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NO. 501

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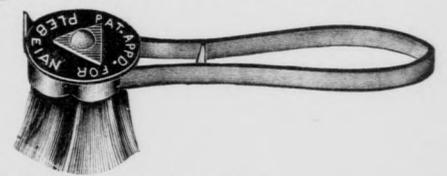
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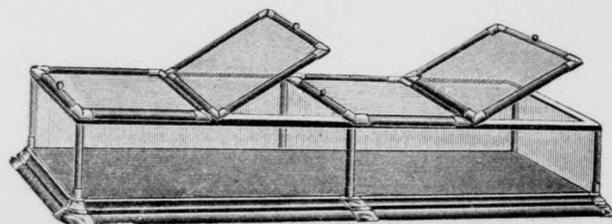
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VOL. X.

GRAND RAPIDS, WEDNESDAY, APRIL 26, 1893.

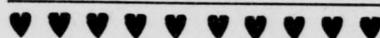
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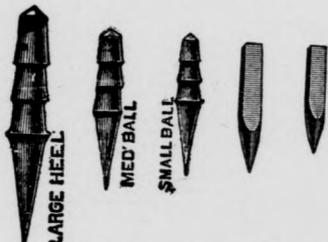
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LIGE, THE PHILOSOPHER.

In a land of military titles it is rare that a degree implying a "peaceful profession" is conferred, but in southern Missouri old man Cliff was called "Lige, the Philosopher." No one seemed to know why this distinction had been set upon Lige, and surely it was not on account of his learning, for not even on the day of his greatest mental activity and physical nimbleness could he have scrawled anything that would have resembled his own name.

Once, while the philosopher was loitering about in a neighborhood which extended somewhat beyond the lines of his own reputation, he was arrested for firing a gun on Sunday, and was arraigned before a justice of the peace.

"You are evidently a stranger in this community," said the justice.

"I ain't quite as well acquainted here as I mout be if I had come sooner and stayed longer, and still, I'm a good deal better acquainted than if I hadn't come at all."

"I reckon so. The constable tells me that you tell him that in your neighborhood you are called Lige, the Philosopher."

"Yes, that's me."

"Why do they call you a philosopher?"

"You've got me thar, jedge."

"What have you ever done?"

"You've got me agin, jedge; and say, you mout ask what any philosopher has ever done? I never hearn of any philosopher doin' nothin'—that is, except one that I've heard my daddy tell about; and it appears that he was a fiddler or he couldn't have done nothin'. I reckon it's a good thing for a philosopher to have a little suthin within reach that he can pick up and brace himself with."

"Yes, I suppose so," said the justice, "but we needn't enter into a discussion of the matter. You are fined ten dollars."

"All right, jedge," Lige replied, taking out a large leather pocketbook, and unwinding a shoestring from around it, "I've got just fifteen dollars, and I was wonderin' how much of it I'd git home with, and it was pesterin' me sorter, but you have settled it, and thurfo' relieved my mind of worry. Here's your money."

It was about this time that I became acquainted with Lige, the philosopher. I was interested in him, and I sought to trace the source of his title. He knew, of course, and other people in the community held the same information, but no one was willing to tell.

"But why should there be any secret about it," I asked, addressing the carpenter and builder who buried the community's dead, and who, therefore, was a wise man.

"I might ask why is there so much interest in it," he replied.

"Well, my interest is based on the fact that I am somewhat of a student of character, and also upon the belief that this title was earned in some quaint way."

"It was."

"Tell me about it."

Well, he did tell me, and I have learned

that what he told is an absolute fact. Here is what I learned:

A shrewd old fellow who had failed advantageously as a merchant in the city, moved to the village of Jesper, and opened up a general store. It is singular what wiles a skinflintish merchant can employ to draw trade from other houses. But it is generally the case that the meanest man socially—I am speaking of village merchants—is the surest to build up a trade. This old fellow, Calvin J. Horn, was prosperous from the start. He soon distinguished himself. He turned a widow out of her house; he levied on the only horse an old man had and ruined his growing crop. He did many mean things, and yet he obeyed the law to the finest shading of the letter.

Shortly after Horn opened his store in Jesper, Lige Cliff began to trade with him. A bad crop year followed and then came a mortgage. One afternoon while Lige was standing in the store, aimlessly looking at a lot of ax handles sticking out of a nail keg, Old man Horn stepped out to him and smiling in that thin way which means an absence of all human feeling, said:

"Let me see you in the back room, please."

Lige followed him; and when they had entered the room the old man shut the door.

"Mr. Cliff, you doubtless know that the mortgage will be due to-morrow."

"Yes, sir, I'm sorry to say."

"Ah yes; and it must be attended to at once. It's for six hundred dollars, you know."

"Yes, I know how much it's for, but say, can't you let it run along a little while? I can't pay it now—don't want to give up my farm."

"It must be settled to-morrow, Mr. Cliff."

"Now, here, Mr. Horn, when we was fixin' up the thing you said that it shouldn't never bother me none. Don't you ricollect?"

"Oh, I don't exactly remember what was said—indeed, it makes no difference what was said. We are now to deal with what was done. I must have that money to-morrow or I'll sell your farm."

Lige turned toward the door. "Do you understand?" the old merchant called.

"I'll see you to-morrow," Lige answered.

Pretty early the next morning Lige stalked into the store. The old man was behind the counter, smoothing his calico.

"Mr. Horn."

"Ah, good morning, Mr. Cliff."

"Let me see you in your back room, Mr. Horn."

"Yes, in a minute."

Lige stalked on into the room and the old man soon followed him, and when he entered, Lige took a position near the door.

"Mr. Horn, you said that I must pay you to-day."

"Yes, to-day, Mr. Cliff," the merchant answered, cracking the joints of his thin fingers.

"All right; and now let me tell you what I thought of as I was comin' on to town this mornin'. 'I've got a wife and ten children,' thinks I, 'and I've got a mortgage to lift to day or out in the road they go. I can't fix up the mortgage and I can't stand to see my family trudgin' along the road. What had I better do: kill myself?'"

"Tut, tut," the merchant broke in. "I wouldn't think of that."

"Ah, ha, but I did think of it, but just then I 'lowed what would be the use of killin' myself?"

"I see," the old man nodded.

"Why not kill the other fellow?"

"Good Lord!" the merchant cried.

"Yes," said Lige, taking out a pistol, "I thought it was better to be a philosopher than a fool, so I have decided to kill you."

The old coward dropped on his knees.

"It's no use to pray to me, Mr. Horn. I prayed to you yesterday and that wan't no use. Yes, I'm goin' to kill you unless you wipe out everything you've got standin' again me un' give me a clear receipt for the same—and let me tell you that if you have me arrested or say a word about this I will kill you anyhow. Do you understand?"

"Yes, merciful heavens, yes."

"And understand this, too. I'm not goin' to beat you out of a cent, but I'll be dinged if my people are a goin' out in the road."

The old man wiped out the debt, and within a year Lige paid him every cent with interest added. I am inclined to believe that he was something of a philosopher. OPIE READ.

Relation of the Banker to the Merchant.*

I shall not attempt to go into the history of banks more than to note briefly some facts with reference to their origin, how they came to exist, some of the objects and some of the uses of banks to the social fabric.

The laws given by Moses against charging excessive rates of interest show that money operations were engaged in when the world, practically speaking, was still young. In the early history of a nation, while its people are still chiefly engaged in pastoral or agricultural pursuits, the business of banking would hardly suggest itself to anybody as a profitable calling. Not until the progress of a community toward civilization and the extent of its commercial dealings have become quite considerable is there a need for established banks. In the time of Demosthenes, the Greeks having attained a high state of civilization, banking was carried on to a great extent in Athens. They exchanged foreign money, received deposits at interest and made loans.

We can hardly discuss banks and banking intelligently without first referring to the thing we call money. We have no evidence that in primitive ages of the world there was such a thing as money in existence. When persons traded together, they exchanged the products directly with one another. This exchange of product for product is called "barter," and the inconveniences of this mode of trading are apparent. Imagine what higgling and bargaining there would be to ascertain how much leather there should be given for a barrel of wine; how many cows for a stock of groceries, or how many chickens for a spring bonnet. So long as things exchanged were of equal value, there would be no need for money, for, if it happened that the exchanges of products or services were equal, there would be an end of the matter. But it would often happen that, when one person required some product or service from his neighbor, his neigh-

*Paper read at last meeting of Retail Grocers' Association by C. B. Kelsey, Cashier Peoples' Savings Bank.

bor would want nothing from him in return. If, then, a transaction took place with such an unequal result, there would remain a debt from the one buying to the seller; and, if the sale was a stock of groceries, which would amount to a large sum, and the seller had not a place to stable 200 cows (the price of a stock of groceries in cows), there would be a demand at once for some evidence of debt, or something of value which the seller could put in his pocket and not be compelled to go into the dairy business. Thus you will readily see that money is a necessity, and that money should be good goes without saying, because it is the measure of value and, as such, should not be subject to fluctuations. And let me suggest, if you want money that will not fluctuate, don't get free silver. Show me a country without a currency and I will show you a nation of poor and uncivilized beings.

Money paid by the debtor to the creditor represents a credit. Ninety-five per cent. of the business of this country is conducted on credit and only 5 per cent. with actual cash. This you will hardly believe, but it is true that drafts and checks bear the brunt of the burden of this great work. Drafts, bills of exchange, acceptances, letters of credit, checks and notes represent credits or debts as the case may be, and in each case, when given or received, they answer the same purpose as money. Drafts, or "exchange" as termed by the banks, are of very ancient date. They came into use because of the liability of loss the ancients sustained in sending money about the country. In the commerce that existed between Persia and Syria in the East and between Greece and Rome in the West, early in the Christian era, certain merchants of fabulous wealth dwelling in Athens and Rome, instead of sending gold and silver in payment for merchandise, issued letters of credit or drafts, which were taken by the caravans to the country to be visited and given in exchange for precious stones, Damascus blades, oils, perfumes, etc., and should the caravan chance to fall in with robbers, there would be no loss to be suffered, as the letter of credit or draft could be of no use to the robber. The same thing holds good today, and this is one of the reasons why we use these representatives of money.

Right here I would urge every grocer who has not a bank account to open one at once, and to pay all bills by check and not with money from the till, as not only is that no way to build up your credit with the commercial world, for they look upon you as small potatoes, but neither can you expect to have credit with the banks by doing business that way as they have no means of finding out about you; besides, a check, when properly endorsed, is, in itself, a receipt for the amount paid, which sometimes is very convenient when a bill is presented the second time for payment.

As I stated before, drafts or bills of exchange are for the purpose of transmitting a value from one point to another at a distance. For example, we will suppose that the Peoples' Savings Bank issues to your honorable President, a draft on its correspondent for \$100 in payment of a bill due in San Francisco for canned peaches. ("Correspondent" is the bank we draw on, or keep an account with, in New York or Chicago, as the case may be, and is, in all respects, the same as the accounts you grocers keep with the local banks). This draft which your President has purchased is sent by him to San Francisco to the merchant from whom he has bought the peaches, who deposits the same with the local bank. The bank, in turn, sends it to its correspondent in New York, by which it is presented, through the clearing house, to our correspondent in New York. The draft is examined and, if the endorsements are found to be correct, is charged to the account of the Peoples' Savings Bank, provided it has sufficient balance on hand to pay it. In about one month the draft is returned to us and is checked over with our books to see that it has not been raised or altered in any way. If found correct, it is filed away for future reference in case it should be

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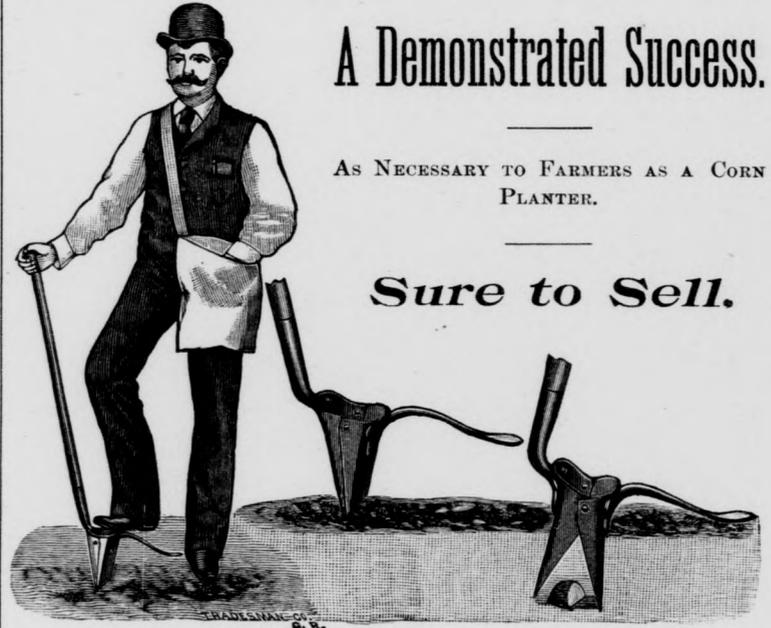
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needed, which sometimes occurs. For instance, it may happen that a clerk of the San Francisco merchant referred to endorses the draft and pockets the money, making no account of the draft to his employer in any way. After a time the merchant notifies your President to remit at once. He replies that he has remitted once, and, as evidence of the fact, goes to the People's Savings Bank, gets the number of the draft, date of issue, date deposited in San Francisco, and sends on to the unsuspecting merchant, who goes to his bank and finds that the debt was paid on the date named and that he has been robbed. But, your President having been able to produce the draft, evidence is thereby given of the money having been paid and he is nothing out. This is another one of the reasons why so much business is done by way of drafts. Another item is the saving of expense. A few weeks ago the Government expressed \$2,000,000 in gold from San Francisco to Washington at a cost of about \$9,000. There were twenty guards, each armed with a Winchester rifle and a revolver to keep away robbers; but all that is required to send that amount in a draft is a 2-cent stamp.

Another important service rendered by banks is the concentrating and dispensing of wealth. The bank is to the commercial world what the reaper is to the harvest—it gathers together the golden treasure, which, garnered in the storehouse, is as seed to be scattered on the fallow ground, with the promise of rich fruitage.

A bank does not depend on its capital chiefly for profits, but on its deposits. It must look for aid to you, Mr. Grocer, to other merchants, and to all who have a dollar to lay aside. As the deposits increase, so do the earnings, and to get these deposits is what taxes the ingenuity of the banker, and it is in order to get them that the banks pay interest, and not in any spirit of philanthropy, as some bankers are apt to think. Indeed, right here is where the bank serves the business interests of the community more than we imagine, for it draws from all classes of people, in sums large and small, money which would otherwise, for the most part, be out of circulation, doing good to no one. Thus the bank, in working for its own interest, adds millions of dollars to the circulation which helps to carry on the great business interests of our land; and thus the money of the laborer helps to turn the wheels of the factory in which he is employed, enriching the banker, the merchant and the laborer himself alike. I trust I have made this plain, for it is one of the most important services the bank renders the community.

People sometimes ask, "What good are banks, anyway? They make nothing either of beauty or utility. They have nothing to show when you go into a bank; in fact, they seem to live on other people's money and misfortunes." What are banks good for? I have shown that they collect money from the deep recesses of the sock and the cellar, as the bee gathers the honey from flower to flower and lays it in store until a time of need. Now I will ask the question, "What would we do without banks?" Well, you grocers would have a pretty hard time I'm sure if it were not for the banks. When you were short of cash, you would have to give sugar or potatoes in payment of your obligations, or perhaps you could find a friend who had a few dollars you could borrow. Next day you would need some more money, you would hustle around and find another friend, and so on until you finally would have borrowed from everyone you know; and, if you didn't pay when due, of course you would have to take to the back streets and alleys most of the time, for your creditors would be numerous and dangerous. Such a condition would take us back to a century when trade was barter; in short, the money, if there was any, would be in the pockets of the people and commerce could not get it, and we would be a poor and shiftless race, for "It takes money to make money" is as true to-day as of old, and "To him that hath shall be given."

Mr. Grocer, let me suggest to you that, in dealing with your banker, it is always

safe to let him know just what you are doing. If you are making money, show him that you are; if you are losing, tell him so and perhaps ask his advice as to how to turn the tide—in other words, make a confidant of him, and you may be sure he will not betray you. The officers of a bank are, as a general thing, good business men, and advice from them should be heeded; and, although the bank may at times seem unnecessarily cautious, it must be borne in mind that they have great responsibility, and that their first principle must be safety. They can take few chances, for the money they control is not their own, and it is due to their patrons that they should be cautious.

In a short paper like this it is hard to treat specifically the relations of the banks to the grocers, because the relations which banks sustain to all classes of trade are about the same, and, therefore, I have covered the ground in only a general way.

I have thought that perhaps a few hints in regard to how to keep in good standing with the banks would not come amiss and might open a new field of thought.

Overdrawn bank accounts are written in red ink on the books of the bank, and are, therefore, very conspicuous to the banker. They indicate carelessness or danger.

Promiscuous endorsing of notes for the accommodation of friends is bad for the credit of the endorser, as well as being exceedingly dangerous.

Past due obligations at the bank jeopardize the credit of those who permit them.

When notes are discounted at the bank, a record of the time when they are due should be kept, and, if they cannot be paid when due, arrangements should be made for the renewal of them before the last day, and a great effort should be made to pay at least a part, for that helps the looks of the case much with the bank.

A great danger to the business man of to-day lies in the fact that he tries to do too much. Some new thing comes along which promises big returns; he invests and thus "spreads out," as we call it, and, ten to one, when a man does this, he goes to pieces. You can look around you and see many wrecks bright men have made from this very cause. Let me urge you, as a friend, if you are doing well enough, don't spread out.

Commerce of the Great Lakes.

From the New York Tribune.

Opponents of American shipping interests, in lamenting the decline of the ocean carrying trade under the flag, always leave out of account the magnificent fleet in the coasting trade and in internal waters. That fleet has a tonnage of 3,761,241, of which nearly one-third, or 1,181,071 tons is in the Great Lakes. There has been no decline of shipping prestige in the waters where American interests have been protected without interruption for a hundred years. Chicago and Buffalo rank next to New York in the handling of water freight, and are surpassed by only three European ports. It is a commerce rapidly expanding in volume and employing the resources of well equipped shipyards. The business of freightage is compressed into a season of eight months, but it is more profitable than ocean traffic even with the four months of enforced idleness. This is because there are cargoes each way, grain, ore and lumber going in one direction, and coal in the other, so that a vessel never returns in ballast, as so frequently happens on the ocean.

One of the most remarkable features of this season's operations will be the establishment of a fast passenger service. During recent years this branch of the business has declined, owing to the improvement of railway travel. Steamers are now building which will accommodate 350 passengers, and make the passage between Buffalo and Duluth in fifty hours. As the distance is 1,000 miles, these steamers will have to equal the speed of the Teutonic and the Paris. If the experiment succeeds there will be a daily line of these lake greyhounds between those ports, and possibly another

between Buffalo and Chicago. Indeed, rivalry with ocean steamships in maximum tonnage is only a question of time. The average lake steamer is already larger than the average ocean steamer; and as soon as the passage ways at the "Soo" and the St. Clair River are deepened so as to admit of vessels of heavier draught, the maximum ocean liner will be reproduced in service between Buffalo and Chicago and between Buffalo and Duluth. Steel steamships have been profitable from the outset in the lakes; and the bigger and the faster they are the better. The short season makes rapid transit a most important element. The oftener a steamer can run between terminal points when freights are abundant each way the heavier will be the earnings for the season.

The probable future of the commerce of the Great Lakes it would be hazardous to forecast. Enthusiasts are confident that it will ultimately force a passage to the sea by a deep-water canal. There are so many marvels in American material progress that it is hardly prudent for any cautious observer to say that some new miracle may not happen. But one thing it is safe to assume, and that is that Canadian shipping never can be able to compete with American commerce on the lakes. So long as Canadian shipping is excluded from the coasting trade on the American side it will languish from lack of business. Its growth is insignificant in comparison with that of the American fleet, and there is hardly business enough to keep it alive. The lack of flexibility in Canadian commerce corresponds with the slow growth and laborious progress of Toronto and other towns on that side of the line. The great Province of Ontario, lying between Michigan and New York, and most favorably situated for the development of industrial interests of the first magnitude, does not and cannot compete with the adjacent American States nor have any appreciable share in their prosperity. The Canadians know why this is so. It is because they are not in the political system where nature designed them to be.

It is worthy of notice that the customer and the merchant who are always grieving over the growing tendency to dishonesty on the part of the people, are so distrustful of each other that they never swap knives "unsight and unseen."

La Grippe

may attack but cannot overcome those protected by frequent use of



CUSHMAN'S MENTHOL INHALER.

It destroys the microbes lodged on the mucous membranes and arrests progress of the disease. Unequaled for COLDS, SORE THROAT, CATARRH, HEADACHE and NEURALGIA. The first inhalations stop sneezing, snuffing, coughing and headache. Continued use completes the cure. Sold by all druggists 50 cents. Registered mail 60 cents from

H. D. CUSHMAN, Patentee and Mfr., Three Rivers, Mich., U. S. A.

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,904, and had \$2,007,075 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescent Avenue, Grand Rapids, Mich.

Established 1868.

H. M. REYNOLDS & SON, WHOLESALE DEALERS IN

Building Papers, Carpet Linings, Asbestos Sheathing, Asphalt Ready Roofing, Asphalt Roof Paints, Resin, Coal Tar, Roofing and Paving Pitch, Tarred Felt, Mineral Wool, Elastic Roofing Cement, Car, Bridge and Roof Paints, and Oils.

Practical Roofers

In Felt, Composition and Gravel, Cor. LOUIS and CAMPAU Sts., Grand Rapids, Mich.

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF S&P PAILS PER 100.

	I C	I X
10 quart.....	\$14	\$17
12 ".....	15	18
15 ".....	19	22 50
1 gal. I C Syrup Cans, per 100.....	10 25	

These goods are full size and are guaranteed not to leak. The pails are made almost straight flaring enough to pack conveniently.

In lots of 500 we will allow 5 per cent. off above prices. Terms, 30 days net.

Send for price list of general line of tinware.

BURNED OUT.

But will be unning again by MAX 1st.

EVERYTHING NEW.

Lasts and Patterns the Latest.

SNEDICOR & HATHAWAY,

DETROIT, MICH.

Dealers wishing to see the line address F. A. Cadwell, 682 Jefferson ave., Grand Rapids, Mich.

Your Bank Account Solicited.

Kent County Savings Bank, GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres. HENRY IDEMA, Vice-Pres. J. A. S. VERDIER, Cashier. K. VAN HOP, Ass't C's'r.

Transacts a General Banking Business. Interest Allowed on Time and Savings Deposits.

DIRECTORS: Jno. A. Covode, D. A. Blodgett, E. Crofton Fox, T. J. O'Brien, A. J. Bowne, Henry Idema, Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

AMONG THE TRADE.

AROUND THE STATE.

Glenn—G. A. Eaton has sold his grocery stock to G. B. Tourtellott.

Saginaw—John Gehrls succeeds C. L. Reinke in the grocery business.

Onsted—E. L. German & Co. succeed Love & German in general trade.

Ishpeming—Mrs. H. M. Wendell will retire from the dry goods business.

Portland—H. B. Safford has purchased the grocery stock of Geo. W. Seymour.

Saginaw—J. M. Croley has purchased the drug stock of Fred E. Langerman.

Sebawaing—Jno. G. Kundinger, dealer in pianos, has sold out to Geo. W. Kemp.

Lake Linden—G. S. Hebert will remove his drug stock to South Lake Linden.

Drenthe—Thomas K. Lanning has purchased the general stock of Henry Lanning.

West Bay City—Ackerman & Koss, tailors, have dissolved, Koss & Mueller succeeding.

Charlevoix—Mason & Berdan are succeeded by Mason & Claydon in the dry goods business.

Monroe—Mrs. (M. L.) A. E. Chapin is succeeded by Rose M. Price in the millinery business.

Iron Mountain—J. A. Sindstrom succeeds James Anderson in the hardware and tinware business.

Bay City—McCauley & Co. are succeeded by McCauley & Larkin in the boot and shoe business.

Detroit—The E. G. Miles Co., dealer in turf goods, has changed its name to the Detroit Horse Goods Co.

Ithaca—A. S. Barber & Co., succeed the Nelson & Barber Co. in general trade and the lime and coal business.

Remus—Hawks & Servis have begun the erection of a new store building for the reception of their drug stock.

Traverse City—E. L. Ransom has purchased the old hame factory, with all the elm logs on the shore near it, for \$3,300.

Port Huron—W. J. Loder has given Chester G. White, of Lapeer, a chattel mortgage on his grocery stock for \$10,000.

Charlevoix—Dr. G. W. Crouter has leased his store building to F. N. Chapel, of Petoskey, who will put in a complete drug stock.

Bay City—W. E. See & Co., crockery and wall paper dealers, have dissolved, W. E. See and J. M. Widman continuing the business under the same style.

Wayland—Dr. A. Hanlon has sold the Morse drug stock to W. J. Hayward, of Middleville, who will continue the business under the personal management of Dr. E. O. Hanlon.

Traverse City—J. A. Morrell has sold a half interest in his grocery stock to Walter Thurtle, formerly engaged in trade at Maple City. The new firm will be known as Morrell & Thurtle.

Moline—Bates & Troutman have purchased the creamery at Caledonia and will eventually convert it into a cheese factory. This makes three cheese factories owned and operated by this firm.

Thompsonville—The Thompson Lumber Co. has sold its general stock to W. A. Anderson and W. W. Pearson—both of whom hail from Fremont—who will continue the business under the style of Anderson & Pearson.

Lansing—Curtis E. Haughwont, who has for a number of years conducted one of the most extensive retail groceries in

the city, has, because of ill-health, disposed of his business to R. B. Shank & Co., who will conduct it in connection with the two similar houses, which they have already established.

Lake Ann—L. F. Lane, general dealer here, who appropriated about \$1,800 of the township funds to his own use, has made a settlement with the township officials. He is to pay the township \$200 per month until all claims against him are settled. The criminal proceedings commenced against him will be dropped.

Amble—E. E. Day has completed the erection of a three-story and basement store building, 20x33 feet in dimensions, into which he has removed his grocery stock, and to which he will add a dry goods stock about May 1. In the meantime he is spending a couple of weeks visiting friends in Augusta and Battle Creek.

MANUFACTURING MATTERS.

Adrian—The Adrian Packing Co. succeeds Lambie & Humphrey.

Naubinway—Nelson Holland has finished cutting all the timber he owns tributary to this point.

Alden—C. Young has purchased the Coy sawmill and will add shingle and planing mill machinery.

Harrison—Cory Bros. have sold the machinery of their sawmill to Wilber Merchant, who will utilize it in the construction of a small sawmill to be operated in connection with his shingle mill here.

Manistee—Salt packing, which has been at a standstill all winter because all the sheds were full, is again in full blast at most of the mills, and by the 1st of next month we will be shipping out our full quota weekly.

Hesperia—O. A. Rowland has purchased John Lafayette's handle factory at Muskegon, and has removed it to this place, where he will run it in connection with his sawmill. He will manufacture mop handles and curtain poles.

Manistique—The interests held jointly between Abijah Weston, of Manistique, and General Alger, have been purchased by Alger, Smith & Co., who will continue to lumber on the Manistique under the name of Manistique Lumber Co., in which company Abijah Weston held a large interest.

Bay City—C. C. Barker, who operates a sawmill here and one at Garth, Wis., is building a large sawmill at Rapid River, nearly a duplicate of the mill here. It will be ready to begin sawing July 1. Mr. Barker will dismantle his mill at Garth early in June.

Saginaw—Col. A. T. Bliss is operating the planing mill built by him a year ago near his Carrollton mill. It was operated last season by Robinson & Jackson. They have gone out of the yard trade, and Col. Bliss has taken the mill in his own hands and will handle a good portion of the product of his mill in the yard trade.

Saginaw—One Saginaw lumberman is not so well healed by \$20,000 as he would have been had his foresight been more acute. Last fall he sold about 10,000,000 feet in the Upper Peninsula for spring delivery at a good round price, being of the opinion that it was all the market would stand, and that there would be no advance. If he had held the stock he could have obtained \$2 a thousand more for it at the present time.

Detroit—Articles of association of the

Detroit Chemical Works have been filed with the county clerk. The principal purpose of the company is to manufacture acid phosphate of lime and other chemicals. The capital stock is \$25,000, divided into 2,500 shares of \$10 each, of which 1,200 are paid in. They are held as follows: Robert B. Davis, New York City, 600; John Davis, Detroit, 599; Joseph M. Vinter, Detroit, one share.

Clare—Whitney & Remick have finished cutting their pine in Clare county. Only a few million feet were put in last winter. They have operated on Pine River and in Clare county a good many years, and have handled a number of hundred million feet of good pine. Mr. Whitney has made extensive purchases in the Northwest, in the Menominee district and in the South, and has invested in a number of hundred million feet in Canada.

Manistee—There have cleared from this port so far forty-seven barges and schooners loaded with lumber, the aggregate of their loads being about 15,000,000 feet, which makes quite a hole in the stock on docks. Wild schooners coming in here for loads, find it rather difficult to get anything to carry, as the mill men do not, for the most part, control the shipments this season, the greater part of it having been sold on the dock here.

Manistee—Pine is an extra scarce article in Muskegon at present, nearly all the logs going under the saw being hemlock. The booming company has hardly started its work, though the rafting grounds and sorting pens present a busy appearance. The mills of the Thayer Lumber Co. are both running hemlock, the little mill deadpiling for the Chicago market by the water route, and the big mill sending its cut into the yard. The Thayer yard is sold very close this spring, and this is true of all the other yards in the city.

Manistee—There is a considerable movement in pine lands on this river, and everyone who has any to sell is getting good prices. One man bought all the cut lands that one company had, and already has made a very good thing out of selling them. As an instance of the way they appreciate in value, he offered one small lot last fall at \$600, but the man to whom it was offered thought the price too high. This spring when he went to get a price on the same piece of land it had doubled, and he was glad enough to get it at that figure.

Saginaw—All of the lumbermen here so far as known have disposed of all their last season's stock, and the only lumber for sale outside of the yard stocks is green that the few mills in operation are cutting, and a considerable portion of this is sold. Local buyers are hunting for lumber on the Huron shore and at all interior points. During the winter and early spring a number of million feet has been brought here by rail from interior points, and 25,000,000 feet or more bought at Duluth and other Lake Superior points is to be brought to this river for local yards as soon as navigation opens.

South Manistique—Hall & Buell have put in a stock for their mill of 50,000,000 feet, 30,000,000 of which has already been sold to cut; also the entire output of mill culls. Hall & Munson, who operate sawmills at Bay Mills, and also have a large sash, door and blind factory and box factory, have 30,000,000 feet of logs to cut. The Perry Lumber Co., of which

Lewis A. Hall is President, has banked about 10,000,000 feet in Canada, all of which will be towed to Cheboygan to be manufactured. About one-half of this cut has been sold. Hall & Buell, unless they purchase more pine, will finish operations at South Manistique within the next two years.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

DRUG STOCK FOR SALE—LOCATED IN small town on railroad in one of the best farming districts in Michigan. Fine location for doctor. For full particulars address No. 713 care Michigan Tradesman. 713

FOR SALE—TWO-STORY FRAME STORE building and dwelling at Levering, a thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St., Grand Rapids. 702

FOR SALE—CLEAN GROCERY STOCK ON one of the best business streets of the city. Stock and fixtures will be sold at inventory value, with profitable cash trade and good will thrown in. For full information apply to E. A. Stowe, 100 Louis St., Grand Rapids. 700

FOR SALE—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 691, care Michigan Tradesman. 691

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately, as desired. Cheap for cash. Chas. E. Williams, 69 Carrier street, Grand Rapids. 693

FOR SALE OR TRADE FOR CLEAN STOCK groceries—Handle factory. Plenty of cheap timber. Good shipping facilities. Good chance right parties. Address No. 683, care Michigan Tradesman. 683

TO EXCHANGE—FOR STOCK OF CLOTHING or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 680

ELEGANT OFFER—IT'S NO TROUBLE TO find drug stocks for sale, but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

SITUATIONS WANTED.

WANTED—SITUATION AS CLERK IN boot and shoe, hardware, dry goods or general store by young man who has had three years' experience in general store. Best of references. Address Sherman Wightman, Monroe Centre, Mich. 711

WANTED—CLERKSHIP OR MANAGER by registered pharmacist with ten years' experience, and A1 references. Address No. 710, Tradesman. 710

WANTED—POSITION IN HARDWARE store by young man of nineteen who has had one year's experience. Wages reasonable. Bertrand Collins, care Wm. Morrison, Grand Rapids, Mich. 705

WANTED—POSITION AS BOOK-KEEPER by steady young man, with family. Unexceptional references furnished and satisfaction guaranteed. Address C. E. Weaver, Adrian, Mich. 690

MISCELLANEOUS.

PHYSICIAN WANTED—TO LOCATE IN growing town. No opposition nearer than ten miles. Address R, postoffice box 74, Alanson Mich. 715

CREAMERY EQUIPMENT COMPLETE—Including 10 h. p. boiler (new) and engine, \$300. Box 6, Milford, Mich. 714

FOR SALE—A MEAT MARKET AND BUILDING, ice and slaughter house in the village of South Boardman, Michigan. A good chance for a good butcher to make some money. Address G. B. Stanley, South Boardman, Mich. 716

FOR SALE—WISHING TO DEVOTE ALL MY time to the manufacture of medicines, extracts, etc., will sell my retail drug stock at a bargain. Stock worth between \$1,000 and \$3,000. Address Theo. Kemink, 83 West Leonard St. 717

FOR SALE—CLEAN GROCERY STOCK, located in good residence locality. Will invoice about \$500. Will rent or sell building with stock, as desired. Reason for selling, owner has other business. Address No. 718, care Michigan Tradesman. 718

FOR SALE—\$5,000 STOCK OF BOOTS AND shoes in good town of 1,500. Only stock in town. All new goods. I wish to sell, not trade. Object, ill health. Don't answer unless you mean business. Address No. 712 care Michigan Tradesman. 712

FOR RENT—STORE WHERE THERE IS A good opening for a druggist. Rent low. Enquire at Michigan Tradesman office. 686

SPOT CASH FOR WOOD—SEND FULL PARTICULARS as to price and kind of wood. Address M. E. Lapham, 481 East Bridge St., Grand Rapids, Mich. 704

FOR SALE—FIRST-CLASS SODAWATER fountain and complete charging apparatus, of Tuff's make. For particulars address F. D. Hopkins, Alba, Mich. 703

FOR SALE—CLEAN STOCK OF DRY GOODS, boots and shoes and groceries, located in best town in Michigan. Rent low. Stock will invoice about \$2,500; will take part cash, balance well secured. W. E. Thorp, Hart, Mich. 706

GRAND RAPIDS GOSSIP.

E. E. Day, grocer at Amble, has added a line of dry goods. Voigt, Herpolsheimer & Co. furnished the stock.

The retail price of granulated sugar has been advanced from 18 to 17 pounds for \$1. The pound price remains the same as before—6 cents.

F. E. Jebb, formerly engaged in the drug and grocery business at Climax, has arranged to open a similar store on East avenue, Kalamazoo. The Hazeltine & Perkins Drug Co. has the order for the drug stock.

Adelbert L. Parks has retired from the firm of Parks & Pettit Bros., grocers, at the corner of Kent and Hastings streets. The business will be continued at the same location by the remaining partners under the style of Pettit Bros.

C. W. Payne, house salesman for the Musselman Grocer Co., has sold his grocery stock at 237 Pine street, Muskegon, to his father and brother, who will continue the business at the same location under the style of A. B. Payne & Son.

Gripsack Brigade.

C. W. Hurd, late in the employ of Lambert & Lowman, of Detroit, will go on the road for the Hazeltine & Perkins Drug Co. May 1.

A. B. Hirth was married April 18 to Miss Florence E. Mehl, of Detroit, the ceremony taking place in Grace Church. The happy couple came directly to this city and began housekeeping in their own home at 332 South Union street.

A. Cornelius Vonk, of the Reeder Bros. Shoe Co., was compelled to lay off last week by reason of a too close acquaintance with a mustang pony. No bones were broken, but one hand and one arm were temporarily laid up for repairs.

W. F. Blake and family will remove from the Warwick to their own home on South College avenue next week. In the meantime, any of Fred's customers who can send him a desirable servant, will get two rebates with their package coffee for the next six months.

In removing his overcoat from a hook in a barber shop in Caledonia, a few days ago, L. M. Mills unintentionally and unknowingly lugged the hook off with him, it having caught in the loop in his collar. His friends enjoyed the joke immensely and permitted him to perambulate around town in that condition for some time before informing him of the cause of their merriment.

Warren Y. Barclay, of the firm of Studley & Barclay, was married at Detroit April 25 to Mrs. Maud J. Fleming. The happy couple are spending a few days in Buffalo, when they will return to this city and take up their residence at the home of the groom, 193 Jefferson avenue. Mr. Barclay is a gentleman of excellent character, possessing a fine social standing and superior business qualifications, and the bride is to be congratulated upon securing such a prize.

Purely Personal.

Geo. E. Matthews has bought a half interest in the new patent pencil pocket manufactured in this city.

W. Ralph Wagers, of the firm of Skinner & Wagers, produce dealers at Fremont, was in town a couple of days last week.

E. D. Hawley, of the firm of Hawley & Owen, general dealers at Stanton, recently suffered a stroke of paralysis affecting his tongue and right side.

C. B. Atwood has retired from the management of the shoe department of the Hannah & Lay Mercantile Co., at Traverse City, and will embark in fruit growing. His successor is A. L. Bachant, who has been clerk in that department for several years.

The Hardware Market.

Trade continues good in all lines, although the recent severe weather has had a tendency to check it a little. No special changes of note have occurred.

Wire Nails—In good demand and prices firmly held. Old stocks bought at low prices are getting reduced and, as a result, very little cutting is done. We still quote \$1.80 base.

Cut Nails—The adoption of the new card of advances seems to give general satisfaction, as the advance above base are both the same on wire and steel nails, thus making only one set of figures to remember.

Barbed and Plain Wire—The demand still keeps up and it is with difficulty that stocks are kept full, but manufacturers are doing their utmost to keep up with orders. The prices of \$2.40 for painted and \$2.80 for galvanized are still being quoted.

Gas Pipe—A change in the list of small sizes has recently been made. The present price is 14 1/2¢ for 1 1/4 black, and 19¢ for 1 1/4 galvanized, subject to a discount of 50 and 10 in black, and 40 and 10 in galvanized.

Doors and Sash—The demand is very large and prices are much firmer. Manufacturers report great difficulty in getting material. Forty-five per cent. on doors and 60 per cent. on sash are the present discounts.

Shot—Owing to the high price of pig lead, there is no indication of any decline in shot, present prices being \$1.50 for drop and \$1.75 for B and larger, including buck. The market is firm.

Window Glass—The recent advance has come to stay, and all manufacturers and jobbers report a good volume of business.

Rope—No change to note. The market is a little weak.

Post Hole Diggers—In this line of goods the demand has just commenced. We quote as follows on the following:

Little Giant.....	\$ 5.50
Hercules.....	13.00
Schieder.....	16.50
Vaughan.....	7.50

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

- Frank Hamilton, Traverse City.
- C. Billman, Solon.
- I. Gibson, Petoskey.
- G. O. Adams, Dushville.
- Nelson F. Miller, Lisbon.
- E. T. Lockerby, Keno.
- E. E. Day, Amble.
- Gustavus Stern, Amble.
- Wm. Hazen, Clarksville.
- O. A. Rowland, Hesperia.
- W. H. Hawkins, Reed City.
- Eli Rannels, Corning.
- C. F. Walker, Glen Arbor.
- Skinner & Wagers, Fremont.
- Jno. Galster, Boyne Falls.
- Bates & Troutman, Moline.
- J. W. Milliken, Traverse City.

Houghton—C. F. Hall has retired from the lumber and commission firm of Pryor, Hall & Co. The business will be continued under the style of Pryor & Co.

MICHIGAN BARK AND LUMBER CO.,



18 and 19
Widdicomb Building.

We are now ready to make contracts for the season of 1893.

Correspondence
Solicited.

BANANAS!

Large Bunches.
Clean, Plump Fruit.

THE PUTNAM CANDY CO.

CATCH ON.

Special Direct
Import orders for you.



Fall in line and engage some of our new first pickings May, 1893, Japan Tea, the only perfect tea of the season.

Bargain now for the first that will be in and obtain values among our well-known reliable proprietary brands, which cannot be matched, under our special inducement from first boat load that we will unload and distribute from dock, thus avoiding the expense of storage, cartage, etc.

EDWIN J. GILLIES & CO.,
New York.

J. P. VISNER, Agt.,
129 Canal St., Grand Rapids.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.

MANUFACTURERS,
DETROIT.

**MICHIGAN
Fire & Marine Insurance Co.**

Organized 1881.
DETROIT, MICHIGAN.

Wayne County Savings Bank, Detroit, Mich.
\$500,000 TO INVEST IN BONDS

Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

DANGER OF TOO HIGH WAGES.

The recent decisions of Judges Billings and Ricks, defining the rights of striking workmen in the law, are likely to be leading subjects of discussion for some time to come. It is more than probable that out of these appeals to the courts by employers against striking employes will come legislation designed to protect on the one hand strikers in their efforts to enforce their demands, and on the other the public in general from the inconvenience and loss to which labor quarrels expose it. Already Senator Voorhees has offered a resolution in the United States Senate looking to a modification of the Inter-State Commerce act in favor of strikers, and the dispute in New York between the clothing cutters and their employers has brought to notice some hitherto unsuspected provisions in New York statutes which allow men receiving wages to combine against the payers of wages, but make it a crime for these latter to combine in turn against the wages receivers. Evidently there will have to be an amendment of the statutes in order to secure justice, but precisely what it should be it is hard to say.

Thus far the tendency of legislation has been clearly in favor of those who receive wages and against those who pay them. The preponderance of public opinion is that the only limit to the compensation of the employed is the ability of employers to resist demands for an increase. Hence, lawmakers are willing to cripple this power of resistance as far as possible, and to encourage efforts to overcome it on the part of the wages receivers. Theorists like Karl Marx, who has many followers in fact, though not in name, in this country, openly proceed upon the assumption that neither the owners of the capital invested in a business nor those who manage it are entitled to any greater share of its profits than their workmen are, and that, if justice were done, the whole mass of profits would be divided into equal shares, and one share allotted to each individual in the establishment. Consequently, it is asserted that every one who gets more than one of these equal shares defrauds in some way his fellow workers, and should be prevented from doing it.

One of the fundamental fallacies underlying this doctrine is that wages are paid out of the profits of a business and should be regulated according to those profits, whereas they are simply a part of the cost of the articles for the producing of which they are paid, and must be paid, whether the articles produced can or cannot be sold for more than cost. Another is, that no matter how high the cost of a product may be forced up by forcing up wages, it can always be sold at an advance upon this cost. Another fallacy, and the most mischievous of all is, that the capitalist who supplies capital for a business and the manager who directs it, contribute no more to its success than the men who merely obey orders.

A great deal is said by otherwise intelligent people about the atrocity of beating down wages, the injustice of permitting an employer to grow rich while those whom he employes remain poor all their lives, and especially about the terrible danger to which society is exposed from the great accumulations of wealth in the hands of individuals of which this country furnishes so many examples. Frequent suggestions have

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CANTON FLANNEL, CARPET WARE, DRESS GOODS, COBSETS, COBERT JEANS, PRINTS, and various fabric types with their respective prices.

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E. A. STOWE, Editor.

WEDNESDAY, APRIL 26, 1893.

A nice legal question is likely to be started in the State of Washington, where agents of tobacco companies are urging the retail dealers to continue buying and selling cigarettes in defiance of the State law to the contrary. They say that the law cannot be enforced; that each package of cigarettes is an "original package," and that its sale cannot be interfered with under any State law. About 10,000,000 packs of cigarettes a month are said to be sold in that State.

The Increase in the Cost of Living.
Written for THE TRADESMAN.

That the cost of living has enormously increased during the past quarter of a century is so palpable a fact that it hardly needs to be said. Of course, this cannot be said of those peoples who regard even the fig leaf as a superfluous covering, and whose sole diet is herbs and roots. Indeed, it is true of no other people but our own, except to a very limited extent. Now, why this increase? It is not because the necessities of life cost more, for in no civilized country in the world are they as cheap as in the United States, while in other countries wages are at a minimum, and here they have almost reached the maximum rate. There are several reasons why the cost of living has increased. One is found in the greater variety of food articles which enter into the daily consumption of the people. What a few years since were luxuries indulged in only by the rich, are now, to a large extent, common necessities. Then, we are a pleasure-seeking people today. "All work and no play" is not, as it was a few years ago, the rule. Shorter hours for work and numerous holidays give all classes more time for pleasure, and pleasure, as everybody knows, costs money. There are others, but these are the principal reasons for the increase in the cost of living.

* * *

The question naturally presents itself: "As the cost of living has increased, and the people are consequently spending more money, who has reaped the benefit?" The people have received more money, but they have expended more, and while some few may have saved something, the great majority are no bet-

ter off, financially, because of their increased earnings. It is not the retail dealer; for, as has been said, the cost to the consumer of the individual articles of consumption is less to-day than for years past, and the profit of the retailer is, on an average, less. It cannot, therefore, be said that the retailer has profited by the increase in the purchasing power of the people, for, though the volume of business has been constantly increasing, with lower prices, and the greater expense incurred in handling the business, retailers have made less money than when prices were higher and the amount of business smaller.

* * *

Who, then, has received the benefit of the increase in wages? I believe that the theatres, and pleasure resorts, and saloons have received the lion's share. There can be no fault found with the spending of money for legitimate pleasure and recreation, but that portion of the people's money which goes into the coffers of the saloons—and it is no small portion, either—is worse than wasted, for no return is given for the money, which goes to enrich a class whose business is utterly at variance with the best interests of the community.

* * *

One more question: "Why have not retail dealers profited by the increased purchasing power of their customers?" Without doubt because of the ruinous competition to which business has been subjected. It seems such a simple thing to the uninitiated, this buying and selling goods, and such an easy way to make money, that hundreds have rushed into the grocery business, especially, only to find in a few months, at the farthest, that they have egregiously blundered. But, notwithstanding the numerous failures—and by failures is not meant those only who have gone into bankruptcy, but those also who, fearing bankruptcy, have either sold out or gone out of business—young men continue to rush into "business" as if it were the only road to wealth or the only way to make a living. Competition has been so keen and competitors so numerous, that prices have been cut almost to the starvation point in order to secure a portion of the trade. Business cannot be done as cheaply as it could a few years ago. Rents are higher; so are taxes; light and fuel cost more; wages are higher; almost all the necessary accessories to business are much more costly. In addition to the enormously increased expense of doing business, is the "drop" in retail prices, which is out of all proportion to the decrease in wholesale prices. Only five men in a hundred are successful in business. Why? Because the other ninety-five have "set up shop" for themselves without any previous experience in or knowledge of the business, and the successful ones have spent a lifetime learning it. The successful dealer pays no more attention to his neighbor's prices than is absolutely necessary, while the other fellow is always ready to cut prices in order to win a portion of his neighbor's trade. The remedy for the present deplorable condition of things will be found in organization. Retail dealers must "get together" if business is to be pulled out of the hole into which the destructive "business tactics" of the past have plunged it. DANIEL ABBOTT.

You will find upon investigation that many of those who gain credit for

being so jealous of their good name are careful of it only because they know no one would take it from them if its real value should have to be proved.

The heart is the largest thing in the world, because it takes more than the world to fill it.

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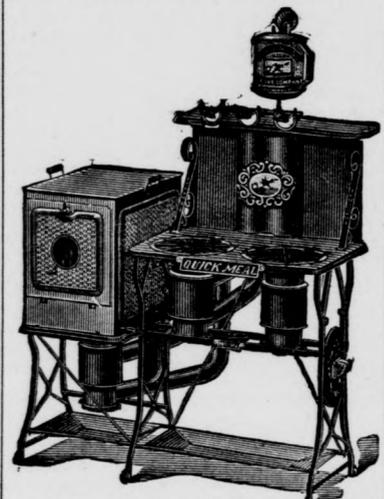


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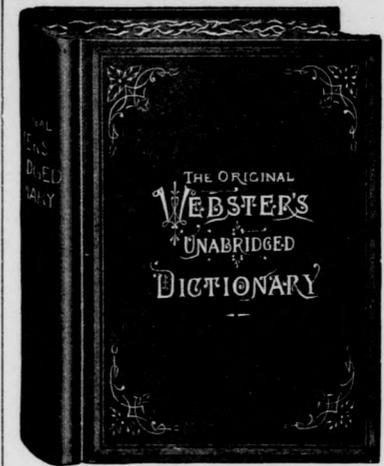
Said the Owl

to himself, "If the moon I could get, whenever I'm dry my throat I could wet; The moon is a quarter—with a quarter I hear; you can purchase five gallons of

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The Inspection of Weights and Measures.

I am greatly interested in the subject of the paper read at the last meeting of the Grand Rapids Retail Grocers' Association by Edwin White, the Sixth street grocer. The subject is one of great importance to dealers and the public generally, for, without doubt, there are occasional dealers who are dishonest enough to give their customers short weight, thereby robbing the people who trade with them, and damaging the reputation of every honest dealer. It is certainly to the interest of the trade that it should be made as difficult as possible for crooked dealers to rob their customers, but there are some glaring defects in the methods proposed by Mr. White, which would nullify the provisions of such a law, however desirable and right. That gentleman suggests the appointment of an officer from the police force as inspector, which, of course, would place him under the control of the police department. In my opinion it would be unwise to place the inspector under the control of the police department. He should have no connection with any department of the city government, but should be a State officer deriving his authority from the State executive, and having his functions clearly defined by statutory enactment. He should be appointed only after an examination that will sufficiently attest his fitness for the position. Once appointed, he should not be removed except for cause. Mr. White further suggests that the dealer notify the inspector when he is ready to have his weights and measures inspected. In that case the inspection would amount to nothing; for the dishonest dealer would be sure to have his weights and measures in condition to bear inspection. It should never be known when the inspector would call. Neither should he have any stated time for making his rounds, but should make them at irregular intervals. He should be clothed with police powers, and should have little discretionary authority. Then there should be no fees in connection with the office, but a stated salary should be paid. Mr. White's suggestion that a law should be passed compelling all manufacturers of weights and measures to have them properly tested and stamped before being offered for sale, is a good one, and is an indispensable part of any efficient system of inspection. Why the brass nails, used on counters for measuring dry goods, should be stamped, it is hard to see. The use of brass nails in counters should be prohibited by law, and only a properly tested yardstick allowed.

FRANK STOWELL.

The Grocery Market.

Sugar—The market has sustained two advances of a sixpence each on all grades above Columbia A. The market is strong and further advances are looked for.

Coffee—There was a smash in coffee at New York last Tuesday, the price breaking over 1½¢ per pound, making a decline for two days of almost 3¢ per pound. The failure at New York of Thomas G. Barr & Co. made it look to everybody in the trade as if the clique which has been running the coffee all over the world had burst. This New York concern has been regarded as the representative in this country of Kalfenbach, the Parisian operator, who has been at the head of the coffee manipulation in Brazil, Havre and New York.

Kalfenbach began his deal a year ago, when coffee was selling for about 12c a pound. He was favored by small stocks and poor crops and got the price up to 18c in March, since which time it has gradually declined, selling back to 13c. Conservative dealers predict a rally in the price, but the market as yet is dull and sluggish, with no immediate prospect of an advance, either in this country or in Europe. Manufacturers of package brands have reduced their quotations 1c.

Fish—Cod and halibut are both higher.

Cheese—New goods are beginning to come in freely. The quality is, necessarily, poor, but the cheese meets with ready sale and is grabbed up as soon as it arrives.

Bank Notes.

Church, Bills & Co., bankers at Ithaca, who were obliged to close their doors in December last on account of the Bills & Koch and O. P. Bills & Co.'s failures, have already paid 75 cents on the dollar, and will soon pay every depositor in full.

C. W. French, Cashier of the Oakland County Savings Bank; J. H. Ruel, of Pawamo, and Frank Hale and S. W. Webber, of Lyons, have formed a copartnership under the style of French, Hale & Co., and opened a bank at Rochester. This is the twenty-third bank Mr. Webber has been instrumental in founding. Frank Hale, who was Cashier of the Carson City Savings Bank when it went into liquidation, will be Cashier of the Rochester concern.

An Amiable Employer.

From the Grand Traverse (Traverse City) Herald.

The other evening after closing hours, J. W. Milliken called all his employes, eight in number, into his private office. They went wonderingly, and a little anxiously, and after a little preamble delivered in a sober way which might mean that almost anything was coming, Mr. Milliken announced to them that they were each and all to have the privilege of going to the Columbian Exposition this summer, at his expense, so far as transportation was concerned, rooms furnished them free while there, and their pay to go on during their absence, which would be for ten days or two weeks. One can fancy how this royal offer was received. It is no wonder Mr. Milliken's establishment is noted for the faithful service rendered the public and him by all in his employ.

PRODUCE MARKET.

Apples—Lower and weak. Russets have dropped to \$2 50 per bbl. and Spies and Baldwins to \$2.75.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.

Butter—The scarcity continues. Jobbers find no difficulty in getting 28c for choice dairy and 30c for factory creamery.

Cabbage—Old stock is practically out of the market. New Mobile stock commands \$1.25 per doz.

Cider—13@15c per gallon.

Eggs—Still scarce and high, owing to the great amount absorbed by the picklers and cold storage operators, dealers pay 14c and hold at 15c.

Honey—White clover commands 16c per lb. dark buckwheat brings 13c.

Lettuce—Lower, either hot bed or hot house being held at 1½¢ per lb.

Maple Sugar—Very little is coming into market and stocks in jobbers' hands are about exhausted.

Onions—Old are in small demand at \$1 per bu. Cuba stock is in ample supply at \$2 50 per bu. crate and Bermuda stock is in fair demand at \$3 per bu. crate.

Parsnips—40c per bu.

Pieplant—4c per lb.

Potatoes—The market is about the same as a week ago, buyers paying 50 @ 55c per bu.

Radishes—35c per doz. bunches.

Spinach—75c per bu.

Strawberries—Lower in price and better in quality. Texas stock commands 16 @ 18c per qt.



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If so, you want this Harvard Leather Bag. Leather lined, frame leather bound, latest improved patent fastening.

We will make you a present of one.

Write for particulars.

**I. M. Clark
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UNITED STATES BAKING Co.,
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Originators of the Celebrated Cake, "MUSKEGON BRANCH."

Write for samples of New and Original Crackers and Cakes, before purchasing for your Spring trade.

Mail orders a specialty.

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FREE CRAYON PORTRAITS.

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Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

HOW TO PROMOTE GENERAL PROSPERITY.

Written for THE TRADESMAN.

A certain writer has given the highest measure of praise to him who causes "two blades of grass to grow where only one grew before." At first sight this achievement would seem neither wonderful nor deserving of special commendation, since it is each year involuntarily performed by tens of thousands with little thought of attaching any merit to the deed, and by many who would not deem it deserving of fame. The beneficence of duplicating a tiny blade of grass that is scarcely noticed in the great infinity of vegetable profusion does not lie so much in the purpose of the agent as in the results, multiplied as they are a millionfold by the simple action of putting together proper chemical elements that, unseen, effect the ultimate good. Nature, in her processes of multiplication, needs but little help from man; but that help, coming timely or otherwise, makes all the difference between success and failure.

As a corollary to the statement above quoted one may truly remark that he by whose hands one dollar is made to do the average work of two or more, as a factor in the dispatch of the world's exchanges, is also worthy of commendation. Whoever thus duplicates the power of money, either by promptness in its use in an emergency or by making it serve relatively greater interests, increases the sum of human happiness equally with the one who doubles the products of the soil by adding the necessary constituents to Nature's laboratory. There are men who keep money moving and who often get undue credit for it from thoughtless persons; but they are not, on the whole, business benefactors in any true sense. Gamblers, boomers and other speculators often succeed in producing lively and large exchanges of money, while no one is permanently profited by their peculiar methods. In fact, there is always a serious loss of time for which no individual winnings can compensate; besides, the temporary gain loads the lucky one with an accursed craving to repeat an experience that is almost sure to end in poverty.

It has been claimed by men of large mercantile experience that a saloon adds to the prosperity of a town, because it brings an inflow of money that would otherwise be spent elsewhere, with a proportionate loss of trade to every dealer. There are instances that seem, in some slight degree, to sustain the truth of that assertion. In every community a certain amount of money comes into the hands of men who, on one pretense or another, are in the habit of throwing it away whenever the mood

seizes them. If the saloon did no more than receive their surplus funds spent in moderation, the evil and the good might be pretty evenly balanced; but human nature ever tends downward when cut loose from the strict rule of sobriety, and society suffers both morally and pecuniarily, in the long run, by loosening the bonds which experience has proved most effective. Money that is spent where no equivalent is received can never tend to the permanent prosperity of any community.

There are even business men who, with the best intentions, set in motion enterprises requiring the expenditure of large sums of money, expecting the result will be an increment of wealth to all in any manner concerned, as well as to the general public; but, for lack of careful foresight or of executive ability in subsequent management, the plans projected fail to reach the point of profitable investment, and not only the capital used in the enterprise, but also other capital and labor depending on it become involved in a common loss.

As a rule, the man who has or can control the most money is able to exert the greatest influence on the general prosperity; but also, as a rule, the man who makes his money go the farthest in that direction is not the one who controls the largest amount of capital. The man whose possessions can be reckoned in eight figures and upwards is so busy trying to reach the ninth figure that he has no time to consider plans of expenditure, except as they tend to immediately increase the aggregate. Those who have earned thousands by personal exertion are the ones who keep their money moving so as to benefit the largest number. Of such the manufacturers comprise a large part, without whose help the vast army of the unemployed would be increased tenfold.

Those who exchange and distribute products are equally useful, and they both, directly and indirectly, affect the comfort and happiness of millions of employers and their natural dependents. The wheels within wheels that control some of the largest transportation companies employing labor represent a selfish element, it is true, though no more than can be found in the same number of men picked at random from the most intelligent class of society. A spirit of discontent, born of motives no less selfish than those charged to the managers, is growing against such corporations. In the meantime, the improvements which capital has made in speed and cheapness of travel better the condition of the people in general, since they are shared by even the poorest citizen, and no one is deprived of his proportionate benefit unless he voluntarily relinquishes it by turning hermit.

In noting the causes that go toward producing prosperous business conditions one is compelled to give the most credit to those who keep their capital so employed as to benefit the largest number. This credit is justly due them, even if, while thus doing the public valuable service, their own fortunes increase rapidly. But money flowing out in large channels is soon divided into innumerable smaller streams as it reaches second hands. If, in these smaller channels, it is checked by the selfishness and parsimony or wasted by the prodigality of the recipients, the results react on the general prosperity.

The exchange of both money and products, if not interfered with, always becomes a source of benefit to society. If they would only see things in their true light, the men who have only dollars to spend can as well keep the beneficent machinery of mutual exchanges in motion as those who invest thousands at their command. Every sum sent out by capitalists into the channels of business enterprise must ultimately return to its source, if the investment is to be profitable in the highest degree. This will enable capital to be continually duplicating, with advantage to the public, the process of distribution; just as the clouds distribute rain on the earth, to be again gathered by solar influence from lake, river and ocean, ever repeating the processes of nature so necessary to vegetable growth.

In a time of general prosperity it will be noticed that the little financial rills are freely flowing. The oftener money changes from hand to hand for equal values, the surer indication it is that business prospects are good. At the first cry of panic, however, the natural feeling of everyone is to retrench, and, whether this be done on a large scale by the manufacturers, or by the employes, the result is felt far and wide in a ratio corresponding to their respective outlays.

To two classes of people may usually be attributed the blame for habits that affect general prosperity. The first buy extravagantly and thoughtlessly far beyond their means, compelling creditors to wait indefinitely and perhaps lose a large per cent. of their accounts. The other class do not buy profusely, but they use their credit to supply ordinary needs when perfectly able to pay cash for every purchase, thus making creditors carry burdens that ought never to be imposed; and this is done as deliberately and selfishly as any scheme of trust backed by millions that checks the volume of exchange. The tightness of the money market is often due to such people in a greater degree than is generally supposed. On the other hand, the prompt payment of debts by the majority who have little to spend, eases wonderfully the painful effects of a stringency in the money market. A dollar used in payment of one small obligation may have, according as it is kept in constant motion, the power of a hundred in adjusting accounts. Most of the dullness in trade comes from ignoring this important fact. The stagnation of business is the result, quite as often, of waiting for the reluctant dollar that sticks in the hands of thoughtless or dishonest debtors as of the lack of a demand for goods. Every prompt debt payer, therefore, becomes an active factor in promoting good times, whether he disburses dimes, dollars or thousands of dollars. To the old saying, "A penny saved is a penny earned," may well be added the later truism, "A dollar paid when due is worth ten that are only promised."

There are some men in business who have a faculty of making one dollar pay three or four indebtednesses; but they do not deserve the commendation referred to at the beginning of this article. Somehow they never succeed in making a creditable record for themselves, nor is their sagacity of the kind required in honest business transactions, since it consists, principally, in deceiving creditors who use only ordinary business pre-

cautions in dealing with customers. These brokers in bankruptcy are exceeded in skill by pickpockets and burglars. Their methods resemble those of defaulting bank officers and mark a peculiar financial disease of which no expert commercial physician has made intelligent diagnosis, and for which no one, unfortunately, has been able to propose a practical remedy. Luckily, these raids on legitimate dealers are circumscribed by mercantile agencies and eternal vigilance. They are mentioned in my theme only to show that there is a wrong as well as a right way to double the efficiency of money as a medium of paying debts.

S. P. WHITMARSH.

The Drug Market.

The opium market is unsettled but strong. The largest holders will not sell large lots at our quotations. Another advance is possible in the near future.

Morphia is unchanged.

Quinine is in good demand and firm.

Balsam copaiba is tending higher.

Balsam Peru is firmer at the advance.

Buchu leaves are weak and lower.

American saffron is low. The principal holder has come into market, and is offering at a reduced price.

Extract of logwood has advanced $\frac{1}{2}$ ¢ per pound on account of scarcity of wood.

When a man talks loud and often about his honesty, it is generally wise to shut upon him the doors of all transactions that he can make profitable to himself by dishonest methods.

While you are trying to make it clear that your competitor's success is due entirely to good luck, the bad luck he has driven away slips into your store and makes room for all its relations.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

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DIAMOND TEA?

We want one live dealer in every city and town to handle and push the sale of Diamond Tea, the great remedy for Constipation, Sick Headache and Liver and Kidneys and we offer the following inducement:

To every dealer who will send us an order for 3 doz. 25c size packages of Diamond Tea at \$1.90 per doz., which amounts to only \$5.70, we will send free of charge an additional 1 doz. packages, besides sufficient sample packages to sample your whole town. By stamping your name on each package you will thus receive full benefit of the advertising.

It will pay hustlers to take advantage of this offer, before their competitors get ahead of them.

DIAMOND TEA CO.,
DETROIT, MICH.

Diamond Tea is sold by all wholesale druggists.

Wholesale Price Current.

Declined—Buchu leave, saffron.

Table of wholesale prices for various goods including ACIDUM, AMMONIA, ANILINE, BAOCBAE, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOILIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table of wholesale prices for various goods including MOPHIA, S. N. Y. Q. & C. Co., MOECHUS CANTON, MYRSTICA, NUX VOMICA, OS. SEPIA, PEPISIN SAAC, P. D. Co., PELS LIQ., PIL HYDRARG., PIPER NIGRA, PIPER ALBA, PIX BURGUN., PLUMBI ACET., PULVIS IPECAC., PYRETHRUM, QUASSIA, QUINIA, RUBIA TINCTURUM, SACCHARUM LACTIS, SALICINUM, Sapo, Tamarinds, Theobromae, Vanilla, and Zinc Sulph.

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Importers and Jobbers of

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SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, FRUITS, GOLD MEDAL, COUPON PASS BOOKS, CREDIT CHECKS, CRACKERS, DRIED FRUITS, FISH-SALT, GUNPOWDER, LICORICE, MEASURES, MOLASSES, PICKLES, POTASH, RICE, and CHEESE.



SPICES. Whole Sifted. Allspice, Cassia, China in mats, Batavia in bund, Saloin in rolls, Cloves, Amboyna, Zanzibar, Mace Batavia, Nutmegs, fancy, No. 1, No. 2, Pepper, Singapore, black, white, shot, Pure Ground in Bulk, Mustard, Eng. and Trieste, Nutmegs, No. 2, Pepper, Singapore, black, white, Cayenne, Sage, Absolute in Packages, SEEDS, ANISE, CARAWAY, CARDAMON, HEMP, MIXED BIRD, MUSTARD, RAPE, CUTTLE BONE, STARCH, CORN, SNUFF, SODA, BEGS, SALT, SALERATUS, SOAP, LAUNDRY, MAFTER.

Scouring. Sapollo, kitchen, hand, 3 doz, 2 50, 3 doz, 2 50. The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively. SYRUPS, Pure Cane, Fair, Good, Choice, SWEET GOODS, Ginger Snaps, Sugar Creams, Frosted Creams, Graham Crackers, Oatmeal Crackers, VINEGAR, 40 gr., 50 gr., WET MUSTARD, Bulk, per gal, Beer mug, 2 doz in case, YEAST, Magic, Warner's, Yeast Foam, Diamond, Royal, TEAS, JAPAN-Regular, Good, Choice, Choicest, Dust, SUN CURED, Fair, Good, Choice, Choicest, Dust, BASKET FIBER, Fair, Choice, Choicest, Extra choice, wire leaf, GUNPOWDER, Common to fair, Extra fine to finest, CHOICE, Common to fair, IMPERIAL, Common to fair, Superior to fine, YOUNG HYSON, Common to fair, Superior to fine, ENGLISH BREAKFAST, Fair, Choice, Best, TOBACCO, Pails unless otherwise noted, BAZOO, Can Can, Nellie Bly, Uncle Ben, Hiawatha, Sweet Cuba, McGinty, Dandy Jim, Torpedo, Yum Yum, drums, drums, Plug, Sorng's Brands, Spearhead, Joker, Nobby Twist, Scotten's Brands, Kyo., Hiawatha, Valley City, Finzer's Brands, Old Honesty, Jolly Tar, Smoking, Catlin's Brands, Kiln dried, Golden Shower, Huntress, Meerschmum, American Eagle Co's Brands, Myrtle Navy, Stork, German, Frog, Java, 1/8 foil.

Banner Tobacco Co's Brands, Banner Cavendish, Gold Cut, Scotten's Brands, Warpath, Honey Dew, Gold Block, F. F. Adams Tobacco Co's Brands, Peerless, Old Tom, Standard, Globe Tobacco Co's Brands, Handmade, Leidersdorf's Brands, Rob Roy, Uncle Sam, Red Clover, Spaulding & Merrick, Tom and Jerry, Traveler Cavendish, Buck Horn, Plow Boy, Corn Cake, OILS, The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids: Rocene, Water White, old test, W. W. Headlight, 150, Water White Mich., Naptha, Stove Gasoline, Cylinder, Engine, Black, 15 cold test, HIDES PELTS and FURS, Perkins & Hess pay as follows: HIDES, Green, Part Cured, Full, Dry, Klips, green, Calfskins, green, Deaconskins, Shearlings, Lambs, Washed, Unwashed, MISCELLANEOUS, Tallow, Grease butter, Switches, Ginseng, FURS, Outside prices for No. 1 only, Badger, Bear, Beaver, Cat, wild, Cat, house, Fox, red, Fox, cross, Fox, grey, Lynx, Martin, dark, pale & yellow, Mink, dark, Muskrat, Otter, dark, Opposum, Raccoon, Skunk, Wolf, Beaver castors, DEERSKINS-per pound, Thin and green, Long gray, dry, Gray, dry, Red and Blue, dry, GRAINS and FEEDSTUFFS, WHEAT, No. 1 White (58 lb. test), No. 2 Red (60 lb. test), MEAL, Bolted, Granulated, FLOUR, Straight, in sacks, Patent, Graham, Rye, MILLSTUFFS, Less quantity, Bran, Screenings, Middlings, Mixed Feed, Coarse meal, CORN, Car lots, Less than car lots, OATS, Car lots, Less than car lots, HAY, No. 1 Timothy, car lots, No. 1 ton lots, FRESH MEATS, Beef, carcass, hind quarters, fore, loins, No. 3, ribs, rounds, Bologna, Pork loins.

shoulders, Sausage, blood or head, liver, Frankfort, Mutton, Veal, FISH and OYSTERS, F. J. Dettenthaler quotes as follows: FRESH FISH, Whitefish, Trout, Halibut, Clisces or Herring, Bluefish, Fresh lobster, per lb., Cod, No. 1 Pickerel, Pike, Smoked White, Finnan Haddies, Red Snappers, Columbia River Salmon, Mackerel, OYSTERS-CANS, Fairhaven Counts, F. J. D. Selects, Selects, Anchor, Standards, SHELL GOODS, Oysters, per 100, Clams, PROVISIONS, The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS, Mess, Short cut, Extra clear pig, short cut, Extra clear, heavy, Clear, fat back, Boston clear, short cut, Clear back, short cut, Standard clear, short cut, best, SAUSAGE-Fresh and Smoked, Pork Sausage, Ham Sausage, Tongue Sausage, Frankfort Sausage, Blood Sausage, Bologna, straight, Bologna, thick, Head Cheese, LARD, Kettle Rendered, Granger, Family, Compound, 50 lb. Tins, 1/2 c advance, 20 lb. pails, 1/2 c, 10 lb. 3/4 c, 5 lb. 1 c, 3 lb. 1 c, BEEF IN BARRELS, Extra Mess, warranted 300 lbs., Extra Mess, Chicago packing, Boneless, rump butts, SMOKED MEATS-Canned or Plain, Hams, average 30 lbs., 16 lbs., 12 to 14 lbs., plente, best boneless, Shoulders, Breakfast Bacon, boneless, Dried beef, ham prices, Long Clears, heavy, Briskets, medium, light, CANDIES, FRUITS and NUTS, The Putnam Candy Co. quotes as follows: STICK CANDY, Standard, per lb., H. H., Twist, Boston Cream, Cut Loaf, Extra H. H., MIXED CANDY, Standard, Leader, Royal, Nobby, English Book, Conserves, Broken Taffy, Peanut Squares, French Creams, Gum Drops, Moss Drops, Sour Drops, Imperials, FANCY-In bulk, Lozenges, plain, printed, Chocolate Drops, Chocolate Monumentals, Gum Drops, Sour Drops, Imperials, FANCY-In 5 lb. boxes, Lemon Drops, Sour Drops, Peppermint Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, printed, Imperials, Cream Bar, Molasses Bar, Hand Made Creams.

BULK, Counts, per gal., Extra Selects, Standards, Scallops, Shrimps, PAPER & WOODENWARE, PAPER, Straw, Rockford, Rag sugar, Hardware, Bakers, Dry Goods, Jute Manila, Red Express No. 1, No. 2, TWINES, 48 Cotton, Cotton, No. 1, No. 2, Sea Island, assorted, No. 5 Hemp, No. 6, WOODENWARE, Tubs, No. 1, No. 2, Pails, No. 1, two-hoop, No. 1, three-hoop, Clothespins, 5 gr. boxes, Bowls, 1 inch, 13, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries, CARAMELS, No. 1, wrapped, 2 lb. boxes, No. 1, 3, No. 2, 3, Stand up, 5 lb. boxes, BANANAS, Small, Medium, Large, ORANGES, Floridas, fancy, Messinas, 300s, LEMONS, Messina, choice, 350, fancy, 300, choice, 300, fancy 300, OTHER FOREIGN FRUITS, Figs, fancy layers, 6lb, extra, 10lb, extra, 14lb, 20lb, Dates, Fard, 10-lb. box, Persian, 50-lb. box, NUTS, Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, Marbot, Calif., Table Nuts, fancy, choice, Pecans, Texas, H. P., Cocoanuts, full sacks, PEANUTS, Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted, CROCKERY and GLASSWARE, FRUIT JARS, Pints, Quarts, Half Gallons, Caps, Rubbers, LAMP BURNERS, No. 0 Sun, No. 1, No. 2, Tubular, LAMP CHIMNEYS, Per box, 6 doz. in box, No. 0 Sun, No. 1, No. 2, No. 3, First quality, No. 0 Sun, crimp top, No. 1, No. 2, XXX Flint, No. 0 Sun, crimp top, No. 1, No. 2, Pearl top, No. 1 Sun, wrapped and labeled, No. 2, No. 2 Hinge, La Bastie, No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 crimp, per doz., No. 2 crimp, per doz., LAMP WICKS, No. 0, per gross, No. 1, No. 2, No. 3, Mammoth, per doz., STONEWARE-ARRON, Butter Crock, 1 to 6 gal., 1/2 gal. per doz., Jugs, 1/2 gal., per doz., Milk Pans, 1/2 gal., per doz., STONEWARE-BLACK GLAZED, Butter Crock, 1 and 2 gal., Milk Pans, 1/2 gal.

INDURATED WARE, Poultry, Local dealers pay as follows: DRESSED, Fowl, Turkeys, Ducks, Chicken, LIVE, Live broilers 1 lb to 1 1/2 lb each, per doz., Live broilers less than 1 lb each, per doz., Chickens, Fowls, Turkeys, Duck.

What the Future Has in Store for Us.

We are so in the habit of dwelling upon our country's wonderful increase in population and in wealth, and we are reminded of it so frequently by our writers and speakers, that we take it for granted that it is going to continue forever. Every census, thus far, has shown, as a whole, larger and larger figures, and in the contemplation of this whole we neglect to scrutinize the details and to observe the points in which they differ from the aggregate. The results of the census of 1890 have not yet been completely published, but those relating to population, of which one volume has just appeared, reveal some shadows in the brilliant picture of our imagination, and furnish food for serious reflection.

Thus, the entire population of the United States in 1890 was 62,622,250, against 50,155,783 in 1880, the increase being 12,466,467, or about 24 per cent. But the census does not tell us that of this increase 5,447,663 souls were immigrants from other countries, so that the actual increase from the excess of births over deaths of native inhabitants was only 7,018,804, or about 14 per cent.

Again, while the United States, as a whole, has increased largely in population, particular sections of it have increased very little, and many have diminished. The State of Maine for example, showed in 1890 a population of only 661,086, against 648,936 in 1880. Vermont showed 332,422, against 332,286; Delaware, 168,493, against 146,608; Virginia, 1,655,980, against 1,512,565; Indiana, 2,192,404, against 1,978,301, and Kentucky, 1,858,635, against 1,648,690. Parts of States, furthermore, have suffered an actual decrease. In five counties of Maine the population shrunk, between 1880 and 1890, from 160,903 to 149,126. In eighteen counties of Ohio the decrease during the same period was from 479,402 to 454,056, and in twenty-three counties of the State of New York it was from 1,029,484 to 978,924.

These figures are not, indeed, very alarming, and they are explainable by reference to special causes which do not affect all parts of the country alike. Maine and Vermont have furnished population for States at the West. The counties in New York which have declined in numbers are agricultural, and have lost inhabitants through the attractiveness of newer and more fertile localities. The same, probably, may be said of the counties of Ohio which are in a similar plight, as well as of Delaware, Virginia, Indiana and Kentucky, the growth of which in population has not kept pace with that of the rest of the Union. The fact remains, nevertheless, that the numerical increase of which we boast is not universal, and it awakens an uncomfortable suspicion that as population is declining now in a few places, it may do so in more, and, finally, everywhere.

That like causes tend to produce like effects, and that when a cause ceases, its effect ceases with it, are propositions no less true of human affairs than they are of physical science. The wonderful growth of this country has been due to its superior soil, climate, and freedom from oppressive taxes, which have favored the multiplication of human beings within its boundaries, besides attracting to it, as the figures I have already mentioned indicate, millions of immigrants.

But whatever we have gained by immigration other countries have lost, just as the newer States of the Union are gaining at the expense of the older ones. That a long time must elapse before the country becomes, as it were, saturated with human life and liable to depredations from other quarters, there is no doubt; but time is not eternity, and the longest period of it has an end. As the capacity of the country to sustain population nears its limit, its population will grow more and more slowly until it becomes stationary.

All of us have read in our schoolboy days about the mighty nations of old and of their disappearance from the face of the earth, but we think of them as if they never had any real existence, and as if their fate, though it has been for ages the theme of moralists and preachers, could never possibly be ours. Lord Macaulay's picture of some future New Zealander sitting on a broken arch of London Bridge to sketch the ruins of St. Paul's Cathedral, provokes a smile by its grotesque improbability, yet, until lately, the very sites of Nineveh and of Babylon, which in their day were cities relatively as important as London, had become nearly obliterated. The empires of Alexander the Great and of the Cæsars have long ago crumbled into fragments. Persia, which once sent out under Xerxes, to invade Greece, an army of nearly 2,000,000, and a fleet of over 1,500 ships, has dwindled to a country of 9,000,000 inhabitants, with an army of only 20,000 or 30,000 men. The Christian era has seen the rise of the Venetian and the Genoese republics, of Spain, of Holland, and of Sweden to the positions of first-class powers, and their subsequent decline to their present unimportance. They owe their comparative ruin to changes in the channels of trade effected by the discovery of America which are not likely again to occur, but other causes, now unknown and unexpected, may arise to work a similar downfall for us.

In suggesting these warnings I know I am rather fanciful than prudent. I am like the slave who, when a triumph was accorded a Roman General, was stationed behind him in his chariot as he paraded the streets of the Eternal City and received the applause of the crowds along his path, to whisper in his ear from time to time: "Remember, thou art but a man." Or, perhaps I am a victim of the vulgar superstition that boasting of good luck invites ill luck, and when I hear people reckoning so confidently, as many do, upon the continuance of the country's onward and upward career, I cannot refrain from pointing out that their expectation is not so well grounded as they think it is, and that they have no right to assume that the future has not in store for us evil as well as good. **MATTHEW MARSHALL.**

The Drummer.

He buttenholes the kings of trade,
His sample case unrolls,
And talks until the love of life
Grows feeble in their souls.
The bolted doors swing wide for him,
He heeds no locks nor bars,
And fears not any face of man
Beneath the sun or stars.

Before granting credit to the new customer, who is careful to tell you that your competitor's goods are of inferior quality, it may be well to ask him what there was in his account that led to a misunderstanding between him and your competitor.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.**RINDGE, KALMBACH & CO.,**

Manufacturers and Wholesale

Dealers in

**Boots, Shoes and
Rubbers.**

12, 14 and 16 Pearl Street.

Our Styles, Qualities and Prices
are Right. Give us a trial.

We carry the best Tennis Shoes
made.

Agents for the Boston Rubber
Shoe Co.

**YOU WANT****A Cheap Fine Cut,**

But it must be Up in Quality.

Try**GOLD MEDAL**

The Price is away down, but the quality is "out of sight."

**Ball
Barnhart
Putman Co.**

Grand Rapids Retail Grocers' Association.
President, A. J. Elliott; Secretary, E. A. Stowe.
Official Organ—MICHIGAN TRADESMAN.

Jackson Grocers' Union.
President, D. S. Fleming; Sec'y, O. C. Leach.

Grand Haven Retail Grocers' Association.
President, John Boer; Secretary, Peter VerDuin.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on the evening of April 17, seven applications for membership were received and the applicants accepted, as follows: Peter Volkens, corner of Diamond and Grove streets; Evert Boersma, 219 Kalamazoo avenue; Jacob DePotter, Burton avenue; F. A. Rice, 490 South Union street; P. J. Pasma, 357 Clancy street; L. Vander Veer, Burton avenue, and H. E. Finch, 666 Wealthy avenue.

Chas. B. Kelsey read a paper on "The Relation of the Banker to the Merchant," which is given in full elsewhere in this paper.

J. F. Ferris, of the Committee on Trade Interests, stated that the schedule price of sugar would be changed as soon as another wholesale advance in sugar occurs. Accepted.

The Municipal Committee reported progress, and was given further time.

J. H. Goss, of the special Committee on Flour, stated that the employes of the city mills admitted that the millers sold flour at retail, although the millers themselves claimed that such is not the case. The conflict between the statements of the millers and the employes was commented upon and Messrs. Voigt and Rowe were invited to appear before the next meeting and explain the situation.

E. White then read a paper on "Weights and Measures," which will be found in full in another column.

The paper provoked a lively discussion, which was participated in by Messrs. Herrick, Elliott, Vinkemulder, Goss, Ferris, Brink and others.

A. Brink moved that a representative of Scofield, Shurmer & Teagle be invited to address the next meeting, which was adopted.

Mr. Stevenson reported the result of visits to the city grocers not members of the Association, which was accepted.

E. White introduced the subject of early closing, suggesting that the stores close at five o'clock p. m. one night a week during the summer months. A somewhat lengthy discussion followed the introduction of this proposition, a large majority of those present favoring such an innovation. As a few were opposed to it, however, the matter was not brought to a vote, as it is not the intention of the Association to take any step which is not endorsed unanimously, or practically so.

There being no further business, the meeting adjourned.

Weights and Measures.*

Is the present system of sealing weights and measures satisfactory? Decidedly not; in fact, it is an imposition, as the sealer collects for something he does not do.

By "seal" I mean what the term originally implied—to mark with a stamp as evidence of standard exactness. Personally, I have not a weight sealed or stamped and the officer has received pay for what he has not done.

Every weight should be stamped with a steel stamp, and there should be a place in the back of each weight where hot lead is run, in such a way that there can be no possibility of tampering with them. The same with scales; the hole where the shot is put into the balance should be properly sealed with molten lead, then stamped in the lead.

There should be appointed from the police force an inspector whose duty it would be to call, once or twice during the year, in stores, or places of business of any kind where scales, weights and measures are used, and test said scales, weights, etc., so that if he found such scales, etc., being used without the government or state stamp upon them, or if any of such scales or measures were found incorrect, it should be his duty to warn the dealer to have such weights and measures properly fixed. Then if, on a second visit, after a reasonable interval, he should find a dealer still using such scales, etc., he ought to be fined.

In the first place, a jobber's scales may

*Paper read at the last meeting of the Grand Rapids Retail Grocers' Association by Edwin White.

not be correct, and, if we have not the time, or it is not convenient, to weigh packages, we may be receiving short weight all the time; it may not be intentionally so on the part of the jobber—we will give him the benefit of the doubt. But there is greater satisfaction in doing business if we are getting just weights and measures.

The office of sealer should be under the police department, as I have said, and not an office created for some office seeker to get fat on.

I certainly advocate that every person who uses scales, weights and measures for the purpose of buying or selling be compelled to register that he uses such scales, weights, etc.; also would make it illegal for any person to sell from a wood rack that was not sealed. A postal card could be sent to the officer by each dealer informing him that said dealer's weights, scales, etc., were at his disposal for inspection. There could then be no possibility of only about one-fourth of the number of dealers in the city having their scales, etc., tested. For instance, there may be a dealer buying and selling goods in a basement, or on a second or other high floor of a building, and, because the inspector is ignorant of the existence of such a place of business, this dealer is allowed to go on year after year weighing and measuring without ever having had his scales, weights and measures tested.

Any person who has in his possession unjust scales, etc., not intended to be used, should either have them marked "condemned", or put them entirely away from where he is doing business, for the suspicion would certainly arise in the mind of the inspector that such scales, etc., would be apt to be more or less used, and he could not know the character of every dealer—who would and who would not be honest about the use of such scales, etc. And if such scales, etc., are found to be in use without having been adjusted, such scales, etc., should be liable to be seized.

There should be a state law compelling every manufacturer of scales, weights and measures to have them properly sealed before they are put on the market for sale. Even the brass nails used for measuring on dry goods counters should be inspected and stamped.

We have had a talk from a representative of the Fruit Growers' Association on the most desirable package in which to handle fruit; I would say that I think this is more of a question for us, as retailers, to settle—of more importance to us than to the fruit growers. They sell by the bushel or basket; we sell a large quantity in small amounts. I have heard it stated that the so-called bushel baskets we use hold only seven-eighths of a bushel. If this be true, we ought to be stirring in the matter and have certain standard sizes; a bushel and other sizes ought to be legal gauge. It is sheer nonsense for a dozen fruit growers' associations to have baskets to suit themselves; it is not a question for them but for us to settle.

There are farmers who supply families with butter by the season and often make ridiculously low prices in order to induce them to buy of them the year round. The butter is weighed at home, and I have had several instances come under my observation where the weight has been considerably less than the amount marked on the package. Farmers who sell in this manner—weighing at home and marking packages themselves and then selling to families according to their own "say so"—should be compelled to bring their scales to be tested. An instance, on Saturday a farmer brought to town in his wagon two crocks of butter. He stopped in front of the store, came in and asked if he could sell me a couple of jars of first-class butter. I asked him to see them weighed. He thereupon made some trivial excuse to leave the store, and didn't come in again.

I wish it were possible for us to sell all our vegetables by weight, it would be much more satisfactory, all around, as a large number of people seem to be of the opinion that they are entitled to all you can pile on a measure.

Use Tradesman or Superior Coupons.

The **Lansing Woodenware Co.**

Are now ready for business with a full line of Woodenware and would ask for a small share of trade, and will endeavor, by fair dealing, to merit more.

Lansing Woodenware Co.,
Lansing, Mich.

GINSENG ROOT.

We pay the highest price for it. Address **PECK BROS., Wholesale Druggists, GRAND RAPIDS.**

MICHIGAN CENTRAL

"The Niagara Falls Route."
(Taking effect Sunday, Nov. 20, 1892.)

Arrive.	Depart
10:00 p.m. Detroit Express	6:55 p.m.
4:30 p.m. Mixed	7:00 a.m.
10:00 a.m. Day Express	1:20 p.m.
6:00 a.m. Atlantic and Pacific	10:45 p.m.
1:00 p.m. New York Express	5:40 p.m.

*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 6:55 a.m.; returning, leave Detroit 4:40 p.m., arriving at Grand Rapids 10:00 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).
Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee Rys offers a route making the best time between Grand Rapids and Toledo.
Time Table in effect January 29, 1893.

VIA D., L. & N. R. Y.
Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.
Ar. Toledo at 1:10 p. m. and 10:30 p. m.

VIA D., G. H. & M. R. Y.
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.
Ar. Toledo at 1:10 p. m. and 10:30 p. m.
Return connections generally as good.

W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

DETROIT, LANSING & NORTHERN R. R.

JAN. 22, 1893

GOING TO DETROIT.
Lv. G. R. 7:10am *1:25pm 5:40pm
Ar. DET. 11:35am *5:30pm 10:35pm

RETURNING FROM DETROIT.
Lv. DET. 7:45am *1:30pm 6:05pm
Ar. G. R. 12:55pm *5:25pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:10am 1:25pm 5:40pm
Ar. from Lowell 12:55pm 5:25pm

THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.

*Every day. Other trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

Grand Rapids & Indiana.

Schedule in effect January 29, 1893.

TRAINS GOING NORTH.
Arrive from Leavegoing South. North.
For Traverse City and Saginaw 6:45 a m 7:30 a m
For Traverse City & Mackinaw 9:00 a m 1:10 p m
For Cadillac and Saginaw 2:20 p m 4:15 p m
For Petoskey & Mackinaw 8:10 p m 10:10 p m
From Chicago and Kalamazoo 8:35 p m
Train arriving from south at 6:45 a m and 9:00 a m daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.
Arrive from Leavegoing North. South.
For Kalamazoo and Chicago 6:30 a m 7:00 a m
For Fort Wayne and the East 11:50 a m 2:00 p m
For Cincinnati 5:15 p m 6:00 p m
For Kalamazoo & Chicago 10:40 p m 11:20 p m
From Saginaw 11:50 a m
From Saginaw 10:40 p m
Trains leaving south at 6:00 p m and 11:20 p. m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
7:20 a m train has Parlor Car to Travers City.
1:10 p m train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:10 p m train.—Sleeping ca Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a m train.—Parlor chair car Grand Rapids to Cincinnati.
10:05 a m train.—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p m train.—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p m train.—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.

Lv Grand Rapids	10:05 a m	2:00 p m	11:20 p m
Ar Chicago	3:55 p m	9:00 p m	6:50 a m
10:05 a m train through Wagner Parlor Car.			
11:20 p m train daily, through Wagner Sleeping Car.			
Lv Chicago	7:05 a m	3:10 p m	11:45 p m
Ar Grand Rapids	2:30 p m	8:35 p m	6:45 a m
3:40 p m, through Wagner Parlor Car.			
11:45 p m train daily, through Wagner Sleeping Car.			

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive
6:55 a m	10:00 a m
11:25 a m	4:40 p m
5:30 p m	9:05 p m

Sunday train leaves for Muskegon at 9:05 a. m., arriving at 10:20 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:45 p. m.

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

CHICAGO AND WEST MICHIGAN RY.

NOV. 20, 1892

GOING TO CHICAGO.
Lv. G.R.D. RAPIDS 8:50am 1:25pm *11:35pm
Ar. CHICAGO 3:55pm 6:45pm *7:05am

RETURNING FROM CHICAGO.
Lv. CHICAGO 9:00am 5:25pm *11:15pm
Ar. G.R.D. RAPIDS 3:55pm 10:45pm *7:05am

TO AND FROM BENTON HARBOR, AND ST. JOSEPH
Lv. G. R. 8:50am 1:25pm *11:35pm
Ar. G. R. *6:10am 3:55pm 10:45pm

TO AND FROM MUSKEGON.
Lv. G. R. 8:50am 1:25pm 5:35pm 8:45pm
Ar. G. R. 10:45am 3:55pm 5:25pm

TRAVERSE CITY MANISTEE & PETOSKEY.
Lv. G. R. 7:30am 12:15pm 5:35pm
Ar. Manistee 12:15pm 10:29pm
Ar. Traverse City 12:35pm 10:59pm
Ar. Charlevoix 2:55pm
Ar. Petoskey 3:30pm
Ar. from Petoskey, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p m
Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 p m.
Free Chair Car for Manistee 5:35 p. m.
*Every day. Other trains week days only.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	*No. 82
G'd Rapids, Lv	6:50am	10:20am	3:25pm	11:00pm
Ionla	7:45am	11:25am	4:37pm	12:42am
St. Johns	8:30am	12:17pm	5:20pm	2:00am
Owosso	9:05am	1:20pm	6:05pm	3:10am
E. Saginaw	10:50am	3:45pm	8:00pm	6:40am
Bay City	11:30am	4:35pm	8:37pm	7:15am
Flint	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron	12:05pm	5:05pm	8:50pm	7:30am
Pontiac	10:53am	3:05pm	8:25pm	5:37am
Detroit	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13
Lv. Detroit	10:45pm	6:50am	10:50am
G'd Rapids, Lv	7:05am	1:00pm	6:10pm
G'd Haven, Ar	8:25am	2:10pm	5:15pm
Milw'kee Str			
Chicago Str			

*Daily. +Daily except Sunday
Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.

Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:45 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.
JAS. CAMPBELL, City Ticket Agent,
23 Monroe Street.

REPRESENTATIVE RETAILERS.

E. J. Herrick, the Fancy Grocer of Grand Rapids.

Every model city should possess a model grocer. Grand Rapids is a model city and she possesses a model grocer in the person of E. J. Herrick. Mr. Herrick belongs to the select 5 per cent. of the grocers of his time who have made a success of the grocery business. Where nineteen or twenty have failed to win success, Mr. Herrick has, by close application to business, steady perseverance in guarding and extending his interests, and by his upright, sterling integrity and fair, honorable dealing, built up his present extensive and systematically arranged business from small, insignificant beginnings. All men do not possess the faculty of pleasing others, and it is but an act of simple justice to those of Mr. Herrick's competitors who have failed to win success, to frankly admit that the large degree of patronage enjoyed by this model grocer is due to the genial, gentlemanly manners and hearty good-fellowship of its proprietor.

Mr. Herrick was born April 23, 1844, at Twinsburg, Ohio. Like most of our representative business men, he was reared on the farm, where early habits of industry and frugality are inculcated. His education was acquired at the little district school house, near the old farm house, and although not classical in its nature, it contained the hardy rudiments of a simple, practical education which, when combined with a vigorous manual training, is worth more in the dollars-and-cents business world, than the superficial cramming which passes for education to-day.

At the age of 28 Mr. Herrick left the old farm and entered mercantile life. His capital consisted of a horse, buggy and a \$75 note. This was converted into a small general stock, and the retired farmer commenced his mercantile career at Ridgeville, Ohio, where he also became deputy postmaster. This first venture proved a success in a small way, but Mrs. Herrick's brother lived in Grand Rapids, and in the fall of 1873 Mr. Herrick was induced to come here also. He remained idle during the winter and came out "spring poor," his small capital having been pretty much all used up by the expense of moving and the period of idleness following.

In the spring he secured a situation as book-keeper in A. B. Long & Son's mill, which position he held during the summer. In the fall of 1874, he entered the grocery store of Stewart Bros. as clerk, remaining with them for three years. He next joined W. D. Frost in a box factory, but nature had designed Mr. Herrick for a groceryman, and she understood her business too well to permit a box factory or any other concern to step in and frustrate her designs. So, after six months' experience in the box factory, he returned to his old love. J. A. Shattuck kept a grocery where E. J. Herrick's establishment is now located, 116 and 118 Monroe street, and Mr. Herrick being offered a one-half interest in the business, with the privilege of paying for it as circumstances permitted, accepted it. This act of acceptance was the stepping-stone to success.

In these days of keen and poignant competition, when the grocery ladders leading up to success seem so very difficult to climb, it certainly is a pleasure on the part of THE TRADESMAN to be

able to point out to its readers so signal an example of success as that shown by the subject of this sketch. Joining Mr. Shattuck under circumstances which would be considered entirely prohibitory by most men, so far as any possible chances for success were concerned, he succeeded in twelve short years in becoming not only its sole proprietor, but in enlarging and expanding it to its present dimensions.

The following spring Mr. Shattuck sold his remaining interest to Milo G. Randall. The firm of Herrick & Randall continued for about twelve years, at the end of which time Mr. Herrick became sole owner. No small share of the success of the firm of Herrick & Randall is due to the valuable services rendered by their faithful and popular assistant, W. R. Meech. The firm was grateful to appreciate this valuable service, and sufficiently generous to reward it. For his fidelity to the firm of Herrick & Randall, Mr. Meech was given a one-fourth interest in the business, which also passed into Mr. Herrick's hands simultaneously with that of Mr. Randall's.

Since the entire business passed into Mr. Herrick's hands, the premises have been enlarged and two new departments have been added—one devoted to confectionery and the other to the manufacturing of family pastry. The manufacturing is done on the second floor, where the best appliances are used and the most expert skill obtainable is employed and nothing is spared to make this feature of the business a success. The payroll at this beehive of industry shows the names of sixteen employes, including three heads of departments, a cashier, book keeper and a telephone operator. Three delivery wagons are used and, like everything else connected with the house, are models of neatness.

The store proper is 34 feet wide and 72 feet deep, with an elevated space in the rear, whereon are located the offices. It has a plate glass frontage of 34 feet making it one of the best lighted grocery stores in the state. The store is equipped with a cash railway system, and its general arrangement is modern, neat, methodical and artistic. It is a striking illustration of the fact, unrecognized by so many well meaning but criminally careless grocers, that a grocery store can be kept just as clean and tidy and arranged quite as artistically as any other kind of a store—not even excepted in an art gallery.

Mr. Herrick caters to the best trade of the city. His motto is "Fair dealing, fair profits, and best quality." The volume of his business is done on a basis of credit, but is confined principally to a constituency that pays, and pays promptly.

With greatly increased facilities and quadrupled capacity, the O. & W. Thum Co., has again effected a reduction in the cost of manufacturing Tanglefoot, and, as usual, it announces a reduction of 25 cents per case in the price. Besides reducing the price, they are packing two holders in each box. Each holder is made up into a package with five double sheets. These packages will prove a convenience to the dealer, and will also encourage the purchase of larger parcels by customers, who will appreciate the greater economy and the free holder.

The First Commercial and Savings Bank of Wyandotte will soon be doing business in a \$23,000 building which is now being erected by J. T. Hurst, Vice-President of the Bank.

A REVOLUTION IN HEATING.

The Backus Patent Steam Radiator and Heater.



The maximum of heat, cheerfulness, cleanliness and comfort with the minimum of cost, labor and attention.

THE BACKUS HEATERS

Utilize every unit of heat in the fuel. There is no waste, no odor, no smoke, no flues nor chimneys. The Backus Heater is a miniature steam plant, combining in one piece a highly ornamental steam radiator in the form of a mantel-piece or tiling to fit into any ordinary mantel and open fire-place with logs. The upper log contains sufficient water when vaporized to fill the radiating surface surrounding it. The lower log is a peculiarly constructed burner in which gas is consumed, making perfect combustion.



ECONOMICAL.

They will cost no more to run than a coal burning apparatus, and therefore, when it is taken into consideration that there is no waste of fuel, no ashes to carry away, no dust or dirt to fill your rooms, and that at all times you have perfect control of the heat, the desirability of the Backus as a heating medium, is clearly seen. The Backus Heaters are artistic and ornamental in appearance, healthful, efficient, safe and easy of operation. In a word, a combination of the advantages of all other methods of heating with none of their defects.

FOSTER-STEVENS & CO.

MONROE ST.



WILLIAM CONNOR.

William Connor will be at SWEET'S HOTEL, FRIDAY, NEXT, APRIL 28st, and two following days.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

Mail orders promptly attended to, or write our Michigan representative, William Connor, Box 346, Marshall, Mich., who will show you our line, and if we don't happen to have what you want we will thank you for the opportunity you gave us in sending for him.

We always guarantee excellent fits and well made garments.

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen, and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

Saw Repairing

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON, - MICHIGAN.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St., Grand Rapids.

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary:

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk; and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold. It has come to be an established fact that this is the best Pile Remedy on the market, and every live druggist has it in stock.

New Prices

RED STAR

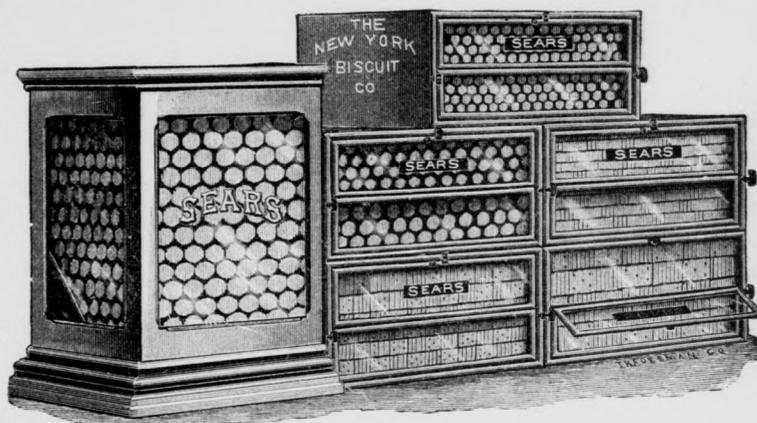
SEE QUOTATIONS.

Baking Powder.

ARCTIC MANUFACTURING CO., Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They will save enough goods from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

THE W. BINGHAM CO., Cleveland, O.,



Have had such flattering success in handling our Bicycles that they have bought our entire output for 1893. They have taken up all negotiations pending for the purchase of cycles, and we respectfully solicit for them the good will of our friends.

THE YOST MFG. CO.,

TOLEDO, OHIO.

BEANS

If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

W. T. LAMOREAUX CO.,

128, 130 and 132 W. Bridge St., GRAND RAPIDS, MICH.

A FEW SEASONABLE REMARKS.

OFFICE OF

H. LEONARD & SONS,

Jobbers and Manufacturers,

GRAND RAPIDS, MICH.

Gentlemen—

The Cream of the Summer Trade is the Gasoline Stove business. You need the best stove. If the stoves we offer you are not the best, do not buy them, but at least let us tell you why we think they are.

A practical merchant will investigate anything that appears to be an improvement on old methods. Please take our circular describing the Grand Rapids Junior Stoves, and note the selling points.

In the first place, you know there have been no selling points on the Junior Stoves, heretofore. Your competitors' stoves were the same as yours. You had to cut the price to make a sale. You can sell this new Grand Rapids Junior Stove at list price every time, and what's more, you can sell every Junior that will be sold in your town. No one would buy the old fashioned stove after seeing this one. The price is the same as other stoves. With a gas light attachment there is a small additional cost.

We would be pleased to send you samples of these stoves, which are guaranteed to work satisfactorily, and give you the agency for their sale, if suitable arrangements can be made. Send for Catalogue.

The Stove "PAR EXCELLANCE" for 1893, is undoubtedly the Standard Lighting Co.'s "NEW PROCESS."

This stove is so well known it will be unnecessary to more than call your attention to it.

That it is the first choice of all "New Process" stoves, every merchant who is familiar with this line of business knows. In fact every other manufacturer pays a royalty to this company to use its patents. The improvements over last year's stoves, and over ALL OTHER STOVES are—The sliding oven. You can slide it back on to a rest while you use the oven burner for other purposes than baking. The oven is of Asbestos, and gives very little heat in the room.

It is the most perfect baker ever made. The stove has a sight feed, copper and brass pipes. Removable burner caps with ground edges, enabling you to show the mechanism of the stove to a customer with little trouble. The hot air pipes are of cast iron near the burner, not of tin as heretofore.

It stands on six castors, and is head and shoulders above all other stoves in appearance.

If you do not handle gasoline stoves, you are missing the best trade of the season—in fact of the whole year.

Your customers will have them and must go to other towns for them. If you will order samples and take the agency for this stove, you will sell more than you now think possible. Such is the experience of all who have tried it.

Do not be an old foggy. Remember there is no competition between Junior Gasoline Stoves and the famous "New Process."

Have you noticed our line of "Model" Iron Cooks and Ranges. This line is positively as we state in our Circulars and Catalogue No. 110—the best—best baking and vastly the cheapest stove for the quality ever made. You can now secure the agency by ordering samples from us.

Our line of "OAK STOVES" of the same manufacture, is very handsome in appearance and Lower in price than any "OAK" on the market. Order a sample and examine our statement for yourself.

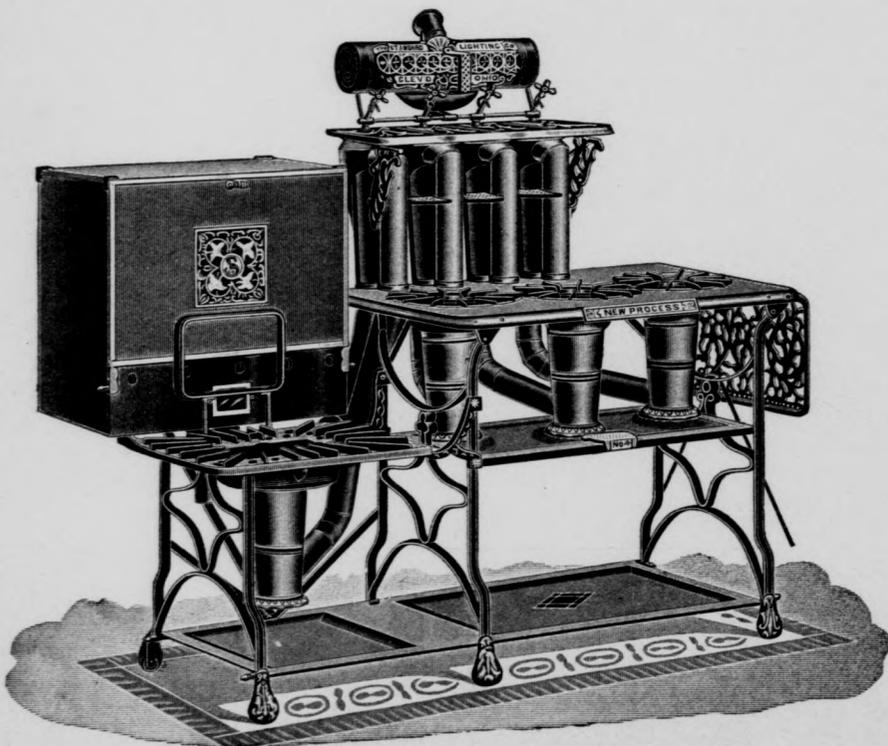
Finally, when you buy refrigerators why not take one you do not have to talk your customer into a state of exhaustion to sell. The "LEONARD CLEANABLE" is known all over the United States, and in many other countries. It is the best looking, best known, best made and best selling Refrigerator. It has forty selling points over any other. Our factory is the largest and more convenient to you than any other. If you cannot carry a stock of sizes, order a few and sell from our Catalogue.

We earnestly request you to take hold of and push any or all the articles we have specially called your attention to. If you do you will make money, and that's what we are all in business for.

Drop us a postal card for our Catalogue No. 110, showing all these goods and many other staple

Summer Leaders.

Showing the Wonderful "New Process" Asbestos Oven.



The Asbestos Oven is the most perfect Baker and Roaster ever produced. Unlike metal ovens will Never Rust, but will last for years.

Asbestos being a non-conductor, heat from the oven is not radiated into the room, but saved and utilized, and the kitchen is kept much cooler than when a metal oven is used.

The oven is made in sections and to absolutely insure against damage in transit, which has always been a source of annoyance and expense to dealers and manufacturers, it is shipped "Knocked Down," and, being easily put together, the dealer is well repaid for the slight extra trouble, by always receiving the oven in perfect order. Should any piece meet with an accident, the damaged part is easily replaced with a new one.

H. LEONARD & SONS,

Wholesale Selling Agents.

GRAND RAPIDS, MICH.

N. B.—If there is no agency in your town, send for price list and make an application.