributed, while in the area in which nearly all the banks are of recent organization, the proportion of non-resident shareholders is larger, and the amount of stock held in large amounts is greater. This shows the very important and significant fact that the national banking system is serving to bring capital into those new districts from the older states, and in this way it is a constant and valuable factor in the process by which American industry and enterprise are being extended all over the continent, and by which the ties of a common citizenship are being daily strengthened by the bonds of commercial intercourse and of independence.

In the foregoing, I have had reference, chiefly, though not exclusively, to the aid extended by banks in this way of furnishing needed capital by loans. But, it may be objected, if banks did not make the loans, individuals would, and so the capital would be obtained. The objection is but partially true. Money lenders merely and individual buyers of stock and bonds would not and could not furnish the capital now furnished by the banks. The amount of capital stock actually paid in as banking capital by no means represents the amount available for loans by the banks of the country. The last published abstract of reports from all the national banks shows the amount of loans, stocks and bonds carried by the banks to be over one and one-half billions of dollars, while the paid-in capital is but a little over half a billion, showing that the amount furnished by the national banks in aid of the various enterprises of the country is three times the capital of the banks. As private banks make no report of the amount of their loans, it is impossible to ascertain the aggregate amount of loans made by banks of all kinds; but a moment's consideration of the fact that national banks alone have the enormous sum of one and one-half billions outstanding in loans and stocks must impress even the most careless with a sense of the vast importance of the relations in this respect alone, of the bank to the business public. While it is true that much of this capital would find its way to the aid of business without the intervention of banks, the fact is that the vast majority would not, and that the portion of the country needing it most would be most neglected. The following is an extract from a late issue of a leading southern paper, showing how important a factor in the development and prosperity of a state banking facilities are: "The Manufacturers' Record," of Baltimore, once more calls attention to the need of banking capital in the South. A correspondent writing from Bristol, Tenn., found at that place and all through Southwest Virginia that the great want that is felt in fostering the industrial pursuits and developing the varied resources of the region is sufficient capital. It is estimated that there are not less than one hundred thriving towns in the South in which, like the one named, business is severely hampered and restricted solely on account of the lack of banking capital. The rates of interest are too high in the South, and it is often impossible for business men to secure on the best security the money needed

owing to the paucity of banking facilities. It is said that 9 to 15 per cent. per annum is a common rate for business men to pay, and in view of the cheapness of money in recent years, this seems very high. The Atlanta Constitution says that the lack of banking capital is seriously felt in Georgia. The commerce of the State has been largely increased since the war, but the State and the people have been crippled—paralyzed, we may say—by a lack of capital.

The writer of above refers to the need of lower rates of interest for a successful prosecution of business and looks to the coming of banks for a reduction of the prevailing high rates. In spite of usury laws, if money is scarce, interest rates will be high and more capital, not more laws, will be required to reduce them.

The funds for banks in the newer portions of the West come largely from non-residents. Nearly one-third of the national bank stock of the Western Territories is held by non-residents.

Banks, in a sense, create capital. The billion dollars loaned by the national banks in excess of their capital, and so invested in productive industry, come from the savings and temporarily idle funds of the people, a large part of which, but for the existence of banks, would be hoarded by the owners, who unwilling to entrust their money to the vicissitudes of a business of which they know nothing and from which they might not be able to withdraw it when needed, would hide their funds away in the proverbial "old stocking" or bury it in the earth—anywhere to have it safe and ready to use when required. Thus an amount, enormous in the aggregate, would lie idle and useless instead of going into the channels of trade.

The formation of saving habits and encouragement of economy and thrift, which come from a system of safe and convenient depositories are not the least of the many services rendered by the banks to the public. As was referred to yesterday, teach a multitude of saving and thrift. Let him accumulate one, two, ten hundred dollars, and you have not a man who will engage in lawless, violent strikes, but a supporter and defender of peace and law—a citizen not a socialist.

But the service rendered the business world by the banks, in the way of loans, the fostering of habits of economy and thrift and the conversion of idle, useless funds into working, productive capital, is but a part of their beneficent work.

Some time ago the Comptroller of the Currency forwarded to every national bank blank upon which they were requested to record a synopsis of their business for a given day, showing the entire amount of their transactions for that day, the amount of money—currency and coin—employed in those transactions and the amount represented by checks, drafts and other representatives of money. The combined reports showed that only about 5 per cent. of that day's banking business was done in currency and coin, while 95 per cent. was in checks, drafts, transfers of credit and other representatives of money. In other words, the banks furnished 19-20 of the medium employed in the transaction of the enormous business which passed through them on that day.

Again, the service rendered in the safe, rapid, convenient and cheap transfer of funds from all parts of the country is a most important one. The merchant in Michigan, Maine or New Mexico steps into his home bank, deposits his money and it is promptly transferred for him at a trifling expense to Chicago, New York or New Orleans. The importer employs the banks in payment of his purchases from Brazil to Japan. And all is done so promptly, easily and continuously that we often fail to realize the importance of the work.

I have made no reference to the great benefit which the country derives from the system of national bank circulation or bills. The omission is not due to any lack of appreciation on my part of the great advantages accruing to the public from such a safe, convenient and elastic medium, but because there are a considerable number who deny their advantages, and, as I have not time to argue the point, I have spoken only of those services rendered by the banks, the importance of which there can be no denial.

The last report of the Comptroller of the Currency shows that last October there were about 8,200 banks of all kinds in the United States, 2,875 of which were national banks with a capital and surplus of \$780,000,000, deposits of \$1,900,000,000 and loans of \$1,500,000,000. Private bank figures can not be ascertained.

Michigan stands eleventh in list of states as regards national bank capital and seventh in deposits. We have in Michigan about 370 banks, consisting of four classes—private, savings, State and the national banks. A glance at their distinguishing features may be of interest. All receive deposits, make loans and buy and sell exchange. One hundred and one are national banks and most of the rest are private banks. By private banks, I mean those not incorporated. They are subject to no special restrictions or examinations and are required to make no reports to any department or to the public.

A word about savings banks: Not less than five persons may unite to organize a savings bank, the capital of which must be at least \$25,000. Business is managed by a Board of Trustees or Directors, chosen by the stockholders. Each director must be a stockholder. Semi-annual statements are required to be made to the State Treasurer and published. As in savings banks stock-

holders are liable to the amount of stock only.

The fourth class—national banks—includes the greater part of the banking capital of the State. The Comptroller's October report shows the 101 national banks of the State to have a capital and surplus of \$8,000,000, deposits about \$32,000,000 and loans about \$36,000,000. The distinguishing features of the national banking system are as follows: Their powers and limitations are fixed by national instead of by state law. They must have at least \$50,000 cash capital. They are managed by a Board of Directors chosen by stockholders. Real estate cannot be taken as security for loans, except where it may seem necessary to secure from threatened loss a loan previously made in good faith. I have often heard surprise expressed that national banks should be declared from so safe a class of security as is well-chosen real estate. The object of the restriction is to make the banks commercial institutions whose loans shall be upon securities readily convertible, a system of reliable oil-cups, so to speak, which shall ever furnish to the thousand bearings of the wheels of commerce the lubricant required to ensure their smooth and easy action. They are authorized to issue circulating notes secured by United States bonds deposited with the United States Treasurer. The banks pay a tax of 1 per cent. upon their circulation and bear the expense of engraving, shipping and redeeming. The issue of circulating notes was very profitable when bonds paid a high interest and banks issued all the law allowed them—90 per cent. of the face value of the bonds, and the bonds, circulation is, in many cases, attended with loss and many banks issue only the amount granted on the minimum amount of bonds which the law requires to be held and many would sell their bonds and retire their circulation entirely, were they permitted to do so. Though the bank note is not a legal tender, it has behind it all the security which a greenback has and considerable more. The stockholders of a national bank are liable not only to the amount of their stock, but for as much more. National banks are required to keep a certain percentage of their deposits in cash at all times as reserve. They are also required to accumulate a surplus fund from the profits of the bank, from which losses may be met without impairing the capital, which must not be permitted to fall below \$50,000. Five times a year, a detailed statement of the condition of the bank must be made to the Treasury Department, at Washington, sworn to, attested by at least three Directors and published in the place where the bank is located. And there is no "fixing things" just before statement day to make a good showing. One never knows when state-ments will be required, as the department calls for them at irregular intervals and always for a past date. Annually, or oftener, the banks are visited by an examiner, who makes a thorough examination of the affairs of the bank, counts cash, verifies books and papers, examines securities, scrutinizes methods and general conduct of the bank and makes a full report to the Treasury Department at Washington. If irregularities are found, the bank has been overstepping the legal limitations or its management is deemed injudicious, it is promptly looked after, and in extreme cases, the Comptroller may put a receiver in charge to pay off all creditors and wind up the affairs of the bank. They are prohibited from loaning more than 10 per cent. of their capital to any one person, corporation or firm—a very conservative provision and one guarding against one of the chief causes of bank failures, viz., excessive loans to one borrower. The amount to which a national bank may become indebted, except in certain directions, is limited, and, in various ways not herein mentioned, provision is made for the establishment and continuance of a system of checks, which shall conform to the needs of the business public and which shall merit and receive the confidence of the country and contribute in the greatest degree possible to the development and prosperity of the land. In speaking thus of the national banking system, I do not wish to be understood as disparaging the work or position of banks, which shall conform to the needs of the business public and which shall merit and receive the confidence of the country and contribute in the greatest degree possible to the development and prosperity of the land.

The idea prevails, to a certain extent, that national banks are, in some way, a monopoly. Such is not the case. Any five or more citizens of the United States, who can command \$50,000 cash, may organize as a national banking association. That the business is not monopolized by the capitalist is abundantly proven by the last report to Congress of the Comptroller of the Currency, which tells us that less than one-half the shareholders of the United States have over \$1,000 in stock and less than one-ninth have over \$5,000. National bank shareholders number 225,600 and they come from no one class, but from all ranks and stations in life, from the capitalist of leisure to the poor widow, whose little semi-annual dividend check, from her single share of stock (her only reserve against a rainy day), gives needed help in the payment of her rent. The interests of the bank and the public are so interwoven and commingled that the prosperity of one is the prosperity of the other, and from their mutual helpfulness come the greatest welfare and advancement of the country, of whose power and influence we are so proud and whose highest prosperity we all so earnestly desire.

The State Convention as Viewed at Albany. From the Merchants' Mail.

Tuesday and Wednesday of last week the Michigan State Association held its semi-annual convention and banquet. It would be a most difficult matter to get into an editorial article like this all we might want to say concerning this convention.

We say, without fear of contradiction, with representatives from Illinois and Pennsylvania to back the assertion, that we would not care to find a more representative gathering of merchants than was seen at this meeting. We doubt if any state could produce a better looking, more intelligent set of men than those gathered at Grand Rapids last week. In all our travels among associations in and out of New York we have never met their equal.

Nearly three hundred delegates responded to the roll call at the opening session and from the word go, it was business. We could have wished that large delegations could have been present from New York and Pennsylvania, in order to have learned many valuable lessons in association work as exemplified at this meeting.

The essays read before this convention showed the closest kind of attention upon the part of the writers and would make one of the most valuable collections of essays upon this movement ever published. The writers were men of experience, many of whom had personal experience in and with the matters they discussed. The reading of these essays commanded the attention of persons present and elicited the heartiest applause.

It is no wonder that the State of Michigan has such a strong State Association when one has listened to such carefully prepared subjects upon the trade abuses, as it was our pleasure to listen to. It speaks mighty volumes for the future of this movement not only in the State of Michigan but all over the country to have in the front ranks such men as Michigan enlists in this movement.

The banquet was a most magnificent intellectual treat and repaid all who attended, whether that person came from New York, Pennsylvania, Illinois, or each end of the State of Michigan. Covers were laid for about three hundred guests. The menu was one that appealed to the stomach of every guest while the delightful strains of music from the orchestra aided digestion in a most wonderful manner. The set toasts were gone through, many of the speakers eliciting the heartiest kind of applause. It was a late hour when the members dispersed.

In concluding this article we have only two persons to mention although we could fill several columns with personal mention. It has seldom been our pleasure to meet a better presiding officer than President Hamilton. The meetings were promptly called to order at the time mentioned. He was careful not to force his own opinions upon the members; conservative in all his rulings, one would have to go a very long way before finding his equal. There is nothing two-sided about President Hamilton, you know where to find him on every question, that concerns the grocer movement. The State Association of Michigan feel proud of their President and they have cause for feeling so.

Editor Stowe, of THE MICHIGAN TRADESMAN, is one of the most unassuming and modest journalists we ever met. As a worker in this cause he has but few peers. His efforts in organizing the State have been unceasing and tradesmen owe to this man a debt of gratitude they can never repay. That his work has been appreciated we know to be a fact.

The Merchants' Mail extends to both these gentlemen its heartiest congratulations upon their work with the assurance that, at any and all times, New York will be proud to extend to such noble fellows any assistance in her power.

Manufacture of Gauze.

The etymology of the word gauze has caused it to be conjectured by many writers to be derived from Gaza, a city of Palestine, on the frontiers of Egypt, which in antiquity was a place of considerable extent and celebrity. The particular arrangements used in the production of this tasteful, light and transparent fabric, are known among manufacturers under the title of cross-weaving. It is the essential character of gauze (says a textile authority) that between each cast of the shuttle such a crossing of the warp threads shall ensue, which, while it admits each shoot being in its turn struck up by the batten with the degree of force necessarily required to impart to it stability and regularity, yet prevents its being carried into absolute contact with the shoot immediately preceding; the intervals thus left between the interlacings causing that degree of transparency which, without these crossings, could only result from a looseness of texture altogether in compatible with beauty and utility. In the manufacture of gauze, French weavers are said to bear the palm. The weight of silk contained in a yard of gauze is very trifling. In fact, the value of the material bears a very small proportion to that of the labor consumed in its conversion.

Henry B. Baker, Secretary of the State Board of Health, writes President Hamilton as follows: "I look upon your State and local organizations as a power in the way of educating the people on the question of pure food. I think if your Association and this Board and the proposed Laboratory—if established—would work together, we might in time be able to accomplish something, toward bringing about useful legislation."

Boots and Shoes: We notice a great deal is being said among retailers at present, regarding adulterated rubbers. Our friends may be surprised when we tell them that all rubbers are adulterated. It is impossible to make a rubber out of pure gum that would be worth anything, but the exact formula employed by each rubber company is a secret.

WEDNESDAY, APRIL 13, 1887.

Grand Rapids Traveling Men's Association.
President, L. M. Mills; Vice-President, S. A. Sears; Sec-
retary and Treasurer, Geo. H. Seymour; Board of Di-
rectors, H. S. Robertson, Geo. F. Owen, J. N. Brad-
ford, A. B. Cole and Wm. Logie.

Subscribers and others, when writing
to advertisers, will confer a favor on the pub-
lishers by mentioning that they saw the adver-
tisement in the columns of this paper.

Every subscriber to THE TRADESMAN
ought to feel a personal interest in making
its columns as instructive as possible, and
each one can contribute some article to this
end, if he will but take the time and trouble
to apply himself. "Letters from the Trade"
are always readable, but how can such
communications be printed, when those most
interested fail to furnish them? Num-
bers have written the editor of their in-
tention to furnish something sometime for
publication. If so, now is the accepted
time. With THE TRADESMAN's thousands
of subscribers, such a department should
be continually full. If each one would not
leave the subject for his neighbor to attend
to, but would take it upon himself to con-
sider this a personal request, there would
never be a dearth of this class of reading
matter. Let each and every one respond to
this appeal.

Three weeks ago THE TRADESMAN
opened the subject of bulk vs. package
coffee. Last week the manufacturer was
given a hearing and this week the jobber
and retailer present their respective
opinions on the question. Next week
the retail trade will be given further oppor-
tunity to respond and efforts will be made to
get at the subject from the standpoint of the con-
sumer. All who would like to contribute
to the discussion—no matter from what
view—are invited to do so.

Attracted by the interest which THE
TRADESMAN's presentation of "bulk vs.
package" has aroused in all parts of the
country, the Chicago Grocer hastens to
follow in the same footsteps, with a view to
stealing some of THE TRADESMAN's
thunder. Somebody once remarked that
"an imitator is worse than a thief"—a
statement the Grocer is requested to pon-
der.

The papers of Messrs. Hammond and
Warner, presented this week, were two of
the most important contributions to the pro-
gramme of the recent State convention, and
will be read with interest by hundreds of
business men who were unable to hear them
read by the writers.

No town in Michigan offers a better open-
ing for a roller mill than Hopkins Station.
The man who gives that place a first-class
mill will put money in his purse.

Purely Personal.

W. H. Goodspeed, representing the
Woolson Spice Co., is in town this week.

Daniel Ter Horst, formerly in the em-
ploy of Huty & Dickinson, at Grand
Haven, succeeds Frank Escott as prescrip-
tion clerk for Mills, Lacey & Dickinson.

Harry Hall, the would-be cow boy, will
be back at his desk at the Hazeltine & Per-
kins Drug Co.'s the latter part of the week,
the bullet wound in his head having nearly
healed.

The sister of John G. Shields died at
Richmond, Va., on Sunday. The interment
occurs at Blairville, Pa., to-day. Mr.
Shields is expected home again the latter
part of the week.

The Grocery Market.

Coffee has sustained another advance and
the manufacturers of package goods have
accordingly raised their price 1/2 cent.

Jas. S. Kirk & Co. have stiffened the
backbone of the combination on their soaps,
so that prices will be maintained hereafter.
For several months past the goods have
been cut and slashed in fearful shape, both by
jobber and retailer, in consequence of which
they have been nearly driven out of the market.

Oranges are higher and firm, with a good
supply in view. Lemons are a little lower
and receipts are quite heavy.

White Cloud Will Join the State Body.
WHITE CLOUD, April 8, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I would like to enquire what
steps we want to take to become members of
the State Association. We took in some new
members at our last meeting. We want to
join the State Association and get the State
list and all the other advantages of such a
connection.

Yours truly,
M. D. HAYWARD, Sec'y.

Ten cents a head will pay the dues to the
State Association from now until Oct. 1. Af-
ter that date, the expense will be 25 cents
per year per capita.

Meeting of Traveling Men.

GRAND RAPIDS, April 11, 1887.

To the Traveling Men of Grand Rapids:

Your presence is respectfully requested at
a meeting of the fraternity, to be held at
THE TRADESMAN office Saturday evening,
April 16, for the purpose of making pre-
liminary arrangements for the State T. P.
A. convention and banquet, to be held here
on May 13 and 14.

L. M. MILLS,
Sec'y Mich. Div., T. P. A.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Apple & Son succeed John D. Engels-
man in the grocery business at 614 Canal
street.

Herrendeen & Richardson have engaged
in the hardware business at 637 South Divi-
sion street.

Frank Conlon has been appointed Grand
Rapids agent for XXXX package coffee by
W. F. McLaughlin & Co.

A. M. Stebbins, notion dealer at Sheridan,
has added a line of groceries. Arthur
Meigs & Co. furnished the stock.

Clark Jewell & Co. have begun moving
into their new quarters and Curtis & Dun-
ton are following close on their heels.

Bulkeley, Lemon & Hoops contemplate
adding a fourth and fifth story to [their
jobbing establishment another season.

E. E. Mohl has concluded to re-embark
in the wholesale cigar business. He has
engaged Al. Love to represent him on the road.

Jas. A. Morrison and Edward Frick have
been admitted to partnership in the whole-
sale grocery house of Olney, Shields & Co.
The firm name remains the same as before.

Botsford Bros., proprietors of the Auburn
Paper Co., at Auburn, N. Y., will open a
branch establishment at 25 North Ionia
street about May 1. The business here will
be managed by E. J. Botsford, who will re-
move to this place from Auburn.

Fred. D. Yale has retired from the firm
of Fred. D. Yale & Co., jobbers of extracts
and baking powder at 40 and 42 South
Division street. The business will be con-
tinued by Daniel Lynch under the same
firm name. Mr. Yale will remove to
Emporia, Kas.

Lewis McCrath is rebuilding a two-story
structure on the site of the building recent-
ly burned on the corner of Hall street and
Madison avenue. The whole building will
be 40x53 feet, in dimensions. The corner
store, 20x40 feet, will be occupied by T. Crane
& Son with their grocery stock. They ex-
pect to be doing business in the new store
by May 1.

AROUND THE STATE.

Stockbridge—John C. Reid, grocer, is
dead.

Stockbridge—J. C. Reed, grocer, is
dead.

Yuba—H. Allen has opened a grocery
store.

Marine City—The salt and brick works
are boring for gas.

Escanaba—Purdy Bros. are closing out
their grocery stock.

Saline—C. King succeeds King Bros. in
the grocery business.

Manistee—Thervald Peterson has engaged
in the grocery business.

Grass Lake—Lord & Teufel, general
dealers, have dissolved.

Cassopolis—C. C. Nelson succeeds the
Cassopolis Furniture Co.

Detroit—L. Brigham has bought out A.
S. Hathaway, general dealer.

White Pigeon—Bracken & Davis succeed
Seckel & Bro. in general trade.

Franklin—Geo. W. Gordon succeeds Hig-
by & Gordon in general trade.

Cheboygan—Jas. R. Forsyth has sold
his drug stock to Dr. O'Connor.

Clayton—Kessler & Boles succeed Chas.
Hoskins in the lumber business.

Brant—J. Sorrell has bought out the
general stock Geo. Ward, Jr.

Boyer Falls—McFellin & Co., hardware
dealers, will dissolve on April 15.

Detroit—John C. Poole succeed Dedrich
& Poole in the wallpaper business.

Three Rivers—Carl Lauer has disposed
of his grocery and bakery business.

Vicksburg—Hiesler & Jenks succeed
DeHart & Hiesler in general trade.

Escanaba—Seth S. Goodell, agent, is
closing out his dry goods business.

Jackson—A. E. Spencer has bought out
the grocery business of Chas. Holt.

May—Ingersoll & Tubbs succeed G. V.
Ingersoll in the furniture business.

South Saginaw—Frank E. Youmans has
bought T. T. Hubbard's drug stock.

Gresham—Fred. L. Ryan succeeds Wil-
liams Bros. in the grocery business.

Watervliet—S. D. Walden is succeeded in
general trade by S. D. Walden & Co.

Portland—Wolverton & Dudley succeed
Ellis & Hixson in the meat business.

Hillsdale—Barrows & Wolcott succeed
Barrows & Teachout in general trade.

Detroit—Loebhiller & Dennis, dealers in
hats and caps, are succeeded by H. E. Den-
nis.

Cheboygan—Chas. M. Rapin & Co. suc-
ceed Chas. M. Rapin in the stationery busi-
ness.

Battle Creek—Farrell & Borenius, cigar
dealers, have dissolved. Jos. Farrell contin-
ues.

Big Rapids—H. D. Widger, manager of
the K. of L. store, died of heart disease on
the 4th.

Charlevoix—A. T. Washburn & Co. suc-
ceed F. W. Crane & Co. in the dry goods
business.

Detroit—Kendall & Beardsley succeed
Kendall, Beardsley & Dey, furniture man-
ufacturers.

Cedar Springs—Geo. C. Huntington &
Co. have engaged in the boot and shoe
business.

Vassar—Ida B. Starker has sold her
clothing stock to C. R. Richardson & Co.,
of Detroit.

Flushing—Thompson & Farthing suc-

ceed John S. Thompson in the boot and
shoe business.

Grand Haven—T. Van Den Bosch & Bro.
have bought out G. Van Den Bosch & Bro.,
general dealers.

Uby—B. S. Slack's general store has
been closed by creditors. Mr. Manley con-
tinues the business.

East Saginaw—McCauley & Co. suc-
ceed Plumb, McCauley & Co. in the
wholesale grocery business.

Hopkins Station—Frank B. Watkins is
getting timber on the ground for a ware-
house, 30x80 feet in dimensions.

Charlevoix—E. E. Mudge has entered in-
to copartnership with his father under the
firm name of A. J. Mudge & Son.

Mt. Pleasant—H. M. Angell, dealer in
dry goods, clothing and boots and shoes,
has been closed by chattel mortgage.

Detroit—C. B. Northrup, dealer in gen's
furnishing goods, has compromised with
his creditors at fifty cents on the dollar.

Champion & Hayward, grocers at White
Cloud, have added a line of crockery.

Cummings & Graham furnished the stock.
Big Rapids—John Ludon and John
Gilmore have opened a gen's furnishing
goods and merchant tailoring establishment.

White Pigeon—Robert F. Jarrett has
bought out the clothing department of C.
E. Jarrett's clothing and hat and cap busi-
ness.

Lowell—John Winger—or Sarah Winger,
as the business has recently been
known—refuses to pay a cent of his obliga-
tions since the sale of the grocery stock.

Elk Rapids—C. L. Martin & Co. have
purchased the drug stock of Rushmore &
Holbrook. The latter firm will put in a
line of hardware to take the place of drugs.

Traverse City—Mrs. C. E. Closs has sold
a half interest in her millinery business to
Miss Libbie Bigelow, formerly of Grand
Rapids. The new firm name is Closs & Co.

Iron Mountain and Ironwood—Lieberthal
Bros. & Co., general dealers and bankers,
have dissolved. Lieberthal & Co. contin-
uing at Iron Mountain and Abraham Lieber-
thal at Ironwood.

Good Harbor—W. S. Johnson's new store,
built on the location of the building burned
about six weeks ago, was destroyed by fire
on the 4th. The circumstances of both
fires indicate incendiary.

Bronson—Van Woert & Perkey's drug
store has been closed at the instance of Per-
key's wife, who claims to be a heavy credi-
tor of the firm. Chattel mortgages to the
amount of \$3,000 are held by firms in Tole-
do and other cities.

MANUFACTURING MATTERS.

Gordon Earl, who operates two shingle
mills near Rodney, was in town one day
last week.

Lansing—Elihu Peck, of the firm of Peck,
Esselstyn & Co., manufacturers of crackers
and confectionery, is dead.

Holland—Walsh, DeRoo & Co. have
merged their business into a stock company,
to be known as the Walsh-DeRoo Milling
Co.

Hopkins Station—S. A. Buck is preparing
to erect a new building in the rear of the
factory of the Hopkins Spring Seat Co.,
which he will occupy with his planing mill.
The new structure will be 30x44 feet in
dimensions.

Port Huron—Active work has commenced
in the erection of Church & Co.'s salera-
tus works. The buildings will cost \$500,
000, and 600 men will be employed in them.
The natural gas gave Port Huron this es-
tablishment.

STRAY FACTS.

Adrian—Mason Bros., produce commission
dealers, have sold out.

Adrian—Baker & Shattuck succeed
Clark, Baker & Co., pork packers and
cheese jobbers.

Battle Creek—The Knights of Labor here
are to start a co-operative manufactory of
shirts, overalls, blouses, etc.

Kalamazoo—John Ammel and Gotlieb
Laeppe, late of Holland, have purchased
the Appletoom tannery, the consideration
being \$3,000.

Geo. Purdy, late of Shelbyville, is fitting
up a vacant store at Moline for use as a
cheese factory and expects to begin op-
erations about May 1.

Detroit—H. N. Smith has withdrawn
from the firm of L. D. Ross & Co., grain
commission dealers, and the business will
be continued by L. D. Ross under the same
style.

The Two Towns Should Organize To- gether.

WATERVLIET, April 7, 1887.

E. A. Stowe, Grand Rapids:

DEAR SIR—I have watched the progress
of the Business Men's Association for
the past year with considerable interest and
have talked with the business men of
this place and they, like myself, seem to
be satisfied with the results. We are in
favor of an immediate organization, pro-
viding Coloma can be persuaded to organize.
Coloma is only two and a half miles from
here and I should think that both towns
could be organized in the same day.

Yours, H. J. PETTYS.

Where two towns are so near together as
Watervliet and Coloma, THE TRADESMAN
advises them to organize together, instead
of each town "going it alone." The public
improvement feature can be arranged by
the election of a Business Committee for
each place and meetings can be held in each
place, alternately. Mr. Pettys can arrange
the preliminaries much better than the edi-
tor of THE TRADESMAN can at a distance,
and the latter will hold himself in readiness
to respond to the call on a day's notice.

Wm. Neilan, general dealer, Weldon Creek:
"One of the very best."

VISITING BUYERS.

The following retail dealers have visited
the market during the past week and placed
orders with the various houses:

Hanson Bros., Morley.
J. C. Hill, Mauney.
S. L. Ware, Sand Lake.
P. A. Kiles, Sullivan.
C. H. Schaffer, Onota.
Fred Tracy, Galesburg.
Hoag & Judson, Cannonburg.
Jas. Colby, Rockford.
D. Webster, Reed City.
J. S. Toland, Ross.
Derrick Farowe, Farowe & Dalmon, Allen-
dale.

C. Durkee, Lakeview.
M. Minderhout, Hanley.
John J. Ely, Rockford.
D. J. McClellan, Ashland.
S. H. Sweet, Kalkaska.
John Gunstra, Lamont.
S. T. McClellan, Denison.
W. A. Thomas, Thomas & Son, Bowne.
Gus Begman, Bauer.
O. F. Wellman, Jennings.
W. W. Forrester, Pierson.
S. Frost, Stanton.
Cole & Chapin, Ada.
A. B. Foote, Hillsdale.
R. E. Werkman, Holland.
G. M. Huntley, Reno.
C. H. Hill, Bro., Monroe Center.
O. F. & W. P. Conklin, Ravenna.
D. W. Shattuck, Wayland.
M. Garmon, Mesocot.
C. H. Brown, Gayland.
A. W. Fenton & Co., Bailey.
C. F. Williams, Caledonia.
S. Barry, Ravenna.
Sisson & Lally Lumber Co., Sisson's Mill.
R. A. Hastings, Sparta.
W. H. Brown, Sisson's Mill.
J. F. Hacker, Orinith.
J. N. Watt, Hudsonville.
J. E. Thurlock, Morley.
W. J. Messenger, Spring Lake.
Naragang & Son, Byron Center.
M. E. Snell, Wayland.
C. J. Comstock, Pierson.
T. J. Sheridan, Woodville.
S. McNett & Co., Byron Center.
J. J. Adams, Ada.
Morley Bros., Cedar Springs.
M. J. Howard, Englishville.
Den Herder & Tans, Vriesland.
City Bros., Lamont.
Jno. Kamps, Zutphen.
Jno. Damstra, Gitchell.
M. Gezon, Jenisonville.
H. Van Noord, Jamestown.
G. Ten Hoor, Forest Grove.
L. N. Fisher, Doran.
Walter H. Struik, Cannonburg.
DeRuif, Boone & Co., Zeeland.
Herder & Lohuis, Zeeland.
C. H. Fisher, Zeeland.
Mrs. R. P. Brown, Hastings.
S. Cooper, Jamestown.
C. Debeck, Holland.
S. Stark, Allendale.
Gordon Earl, Rodney.
Jos. Renihan, Turner & Renihan, Allegan.
F. F. Hopper, Middleville.
Adam Wagner, Eastmanville.
H. D. Plumb, Mill Creek.
Geo. R. Bates, Hart.
Joshua Colby, Rockford.
T. Stadt, Spring Lake.
L. A. Seville, Clarksville.
S. Scott, Keweenaw.
L. G. McMichael, Muskegon.
P. Ilsen, Zeeland.
J. Jensen, Mantua.
A. S. Frey, Lake P. O.
A. Engberts, Zeeland.
T. Seng, Forest Grove.
C. Preitte, Park City.

The Gripsack Brigade.

Jas. A. Crookston is still confined to his
house by illness.

W. P. Townsend is now located in his
new home at 77 Court street.

W. E. Richmond, late of Springfield,
Mass., has gone on the road for L. D. Har-
ris.

Manley D. Jones, late with Bulkeley,
Lemon & Hoops, has engaged to travel for
Clark, Jewell & Co.

Fifty-one traveling men go out of Grand
Rapids in the interest of the eight whole-
sale grocery houses here.

Wm. Logie has been under the weather
for a couple of weeks as the result of an
attack of fever and ague.

Floyd Ephraim Jacob Johnson Ever-
hart is now selling goods to the farmers for
a snide wholesale grocery house of Detroit,
receiving 20 per cent. commission on all
sales.

Will Campbell has engaged to travel for
Fred. D. Yale & Co., taking the territory
formerly covered by Daniel Lynch, who
will hereafter devote his entire time to the
inside management of the business.

A. W. Newark, of the former grocery firm
of Newark & Sorenson, at Cadillac, has
engaged to represent Cody, Ball, Barnhart
& Co. in the Upper Peninsula. He will
take up his residence in Marquette.

J. N. Bradford was more than pleased
with the way in which the members of his
old regiment—the 26th Volunteer Infantry
—were entertained by the citizens of Muske-
gon last week. Jim distinguished him-
self at the banquet by responding to the
toast, "The Old Canteen."

"I am heartily in favor of Dave Haugh's
suggestion in regard to a trip to Niagara
Falls," said Jolly Dr. Hatfield the other
day. "I want it, with a big W. It would
cost but a trifle more than the annual pic-
nic foots up to, and we would have a bet-
ter time, generally. Picnics are no good,
anyway."

Annual Convention of the Michigan Divi-
sion, T. P. A.

The third annual convention of the Michi-
gan Division, T. P. A., to be held in this
city on Friday and Saturday, May 13 and
14, promises to be one of the largest gather-
ings of the fraternity ever held in the State.
The programme comprises morning and af-
ternoon sessions on Friday, a banquet in
the evening, and a closing session Saturday
morning. The T. P. A. band of Union
City will furnish music for the occasion.
Among the invited guests who have prom-
ised to attend are the following: Gov. and
Mrs. Luce, Ex-Gov. and Mrs. Alger and
daughters, Detroit; Ex-Gov. Blair, Jackson;
Hon. Michael Shoemaker, Jackson; Hon.
Clarence Bennett, Jackson; Hon. George
Willard, Battle Creek; Hon. Gill R. Osmun,
Secretary of State; Hon. T. P. Applin, Au-
ditor General; O. P. Pindell, National
President, and lady; John R. Stone, Na-
tional Secretary, and lady.

The various posts and towns in the State
are expected to be represented by the fol-
lowing number of delegates. Bay City, 5;
East Saginaw, 3; Saginaw City, 2; Owosso,
2; Lansing, 5; Muskegon, 5; Detroit, 10;
Ypsilanti, 5; Ann Arbor, 5; Jackson, 30;
Albion, 3; Marshall, 5; Battle Creek, 30;
Kalamazoo, 10; Augusta, 3; Galesburg, 3;
Buchanan, 2; Niles, 3; Benton Harbor, 3;
St. Joseph, 3; Coldwater, 5; Hillsdale, 3;
Adrian, 2; Flint, 5.

Beware of Wm. Dunn.

THE TRADESMAN has already driven one
dishonest commission merchant out of busi-
ness and duty to itself and the public com-
pels it to present this week an exposure of
the peculiar methods of another produce
dealer. It affords THE TRADESMAN no
pleasure to thus injure or ruin the business
of any man, but when a person is not hon-
est in his dealings, he is entitled to no
mercy. The sooner his true character is
known the better it will be for all concern-
ed.

Early last December, J. C. Stitt, the Dol-
larville merchant, in making a remittance
to the Valley City Milling Co., enclosed
\$15.85 due Wm. Dunn for produce. Mr.
Dunn signed a receipt for the same on Dec.
11 and four days thereafter drew on Mr.
Stitt by express for the same amount. The
draft was paid, on the written guarantee of
Mr. Dunn that he had not received the sum
previously sent him. Mr. Stitt made several
unsuccessful attempts to secure the re-
turn of the money, when he turned the mat-
ter over to THE TRADESMAN. The latter
has given Mr. Dunn three distinct opportu-
nities to set himself aright or make a satis-
factory explanation, but nothing of the
kind has been forthcoming.

This is by no means the first case of the
kind which has been brought to the atten-
tion of THE TRADESMAN. Complaints
come to the office frequently of crookedness
on Mr. Dunn's part and it is a common oc-
currence for him to claim that merchants
have sent him counterfeit money in their
remittances. When asked to return the
bogus bills, however, he invariably makes
the excuse that the counterfeit has been
destroyed or mislaid.

"Forewarned is forearmed," and hereafter
any merchants suffering loss by dealing
with Wm. Dunn cannot complain that THE
TRADESMAN "should have warned them of
Mr. Dunn's peculiarities."

Later—Since writing the above Mr.
Dunn's goods have been set out on the
sidewalk by a constable, he being in ar-
rears for rent.

Organization at Hopkins Station.

A meeting of the business men of Hop-
kins Station was held last Friday evening
for the purpose of forming an association.
F. B. Watkins was selected to act as pre-
siding officer, and Wm. Dendel officiated as
secretary. At the conclusion of an expla-
nation of the objects and results of orga-
nization, D. B. Kidder moved that an asso-
ciation be formed forthwith, which was
adopted. The usual constitution and by-
laws were adopted, when the following
charter members were accepted: F. B.
Watkins, Wm. Dendel, N. E. Leighton,
Furber & Kidder, Hopkins Spring Seat Co.,
E. Cavanaugh. Election of officers re-
sulted as follows:

President—D. B. Kidder.
Vice-President—F. B. Watkins.
Secretary—Wm. Dendel.
Treasurer—S. A. Buck.
Executive Committee—

TALK AND TURKEY.

Combination Entertainment for the State Convention.

As at the September convention of the Michigan B. M. A., the Retail Grocers' Association of Grand Rapids added to the pleasure of the March convention by tendering the delegates a banquet at Sweet's Hotel, on the first evening of the meeting. Aside from the visiting delegates, about fifty members of the local association sat down to the well-laden tables and assisted their brethren from abroad in demolishing the edibles. After the wants of the inner man had been fully satisfied, Toastmaster Wm. E. Kelsey rapped the assemblage to order and announced as the first speaker of the evening, President Hamilton, who would respond for the State Association. Mr. Hamilton, who was frequently greeted with applause, spoke as follows:

A few years ago I read of a young student at Leipzig, who being asked the quality of his coffee at the breakfast table, said there was one good thing about it and one bad thing. The good thing about it was that there was no chicory in it. The bad thing about it was that there was no coffee in it. Now, in my response to-night, there is one good thing about it and one bad thing. The good thing is there is no chicory in it. The bad thing is there is nothing that species of adulterated humanity regularly called the dead-beat.

GENTLEMEN—It seems a little unfair to place upon me, after being in the harness all day, this duty, and had it not offered me the privilege to speak in behalf of the Association, I think I should have declined; but, Mr. Chairman, I thank you for this, not because of an opportunity to make a speech—mind you, do not lay this thought to my charge, a merchant, a small trader—but because it gives me an opportunity to express in behalf of this body, most generous thanks for the hospitality and generosity extended to us by the Grocers' Association of Grand Rapids. When we came to you in September, if we had ever dreamed of your magnanimity, we left you without a question of its sincerity and if we had even surmised your hearty good fellowship and kindness, we went away feeling that we were looked upon with almost painful solicitude; but when you called us the second time, we hesitated as the young maiden does when she is asked by her lover to wed, hopefully and with anticipations; and if our acceptance of your invitation seemed a little premature you will consider the courtesy of your former treatment, and then do not wonder that the business men of Michigan appreciate such grace and turn gladly to you in response to the slightest call. Remember, too, that we are glad to come to Grand Rapids, the city of good fellowship, intelligence, thrift and industry; the birthplace of this Association; the home of our father and mother who have named us. Can you wonder then that from infancy to our present childhood we turn to you when you call, eat at your tables and feast in your presence. I do not know that custom defines how often family re-unions may with propriety occur. It is seldom we have such privileges, but, singly, we shall continue to come. Why not, when our very forests stretch their arms toward you and return, decorate our homes with manufactured grace; from fields denuded of forests, we send bountiful harvests of golden grain, to be returned a delicious nutriment; our boys find their way to your college and return to us business men; to your fireplaces as bachelors and return as benefactors; our girls find here the fulfillment of their ideals in adornment, music, art and—husbands.

But of our State Association, what shall I say? An Association of business men—sixty-five local bodies, when twelve months ago one could count them upon his fingers—six months ago no State body existed—now an active membership of seventeen hundred—six months ago, with but one exception, we could call them here through our telephone—to-day they dot the northern, the eastern and western coasts, down to the southern or Indiana line. Eighteen months ago, had we prophesied this and had we asserted that 200 business men from sixty-five associations would have assembled here for the discussion of business interests—the promulgation of right principles—we would have been regarded as visionary.

Is this not an outgrowth of the recognition of our growing wants, even necessities, as well as of the undimmed zeal and energy in the fulfillment of them? Can we not attribute this remarkable growth to the awakening of a latent but universal sentiment—harmonious unity in business circles—can we not now see plainly that for years there has been growing a stronger sentiment in favor of wise regulations and adjustments of business methods? And do we not discern the broadening and deepening of the channels of trade and that social union as is indispensable to the business man as to those classes with whom it has long been customary, and we think with Cable that "the whole human family is bound together by the putting of every one's happiness into some other one's hands." So, in business, real success for each lies largely in the hands of others. Of course, men are free and must be, to accumulate according to their own ability. We would not advocate a communistic uniformity. It would be folly. But we are moving along the lines of freedom—business, social and religious—we are learning that no one of these great lines can successfully do without the other; we are slowly learning the lesson of "good will to men," disdain of those impositions which have stained the name of trade and have partially robbed it of its dignity—the avoidance of that isolation that begets suspicion—and may we not through this organized effort hope to reach our ideal standard of mercantile responsibility?

The Toastmaster next called on Newton Dexter, of Albany, to respond to the subject of "Organization in New York." Mr. Dexter spoke as follows:

After the very flattering introduction by your Toastmaster, I hardly know how to respond to this toast. There is nothing better that I like than to make an after-dinner speech, and I generally consume from one to three hours in doing it [laughter]. I have jotted down a few thoughts, and before I go on I want to explain one little incident that happened here this evening. Mr. Hydon held up a business card and said that some one had come in here and had not purchased a ticket. I hear whispers around the table that it came from New York. I own the job was put up on me, and I want to say that New York had absolutely nothing to do with it, that this scheme originated in Pennsylvania. I say this in my own defense.

GENTLEMEN—You probably have heard the story of the chaplain of the Minnesota legislature, who recently opened the legislature with prayer, as follows:

"And now, dear Lord, bless the reporters whose nimble pens catch our every word almost before it is uttered. Like Thyself, they are omniscient, and almost omnipotent. If we take the wings of the morning, and fly to the uttermost parts of the earth, they are there. They meet us in the solitary canons of Colorado, and when at length we find the latitude of the magnetic pole, behold! they are there. May their light and goodness be equal to their power, and in the general assembly of heaven let no reporter be excluded."

Being a newspaper man accounts for my being present with you this evening. Newspaper men, as a rule, would rather sit down at a banquet of this sort and enjoy the good things of this life and see the men who are expected to make speeches squirm around, than to make speeches themselves. I want to tell you, however, how well pleased I am at being present with you. What I have heard and witnessed more than repays the fatigue of a thousand mile journey. It has been a great pleasure to me to take by the hand your worthy president and cordially thank him for the great work he has done in the State of Michigan. It has been no less a privilege to meet that hearty, whole-souled and genial editor, E. A. Stowe. You probably have noticed that editors generally, are of that sort. That pleasure has been heightened by meeting the gentleman about whom I have heard so much and whom you all know so well. Mr. Floyd, from Illinois, a man whom I have longed to know for personal fellowship. I have come staid old Pennsylvania, who sends her two religious representatives here, to keep the editor from New York from wandering off into strange pasture grounds, both of whom I love because of the enemies they have made. Friend Smith will forgive me, I'm sure, for whatever I may say about him. I can only ask this large assemblage not to be over-zealous and say about me, I feel with all these things that it has, indeed, been a pleasure for me to have been permitted to be with you to-day and to-night, and I cannot help but feel that you will all agree with me that it has been good for us all to have come together, and that each one of us will leave old Michigan with a firmer resolve to push on in our several States this glorious work so well exemplified here in Grand Rapids to-day.

But, gentlemen, we must not be over-confident. We must not feel that, because New York, Pennsylvania, Michigan and Minnesota have strong State associations, all we have to do now is to settle down and enjoy the fruits of our work. Are there not abuses to be corrected that had a giant's growth before we organized? Have not abuses grown since organization that demand our attention? Those that have been corrected are few, and we dare not rest until these associations have become as permanent and as enduring as the everlasting hills.

There was once an old preacher who told some boys of the Bible lesson he was going to read in the morning. The boys, finding the place, glibly together the connecting pages. The next morning he read on the bottom of one page, "When Noah was one hundred and twenty years old, he took unto himself a wife who was"—then turning the page—"one hundred and forty cubits long, forty cubits wide, built of gopher wood and covered with pitch inside and out." He was naturally puzzled at this and read it again and verified it and then said, "My friends, this is the first time I ever met this in the Bible, but I accept it as an evidence of the assertion that we are fearfully and wonderfully made."

So we find in the Empire State abuses that were fearfully and wonderfully made, and it has been our work for the past two years to correct those abuses. It is no easy matter to convince a man who has, for years and years, been selling, and has no sales and wooden nutmegs that it is wrong to do so. It has been no easy task to convince the wholesaler that he ought not to retail and that, by his so doing, he is taking the profits that belong, legitimately, to the retailer. It has been a difficult matter for the retailer, who will be damned if he doesn't give to every church fair and festival and to every charitable object that comes along; and, if he does, he will surely be damned by some one who pays taxes and helps support his own city. I say it has been a difficult matter to convince the city authorities that these retailers had rights over the hucksters and peddlers who neither pay taxes nor give anything for charity. Has it been an easy matter to force the respectable delinquent to be honest, or, at least, pay for what he eats or drinks? Yet this, and more than this, we have accomplished. No longer can you find flannel sausages and wooden nutmegs for sale. Inch by inch, we are driving out of the State all prize or gift systems with articles of food. It has been slow, but, at the same time, sure, and the trade has been elevated. We have taught tradesmen that, if they want the trade, they must speak the truth, use honest weights and measures, they must, in return, give the same. This, and more than this, we have done in New York State, and we propose to keep right on doing until the time shall come when the retailer will command the same respect from his community as does the wholesaler.

You remember the story of the man whose wife sent him to a neighbor to get a pitcher of milk, and who, tripping on the top step, fell, with such casual interruptions as the landings afforded, into the basement, and, while picking himself up, had the pleasure of hearing his wife call out, "John did you break the pitcher?" "No, I didn't," said John, "but I'll be danged if I don't."

Gentlemen, I have exhausted all the milk, and I'm sure, if I keep on, I shall break the pitcher.

Percy F. Smith, of Pittsburg, then responded to the subject, "Organization in Pennsylvania," as follows:

Fifty years ago, on the 26th day of last January, your State became one of the Republics of this great American Union. From that time until the present, you have enjoyed a degree of prosperity scarcely equalled by any other State of the Union. Although more than 200 years have elapsed since Father Marquette and others set foot on your shores, yet but little over fifty years have converted your forests into fertile fields and dotted your State over with cities and towns. Now, about two millions of people and their homes within the two Peninsulas which compose your State, enjoying the freedom which was won in Pennsylvania in 1776 and which you assisted to make perpetual in 1861-5. The story of your patriotism in the days of civil war is still fresh in our memory. We remember that of a population of 800,000, you gave 90,700 soldiers to the Union cause, and that nearly 15,000 of your sons were

sacrificed on the field. Of your treasures you spent \$17,500,000 in support of your soldiers and their families.

We have heard of your mineral wealth, vying with Pennsylvania in the production of iron ore and exceeding the world in the richness of your copper deposits. Your cereal products are immense, and your lumber, in some form or other, is scattered over the whole world.

Although nearly half of your State is engaged in agriculture, yet nearly 50,000 are employed in trade. You, gentlemen, are, indirectly, their representatives, and we come from Pennsylvania, with her 100,000 traders, to see if our hearts beat in unison with yours. As Pennsylvania and Michigan soldiers stood together in 1861-5, cannot merchants of these two States stand side by side in 1887, united in a war against trade abuses and for the elevation of our business? Our purpose in coming here to-day is to receive lessons and to take back to our Pennsylvania merchants, lessons which, I trust, will be of great benefit to the trade.

We are intensely American and sincerely believe in the self-government principle. Government among men has been established in order to secure the largest individual liberty.

Government among traders has been instituted in order to secure the largest individual business freedom. By means of these organizations, individual strife has been fostered to a minimum and brotherly love fostered and cherished. Co-operation between conflicting interests has been and will continue to be secured, until an era of peace, never before known in commercial circles will obtain throughout our country. Thus will be accomplished results that will doubly bind us together as a people and a nation. Had the industries of America been organized twenty-five years ago, as they promise to be in the near future, the history of the American Union would have been written without the record of a civil war. The great moral influence that is to flow from the organization of classes of industry and occupations is beyond estimate and promise to entirely supplant the degrading influences that have been brought to bear in political campaigns, local, state and national.

Until about three years ago, the retail trade of Pennsylvania lived as strangers and enemies to each other. From early morn until late at night, the shutters were closed, the lights burning brightly; the store room was a shelter for loafers, who appropriated store-boxes for seats and the floor and stoves for spittoons, and while whittling wood, they regaled the merchant with small talk, tattling, obscenity and profanity; delinquent accounts grew in number from year to year; swarms of peddlers went from door to door selling, but contributed nothing to the expense of city or county; wholesalers sent their agents to solicit orders, and when we were stocked up, turned around and sold to our customers at wholesale prices; we were made the channel through which consumers were deceived and cheated; we were bribed with fraudulent gifts, to handle fraudulent goods; short weights, inferior quality, and adulterated and unhealthy compounds were means employed to cheat us. Does it seem strange to you, gentlemen, that, under such influences, suspicion, jealousy and distrust were feelings most commonly exercised by the retail trade which struggled under such abuses. Honorable, noble and fair-minded men, such as Hamilton and Stowe, of Michigan, Coughtry and Dexter, of New York, Hough, Sharples, Delsler and Daub, of Pennsylvania, have risen up and summoned the moral strength of the States mentioned to unite in the defense of their rights and to fortify themselves against the giant fraud that stalks over the land, claiming every dealer and consumer as his victim. Following the example of you gentlemen of Michigan, local associations have been organized in different parts of our State, to correct the local abuses which have crept into the trade, and everywhere the most flattering results have been accomplished. Take, for instance, the question of early closing. The merchant is no longer a prisoner in his store. He is at home with his family in the evening, enjoying the love that warms the hearts of husband, wife and children, as they talk together of the common interests so dear to the family circle, so refreshing after the duties, perplexities and labors of the day are passed. This glorious privilege has been accomplished by organization. View it, if you please, from the standpoint of trade fellowship, and I must only glance at these objects and aims—they are so varied, and there are many others whom you will, no doubt, take great pleasure in hearing. Brother traders, who never darkened each other's doors or spoke to each other, are now in the enjoyment of each other's confidence, and, arm in arm, walk our streets together. In fraternal feeling alone, our associations are worth all they cost. In the matter of influence, let me note that city and town councils have been compelled to recognize the justice of our complaints, and have passed ordinances to correct long-endured abuses. Delinquent accounts are in rapid liquidation and the delinquent lists promise a great source of protection against future losses by worthless accounts. We have already abated nuisances, exposed frauds and driven out tea and coffee lottery swindlers.

These are but infantile steps, taken at a time when we felt our weakness in numbers and strength. To-day, there is a common sympathy running throughout the several organizations, giving strength and courage to every member. We feel it here as we talk together. Are we yet strong enough to grasp the greater, the broader questions that concern us as citizens of a great nation—and the controlling factors of an association that is the life-blood of that nation? It has been whispered to us in Pennsylvania that we are growing too fast, that we must wait until we grow stronger. Shall we gather strength by inaction and fasting? When shall we be stronger, if we do not to-day reach out and grapple with the issues that are pertinent to our avocation. Public improvements, licenses, revenues, State and national laws affecting commerce are subjects of legislation which an organized trade should have the manhood and intelligence to respectfully consider. This field, although inviting, is too wide for me to stop longer in and survey; and, besides, I am thoroughly convinced that, in your valuable trade paper, THE MICHIGAN TRADESMAN, you are weekly feasted on intellectual food, which, if properly digested, will give you special prominence in the work.

In union there is strength. You will recognize this motto, gentlemen, nothing new to Pennsylvania. Under that banner, a nation was born in one end of our State, and the State Merchants' Protective Association in the other. No later than the 18th day of last January, a convention of delegates from the several local associations in the State, met in Pittsburg and organized a

State Merchants' Protective Association. To-day it numbers nearly 2,000 members, and its influence is being felt throughout the State. Do you ask its objects? I answer, to systematize, fraternize, economize. These are, in brief, our objects. I might speak upon them at length, but you, gentlemen, know full well their import.

The State Association is but for the purpose of enlarging on the objects sought by the local associations; and, to facilitate the work, reduce the cost of management and effect a more perfect system.

Stanley E. Parkill, of Owosso, then responded to the toast, "The Ladies," as follows:

This somewhat lengthy title that the toastmaster has used in introducing me will, I fear, remind those who are familiar with the writings of Hans Christian Anderson, of a character in one of his tales. A little fellow, with one of those—to us Americans, at least—unpronounceable names common to that land of dykes and windmills—names which tie themselves into a hard knot around your tongue, when you try to pronounce them—was dubbed by a companion as "the little fellow with a long tail to his name."

Since coming into this hall, I have been trying to settle in my mind why this toast should be offered on this occasion. I was unable to settle the matter, until it dawned upon me that the invitation to join in this convention was addressed to the sister associations of the State, and, of course, gentlemen, the toast, "The Ladies," is entirely proper for a gathering of sisters.

I see before me men who have grown gray in mercantile service, who had waded and waded long for their brides long before the King of Day shone on in matrimony, who have reared accomplished daughters, who, in their turn, have been married, and to-day children's voices hail grandpa's approach with as much joy as they do that of the fabled Santa Claus. I feel somewhat abashed in the presence of the superior wisdom and more extended experience of these gentlemen! It seems entirely wrong that I should respond to this toast—I, a bachelor who still sews on his own buttons, mends his own socks and sweats at his fire in the privacy of his own apartments, when it goes out on a cold winter's morning. "From the abundance of the heart the mouth speaketh" is as true as it is old, Mr. Toastmaster, and when the heart has an excellent precept for you to have borne in mind, perhaps, you also believe that the continual striving after the unattainable, like the search for the philosopher's stone or the fabled Fountain of Youth but sharpens a man's perceptive faculties and throws around the object sought a thousand attributes unseen by other men.

But, Mr. Toastmaster, I honor your sagacity in selecting a druggist for this task, even although your choice has not fallen upon one of the most worthy of that noble profession. The imaginative faculty is not usually very highly developed in the average business man. His life is given up to the mastering of the hard facts of every-day business. You are familiar with the story of the good old deacon, who kept a grocery and went to say to his clerk each morning, "John, have you sanded the sugar?" "Yes, sir." "Watered the vinegar?" "Yes, sir." "Taken particular pains to see that the largest and fairest apples are on the top of the basket?" "Yes, sir." "That's right, my boy. As a reward for your faithfulness, you may come to prayers with me." Have you heard of the dry goods man, who with a strong sense of purpose worthy of a better cause, forces twenty-seven inches of unwilling elastic to measure a yard and warrants a spool of cotton to contain 200 yards of thread, strong enough to hold the largest trout that sports in the murmuring brooks of Northern Michigan, when, in reality, it won't measure more than 150 yards, and, being doubled, waxed and twisted, won't hold on a suspender button for fifteen minutes. You have all suffered from the seductive wiles of the ice cream man, who encourages you with smiles, while, with your best girl, you devour his frozen sweets, knowing full well that, ere morning, the newly discovered tyrotoxicon will have doubled you up with that complaint as common as the child to the first woman born, and for which essence of peppermint and paregoric constitute the sovereign and time-honored remedies. All these men deal with facts, but it is not so with the druggist. In him, the imaginative faculty is highly developed and keenly alert. For instance, you have heard of the man afflicted with deafness, who paid the clerk five cents, instead of the great sum asked for his prescription, and told the clerk to go to thunder as he had made three cents anyway. That, gentlemen, indicates a man of genius. He who can see seventy-five cents where two cents covers first cost can, as Lowell says, "see beauty where none is," and is just the person to respond to this toast, the fair subjects of which are conspicuous to all their senses.

When Virginius is called upon by Apollon to furnish proof that Virginia is his daughter, he takes her by the hand and leads her before the magistrate, more lovely in her girl grief than a creation from the inspired brush of an old master. Virginius gazes at her with all the tenderness of a father's infinite love, then turning to Apollon, says, "There, my father, and, if her eloquence cannot move you, then, indeed all mine were powerless." Standing here to-night in this metropolis of Western Michigan, whose thousands of happy homes crown her more than seven hills, homes made happy by the noble women who adorn them, I can but feel that any feeble words of mine in their praise would be powerless. The love and care for woman has been the most important factor in shaping history. It has gathered and dispersed nations, crowned and uncrowned kings, raised a peasant to become the leader of a people and given rulers to the headsmen. Our first dream of happiness is associated with the mother's smile as she looks down at us nestled in the cradle. The depth of her loving eyes is the boundary of our childhood's heaven. She watches over us, cares for us, and shields us from harm and, with added years, advises us and prays for us. Her faith in us never falters and her love for us is above coquetry and beyond suspicion. She is our guiding star, our faithful friend, until that sad time when the grass grows green above her new-made grave and all there is left of her is her immortal soul which is in paradise and her dear memory which rests upon us like a sweet benediction.

When Eve brought word to all mankind, Old Adam called her a serpent; and when she wooed with love so kind, He then pronounced her woman.

But now, since in our hearts they dwell, Our bank accounts fast thinning, The ladies are so full of whims, That people call them whim-men.

And yet, as boys, we love them, as young

men, we adore them, and, as gray-haired sires, we—well, let Tom Moore answer:

And are these follies going,
And is this proud heart growing
Too cold and wise for brilliant eyes
Again to set it glowing?

No, vain, alas, the endeavor
From bonds so sweet to sever;
Poor Wisdom's chance against a glance
Is still as weak as ever.

Faithful, changeable, loving, deceiving,
More often betrayed than betraying,
The imperfections of her character, like the spots on the sun, are obscured by the luster of her many virtues.

We praise their beauties to the last,
We tease, annoy and would caress them,
We love them first, and last and best—
The ladies all—God bless them.
[CONCLUDED NEXT WEEK.]

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WEDNESDAY, APRIL 13, 1887.

The Village Improvement Feature in Our Local Associations.*

M. De Tocqueville, a Frenchman who studied very closely and wrote very clearly on the genius and spirit of our institutions, said of us, "Americans do every thing by means of associations." Frenchman, under the empire, had been accustomed to obey orders, even in small matters pertaining to municipal affairs. The principle of local self-government, on the other hand, was firmly rooted in the English system. The differing results in the two systems are an open page before the eyes of every observing American. The French colonist on this continent went out, practically, the Englishman occupied and held the land. Take a dozen descendants of the English race, put them on the plains of Kansas or in the forests of Michigan, and in thirty days they will have an association to their common advantage, a school district formed, a township organized and are holding district and township meetings. And they hold their ground, through these important factors in the problem of all true village improvement—these associations so common that we almost lose sight of their importance and call them municipal corporations.

In considering the village improvement phase of the business men's associations of Michigan, I trust that it is not amiss to remember these prior, fundamental associations, the precious legacy of the fathers, and pay willing tribute to the truth that through them so much of needed good has been wrought out for organized society. Through them, under the constitution of the several states and of the nation, with church spires pointing heavenward and freedom of conscience, we enjoy civil and religious liberty. To them we owe our divided allegiance. There are meteors and there are stars; some things are transient, and some abide.

In considering the new plans, the good we may do, let us give heed to the safeguards of the constitution and the just laws of the commonwealth. If they are not just, let us give our influence and our votes to change them. I say then, the carrying out of the village improvement line of work in these associations, with a view to results, implies that, through the men who compose them in our cities and villages, right principles tending to the public good shall be embodied, kept and preserved in our city and village charters and state laws, not only so but utilized; and even dormant principles tending to the public good will be given vitality by practical application.

In the fourteenth century under Edward III, a law was enacted holding the local governments answerable for damages by a mob or a riot, unless, in such cases, every effort was made to repress the disturbance. The principle became statute law in Pennsylvania, in 1843. A few years ago, we all read of the great riot at Pittsburgh. Property to the value of several millions of dollars was destroyed. The mayor of the city, sheriff, magistrates, merchants and citizens all stood around as spectators and saw the boys have their time and have it out. Suits were brought by the sufferers against Allegheny county, and on trial judgments were taken against the county in the sum of two millions of dollars. Members of the House and Senate from that county attempted to get a bill through, making the State assume the heavy burden. The State declined. The county has been wrestling with the principal and interest of that debt ever since.

The rich and the poor alike are subjected to the heavy burden. The same principle would have been law without the statute, and would, probably, in a like case, be law in Michigan to-day.

Cincinnati repeated the role of disaster by negligence in failing to elect worthy city officials, and our own State of Michigan was but recently disgraced by the spectacle of fifty paid detectives imported from a neighboring state to help preserve the peace. No true man in the State but felt outraged.

One Pittsburgh lesson ought, in reason, to be enough to stimulate every true man in every community in favor of law and order, the best good of society and the honor of the State.

Gentlemen, the responsibility for the peace and order and good of society, in which subsists all true village improvement, is largely with you in your several cities and villages. Tell it out among the people that, as the citizens of Allegheny county, rich and poor, paid the expenses of the unchecked riot at Pittsburgh, so, in like case, in other cities and villages, the loss in the end is liable to fall on the mass of the people. There is need that the lesson be impressed upon the people of the United States in this day—that redress for wrong should be sought by constitutional methods under the laws of the land. This much as an incentive due and proper attention to public affairs.

I appear to digress. I hoped I was approaching my subject, I would lay primary stress upon proper charters, proper laws and the utilizing of them to proper purposes of village improvement, by using them to their full limit and capacity, within constitutional limits. Gentlemen, the cities and villages which you represent will heed your suggestions in the matter of accomplishing any needed good by the use of some power conferred by your charters or by general laws.

Do our municipal corporations vote the 1-40 of one per cent., as provided by statute for the public library? It ought to be done, in order that our public libraries may be feeding places for the minds of the people. Intelligent thought is the basis of all right action.

Roads and bridges are the proper charge and care of the public corporations, yet improvements here are within the proper scope of our work. Too often the roads leading from our villages in all directions are in a sad state of neglect and demoralization. Action should be taken by the voters at the spring corporate elections and by official boards charged with that duty. This would result in every locality having some roads constructed thoroughly and well. It

* Paper read by W. W. Warner before recent convention of Michigan Business Men's Association.

is important and in the interest of every city and village that means of access thereto be perfected. Every right-minded man on a farm will second your efforts in this direction, and, if I mistake not, will willingly co-operate with you for the purpose of accomplishing so desirable a result.

A word about bridges: some one has remarked it as a singular coincidence that rivers, in their circuitous courses, generally happen to run so near to large towns. It may be singular, but it involves bridges as a necessity; and it is time that, in Michigan, they were built of iron with stone abutments—built to stay. So far granted. Practically, there is this difficulty in the case. The statute law contemplates that, the job being let by contract and the contracts certified to by Board of Supervisors, the supervisors, in their discretion, shall put not to exceed half the cost on the body of the county, the local municipality paying the other half, all to be raised by tax the same year. There is no authority to issue bonds for this purpose. The theory of the legislators is to avoid permanent indebtedness for such purpose, and that is right so far. But, supposing your supervisors, in their discretion, leave the entire cost on the local municipality; the result is, some two or three times what is lawful to do under legislative restrictions enacted on the theory that the Board of Supervisors would do their duty.

In New England and in some Western States, the cost of bridges, in such a case, is a county charge; and, certainly, as to the half of cost, the statute ought to be mandatory on supervisors.

A river runs through a county; as the county is interested in good and permanent bridges over it. Boards of Supervisors should do their duty in this regard.

I have called attention to roads to show that under the laws, we have superficial work. This should give place to something solid and permanent. I have called attention to bridges, to show either the Boards of Supervisors should act upon and carry out the theory of the law as it stands, or that the law should be changed to make its provisions mandatory upon them. I have called attention to the statutory provision to secure to every municipality a valuable public library, believing that, through inattention and public lethargy, this important provision for the public good, especially for the young, a mere pittance as a tax is often lost to the public. A kindly Providence has done much for Michigan. Encircled by the Great Lakes, the prevalent westerly winds, as they come across the great water, have their harmful sting removed, and give us a fruit belt of great value. With all the varied interests of our grand State, we have a Garden of Eden, which we would do well to dress and keep, to make it attractive and beautiful. Such work is a constant source of pleasure and varied good.

Gentlemen, I must close, leaving untouched several phases of my subject. With the vote on the amendment pending, I ought to recommend, in the line of village improvement, water—at least occasionally—especially here. But I forbear. I trust, however, that the amendment will prevail. More money for groceries and less for whisky will make happier homes, better citizens, and these matters are certainly in the line of village improvement.

I desire to add a word as to the improvement in our villages of tracts designated on plats of villages as public squares. I find that, under the statute law in this State, and when it was a territory, the title, "a qualified fee," for public purposes and for no other, vests, in such cases by dedication in the county. At county seats, the county treasurer, or other person designated by the Board of Supervisors to have the public charge, is a proper person to co-operate with our efforts and his labors will meet with public and general favor, if he shall see to it that needed work in the line indicated is thoroughly done. I mention this law on this subject, as there seems to have been more or less misapprehension in regard to it.

In closing this paper, I take pleasure in expressing the faith that is in me that these business men's associations have before them an important work for our State. You are constituted in your several communities a committee of the whole to take cognizance of every needed public good. These associations are young, yet they are already healthy and strong and give promise of great usefulness. It is left for the business men of Michigan to realize the idea of Thomas Carlyle. He wrote in his note book, "We have associations for almost every thing, if only we could have one more, an association to promote common honesty." And then he added, "If we could have a law passed to give it effect."

The jurisdiction of our circuit courts is limited on the equity side to sums of one hundred dollars and over. These associations seem to have a jurisdiction on the side of equity auxiliary to our courts of common law in sums of less than one hundred dollars. In so far as the tendency and effect are to promote common honesty among men, the work is in the line of true village improvement.

As to our Allegan Association, judging from the interest manifested in the material phases of village improvement, a dozen schemes are afoot, and must be attended to. It can no more die now than the poet Tennyson's "Northern Farmer." Time, spring of the year, an extra farm just cleared, a hundred acres to put to the plow, his cows not half of them calved yet, he says in amazement, as the death angel comes, "Does God Almighty know what a's adoin'?" Let him take old Jones.

Old Stockbridge, Massachusetts, deserves to be mentioned in this connection. These ideas are not original with me—they were born there. "Laurel Hill Association," of Stockbridge, Berkshire, the home of Cyrus Field and many others whose names are as familiar as household words for the good that they have done, has done a work that is "a thing of beauty and a joy forever." A Village Improvement Association was formed, fee one dollar. The public square received the attention of the Society, then the cemetery, until no desirable thing in the line indicated remained undone; then the streets, one street at a time, the Committee first taking the street that, in local enterprise, offered best inducements, then the next and so on. Some gentlemen of means gave five dollars, some ten dollars each. The work went on, the country joined with the village; roadside maples

and elms soon lined the streets leading into the country in all directions. Men who at first gave one dollar, then five dollars or ten dollars now had become interested and gave one hundred dollars, each, as freely as before they had given the smaller sums. A public library that now numbers something over 6,000 volumes was added to the Society's work. At the decease of some who were friendly, the Society began to receive legacies of five hundred to one thousand dollars. A library building was erected, and I am advised that it has come to the point that hardly any one of wealth or culture in that vicinity, now, comes to serious meditation on death, but he at once writes down something in favor of Laurel Hill Association, to aid in its grand work of village improvement, material and moral, which done, he can proudly say, *monumentum ere penitus exoptat*—I have builded a monument more lasting than brass.

Gentlemen, there is satisfaction in the consciousness of having wrought a good work. If a man dies under such circumstances, there is some advantage about it—you don't have to skimpish around so far to get a minister who is willing to preach the funeral sermon. Why, I heard of a man in the West, Kansas I believe it was, I forgot just where. He ran away from the East to go there and never had done a good thing there. He died. They couldn't get any one to preach his sermon. They all knew him. They had him laid out, thrown into a cheap coffin—lumber from Muskegon, I believe. Finally, a man stepped forward and said that he would try to say something. The time was set. The sermon came—"My friends, I don't like to preach this man's funeral sermon. I didn't like the man. He had horses, and he run 'em. He had cocks, and he fit 'em. He had money, but he gambled it all away. He had friends, but he made them all his enemies. The bearers will please remove the body, and we will sing the following hymn:

With rapture we Delight to see This cuss removed.

My friends, it is a sorry thing when a man's life stands in the way of the best good of the municipal government of which he is a member. It is an easy thing to do and highly creditable to any man to give his kindly word and influence and substantial aid, according to his ability, in favor of every enterprise that is calculated to promote the public welfare.

A kindly Providence has done much for Michigan. Encircled by the Great Lakes, the prevalent westerly winds, as they come across the great water, have their harmful sting removed, and give us a fruit belt of great value. With all the varied interests of our grand State, we have a Garden of Eden, which we would do well to dress and keep, to make it attractive and beautiful. Such work is a constant source of pleasure and varied good.

Gentlemen, I must close, leaving untouched several phases of my subject. With the vote on the amendment pending, I ought to recommend, in the line of village improvement, water—at least occasionally—especially here. But I forbear. I trust, however, that the amendment will prevail. More money for groceries and less for whisky will make happier homes, better citizens, and these matters are certainly in the line of village improvement.

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I desire to add a word as to the improvement in our villages of tracts designated on plats of villages as public squares. I find that, under the statute law in this State, and when it was a territory, the title, "a qualified fee," for public purposes and for no other, vests, in such cases by dedication in the county. At county seats, the county treasurer, or other person designated by the Board of Supervisors to have the public charge, is a proper person to co-operate with our efforts and his labors will meet with public and general favor, if he shall see to it that needed work in the line indicated is thoroughly done. I mention this law on this subject, as there seems to have been more or less misapprehension in regard to it.

In closing this paper, I take pleasure in expressing the faith that is in me that these business men's associations have before them an important work for our State. You are constituted in your several communities a committee of the whole to take cognizance of every needed public good. These associations are young, yet they are already healthy and strong and give promise of great usefulness. It is left for the business men of Michigan to realize the idea of Thomas Carlyle. He wrote in his note book, "We have associations for almost every thing, if only we could have one more, an association to promote common honesty." And then he added, "If we could have a law passed to give it effect."

The jurisdiction of our circuit courts is limited on the equity side to sums of one hundred dollars and over. These associations seem to have a jurisdiction on the side of equity auxiliary to our courts of common law in sums of less than one hundred dollars. In so far as the tendency and effect are to promote common honesty among men, the work is in the line of true village improvement.

As to our Allegan Association, judging from the interest manifested in the material phases of village improvement, a dozen schemes are afoot, and must be attended to. It can no more die now than the poet Tennyson's "Northern Farmer." Time, spring of the year, an extra farm just cleared, a hundred acres to put to the plow, his cows not half of them calved yet, he says in amazement, as the death angel comes, "Does God Almighty know what a's adoin'?" Let him take old Jones.

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C. B. B. & CO.

LARGEST EXCLUSIVELY WHOLESALE GROCERY HOUSE IN MICHIGAN.

Cor. Ionia and Louis Sts., Grand Rapids.

ORANGES

LEMONS

1865
PUTNAM & BROOKS
WHOLESALE
CANDY
AND
FRUIT
1887

PEA NUTS

OYSTERS

SPRING & COMPANY

JOBBER IN

DRY GOODS,

Hosiery, Carpets, Etc.

6 and 8 Monroe St., Grand Rapids.

REMOVAL.

We shall remove to the HOUSE-MAN BLOCK, corner Pearl and Ionia Sts., April 15.

Curtiss & Dunton,
EXCLUSIVELY WHOLESALE PAPER & WOODENWARE

MOSELEY BROS.,

WHOLESALE

Fruits, Seeds, Oysters & Produce,
ALL KINDS OF FIELD SEEDS A SPECIALTY.

If you are in Market to Buy or Sell Clover Seed, Beans or Potatoes, will be pleased to hear from you.

26, 28, 30 & 32 Ottawa Street, GRAND RAPIDS.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.
37, 39 & 41 Kent Street, Grand Rapids, Michigan.

PERKINS & HESS,
DEALERS IN
Hides, Furs, Wool & Tallow,
NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

BULKLEY, LEMON & HOOPS,

Importers and
Wholesale Grocers.
Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.
Niagara Starch Co.'s Celebrated Starch.
"Jolly Tar" Celebrated Plug Tobacco,
dark and light.

Jolly Time" Celebrated Fine Cut Tobacco.

Dwinell, Hayward & Co.'s Roasted Coffees.

Thomson & Taylor's Magnolia Coffee.
Warsaw Salt Co.'s Warsaw Salt.

"Benton" Tomatoes, Benton Harbor.

"Van Camp" Tomatoes, Indianapolis.

"Acme" Sugar Corn, Best in the World.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.

Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,
Grand Rapids, Mich.

CEO. E. HOWES,

JOBBER IN

Foreign and Domestic Fruits.

SPECIALTIES:

Oranges, Lemons, Bananas.

3 Ionia St., GRAND RAPIDS, MICH.

BARLOW BROS.
GRAND RAPIDS
MICHIGAN
STATE AGENTS
FOR THE
PATENT FLAT OPENING
BLANK BOOK
STRONGEST BLANK BOOK
EVER MADE
SEND FOR CIRCULAR

ABSOLUTE SPICES

And

Absolute Baking Powder.

100 per cent. Pure.

Manufactured and sold only by

ED. TELFER, Grand Rapids.

BULK VS. PACKAGE.

Further Discussion of a Subject of Vital Interest.

In the line of discussion on the relative merits of bulk vs. package coffee, THE TRADESMAN herewith presents further opinions, which will be very interesting to all who appreciate the importance of the subject under discussion. One of the best replies to the arguments advanced by the manufacturers is the following, from the pen of a well-known Cleveland gentleman: CLEVELAND, Ohio, April 8, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—I have been interested in reading the articles in your paper on the merits of Package vs. Bulk roasted coffee. Now, if you will permit me, I will present another view of the roasted coffee question, which side I have never known a trade paper in this country to champion—not because it is not worthy of an advocate, but because the personal interests of those controlling such papers prevent them from presenting it. Judging from what little I have seen of your medium, I conclude that you are not handicapped by any such mercenary reason. I do not wish to convey the idea that what I am about to say is wholly unselfish, for I believe it commendable in every one to, in every honorable way, do that which will build up his business.

The advocates of package coffee make their strongest claim on putting the coffee in paper packages because it is not exposed to the air and, therefore, does not lose its strength. I refer you to the words of "H. C. B." in your issue of April 6, "That coffee put up in sealed paper packages does retain its strength and aroma is patent to every man of ordinary observation." "W. T." says, "There is no doubt package coffee will keep fresh longer than bulk." "R. M." must be especially interested in package coffee, for he says, "No coffee is fit for use that stands exposed to the air and bulk coffees are thus exposed." We will look at that statement in another light later on.

"W. T." says, "Bulk coffee loses its identity, once it is in the hands of the retailer," thereby inferring that the retailer is a rascal, which is, indeed, very complimentary to his patrons, for he certainly is engaged in a business looking to them for support and I think I can smell a good sized "black eagle" in it. Now, I do not wish to be too sarcastic as Messrs. Arbuckle & Bro., for they only hold up to ridicule the consistent view of your correspondent, "H. C. B." The question is, will coffee keep fresh longer in one pound paper packages than in bulk? I claim not, for the simple reason that the paper is not air tight, to prove which let any of your readers take from their shelf a package that has stood there for a week or ten days and put it upon his scales and see what it weighs. He will find that it is, invariably, from one to two ounces overweight. His generous packer will tell him that it is because of his liberality, but it is really because the dampness in the atmosphere penetrates the porous paper and is taken up by the roasted coffee. To prove this, weigh carefully and exactly one pound of coffee, just as it comes from the roaster, place it upon the shelf and weigh it again in about ten days and you will find that it has increased from one to two ounces in weight. Now, if the moisture in the air will go through the wrapper and into the coffee, is the package air tight? What harm does the moisture do? It may be asked. Coffee contains a crystalline substance named caffeine. This matter is volatile and every care must be taken to retain it in the coffee.

Now, if the moisture so easily penetrates the paper wrapper, how is it a protection? The coffee is in a small body when in a package, susceptible to the influence of the air on all sides, which is far worse, in my opinion, than if kept together in a large body in a barrel or can, for there it would take a longer time for the air to penetrate and for the caffeine to escape. As to bulk coffee losing its identity in the hands of the retailer, if the retailers are such counterfeits, what guarantee have we that the packers are such models of honesty, as the words of "W. T." would imply? Does the mere fact that the printed matter on the wrapper which may say, "This coffee is the choice of A. A. Adams, Mocha, imported especially for our trade," make it so? Is it not true that all coffees lose their identity when roasted? I refer you to the American Grocer, in its answer to Wm. N. Cary, of Waymart, Pa.: "As the samples of coffee are roasted, we cannot distinguish the variety, as the identity of the bean is lost in roasting." In answer to F. A. Blanchard, of Fitchburg, Mass., the Grocer says: "It is impossible to fix a value from a sample of roasted coffee. The identity of the bean is destroyed, and as the variety has much to do with the price, we are unable to do anything more than hazard a guess, and that we will not do." In answer to Henry French, of San Jose, Cal., the Grocer says: "The coffee having been roasted, we are unable to say what kind it is."

I could quote you many more, but will not trespass too much on your space. If any of your readers question the genuineness of these references, they can write the gentlemen named, as their addresses are given in full. If they wish to put any coffee experts to the test, let them send a sample of roasted coffee and see how near they can tell what kind it is. My belief is that every grocer ought to roast his own coffee. He would then be able to keep it constantly fresh, and be better able to select his coffee in the green state than in the roasted. He would then have an opportunity to take advantage of a low market by laying in a stock and would prevent the coffee business being such a "jug handled affair" as it now is. I wish those grocers who roast their own coffees would give (through your columns) their experience in roasting coffees and the effect it has on their trade.

Yours truly, ROBT. S. WEST.

LIKES THE PACKAGE

SAUGATUCK, April 6, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—Noticing that in last issue of THE TRADESMAN you invite opinions from retailers as to the relative merits of package and bulk coffees, I desire to place myself on record as decidedly in favor of the package system. My experience does not tally with H. C. B.'s, as my sales of package coffee are increasing, and I only find it necessary to keep three or four brands. Consumers soon find that they can depend upon the uniform quality of them. Time, wrapping paper and wastage are saved by their use. Again, they are nice shelf goods and contribute in no small degree to the neat appearance of any well-ordered grocery. Put me down for package goods first, last and all the time. Respectfully, A. B. TAYLOR.

DOWN ON THE PACKAGE.

VICKSBURG, April 8, 1887.

E. A. Stowe, Grand Rapids: DEAR SIR—You can mark us down as being decidedly in favor of no more package coffee. We do not care to handle any goods where the consumer and wholesale merchant get all the profit, as is now the case. Bulk coffee, unadulterated goods and a fair margin, is all we ask.

Yours, W. T. LONG & Co.

THE JOBBER'S VIEW.

With a view to determining the pulse of the jobbing trade on package coffee, a reporter of THE TRADESMAN was detailed to interview leading representatives of that business on the subject, with the following result:

O. A. Ball (Cody, Ball, Barnhart & Co.)—I consider package coffee a necessary evil. We can't dispense with it. It is a great convenience to the farmer, as the coffee is already put up for him. I would like to see package coffee done away with, but it can't be so. It helps the retailer to get a profit on bulk goods, as he cannot show a bulk coffee for the same money superior to the package. It is thoroughly advertised and not difficult for the dealer to work up a trade. The consumer gets to buying a certain brand, forms a liking for it, and would not be as well pleased with a coffee costing twice the money.

Ed. Telfer—There is more package goods sold than bulk, except in the larger stores, which goes to show that where the people can rely on getting good goods, package coffees are not wanted. The package is a great lever, preventing the retailer from getting an exorbitant profit. If the retailer makes it a leader that is his fault, not the jobber's. He is bound to make a leader of some article, and if it isn't package coffee, it will be something else.

Samuel M. Lemon (Bulkley, Lemon & Hoops)—We can't keep our copy of THE TRADESMAN to save our lives. Some one lugs it off every week. If you will send me duplicate copies of the papers containing the arguments, pro and con, I will read up on the subject and endeavor to give you an unbiased opinion, in time for next week's paper.

Les. Freeman (Hawkins & Perry)—I would like to see the sale of package coffee run out, for the simple reason that the manufacturer wants all the profit, leaving nothing in it for the jobber. As the retailer makes little or nothing on its sale, there is no incentive for him to push it. The sale of package goods may be on the increase in some sections of the country, but it is certainly on the decline in Michigan.

Jas. A. Morrison (Olney, Shields & Co.)—Package coffee ought to be exterminated, and I think the movement is strong in that direction. We are not selling half as much package goods as we did last year, when all the manufacturers were pushing their brands. There is no money in it for the jobber and very little for the retailer—seldom more than a cent a pound, while he can make 5 cents a pound on bulk roast.

A. S. Musselman (Amos S. Musselman & Co.)—Package coffee will never go. Anything which is so convenient and tends to lessen labor will stay. I have no fixed rule by which to base an opinion, but if package goods were sold at a profit, I would say that would be the best way to handle the staple. The package is troublesome for the jobber, on account of the number of brands he is compelled to carry. I keep five brands in stock and last week one of my men took an order for a sixth brand. The same objection also applies to the retailer—he is compelled to carry more stock than he ought.

A. Meigs (Arthur Meigs & Co.)—There are arguments on both sides of the question. The package is certainly preferable, as regards wastage and loss in weight, but goods put up in packages are conducive to sharp competition, which lessens the margins.

AN UGLY COMPARISON.

Anent the discussion relative to package coffee, O. A. Ball tells a good story by way of comparison. He says a friend of his went hunting a while ago, taking along two bottles of whisky—one rich with age for his own consumption, and another of poorer quality with which to clean his gun. The man who rowed his boat for him expressed a desire for something warming and was given a draught of the fine liquor. It failed to hit the spot, but the "pizen" struck him as being remarkably fine and the bottle was soon drained to the bottom.

"That is the way with package coffee," said Mr. Ball, continuing the comparison, "it is poor stuff at best, but it strikes the taste of the common people and pleases them better than coffee costing fifty cents a pound. I believe in giving people whatever they like, which is my reason for handling package goods."

MORE IN STORE.

Just as THE TRADESMAN goes to press, the mail brings an interesting contribution to the coffee discussion from E. E. Eagle, of the firm of W. F. McLaughlin & Co., manufacturers of XXXX. The paper will appear in full next week.

JENNESS & McCURDY,

WHOLESALE

Crockery & Glassware,

73 and 75 Jefferson Ave.,

DETROIT, - MICHIGAN.

Wholesale Agents for Buffalo's Canadian Lamp.

J. H. THOMPSON & CO.
36 Jefferson Ave., DETROIT.

HONEY BEE COFFEE!

Best in the Market for the Money.

PRINCESS BAKING POWDER,

EQUAL TO THE BEST MADE.

BEE MILLS' SPICES

Absolutely Pure.

C. AINSWORTH,

JOBBER OF

Wool, Grain, Seeds and Produce.

82 SOUTH DIVISION ST.

Grand Rapids, - Mich.

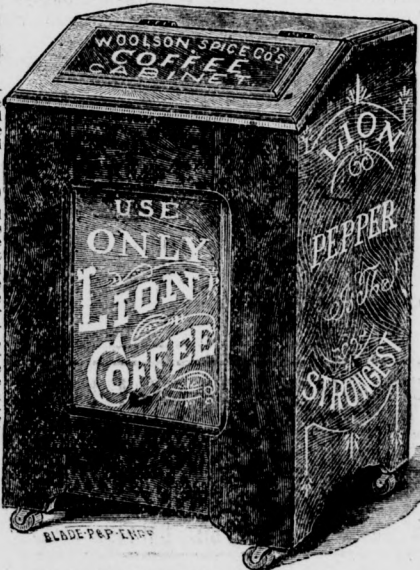
J. T. BELL & CO.,

Wholesale Fruits and Produce,

EAST SAGINAW, MICH.

OLD BARRELS

Setting about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The Woolson Grocer realizes the value of handsome and convenient fixtures, and to meet this demand the Woolson Spice Co., of Toledo, Ohio, have designed their



Lion Coffee Cabinet. Of which the accompanying cut gives but a partial idea. In this cabinet is packed 150 one-pound packages of Lion Coffee, and we offer the goods at a price enabling the grocer to secure these cabinets without cost to himself. They are made air-tight, tinned and grooved, beautifully grained and varnished, and are put together in the best possible manner. Complete set of cutlery, with screws, washers, and a hundred use in every grocery, after the coffee is sold out, is a present. Just the thing from which to retail at a profit. Read about a store are unsightly, besides the projecting nails on them are dangerous to clothing. The Woolson Grocer realizes the value of handsome and convenient fixtures, and to meet this demand the Woolson Spice Co., of Toledo, Ohio, have designed their



This Coffee Cabinet Given Away.

A GOOD BREAKFAST

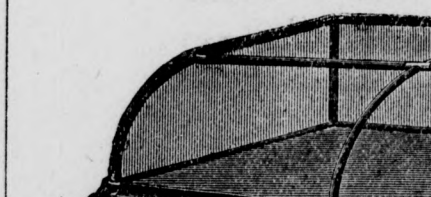
Is ALWAYS possible when a good cup of coffee is served. The grocer who sells LION COFFEE to his trade can invariably secure this result to them. LION COFFEE is always uniform; contains strength, flavor and true merit; is a successful blend of Mocha, Java and Rio. Packed only in one-pound, tight packages; roasted, but not ground; full net weight, and is never sold in bulk.

A Beautiful Picture Card In every package. We solicit a sample order for a cabinet filled with LION COFFEE.

For sale by all Wholesale Grocers everywhere, and by the

Woolson Spice Co.
92 to 108 Oak St., Toledo, Ohio.

DO YOU WANT A



321

Groceries.

WHOLESALE PRICE CURRENT.

These prices are for cash buyers, who pay promptly and buy in full packages.

AXLE GREASE.	
Crown	80 Paragon 2.10
Fraser's	90 Paragon 2.50 pails.
Diamond	60 Frasers, 25 pails. 1.25
Modoc	4 doz. 2.50
BAKING POWDER.	
Acme, 1/2 lb cans, 3 doz. case	85
" 1/2 lb " 1 " "	1.00
" Bulk " 1 " "	3.00
Princess, 1/2 lb	1.25
" 1/2 lb " 1 " "	2.25
" Bulk " 1 " "	7.30
Arctic, 1/2 lb cans, 6 doz. case	45
" 1/2 lb " 1 " "	1.40
" 1 " 1 " "	2.40
Victorian, 1 lb cans, (tall), 2 doz.	2.00
Diamond, "bulk,"	15
BEATING	
Dry, No. 2	25
Dry, No. 3	40
Liquid, 4 oz.	40
Liquid, 8 oz.	65
Arctic 4 oz.	gross 35
Arctic 8 oz.	12.00
Arctic 16 oz.	12.00
Arctic No. 1 pepper box.	2.00
Arctic No. 2	3.00
Arctic No. 3	4.00
BROOMS.	
No. 2 Burl.	1.75 Common Whisk.
No. 1 Burl.	2.00 25 Fancy Whisk.
No. 2 Carpet.	2.25 Mill.
No. 1 Carpet.	2.50 Warehouse
Parlor Gen.	3.00
CANNED FISH.	
Clams, 1 lb. Little Neck.	1.10
Clam Chowder, 3 lb.	2.15
Cove Oysters, 1 lb standard.	1.75
Cove Oysters, 2 lb standard.	1.75
Lobsters, 1 lb piece.	1.75
Lobsters, 2 lb piece.	2.00
Lobsters, 1 lb star.	2.00
Lobsters, 2 lb star.	3.00
Mackerel, 1 lb fresh standard.	1.25
Mackerel, 5 lb fresh standard.	1.25
Mackerel in Tomato Sauce, 3 lb.	3.50
Mackerel, 3 lb in Mustard.	3.50
Mackerel, 3 lb soured.	3.50
Salmon, 1 lb Columbia river.	1.70
Salmon, 2 lb Columbia river.	3.00
Sardines, domestic 1/2 lb.	1.00
Sardines, domestic 1/4 lb.	1.00
Sardines, Mustard 1/2 lb.	9.11
Sardines, imported 1/2 lb.	1.25
Trout, 3 lb brook.	4.00
CANNED FRUITS.	
Apples, gallons, standards.	3.25
Blackberries, standards.	1.00
Cherries, red standard.	1.10
Damsons.	1.00
Egg Plums, standard.	1.25
Green Gages, standard 1 lb.	1.00
Peaches, Extra Yellow.	1.75
Peaches, standards.	1.55
Peaches, seconds.	1.45
Peaches, pie.	1.10
Pineapples, standards.	1.40
Pineapples, Johnson's sliced.	2.75
Pineapples, Johnson's, graded.	2.75
Quinces.	1.15
Raspberries, extra.	1.25
Raspberries, red.	1.25
Strawberries.	1.25
Whortleberries.	1.25
CANNED MEATS.	
Asparagus, Oyster Bay.	2.00
Beans, Lima, standard.	1.00
Beans, Stringless, Erie.	1.00
Beef, Lewis' Boston Baked.	1.00
Corn, Archer's Trophy.	1.15
" Morning Glory.	1.10
" Maple Leaf.	1.10
" Excelsior.	1.20
" Onondaga.	1.35
" Darby.	1.50
" Osborn.	1.00
" New Process.	1.00
" Bartlett.	1.10
Peas, French.	1.50
Peas, extra marrowfat.	1.20
Peas, soured.	1.50
" Early June, stand.	1.50
" French, extra fine.	2.00
Mushrooms, extra fine.	2.00
Pumpkin, 3 lb Golden.	1.00
Puccosh, standard.	8.00
Squash.	1.00
Tomatoes, standard brands.	1.20
CHEESE.	
Michigan full cream.	1.35
York State, Acme.	1.00
CHOCOLATE.	
Wilbur's Premium, 35 German Sweet.	2.25
" Sweet, Vienna Sweet.	1.50
" B.K.F. Cocoa 45 Baker's.	3.75
" Cocoa-Theta 42 Runks's.	3.75
" Vanilla But.	1.00
COCONUT.	
Schepps, 1 lb.	2.25
" 1 lb and 1/2 lb.	2.25
" 1 lb in tin pails.	2.25
Matthy's 1/2 lb.	2.25
" 1 lb and 1/2 lb.	2.25
Nanhuttan, pails.	2.25
Peierless.	2.25
COFFEES.	
Green.	15/10 18
Rio.	15/10 18
Golden Rio.	17 48
Santos.	16 48
Maricao.	18 48
Java.	20 48
O. G. Java.	25 48
Mocha.	23 48
COFFEES—PACKAGES.	
Lion.	20 48
Lion in cabinet.	20 48
XXXX.	20 48
Arbuckle's.	20 48
Dilworth's.	20 48
Standard.	20 48
German.	20 48
German, in bins.	20 48
Magnolia.	20 48
Royal.	19 48
Eagle.	20 48
Mexican.	18 48
CORDAGE.	
60 foot Jute.	1.00
50 foot Cotton.	1.60
72 foot Jute.	1.25
60 foot Cotton.	1.75
40 foot Cotton.	1.50
12 foot Cotton.	2.00
CRACKERS AND SWEET COCOA.	
Kenosha Butter.	5 6 1/2
Butter.	5 6 1/2
Fancy Butter.	4 1/2
Oyster.	5 6 1/2
Fancy Oyster.	4 1/2
Fancy Soda.	5 6 1/2
Pie.	5 6 1/2
Soda.	5 6 1/2
Milk.	7 8
Graham.	7 8
Out Meal.	7 8
Pretzels, hand-made.	11 1/2
Pretzels.	11 1/2
Cracknels.	13 1/2
Lemon Cream.	7 8
Sugar Cream.	7 8
Frosted Cream.	7 8
Ginger Snaps.	7 8
No. 1 Ginger Snaps.	7 8
Lemon Snaps.	12 1/2
Coffee Cakes.	8 1/2
Lemon Wafers.	13 1/2
Jumbles.	11 1/2
Extra Honey Jumbles.	12 1/2
Frosted Honey Cakes.	13 1/2
Cracknels.	13 1/2
Bagels Gums.	13 1/2
Seed Cakes.	13 1/2
S. & M. Cakes.	8 1/2
DRIED FRUITS—FOREIGN.	
Citron.	22 25
Currents.	5 1/2 25
Lemon Peel.	22 25
Prunes, French, 60s.	21 2
" French, 80s.	21 2
Prunes, Turkey, 90s.	21 2
Raisins, Dehesia.	3 50 55 55
Raisins, London Layers.	22 50
Raisins, California.	1 15 11 90
Raisins, Loose Muscatels.	61 50
Raisins, Onduras, 28s.	8 1/2 8 1/2
Raisins, Sultanas.	9 9
Raisins, Valencia, new.	6 1/2 6 1/2
Raisins, Imperials.	6 1/2 6 1/2

FISH.	
Cod, whole.	50 1/2
Cod, boneless.	54 1/2
Halibut.	84 1/2
Herring, round, 1/4 bbl.	22 90
Herring, round, 1/2 bbl.	22 90
Herring, Holland, bbls.	11 00
Herring, Holland, kegs.	7 00 80
Herring, Scotch.	10 40
Mackerel, short, No. 1, 1/2 bbls.	18 20
" " " 12 b kits	1 50
" " " 10 " "	1 50
Sardines, speiced, 1/2 lb.	16 1/2
Trout, 1/4 bbls.	6 40
White, No. 1, 1/2 bbls.	7 50
White, No. 1, 12 b kits.	1 10
White, No. 10, 12 b kits.	1 10
White, Family, 1/2 bbls.	1 10
" kits.	75
FLAVORING EXTRACTS.	
Jennings' D. C. 2 oz.	1 00
" 4 oz.	1 00
" 8 oz.	1 00
" 16 oz.	1 00
" No. 2 Taper.	1 25
" No. 4.	1 25
" 1/2 pint, round.	1 25
" 1 " "	1 25
" No. 3 panel.	1 10
" No. 10.	2 75
" No. 10.	2 75
MATCHES.	
Grand Haven, No. 8, square.	1 15
Grand Haven, No. 8, square, 3 gro.	1 15
Grand Haven, No. 200, parlor.	1 75
Grand Haven, No. 300, parlor.	2 25
Grand Haven, No. 1, round.	1 50
Oshkosh, No. 2.	1 50
Oshkosh, No. 8.	1 50
Swedish, No. 8, square.	1 50
Richardson's No. 9 do.	1 50
Richardson's No. 1/4, round.	1 50
Richardson's No. 1/4, round.	1 50
Woodbine, 300.	1 15
MOLASSES.	
Black Strap.	10 1/2
Cuba Baking.	24 1/2
Porto Rico.	24 1/2
New Orleans, good.	22 1/2
New Orleans, choice.	22 1/2
New Orleans, fancy.	22 1/2
" 1/2 bbl, 2c extra.	22 1/2
ROLLED OATS.	
Muscatine, 1 lb, 5 lb.	3 50
" 1/2 bbl, 30 lb.	3 50

The Michigan Tradesman.

Interesting Meeting of the Retail Grocers' Association.

At the regular semi-monthly meeting of the Retail Grocers' Association of Grand Rapids, held last Tuesday evening, F. H. Emery applied for membership in the Association and was accepted.

The Committees on Reception and Entertainment for the recent State convention made their final reports, which were accepted and adopted and votes of thanks were tendered the Committees for their efforts in making the convention a success.

Treasurer Harris presented a report, showing that the total expense of the entertainment of the State convention was \$253.56. This amount, together with the sum expended in entertaining the September convention, leaves a balance of 50 cents in the fund contributed by the jobbers for entertainment purposes. On motion of E. A. Stowe, the balance was passed to the general fund of the Association, which makes the total sum in the hands of the Treasurer \$154.96.

On motion of B. S. Harris, a vote of thanks was tendered L. Winternitz for his efforts in selling tickets to the banquet tendered the State Association.

President Coye related his experience in attempting to secure an amendment to the city charter at the hands of the Legislature. He was instructed to go to Lansing by the Executive Committee and present to the House Committee the advantages of amending the city charter so as to enable the Council to establish a city market. As soon as he arrived on the ground, he was convinced that his mission would be fruitless. A number of pseudo workmen were on hand to oppose the project and the Committee before whom the argument was made was composed of farmers, who would listen to no curtailment of their present vested rights. The Committee refused to recommend the repeal of Section 27, as requested, but placed itself in a very inconsistent light by leaving the law so that farmers can peddle on the streets of the city without a license, while residents of the city who wish to sell meat or vegetables must pay an annual license fee of \$50.

The report was accepted and an order was ordered drawn on the Treasurer for Mr. Coye's expenses.

An opinion on the legality of the Blue Letter collection system was then read by the Secretary.

The President then asked for voluntary statements relative to the Blue Letter, which was responded to as follows:

B. F. Emery—I recently sent a Blue Letter to a man who was formerly in business in Casnovia. I had previously sent the man two statements and an iron-clad letter, without result. The man had jumped the country, without my knowledge, but the Blue Letter was forwarded to him at Vicksburg, from which place I received a nicely-worded letter, pleading for leniency and more time. I wrote the gentleman that I would give him until March 15, and on the morning of that day I received a check in full for my account.

J. Geo. Lehman—I have sent out eight Blue Letters and have heard from five of them. I am getting small payments on all five accounts, one of which is over three years old. I consider the Blue Letter a capital way to collect small accounts, which are not large enough to put in the hands of a collector.

H. A. Hydorn—I have sent out six Blue Letters, and all responded—and quickly, too. I sent one Letter to a man who owed me \$5 and hadn't been in my store for a year. He came in and introduced himself—the fact is, I didn't remember him—threw down a \$10 bill and told me to give him a receipt in full for his account, which request I gladly complied with. I entered into conversation with him and before he left the store, the balance of that \$10 was in my till. I have collected over \$50 in this way and am a standing proof of the efficiency of the Blue Letter.

President Coye—I am convinced, gentlemen, that our present system is the best that could be devised for the collection of accounts and would suggest that those who have not yet tried the Blue Letter, procure a package at the Secretary's desk at this meeting.

President Coye said that during the recent spring campaign a good deal had been said by the editor of the *Workman* about the Retail Grocers' Association "starving workmen to terms in the case of a strike." The Association takes no such position, and the person making such assertion knows it. The only thing which could be twisted into such shape were the statements made by Robert M. Floyd, in a paper read before the State convention, but even there the inference was not made affirmatively, but interrogatively. The *Workman* is no longer the organ of the working classes, but its editor assumes to speak for them in opposing the Association.

B. F. Emery—The *Workman* professes great love for the grocer when it wants his advertisement.

H. A. Hydorn—I think THE TRADESMAN hit the nail on the head in its reference to the editor of the *Workman* last week.

E. A. Stowe moved that a committee be appointed to present a revised form of the constitution and by-laws at the next meeting. The motion was adopted and the President appointed as such committee E. A. Stowe, E. J. Herrick and B. F. Emery. E. J. Herrick enquired whether it would

H. LEONARD AND SONS

134-142 E. Fulton St.,

GRAND RAPIDS, MICHIGAN.

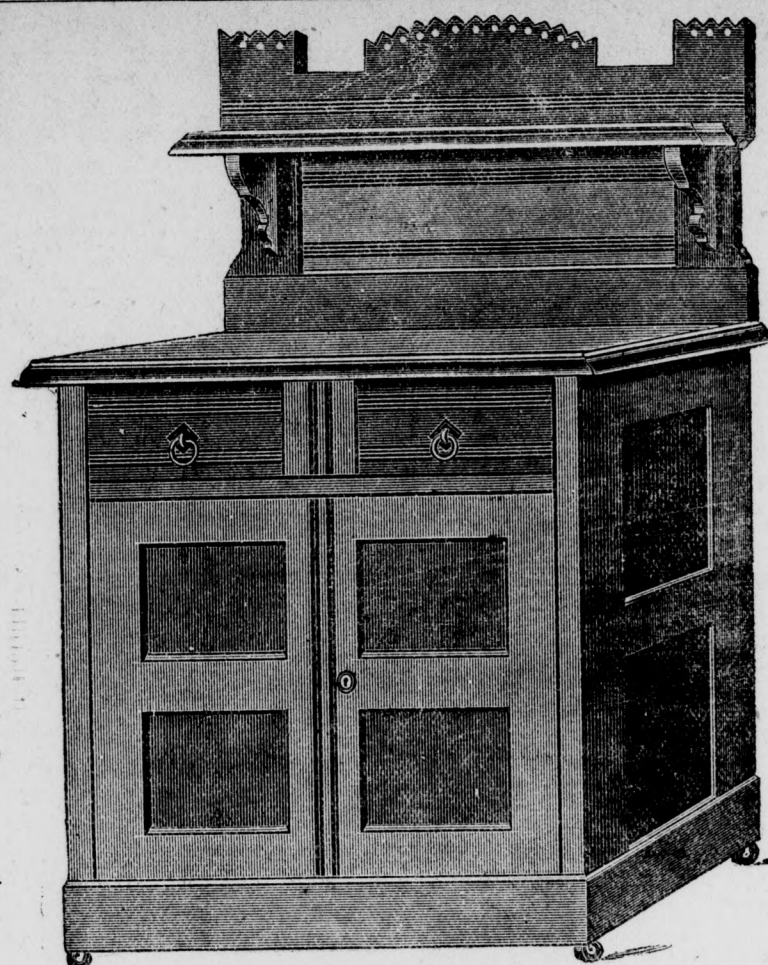
OUR NEW

French Buffet.

NO. 100. SEE OUT.

FILLED WITH 324 PIECES, PATENT FIRE-PROOF BOTTOM TIN WARE.

SURPASSES ANYTHING EVER YET OFFERED.



Read What the Buffet Contains:

- | | |
|-------------------------------|---------------------------------|
| 12 2 quart Coffee Pots. | 24 2 quart handled Sauce Pans |
| 6 3 " " " | 12 5 " Flared Pails. |
| 6 4 " " " | 24 4 " Dairy Pans. |
| 12 2 " Covered Pails. | 24 3 " " " |
| 6 3 " " " | 12 Assorted Painted Cuspidors |
| 12 Comb and Brush Cases | 12 Dust Pans, Japaned. |
| 24 1 1/2 inch Wash Basins | 24 1 quart Pieced Cups. |
| 24 1 quart Stamped Dippers. | 12 10 " Dish Pans |
| 24 Deep Jelly Cake Tins | 24 6x8 Tubed Cake Moulds. |
| 15 1 quart Graduated Measures | 12 8x10 1/2 Dippers, Bowl shape |

324 Pieces, Including Cabinet, for \$25.

We also carry the Assorted Package, MYSTERY, containing 500 pieces Tinware for \$19.00. Every piece a bargain at 5c. Many will bring 10 or 15 cents.

Our Open Stock of Tinware is now complete, having secured an Immense Stock before the advance, and we guarantee our prices.



not be a good idea to open the doors to others besides grocers and a considerable discussion followed on this point, the sentiment seeming to favor keeping the organization intact.

B. F. Emery suggested that the Association hold a picnic during the summer, which was well received.

The President then called on W. G. Hawkins for a few remarks. Mr. Hawkins said that eight years on the road had taught him that the business men needed just such organizations as these to protect them from abuses and imposition. He had sold hundreds of barrels of syrup which never saw the cane field and he understood that the soap manufacturers were now using a compound of ground glass and clay in their soaps. These organizations will have a tendency to lessen adulteration and thus result in great good to the membership and the consumer.

L. Winternitz was then asked the constituent elements of sauerkraut and replied that cabbage was too high to use in kraut this season, so that the manufacturers were using old boots and shoes instead, with occasionally a rubber thrown in.

The meeting then adjourned.

Too Much of a Good Thing.

Customer (to baker's boy)—Is your bread nice and light, sonny?

Baker's boy (confidently)—Yes, ma'am; it only weighs ten ounces to the pound.

The Standard of Excellence KINGSFORD'S



STARCH.

Kingsford's Oswego CORN STARCH for Puddings, Custards, Blanc-Mange, etc.

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

H. LEONARD & SONS

Jobbers in Crockery, Glassware,
AND BARGAIN COUNTER GOODS.

Grand Assortment 10 cent Colored Glassware.

THE GRAND.

This Package contains Six Dozen Articles, any of which can be retailed for TEN cents. Price, including package, \$4.85 or less than 81 cents per doz.



Novelty Assortment 5 cent colored Glassware.

THE NOVELTY.

Containing Twenty Dozen Articles Colored Glassware, Each Piece to retail at 5 Cents.

ONLY \$8.00,

Including Package. Send for one of each package. It will do you good.



SEEDS

FOR EVERYBODY.

For the Field or Garden.

If you want to buy

Clover, Timothy, Hungarian, Millet, Orchard Grass, Kentucky Blue, Red Top, Seed Oats, Rye, Barley, Peas, Onion, Ruta Baga, Mangle Wurzel,

Anything in the Line of SEEDS,

Write or send to the

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MANUFACTURERS AND WHOLESALE DEALERS IN

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AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, - Grand Rapids, Mich.

PURE. NEW PROCESS STARCH. SWEET.

This Starch having the light Starch and Gluten removed,

One-Third Less

Can be used than any other in the Market.

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Offices at Peoria, Ills.

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It will pay for itself in a short time.

You cannot afford to do without it.

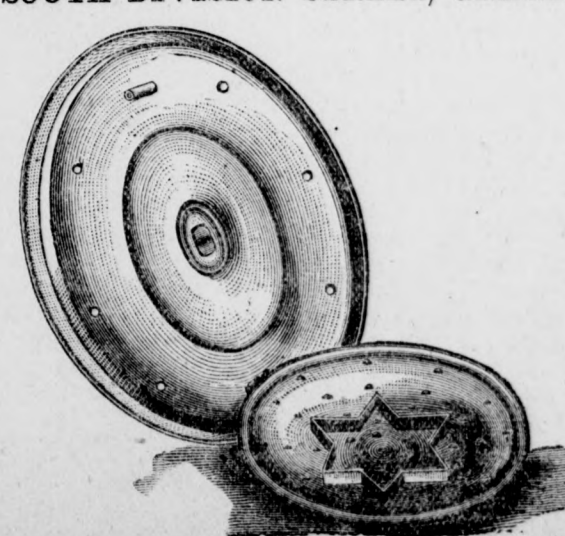
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