

The Michigan Tradesman.

VOL. 3.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, JULY 7, 1886.

NO. 146.

CLARK, JEWELL & CO.

WHOLESALE GROCERS,

83, 85 and 87 Pearl St. and 114, 116, 118, and 120 Ottawa St., Grand Rapids, Mich.

NEW TEAS

We are HEADQUARTERS for New Teas, having now in stock the Largest and Finest Line of the New Season's Chop ever shown at this market; and we are receiving fresh accessions to our line daily. Send for samples, stating quality and price desired. We can please every time, as our stock includes every grade and price known to the trade.

We call ESPECIAL ATTENTION to our line of NEW JAPAN TEAS, which are the FINEST EVER SHOWN IN THE STATE.

PROVISION DEPARTMENT.

We make Provisions a Specialty and always carry in stock a full line of Pork, Beef, Hams, Shoulders, Bacon, Dried Beef, Dry Salt Meats, Boneless Hams, Sausage, Lard, Butterine, Canned Meats, Etc., Etc. We guarantee all our goods Strictly First-Class in every way and prices as low as the lowest.

SYRUP AND MOLASSES.

Our Syrup and Molasses Department includes a number of bargains in Pure Goods, to which we call the especial attention of intending purchasers. Our goods are all warranted to be pure, and we are selling them lower than ever before, having purchased large lots at close figures for cash.

WE LEAD AND OTHERS FOLLOW. OUR OWN BRANDS.

We are originators in this city of the Following Celebrated Brands:

"Our Leader" Smoking.

"Our Leader" Shorts.

"Our Leader" Fine Cut.

"Our Leader" Cigar.

Common Sense Cigar.

These goods are made on honor and sold strictly on their merits. They are the biggest deals in Michigan.

STARCH.

Sole Agents at this market for Elastic Starch, Firmenrich New Process Starch, Piel's Champion Starch.

CHEESE.

We are Sole Agents for the finest CHEESE in Michigan, SPARTA and LENAWEE COUNTY make.

We carry all the Standard Factory Brands of Tobaccos, as well as several well-known Private Brands. Our stock includes everything comprised in a Complete Grocery Establishment, such as Coffees, Spices, Pickles, Preserves, Canned Goods, Table Delicacies, Soaps, Matches, Brooms and Fancy Groceries.

SALT FISH OF ALL KINDS. WE CALL ESPECIAL ATTENTION TO OUR SEAFOAM STRIP AND SNOW BALL BRICK BONELESS CODFISH.

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.
Advertising rates made known on application.

WEDNESDAY, JULY 7, 1886.

Grand Rapids Dairy Board of Trade
President—Aaron Clark.
Vice-President—F. E. Pickett.
Secretary and Treasurer—E. A. Stowe.
Market days—Every Monday afternoon at 1 p. m.

Merchants' Protective Association of Big Rapids.

President—N. H. Beebe; First Vice-President, W. E. Overton; Second Vice-President, C. B. Lovejoy; Secretary, A. S. Hobart; Treasurer, J. F. Clark.

Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

Business Men's Protective Union of Cheboygan.

President, A. M. Wegate; Vice-President, H. Chambers; Secretary, A. J. Paddock.

Luther Protective Association.

President, W. B. Pool; Vice-President, R. M. Smith; Secretary, Jas. M. Verity; Treasurer, Geo. Osborne.

Ionia Business Men's Protective Association.

President, Wm. E. Kelsey; Vice-President, H. M. Lewis; Secretary, Fred Cutler, Jr.

Merchants' Union of Nashville.

President, Herbert M. Lee; Vice-President, C. E. Goodwin; Treasurer, G. A. Truman; Secretary and Attorney, Walter Webster.

Lowell Business Men's Protective Association.

President, N. B. Blain; Vice-President, John Giles; Secretary, Frank T. King; Treasurer, Chas. D. Pease.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester Cooley.

Sturgis Business Men's Association.

Temporary officers: Chairman, Henry S. Church; Secretary, F. J. Jora.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

The *Dry Goods Chronicle*, which is the best exponent of the dry goods interests in this country, predicts higher prices for staple cotton and woolen goods in the near future. The reasons given for the prediction are as follows:

The supply of cotton goods between manufacturer and consumer has not been so small as now in ten years. The production of cotton goods has diminished fully one-third for the years 1884, 1885 and 1886, as compared with the product of the years from 1881 to 1884, inclusive. Current prices the past year for brown and bleached cottons, brown drills and colored cottons, including tickings, denims, checks, stripes and plaid osenburs, have barely paid cost of manufacture. Calico printers have made no money for a year or more. Prints and domestic have been selling at prices lower than ever before known. It is therefore both reasonable and natural to expect that with a diminished supply and an increased demand that prices will advance.

The situation of staple woolens is somewhat similar to that of cottons. Higher prices may be expected for flannels, blankets, wool dress goods, Kentucky jeans and doekskins.

In predicting this advance of cotton and woolen goods, we do not advise merchants to speculate or overtrade, as that policy is opposed to sound business principles.

We also predict the largest autumn dry goods trade since the great boom of 1880. The activity of 1879 and 1880 was largely speculative; the increased business for the last six months of 1886 will be natural and legitimate. During the last four years of liquidation, the weak spots have been eliminated from the dry goods trade, and it was never on a more substantial basis. The dry goods interest is well equipped and organized for the autumn season of 1886.

As THE TRADESMAN predicted last week, the attempted celebration of Independence Day in this city was a complete fizzle—a disgrace to every man instrumental in getting it up and a reflection on every man who lent his name to the occasion. The TRADESMAN is the only paper in the city which uttered a warning as to the true nature of the "celebration," and it is glad to learn that many of its patrons profited by the warning by staying away from the city. The character of the men who were prominent in the undertaking was sufficient to condemn it in the minds of all decent people, but the street railway company seemed to have caught the prevailing spirit of deception and advertised certain attractions at Reed's Lake which the officers made no attempt to carry out. Altogether, the people who came to the city on the strength of the statements made by the daily papers have good grounds for entertaining hard feelings against Grand Rapids—a feeling of resentment which no amount of atonement can ever wholly remove.

The Cincinnati *Furniture Worker* is one of the brightest of the trade journals devoted to the furniture industry. Its Grand Rapids department, however, is a disgrace to the paper and to a certain extent—a reflection on every furniture manufacturer at this market. The identity of the *Worker's* Grand Rapids correspondent is not known to THE TRADESMAN, but the class of matter he furnishes for publication and the manner in which he misrepresents the industry and those who are connected with it stamp him as an irresponsible, if not an absolutely imbecile, person.

The organization of the "Grand Rapids Traveling Men's Association," which was accomplished last Saturday, is a move in the right direction. The TRADESMAN sug-

gested the advisability of such action nearly three years ago and is glad to commend the organization to every traveling man who writes Grand Rapids after his name. Membership in the Association is extended to every Valley City grip carrier, without reference to race, color or previous condition of servitude.

AMONG THE TRADE.

IN THE CITY.

Chas. D. Fisher, confectioner at 3 North Division street, has sold out.

S. Delovage has engaged in the clothing and gents furnishing goods business at 13 South Division street.

S. Sheldon, boot and shoe dealer at Pierson, has added a line of dry goods. Spring & Company furnished the stock.

Gerret Berkhoff has engaged in the grocery business at the corner of West Leonard and White streets. Cody, Ball & Co. furnished the stock.

Wm. J. Grotemut has engaged in the grocery business at 339 Lake street, Kalamazoo. The stock was furnished by Bulkley, Lemon & Hoops, who were compelled to compete with Chicago, Ft. Wayne, Toledo and Detroit.

AROUND THE STATE.

O. E. Jones succeeds H. B. Bessae in the drug business at Milan.

Dirk DeVries succeeds D. & P. DeVries in general trade at Holland.

John Plautz, dealer in dry goods and notions at Calumet, has assigned.

Collins & Harvey succeed J. F. Collins in the drug business at Bancroft.

Geo. E. Bannister succeeds Halsey & Bannister in general trade at Utica.

Phinney & Horr succeeds E. S. Lane in the hardware business at Ithaca.

L. V. La Clair, grocer at Oscoda, has been closed on chattel mortgage.

Wm. H. James succeeds Joseph H. Edgcomb in general trade at Grayling.

Newton & Hales succeeds H. L. Newton in the grocery business at Hastings.

Hasty & Chapman succeed Geo. A. Hasty & Co. in the grocery business at Lansing.

J. C. Brooks & Co., clothiers at Alpena, have been closed under chattel mortgage.

B. T. Kent, late of Augusta, has engaged in the hardware business at Howard City.

Reeves & Allen, of Ovid, have sold their book and stationery store to a Mr. Hanley, of Hillsdale.

S. N. Aldrich, grocer and agricultural implement dealer at Fairgrove, has sold his grocery store to Hamilton & Bosworth.

Frank T. Roberts has traded his grocery stock at Rockford for J. C. Drew's blacksmith shop at Sparta and will resume the smithy business.

H. D. Purdy, formerly of the firm of Purdy & Hastings, druggists at Sparta, has purchased W. H. Andrews' drug stock at Fennville and is already in possession.

Ionia Standard: The dissolution of the firm of W. C. Page & Co. is announced.

Jno. W. Baldie and E. H. King retiring. Mr. Baldie will go west in the fall, probably to California. Rumor has it that the firm will be re-organized as W. C. Page & Son.

MANUFACTURING MATTERS.

A new paving block mill has been started at Harrisville.

J. C. Likin & Co. have put in a stove and heading mill at Akron.

T. Van Landegend succeeds Van Landegend & Kirkoff in the plumbing business at Holland.

Wetmore & Campbell succeeds Wetmore & Pettit in the planning mill business at Mt. Pleasant.

If Lansing capitalists will put up \$25,000 an Eastern firm will move a rolling mill plant to that city, and within 60 days be in running order. The mill would give employment to 60 men at the start.

STRAY FACTS.

Miss Cora Miller, milliner at Shelby, will remove to Montague.

Jas. Parron succeeds W. M. Taylor in the saloon business at Alpena.

The Barnum mine at Ishpeming has closed, owing to an over supply of ore.

The Detroit Steam Radiator Co. has increased its authorized capital to \$200,000.

Chas. Mahuke succeeds Mahuke & Kuebish in the shoemaking business at Adrian.

A. W. Thynne succeeds Case & Thynne in the merchant tailoring business at Howell.

Newman, Sears & Co. succeed F. A. Newman & Co. in the agricultural implement business at East Saginaw.

Frederick Rosenfield has purchased the cigar factory of Kuttner & Co., at Detroit. The firm name will remain the same as before.

Douglass Payne has retired from the firm of Mumford, Foster & Co., wholesale leather dealers at Detroit. The firm name remains the same as before.

Street, Chatfield & Keep have purchased 50,000,000 feet of standing pine, tributary to the Michigan river, in Marquette county, that belonged to the Lake Superior Ship Canal Railway & Iron Co.

The Presque Isle Brick and Lumber Co.'s mill, at Rogers City, has received extensive repairs, and lately started up for the season, running night and day, cutting 70,000 feet in 24 hours. The logs sawed mostly belong to Alpena parties, and were put in on Grand Lake.

Charles Robinson was at one time a leading and prosperous merchant at Port Huron. He made money rapidly and spent it freely, acquired a taste for liquor, and now,

after his fortune has been dissipated, he finds himself without a home or family, the court having granted Mrs. Robinson a divorce.

An offshoot of the Mackinaw Lumber Co., St. Ignace, operating under the firm name of Everitt, Connor & Co., last winter got out 10,000 cedar telegraph poles, 215,000 paving posts, and 90,000 railroad ties, 315,000 pieces in all. The firm's operations extended along the north coast of Lake Michigan 150 miles.

The foundations are nearly laid for the pulp mill being erected by Fletcher, Pack & Co., at Alpena. The building will occupy several lots on Fletcher street, opposite the company's saw mill. There will be four boilers for converting wood into pulp. The four towers for making sulphuric acid will be 105 feet in height.

Purely Personal.

W. H. Muir has taken a position as assistant book-keeper for the Gunn Hardware Company.

W. M. DeLamater, Secretary and Treasurer of the Central City Soap Co., of Jackson, is in town for a few days.

J. Harvey Mann, billing clerk for the Gunn Hardware Company, is taking a two weeks' vacation at St. Thomas, Ont.

Miss Fanny Joseph and Miss Hannah Joseph, sister and daughter of J. L. Joseph, of Cincinnati, are the guests of Mrs. Jas. Fox.

W. H. Allen, book-keeper for S. A. Wel-

ling, now does business behind the bars, having enclosed his working space with a railing.

Mrs. W. S. Barnett, and daughter, Ada, went to Traverse City Saturday, where they joined W. S. for a trip around the lakes as far as Detroit.

Miss Emily Locke, who served Foster, Stevens & Co. faithfully as cashier in the retail department, has been compelled to abandon the position on account of ill health and will shortly go to Denver in hopes of regaining her health.

Capt. C. G. Perkins, of the Hazeltine & Perkins Drug Co., arrived in the city last evening on a brief business visit. He leaves this evening in company with Dr. C. S. Hazeltine, Col. Geo. C. Briggs, C. S. Bulkley and Dr. J. B. Parker for Boston, where the party go to attend the semi-annual meeting of the directors of the Peninsular Novelty Co.

Ernest Stevens, book-keeper for Jennings & Smith, arrived at his home at Muir Saturday in time to witness the apparent defeat of a Muir nine in a ball contest with a Pewamo club. Rushing to the pitcher's place, he brought victory out of defeat, for which event his name will go thundering down the ages—in the minds of Muir people—alongside of Caesar and Washington.

VISITING BUYERS.

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

F. Dodge, Big Rapids.
John Spring, Spring & Lindley, Bailey.
D. R. Crane, Fennville.
S. Sheldon, Pierson.
W. Hester, Rockford.
Geo. A. Scribner, Grandville.
C. S. Keifer, Dutton.
J. F. Hacker, Corlith.
Mr. Smith, Smith & Bristol, Ada.
C. F. Wain, LeRoy.
Jno. Guntra, Lamont.
W. F. Rice, Alpine.
Mr. Williams, Barnes & Williams, Otsego.
E. H. Foster, Fife Lake.
A. E. Landon, Nunica.
H. Colby & Co., Rockford.
Frank Rose, Manton.
N. O. Ward, Stauwood.
Silas Lowe, Burnip's Corners.
C. H. Deming, Dutton.
Paine & Field, Englishville.
Alex. Denton, Denton & Lovely, Howard City.
Chas. Skellenger, Rockford.
D. R. Crane, Fennville.
E. H. Foster, Fife Lake.
J. R. Campbell, Westwood.
Ed. Keets, Lilley P. O.
E. Wilson, Hopkins.
E. S. Houghtaling, Hart.
Gibbs Bros., Mayfield.
O. F. & W. P. Conklin, Ravenna.
G. W. Stevens, Austerlitz.
John Demetra, Forest Grove.
Mr. Den Herder, Den Herder & Tanis, Vriesland.
L. W. Shattuck, Wayland.
Wm. Johnson & Son, Big Rapids.
Goodrich & Quigley, Rodney.
J. H. Loucks, Sylvester.
J. O. Seibert, Johnson & Seibert, Caledonia.
Brown & Cairns, Prairieville.
P. P. Hopper, Fremont.
A. & L. M. Wolf, Hudsonville.
Wm. Vermeulen, Beaver Dam.
John Kamps, Zutphen.
Faraway Bros., Allendale.
Geo. P. Stark, Cascade.
H. M. Harroun, McLain.
Sidney Stark, Allendale.
A. Purchase, So. Blenden.
L. F. Davoli, Boyne Falls.
J. M. Harroun, McLain.
J. M. Cook, Grand Haven.

The Grocery Market.

Business has been only fair during the past week. Sugars are firmer and hard sugars have taken a slight upward turn. Other articles in the grocery line are about steady.

Confectionery is active. Nuts are steady. Fruits are in good demand.

Pork is up \$1 per barrel, hams ¼c and lard about ½c.

"Are Doing a Good Work."

From the Nashville News.

THE MICHIGAN TRADESMAN is a valuable journal for business men. E. A. Stowe & Bro. are doing a good work for the trade of Michigan, and we are glad to learn of their well-merited success.

Miscellaneous Dairy Notes.

Bronson will have no creamery this year, certain necessary connections having failed.

Loyster & Son, proprietors of the Hudson creamery, recently turned out 6,000 pounds of butter in one week.

Her Dainty Boot.

Her dainty boot, her dainty boot; It held a fascinating foot, A pretty foot; but, sad to tell, It held an aching corn as well. Ah! things are never what they seem, And life is a delusive dream.

COUNTRY PRODUCE.

Apples—Southern, 50c per box.
Beans—No market.
Beans—String, \$1 per bu. Wax, \$1 per bu.
Beets—New, 25c per doz. bunches.
Butter—Michigan creamery is in poor demand at 13c per lb. Dairy is a drug on the market at 6c per lb.
Cabbages—\$1.25 per crate, according to size.
Carrots—25c per doz.
Cherries—\$1.25 per bu.
Cucumbers—35c per doz.
Cheese—May and June stock of Michigan full cream is in fair demand at 8c.
Dried Apples—Quartered and sliced, 3c per lb.
Evaporated, 6c per lb, according to quality.
Dried Peaches—Pared, 15c.
Eggs—Somewhat scarce. Jobbers pay 11c and sell for 12c.
Gooseberries—4c per qt.
Honey—Easy at 12c per lb.
Hay—Baled is dull at \$14 per ton in two and five ton lots and \$13 in car lots.
Lettuce—5c per lb.
Maple Sugar—Dull at 7c per lb.
Onions—Green, 25c per doz. bunches.
Southern, \$2 per bbl. Illinois, \$1 per bu.
Peas—About out of market.
Pop Corn—3c per lb.
Potatoes—Southern command \$2.25 per bbl.
Poultry—In fair supply. Fowls sell for 10c per lb; turkeys, 12c. Ducks are out of market.
Radishes—14c per doz.
Raspberries—Black and red are held at 6c per qt.
Squash—Crockneck, 75c per box.
Tomatoes—Southern, 50c per box.
Turnips—35c per bu.

GRAINS AND MILLING PRODUCTS.

Wheat—No change. The city millers pay as follows: Lancaster, 78; Fulse, 75c; Clawson, 75c.
Corn—Jobbing generally at 42c per 100 bu. lots and 35c per carlots.
Oats—White, 40c in small lots and 34c per car lots.
Rye—48c per bu.
Barley—Brewers pay \$1.25 per cwt.
Flour—No change. Patent, \$5.20 per bbl. in sacks and \$5.40 in wood. Straight, \$4.20 per bbl. in sacks and \$4.40 in wood.
Meal—Bolted, \$2.75 per bbl.
Mill Feed—Screenings, \$13 per ton. Bran, \$12 per ton. Ships, \$13 per ton. Middlings, \$13 per ton. Corn and Oats, \$17 per ton.

COAL AND BUILDING MATERIALS.

A. B. Knowlson quotes as follows:
Ohio White Lime, per bbl. 1 00
Ohio White Lime, car lots 85
Louisville Cement, per bbl. 1 30
Akron Cement per bbl. 1 30
Cement, per bbl. 1 30
Car lots 1 05
Plastering hair, per bu. 25
Stucco, per bbl. 1 75
Land plaster, per ton. 3 50
Sand plaster, car lots. 2 50
Fire brick, per M. 25
Fire clay, per bbl. 3 00

COAL.

Anthracite, egg and grate, car lots. \$5 75
Anthracite, stove and nut, car lots. 6 00
Cannel, car lots. 6 00
Ohio Lump, car lots. 3 10
Blossburg or Cumberland, car lots. 4 50
Portland Cement. 3 50

MISCELLANEOUS.

Advertisements of 25 words or less inserted in this column at the rate of 25 cents per week, or 50 cents for three weeks. Advance payment.
Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage, etc.

WANTED—Situation in drug store by a registered pharmacist of extensive experience. References. Address E. R., Box 25, Climax, Mich. 148*

WANTED—Salesmen. One for Colorado, Wyoming, Utah, etc. dry goods and hosiery. One for Tennessee, dry goods and hosiery. One for Michigan, seamless hosiery. Commission. References required. Address "Daniels," care THE TRADESMAN. 148*

WANTED—Registered drug clerk, single man. Give reference and wages expected, habits and experience in business. Apply to J. F. Clark, Climax, Mich. 146*

FOR SALE OR EXCHANGE—A two-story store building, 22x50 feet, with lot, 25x15 in the village of Rockford, Kent County. Will sell cheap for cash or will exchange for small farm or house and lot in some good town. Address Lock Box 18, Clarksville, Mich. 148*

FOR SALE—One large ice box, (lined inside,) one pair scales, weigh 800 pounds, (almost new); two counter scales; twenty-one feet of shelving suitable for grocery or drug store; and other shelving; One 2½ foot show case; one new delivery wagon; one copying press and patent brush; one safe; one second-hand cheese press; thirteen new wooden tea chests (large). Apply to J. C. Shaw & Co., 79 Canal street, Grand Rapids, Mich. 148*

FOR SALE—Portable steam saw-mill in perfect running order. Capacity 35,000 feet per day. Will be sold at a bargain or will trade for real estate. Address Lock Box 289, Big Rapids, Mich. 144tf

WANTED—Situation as book-keeper or cashier by a young lady of experience. Have no objection to going out of the city. Best references furnished. Address No. 5, care THE TRADESMAN. 148*

WANTED—Situation as registered pharmacist by a man of extended experience. Good references furnished. Address W. H. Falk, Big Rapids, Mich. 148*

FOR SALE—A drug store situated on the Chicago & West Michigan road, opening in one of the finest fruit and farming countries in the State. Stock of \$1,500 or under. Also a fine practice to be disposed of at the same time, to a physician who wishes to practice medicine in connection with drug store. Competition light. Address "Sun," care THE TRADESMAN. 143tf

WANTED—To correspond with a good, live man, posted in the grocery business, with a view to partnership. I have a good store building in a village needing a grocery badly. Any grocer who has a small stock of one or two thousand would do well to correspond with Box 10, North Muskegon, Mich. 141tf

WANTED—A position as book-keeper and general office man by a gentleman of large experience. Would prefer a lumbering firm or large manufacturing concern. Address and refer to Bulkley, Lemon & Hoops. 140tf

FOR RENT—Desirable brick store building in a thriving farming town, twenty miles from Grand Rapids. Good opening for grocery or general store. Address Store, care THE TRADESMAN. 140tf

FOR SALE—A drug store. One of the handsomest drug stores in the State, doing a splendid business, in a town of 12,000 inhabitants. Stock, etc., will inventory about \$3,500. Average cash sales, \$25 a day and increasing. No paint and oils carried in stock. Owner wishes to go into manufacturing business at once. Address, for full particulars, Aloes, care THE TRADESMAN OFFICE. 138tf

AGENTS WANTED—For an article used in every house. I can give a live man a good paying job in every town in the United States. For particulars, address with stamp, A. Retan, Pawmaw, Mich.

IF YOU WANT—to get into business, to sell your business, to secure additional capital, to get a situation, if you have anything for sale or want to buy anything, advertise in the Miscellaneous Column of THE TRADESMAN. A twenty-five word advertisement costs but 25 cents a week or 50 cents for three weeks.

Order a sample case of

HONEY BEE COFFEE.
PRINCESS BAKING POWDER,
Equal to the Best in the market.
J. H. Thompson & Co., Wholesale Grocers,
59 Jefferson ave., Detroit, Mich.

POTATOES.
We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.
Agents for Walker's Patent Butter Worker.
EARL BROS., Commission Merchants.
157 S. Water St., Chicago, Ill.
Reference: FIRST NATIONAL BANK.

J. T. BELL & CO.,
Saginaw Valley Fruit House
And COMMISSION MERCHANTS,
Dealers in all kinds Country Produce & Foreign Fruits.
Reference: Banks of East Saginaw.
East Saginaw, Mich.

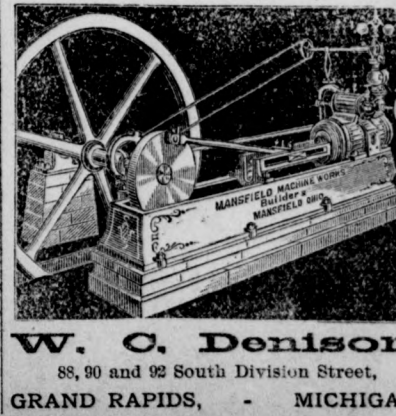
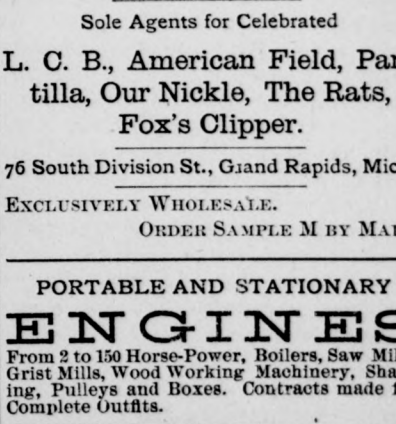
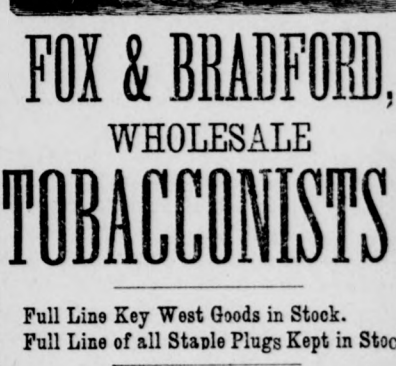
L. M. CARY. **L. L. LOVERIDGE.**
CARY & LOVERIDGE,
GENERAL DEALERS IN
Fire and Burglar Proof SAFES.
Combination and Time Locks,
11 Ionia Street, Grand Rapids, Mich.

VOIGT, HERFOLSHEIMER & CO.,
Importers and Jobbers of
STAPLE and FANCY Dry Goods!
OVERALLS, PANTS, Etc.,
our own make. A complete
Line of **TOYS, FANCY CROCKERY, and FANCY WOODEN-WARE,** our own importation.
Inspection solicited. Chicago and Detroit prices guaranteed.

FOX & BRADFORD,
WHOLESALE
TOBACCONISTS!
Full Line Key West Goods in Stock.
Full Line of all Staple Plugs Kept in Stock.
Sole Agents for Celebrated
L. C. B., American Field, Pantilla, Our Nickle, The Rats, Fox's Clipper.
76 South Division St., Grand Rapids, Mich.
EXCLUSIVELY WHOLESALE.
ORDER SAMPLE M BY MAIL.

EATON & LYON,
Importers, Jobbers and Retailers of
BOOKS,
Stationery & Sundries,
20 and 22 Monroe St., Grand Rapids, Mich.

LUDWIG WINTERNITZ,
STATE AGENT FOR
Fermentum,
THE ONLY RELIABLE
Compressed Yeast.
Man'd by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Michigan,
TELEPHONE 566.
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address.



"ACME" Baking Powder In 1 lb. cans, 50 in a case, price 35c per lb. or \$17.50 per case. With every case we give 50¢ Mosaic Table ware. Send for sample case. Bulkley, Lemon & Hoops.

Drugs & Medicines

STATE BOARD OF PHARMACY.
One Year—F. H. J. VanEmster, Bay City.
Two Years—Jacob J. J. VanEmster, Bay City.
Three Years—James Vernon, Detroit.
Four Years—Otmar Eberbach, Ann Arbor.
Five Years—Geo. McDonald, Kalamazoo.
President—Otmar Eberbach.
Secretary—Jacob J. J. VanEmster.
Treasurer—James Vernon.

Michigan State Pharmaceutical Association.
OFFICERS.
President—H. J. Brown, Ann Arbor.
First Vice-President—Frank J. Wurzburg, Grand Rapids.
Second Vice-President—A. B. Stevens, Detroit.
Third Vice-President—Frank Ingalls, Detroit.
Secretary—S. E. Parkell, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Jacob J. J. VanEmster, Geo. Gundrum, Frank Wells, F. W. R. Perry and John E. Peck.
Local Secretary—Will L. White, Grand Rapids.
Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.

OFFICERS.
President—Frank J. Wurzburg.
Vice-President—Wm. L. White.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.
Committee on Pharmacy—M. B. Kimm, H. E. Locher and Wm. E. White.
Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.
Regular Meetings—First Thursday evening in each month.
Annual Meetings—First Thursday evening in November.
Next Meeting—Thursday evening, Aug. 5, at "The Tradesman" office.

Detroit Pharmaceutical Society.
Organized October, 1883.

OFFICERS.
President—A. F. Parker.
First Vice-President—Frank Ingalls.
Second Vice-President—J. C. Mueller.
Secretary and Treasurer—A. W. Allen.
Assistant Secretary and Treasurer—H. McRae.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Association.
OFFICERS.
President—R. F. Latimer.
Vice-President—C. D. Colwell.
Secretary—F. A. King.
Treasurer—Chas. E. Humphrey.
Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.
Annual Meeting—First Thursday in November.
Regular Meetings—First Thursday of each month.

Saginaw County Pharmaceutical Society.
President—Jay Smith.
First Vice-President—W. H. Yarnall.
Second Vice-President—R. Bruske.
Secretary—D. E. Prall.
Treasurer—H. Melchers.
Committee on Trade Matters—W. B. Moore, H. G. Hamilton, H. Melchers, W. H. Keeler and B. J. Birney.
Regular Meeting—Second Wednesday afternoon of each month.

Muskegon Drug Clerks' Association.
OFFICERS.
President—Fred Heath.
Vice-President—J. C. Terry.
Secretary and Treasurer—L. B. Glover.
Regular Meetings—Second and fourth Wednesday of each month.
Next Meeting—Wednesday evening, July 14.

Oceana County Pharmaceutical Society.
Temporary officers: Chairman, G. W. Fincher; Secretary, G. F. Caty.

Some Experiments With Lycopodium.

Lycopodium is a fine powder, the seed, or more correctly the spores, of a club moss. These are members of a curious family of cryptogamous plants that, from the demand in commerce for the spores, have a certain importance. They form the living representatives of a once numerous and important group of large trees, now mostly extinct—the lepidodendrons and sigillarias. In the carboniferous ages these plants grew to immense size, and it is supposed that in the moist air laden with carbonic acid gas their growth was extremely rapid. From them and their associates the beds of coal that we now burn, anthracite, bituminous, and cannel, were formed. To-day this mighty series has dwindled into insignificance, the survivors being little more than herbaceous in habit. Long strings of some of its varieties are sold for Christmas decorations, the stems being tied together.

The spore cases are comparatively large vessels. Exactly how the germination takes place is unknown. Each spore case contains a quantity of the spores—microscopic bodies that, collected, form the finest conceivable powder, of a yellowish brown color. So fine and smooth are the spores, that a bottle half full acts almost as if filled with water. The lycopodium, when the bottle is inclined and slightly jarred or shaken rapidly, slides down to a level, or nearly level, surface, and, on more active agitation, a species of waves or ripples can be produced on the surface.

On microscopic examination, each grain is found to approximate to a spherical shape, with three faces meeting pyrametrically on one part of its superficies. Several very interesting experiments can be performed with this substance.

For a long time past it has been used in theatres for the production of flashes of light. Owing to its fine state of division and its resinous nature, it catches fire with great readiness when disseminated in the air, and produces much the same effect that a sudden inflammation of a large body of gas would exhibit. Its fineness is such that, practically speaking, it dissimulates itself to the gaseous state. If a small quantity is placed on a card and shaken out over a candle flame, bright, lightning-like flashes will appear. By proper management, absolutely explosive mixtures of lycopodium and air can be produced. In these respects it reminds us of the dust of coal mines and flour mills, to which so many fatal explosions have been due.

By virtue, probably, of its resinous na-

ture, it is moistened by water only with considerable difficulty. Spread over the surface of water, it forms a coating that does not for many hours become wet, and that prevents other bodies from coming in contact with the fluid. It does this, not by acting as a membrane, but by sub-dividing the surface of the water so as to magnify the effects of surface tension. It also seems in a certain sense to increase the coherency of the surface, and to make it tend to move all at once, if an effort is made to disturb it.

Having sprinkled some over the surface of water in a glass, the experimenter may immerse his finger in the fluid. He will notice no difference in the sensation, the water feels cold as ever, but will observe that as his finger descends it carries with it the coating of lycopodium that now, like a membrane, wraps itself around his finger, and adheres to it under the water. The effect produced is sometimes quite peculiar, the finger appearing enveloped in ice, and magnified by the shape of the glass. On withdrawing it, however, it will be found perfectly dry. The adhering powder can be shaken off on the surface of the water. As long as enough powder is kept upon the surface of the water, the immersion can be repeated over and over again. The finger will never become wet. The lycopodium divides the water into such small areas that, in virtue of its surface tension, it is held back and away from the skin. If all the dust is drawn down, and the water comes in contact with the unprotected finger, it will become wet above the lycopodium.

One curious illustration of the efficacy of this powder in preventing contact between a solid and liquid may be obtained by lowering a coin into the water. The coin may rest upon a bent wire or be lowered by a thread. The coating of lycopodium will close over and envelop it as it descends, and it can be lowered down to the bottom of the vessel and again extracted perfectly dry. It is just as if it were inclosed in a sac of India rubber.

From a vessel of clean water, drops may be taken and allowed to fall gently on a somewhat thickly coated surface of water. They immediately form into spheroids, not coming in contact with the water below. They can be rolled about and against each other without coalescing or sinking, as curiously enough, there is a species of adherence that obtains between the lycopodium and the water, so that the drops become coated with it. If a piece of glass is dusted over and a drop placed on it, the rapidity with which the drop rolls about, as the glass plate is inclined, is quite striking. In a lantern this may be shown with good effect, the projected image of the drop flying across the field of view like a pistol ball.

The experiment of the floating needles may be repeated on a lycopodium-coated surface with magnified effect. Pieces of wire of some thickness, steel pens and the like float upon the surface, just as they do on mercury. Here again it may be noticed that the actual depression is quite small. The surface is but slightly effected by the weight resting on it.

The coated surface forms an admirable field for the display of magnetic figures. A tray of paper may be used to contain the water. It must be made water-proof by treatment with shellac or melted paraffine. Paraffine from a candle melted over the surface by the heat of an oven, or by being held in front of a fire, will suffice. A shallow layer of water is placed in it, and the tray rests upon the poles of a powerful magnet. It is dusted with lycopodium, the excess is blown off, and iron filings dropped on the surface from a considerable height. The filings may need a little assistance by jarring, but they will often without it, arrange themselves in the magnetic curves as shown. At the poles, where the attraction is strongest, and where most filings accumulate, the magnet draws them down, depressing the surface quite curiously, but not with power enough, under ordinary conditions, to break through the film. It is a case of two forces being insufficient to overcome the surface strength. Here gravity and magnetism co-operate, but cannot break through.

"Its Candor Is Appreciated."

From the Freeport Herald.
THE MICHIGAN TRADESMAN warns people not to expect to see an old-fashioned Fourth of July celebration in Grand Rapids this year; that the idea of celebrating was not thought of, until an Indian show came along and induced a few individuals to advertise a celebration, in order to draw a crowd to the show. THE TRADESMAN's candor in this matter will be appreciated by its numerous friends in surrounding towns.

A student in the Pharmacy Department of the Michigan University wrote to a Kansas druggist about taking a place in his store as prescription clerk. This is what the druggist wrote back: "DEAR SIR your Reed in Reply I will Give you a brief Description of our business Perhaps you understand the nature of a drug store in Kansas we Do some Liquor business in a Back Room. By the Drink our prescription trade Runs from two to three Thousand Pr year some clerks objects to the back Room trade I Give you the facts in the case so that You will not be disappointed your board By the week will cost you from \$3.50 to \$5 a week now if you accept this position Answer by telegraph At once as I kneed a clerk very bad & must have one as soon as possible."

The owner of a patent medicine, living in New York, has recently contracted with a printer in an Eastern city for supplying him with 40,000,000 pamphlets of thirty-two pages each, and 400,000,000 circulars of four pages each. The price to be paid is \$800,000.

THE OLD RELIABLE
Perry Davis Pain Killer,
Established 1840.
All Druggists Should Keep It.

PRICES TO THE TRADE:
Small Size..... Per Bottle. Per Doz. 1 25 25
Medium Size..... 25 250
Large size..... 1 00 7 20
Beware of Imitations. There is but One Pain Killer. Get the Genuine.

J. N. Harris & Co., Ltd., Cincinnati, O.
Proprietors for the Southern and Western States.
For Sale by all Medicine Dealers.

Allen's Lung Balsam
The Great Remedy for Curing
CONSUMPTION,
Coughs, Colds, Croup,
And Other Throat and Lung Affections.

EP we call your attention to the fact that the old Standard Remedy, ALLEN'S LUNG BALSAM, is now put up in three sizes—25 cents, 50 cents and \$1 per bottle.
Small..... \$1 75 per dozen
Medium..... 3 50
Large..... 7 00
J. N. Harris & Co., Ltd., Cincinnati, O.

PIONEER PREPARED PAINTS.

Order your stock now. Having a large stock of the above celebrated brand MIXED PAINTS, we are prepared to fill all orders. We give the following

Guarantee:
When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead or such other paint as the owner may select.

Hazeltine & Perkins Drug Co.
GRAND RAPIDS, MICH.

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

SEEDS
We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

A Warning.
Pain is given for the wise purpose of informing us of the presence of danger and disease. Any little excitement of an unusual nature disturbs the balance of the system, the nervous energies are exhausted, and headache and a hundred other disturbances are the result. Many of the miseries of modern man and womanhood might be cured and prevented, having their origin in derangements of the liver and blood, dyspepsia, jaundice, indigestion, costiveness and other unwholesome conditions. Evils of a diseased nature find a certain cure by the use of Golden Seal Bitters. In this medicine, nature, aided by art, has produced a rare combination of medicinal properties, wisely adapted for the cure of diseases common to mankind. The vitalizing principles embodied in Golden Seal Bitters will assuredly cure the broken down dyspeptic. Sold by Hazeltine, Perkins & Co., wholesale druggists, Grand Rapids, Mich.

Michigan Drug Exchange.
Mills & Goodman, Props.
GRAND RAPIDS, MICH.

WANTED—Registered drug clerks, either pharmacists or assistants, who are sober, honest, industrious and willing to work on moderate salary.

WANTED—To exchange house and lot (with barn) and physician's practice in a town of 800 inhabitants for drug stock in some good location. Real estate valued at \$1,500. Practice about \$2,000 per year.

FOR SALE—Stock of about \$1,700 in thriving town of 800 inhabitants. Good railroad facilities. Doing good business.

FOR SALE—Stock of \$3,000 in growing town of 1,000 inhabitants. Only two drug stores in town. Will sell only with residence.

FOR SALE—Stock of \$1,200 in town of 700 inhabitants can be bought at large discount.

FOR SALE—A most choice stock of about \$1,300 in town of 300 inhabitants. Doing very nice business and expenses light.

FOR SALE—Finest business in northern Michigan. General stock of \$15,000, of which drugs will inventory about \$5,000. Will sell any branch of business alone but prefer to dispose of whole stock. Terms liberal.

FOR SALE—Stock of \$1,500 in lumbering town of about 350 inhabitants. Can be bought at great sacrifice if taken at once.

FOR SALE—Small stock of about \$500 with building and lot in Grand Rapids. Good location for physician.

ALSO many other stocks, the particulars of which we will furnish free on application.

TO DRUGGISTS desiring to secure clerks we will send the addresses and full particulars of those on record free on application.

CUSHMAN'S MENTHOL INHALER



Cold in the Head.

Strictly speaking, this is acute Catarrh, and for want of effective means of treatment little attention is paid to it, and its annoying symptoms endured for several days develop into something more serious by the inflammation extending from the nose to the throat, lungs or ears. Cushman's Menthol Inhaler acts promptly and as by magic, relieving the itching, tingling and stuffed feeling in the head. At first, it increases the watery discharge from the nose, and by its continued use reduces the inflammation, and within a few hours the watery discharge is diminished, and the complications which usually follow a cold are avoided. All druggists should keep the Menthol Inhaler. Retail price 50c.

WHOLESALE PRICE CURRENT.

ACIDS.			
Acetic, No. 8.....	9	@	10
Acetic, C. P. (Sp. grav. 1.040).....	30	@	35
Carbonic.....	35	@	38
Citric.....	75	@	80
Muriatic 18 deg.....	3	@	5
Nitric 36 deg.....	11	@	12
Oxalic.....	10	@	12
Sulphuric 66 deg.....	3	@	4
Tartaric powdered.....	50	@	55
Benzoic, English.....	12	@	15
Benzoic, German.....	12	@	15
Tannic.....	12	@	15
AMMONIA.			
Carbonate.....	12	@	14
Muriate (Powd. 22c).....	3	@	5
Aqua 16 deg or 3f.....	3	@	5
Aqua 18 deg or 4f.....	4	@	6
BALSAMS.			
Copaiba.....	38	@	42
Flr.....	1	@	75
Peru.....	1	@	75
Tolu.....	45	@	50
BARKS.			
Cassia, in mats (Pow'd 20c).....	11	@	18
Cinchona, yellow.....	18	@	20
Elm, select.....	13	@	14
Elm, ground, pure.....	14	@	15
Elm, powdered, pure.....	15	@	16
Sassafras, of root.....	10	@	12
Wild Cherry, select.....	12	@	13
Bayberry powdered.....	20	@	20
Hemlock powdered.....	30	@	30
Aleoe.....	12	@	15
Soap ground.....	12	@	15
BERRIES.			
Cubeb prime (Powd 1 30c).....	6	@	21
Juniper.....	6	@	27
Prickly Ash.....	50	@	60
EXTRACTS.			
Licorice (10 and 25 lb boxes, 25c).....	27	@	27
Licorice, powdered, pure.....	37 1/2	@	37 1/2
Logwood, bulk (12 and 25 lb boxes).....	9	@	9
Logwood, 1s (25 lb boxes).....	12	@	12
Logwood, 1/2s do.....	13	@	13
Logwood, 1/4s do.....	15	@	15
Logwood, ass'd do.....	14	@	14
Fluid Extracts—25¢ cent. off list.		@	
FLOWERS.			
Arnica.....	13	@	15
Chamomile, Roman.....	20	@	25
Chamomile, German.....	20	@	30
GUMS.			
Aloes, Barbadoes.....	60	@	75
Aloes, Cape (Powd 20c).....	12	@	12
Aloes, Socotrine (Powd 60c).....	50	@	50
Ammoniac.....	25	@	30
Arabic, powdered select.....	90	@	90
Arabic, 1st picked.....	85	@	85
Arabic, 2d picked.....	70	@	70
Arabic, sifted sorts.....	55	@	55
Assafoetida, prime (Powd 35c).....	50	@	55
Benzoin.....	50	@	55
Camphor.....	25	@	27
Catechu, 1s (1/4 lb, 1/2 lb 16c).....	13	@	13
Euphorbium powdered.....	35	@	40
Galbanum.....	80	@	90
Gamboge.....	80	@	90
Guaiac, prime (Powd 45c).....	35	@	35
Kino (Powdered, 30c).....	20	@	20
Mastic.....	1	@	25
Myrrh, Turkish (Powd 47c).....	3	@	40
Opium, pure (Powd \$4 40).....	3	@	10
Shellac, Campbell's.....	25	@	25
Shellac, English.....	20	@	20
Catalpa, W. Indies.....	175	@	20
Shellac bleached.....	30	@	30
Tragacanth.....	30	@	40
HERBS—IN OUNCE PACKAGES.			
Hoarhound.....	25	@	25
Lobelia.....	25	@	25
Peppermint.....	25	@	25
Rue.....	40	@	40
Spearmint.....	24	@	24
Sweet Majoram.....	25	@	25
Tanzy.....	25	@	25
Thyme.....	30	@	30
Wormwood.....	25	@	25
IRON.			
Citrate and Quinine.....	4	@	00
Solution mur. for tinctures.....	20	@	20
Lactate, pure crystal.....	7	@	7
Citrate.....	65	@	65
Phosphate.....	65	@	65
LEAVES.			
Buchu, short (Powd 25c).....	13	@	14
Sage, Italian, bulk (1/4 & 1/2 lb, 12c).....	33	@	35
Senna, Alex, natural.....	50	@	50
Senna, Alex, sifted and garbled.....	25	@	25
Senna, thinveiled.....	10	@	10
Uva Ursi.....	35	@	35
Belleadonna.....	35	@	35
Foxglove.....	30	@	30
Hehline.....	2 35	@	2 35
Rose, red.....	2 35	@	2 35
LIQUORS.			
W. D. & Co.'s Sour Mash Whisky.....	2	@	50
Druggists' Favorite.....	1 75	@	2 00
Whisky, other brands.....	1 10	@	1 50
Gin, Old Tom.....	1 35	@	1 75
Gin, Holland.....	2 00	@	2 50
Brandy.....	1 75	@	2 00
Catawba Wines.....	1 25	@	1 50
Port Wines.....	1 35	@	1 50
MAGNESIA.			
Carbonate, Patterson's, 2 oz.....	22	@	22
Carbonate, Jennings's, 2 oz.....	37	@	37
Citrate, H. P. & Co.'s solution.....	2 25	@	2 25
Calcined.....	65	@	65
OILS.			
Almond, sweet.....	45	@	50
Amber, rectified.....	45	@	45
Anise.....	1	@	80
Bay oil.....	3	@	50
Bergamont.....	1 40	@	1 60
Castor.....	1 75	@	1 75
Croton.....	1 75	@	1 75
Cajeput.....	75	@	75
Cassia.....	85	@	85
Cedar, commercial (Pure 100).....	35	@	35
Citronella.....	75	@	75
Cloves.....	1 75	@	1 75
Cod Liver, N. F.....	1 20	@	1 20
Cod Liver, best.....	1 20	@	1 20
Cod Liver, H. P. & Co.'s, 16.....	6 00	@	6 00
Cubeb, P. & W.....	9 50	@	9 50
Erigeron.....	1 60	@	1 60
Fireweed.....	2	@	00
Garnum.....	2 00	@	2 00
Hemlock, commercial (Pure 75c).....	35	@	35
Juniper wood.....	50	@	50
Juniper berries.....	2	@	00
Sassafras, French (Flowers \$1 50).....	2	@	00
Lavender flowers.....	2 01	@	2 01
Lavender garden do.....	1	@	00
Lavender spike do.....	90	@	90
Lemon, new crop.....	2 50	@	2 50
Castor, select to 1/2 lb.....	3	@	00
Lemongrass.....	80	@	80
Oliver, Malaga.....	90	@	100
Oliver, "Sublime Italian".....	2 75	@	2 75
Orange, red, flowers, French.....	1 75	@	1 75
Orange, No. 1.....	1 25	@	1 25
Pennyroyal.....	1	@	00
Peppermint, white.....	3 00	@	3 25
Rose oil.....	8	@	00
Rosmarie, French (Flowers \$1 50).....	2 75	@	2 75
Salad, gal.....	1	@	00
Savin.....	1	@	00
Sandal wood, German.....	4 50	@	4 50
Sandal Wood, W. Indies.....	7	@	00
Sassafras.....	45	@	45
Spearmint.....	4	@	00
Tansy.....	4	@	00
Tar (by gal 50c).....	10	@	12
Wintergreen.....	2	@	10
Wormwood, No. 1 (Pure \$4.00).....	3	@	50
Wormseed.....	2	@	00
POTASSIUM.			
Bicromate.....	12	@	14
Bromide, cryst. and gran. bulk.....	37	@	40
Chlorate, cryst (Powd 10c).....	3	@	00
Iodide, cryst. and gran. bulk.....	3	@	00
Prussiate yellow.....	28	@	28
ROOTS.			
Alkanet.....	20	@	20
Athens, cut.....	25	@	25
Arrow, St. Vincent's.....	17	@	17
Arrow, Taylor's, in 1/4 and 1/2 lb.....	33	@	33
Blood (Powd 18c).....	12	@	12
Camus, select.....	20	@	20
Calamus, German white, peeled.....	35	@	35
Elecampane, powdered.....	20	@	20
Gentian (Powd 15c).....	12	@	12
Ginger, African (Powd 14c).....	11	@	12
Ginger, Jamaica bleached.....	17	@	17
Golden Seal (Powd 25c).....	12	@	12
Hellebore, white, powdered.....	1	@	20
Helioche, Ric. powdered.....	2	@	00
Jalap, powdered.....	12	@	12
Licorice, select (Powd 15).....	18	@	18
Licorice, extra select.....	20	@	20
Rh. bark, true.....	1	@	00
Rhei, from select (Powd choice).....	1	@	00
Rhei, powdered E. I.....	1	@	00
Rhei, choice cut cubes.....	1	@	00
Rhei, choice cut fingers.....	1	@	00
Rheubarb.....	65	@	65
Seneka.....	40	@	40
Sarsaparilla, Honduras.....	20	@	20
Sarsaparilla, Mexican.....	40	@	40

The Michigan Tradesman.

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WEDNESDAY, JULY 7, 1886.

Hand and Machine Cut Files.

Much discussion has been indulged in of late concerning the relative merits of hand and machine cut files, especially in England, and the advocates of each are "on their metal." A challenge has been given and accepted for a careful and efficient test to be applied on the basis of quality alone. The conditions of the experiment are, says the London Ironmonger, all that can be desired to obtain bona-fide results. The advocate of the hand-cutting system is to provide a dozen blanks and cut them on one side himself, the reverse side to be cut by machinery. His opponent is to furnish another dozen to be cut in the same way, various styles of cutting to be illustrated in each case. The blanks are to be well-forged and ground, and both parties are to be represented during the cutting process. A consulting engineer in whom both sides have confidence has undertaken to send the files to eight engineering firms out of Sheffield, he to receive back the files and reports of the results, the parcels and reports to be opened in the presence of the interested parties. A supplementary test is to be applied by one of the parties forging four files out of a bar of steel supplied by the other, two of the files being cut by the former and two by the latter. The two parties are then to meet and enter into a filing contest with wrought iron, cast iron and steel for the materials work on. The files which take off the heaviest amount of metal in a given number of strokes will be deemed the superior article, the materials to be weighed after every fifty strokes. The contest is being looked forward to with great interest, and if it should be carried through without misunderstanding or dispute, the result will doubtless be regarded as final, both the parties selected being experts in the two systems.

When a Drummer Understands His Business.

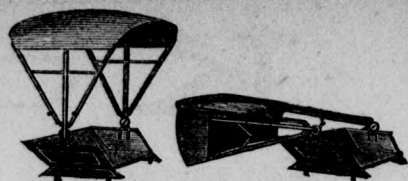
"When a drummer understands his business he can be very useful," remarked a representative of a New York house to a New York exchange, "but his business is not primarily to push sales, but to keep the house acquainted with its customers, and the customers with the house. Why, I was on the road myself for six weeks last fall without selling a thing, and yet it was a successful trip. I did not try to sell anything, but I did try to learn everything about possible customers, and give them all the information in my power for the sake of future orders. It is the 'pushing' fellows who wear customers out in their efforts to sell, and who give the profession such a bad reputation. And, mind you, whenever a man makes himself disagreeable he hurts his own house. People judge of a concern by its representatives, and if these men seem only anxious to sell a big bill of goods, without caring whether the customer is pleased or not, the latter will think the house must be just like its drummers.

"I am not posted about matters on the Continent, but in England they are managed with more system than in America. There is more care taken that a man shall thoroughly understand a particular business before he goes on the road. They do not send mere boys out so much, and they do not judge a man solely by the sales he makes. A drummer there is something more than a mere roadster. American travelers certainly have push. When they lose a job they will often be selling an entirely different line of goods within a week. But it is a sheer waste of money to send out a man who does not thoroughly understand the business he represents."

Moving in the Matter of Freight Rates.
From the Ionia Mail, June 28.

A committee consisting of Hon. Geo. W. Webber, Dr. W. R. Cutler, T. S. Barringer, G. F. Phelps, B. B. Babcock, Philo T. Bates, W. E. Kelsey and Thad B. Preston, went to Detroit this morning in behalf of the I. B. M. P. A., to wait upon the managers of the railroads, and talk over the question of discrimination in freights. Whether their object—securing to Ionia a freight rate as low as that at Lansing, Owosso and other points along the roads—will be accomplished or not, it certainly shows a commendable public spirit, which for some reason has been sadly lacking among our business men for the past few years. It is a special object of the Business Men's Association, not only to protect themselves from dead-beats, but also to look into Ionia's business interests in all departments, and as such should have the hearty support of all business men, and every citizen who is at all interested in the progress of Ionia.

Cobbs & Mitchell have purchased three quarter-sections of pine in the Cadillac district, of D. A. Blodgett and will proceed to log it off. It is estimated that the purchase includes 20,000,000 feet. The firm will rebuild its Cadillac mill, putting in a combined band and circular. The price paid for the pine was about \$100,000.



Albert Coye & Son,

DEALER IN

AWNINGS, TENTS,

Horse, Wagon and Stack Covers, Hammocks and Spreaders, Hammock Supports and Chairs, Buggy Seat Tops, Etc.

Send for Price-List.

78 Canal St.

EDMUND B. DIKEMAN,

THE—

GREAT WATCH MAKER,

—AND—

JEWELER.

44 CANAL STREET,

GRAND RAPIDS,

MICH.

Our Special

Plug Tobaccos.

1 butt.	3 butts.
SPRING CHICKEN .38	.36
MOXIE .35	.33
ECLIPSE .30.	.30

Above brands for sale only by

OLNEY, SHIELDS & Co.

GRAND RAPIDS, MICH.

FOX & BRADFORD,

Agents for a full line of

S. W. Venable & Co.'s

PETERSBURG, VA.,

PLUG TOBACCOS,

NIMROD,

E. C.,

BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.



STEAM LAUNDRY

43 and 45 Kent Street.

STANLEY N. ALLEN, Proprietor.

WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.

Orders by Mail and Express promptly attended to.



For easy ironing use "Electric Lustre" Starch. It is all prepared for immediate use in One Pound Packages, which go as far as two pounds of any other Starch. Ask your Grocer for it.

The Electric Lustre Starch Co.
204 Franklin St., New York.

JOHN CAULFIELD

Wholesale Agent,

GRAND RAPIDS,

MICH.

BINDERS' TWINE.

We have a basement full.

Curtiss, Dunton & Co.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

E. FALLAS,

Makes a Specialty of

Butter and Eggs, Lemons and Oranges,

Cold Storage in Connection. All Orders receive Prompt and Careful Attention.

CORRESPONDENCE SOLICITED.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.
97 and 99 Canal Street, Grand Rapids, Michigan

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

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

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

Fruits, Vegetables,

Butter, Eggs, Cheese, Etc.

Wholesale Agents for the Lima Egg Crates and Fillers.

8 and 10 Ionia St., Grand Rapids, Mich.

ORDER

Our Leader Smoking 15c per pound. Our Leader Fine Cut 33c per pound.

Our Leader Shorts, 16c per pound. Our Leader Cigars, \$30 per M.

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee.



Every can wrapped in colored tissue paper with signature and stamp on each can.

BUY

Fresh Roasted Coffees

AND INCREASE YOUR TRADE.

We have the following varieties in stock from which to select:

Javas,	Carracas,
Mochas,	Maracaibos,
Ceylons,	Costa Ricas,
Guatemalas,	Santos,
Mexicans,	and Rios.

All bought for their fine roasting and drinking qualities.

Give me a trial order.

ED. TELFER,

46 OTTAWA ST.

ABSOLUTE SPICES.

BULKLEY, LEMON & HOOPS,

Importers and

Wholesale Grocers.

Sole Agents for

"Jolly Tar" Plug Tobacco.

Daniel Scotten & Co.'s "HIAWATHA" Plug Tobacco.

Lautz, Bros. & Co.'s SOAPS.

Niagara STARCH.

Dwinell, Howard & Co.'s Royal Mocha and Java. Royal Java. Golden Santos.

Thompson & Taylor Spice Co.'s "Magnolia" Package Coffee.

SOLE PROPRIETORS

"JOLLY TIME" Fine Cut,

Dark and sweet, with plug flavor, the best goods on the market.

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

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

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

PUTNAM & BROOKS

Wholesale Manufacturers of

PURE CANDY!

ORANGES, LEMONS,

BANANAS, FIGS, DATES,

Nuts, Etc.

NEAL'S CARRIAGE PAINTS,

Seven beautiful shades. Just the thing for repainting old buggies. Varnishing not necessary. One coat for old work. Dries with a beautiful gloss. An old buggy can be repainted at a cost not to exceed one dollar. A rapid seller. Packed in assorted cases. Every case has accompanying it ample advertising matter.

Acme White Lead & Color Works,

SOLE MANUFACTURERS. Detroit, Mich.

The Michigan Tradesman.

The Labor Advocate.

He lectured on unions and labor.
And wildly he brandished his fist:
He told them to take gun and saber,
And go for the capitalist.

He told them he never need 'cumber
Their thoughts with respect for the law;
He said he was one of their number—
But all that he worked was his jaw!

Maxims for Merchants.

From the Dry Goods Chronicle.

A merchant who intends to make money must understand the true principles of his business.

A merchant to be successful is obliged to keep his word, to preform his promises and to execute his contracts.

As a man rises in the scale of civilization his wants are increased and diversified. He labors more, produces more and exchanges far more.

The practical choice of the mercantile class of the future lies not between large and small percentages on their sales, but between small ones and none.

A man has the right and it is his duty to get all the money he can consistently with a due obedience to the laws of the land, the moral laws and the laws of honor.

The aggregate exchanges of property is probably now expanding at the rate of 10 per cent. per annum, while the annual increase in population is less than three per cent.

The merchant of the next age must be a genius, a financier, a man born to be an efficient and beneficent distributor of the bounties of nature and of the products of human labor.

A law that is generally broken or evaded is worse than no law, and a moral rule that is impracticable weakens the sense of moral obligation and leads to a disregard of other rules of vital importance.

Every year the construction of canals, railroads, harbors, steamships and other facilities for transportation and traffic impels still greater production with still larger extension of commercial exchanges.

The number of good, practical business men who have failed within the last fifty years is sufficient to show that the science or principles of business have not received the study and attention which they deserve.

A merchant violates the laws of honor when he uses information confidentially entrusted to him, or when he takes the advantage of another's unskillfulness or inexperience, or the technicalities of the law to impose upon him.

A reserve capital should always be easily convertible into money, as the exigencies of trade may require, and hence it should always be invested in those commodities which constitute the floating capital of the country, such as stocks, merchandise, notes, bills of exchange, etc.

A counting-house education is of advantage to every man, no matter what his occupation is or may be.

Good address is the leading requisite in all trading pursuits, and is the basis of successful storekeeping.

Every seller of goods is a buyer of money, and the goods he offers for sale constitute his demands for money.

Fair competition is the life of trade. Apparent opposition, yet secret partnership, has frequently made fortunes for both.

A dealer whose liabilities are already three times the amount of his capital should be extremely cautious in extending his purchases.

It will astonish any merchant who has never examined the subject, how small profits on short credits will accumulate in comparison with large profits on long credits.

Is lying necessary in buying and selling? No, because many of the falsehoods in trade are about irrelevant matters not pertinent to the bargain. Cost is a matter never pertinent to a sale.

Good customers make their purchases where the leading stores are. It is a great mistake to choose a location in a city where there are none others of the same line in the immediate neighborhood.

The proper time or age for commencing business on one's own account is a mooted question, but it is imprudent in anyone to embark in business without that moderate capital ordinarily required in the business.

A good salesman has a perfect command of his business. Knowing that the goods have been purchased with care, he has no hesitation in fairly recommending the goods or in warranting them when requested to do so.

A dealer has a right to risk his own capital, but he has no right to risk the property of others without their consent, and he can only honestly extend his business at any time, so that he will be still able to pay his debts.

There are two rules of daily and hourly application to business life. The first is that the seller is bound in conscience to disclose the faults of what he has to sell. The second rule is, that the price which the seller asks or charges for his merchandise is implicitly the market price.

Buttermilk mixed with fine sand, and applied to new woodwork outside will stand for many years and gives the most complete imitation of stone it is possible to get, and with it absolute preservation of timber.

Berlin has abolished the old custom of holding market in squares and public places, and has recently opened a series of grand colossal market halls in various parts of the city.

MOULTON & REMPIE,
Manufacturers of
SETTEES, ROOF CRESTING



LAWN VASES.
And Jobbers in Gray Iron Castings.
WRITE FOR PRICE-LIST.
54 and 56 North Front Street, Grand Rapids, Mich.

G. A. H. & CO.

Merchants and manufacturers
will find a complete line of

STATIONERY,
BLANK BOOKS

And SUPPLIES,

At lowest prices at

GEO. A. HALL & CO.'S
29 MONROE ST.
TRY US.

PLUG TOBACCO.

TURKEY .39

Big 5 Cents, .35
Dainty { A fine revolver } .42
 { with each butt. }

All above brands for sale only by

BULKLEY, LEMON & HOOPS
WHOLESALE GROCERS,
GRAND RAPIDS, MICH.

Accidents will Happen

No one can tell how or when—
accidents by railroad, steam-
boat, horse or carriage travel
and a thousand various ways.

The only safe way is to be insured in the

PEOPLES
Mutual Accident Association

when they happen. The BEST,
most LIBERAL and CHEAP-
EST Accident Insurance is
granted by the Peoples Mutual
Accident Association, of Pitts-
burg, Pa. Features new and
original not to be secured in
any other company. Address

96 Fourth Ave.,
Pittsburgh, Pa.

OLD COUNTRY
SOAP.

As good a ONE POUND BAR of
LAUNDRY SOAP for all household
purposes as made. Steam pressed and
always hard. Show Card and Adver-
tising Tablets furnished to give it an
introduction to your trade. Packed 80
1 lb. bars in a box at 43-8c per bar,
\$3.50 per box. 5 box lots at 4 1-4,
\$3.40 per box, delivered at any railroad
station FREE OF FREIGHT.

Any Wholesale Grocer in the State,
or his agent, will take your order. Al-
ways kept in stock by CODY, BALL
& CO., Grand Rapids, Mich.

UNO, oval cake, highly perfumed and
elegant, stock packed. 100 12 oz. in
box. 3.75 per box.

CITY, 100 12 oz. in box, a first-class
5c soap, \$3.15 per box.

Manufactured by

Allen B. Wrisley
CHICAGO, ILL.

CINSENC ROOT.

We pay the highest price for it. Address
Peck Bros., Druggists, Grand Rapids, Mich.

Only 35 Cents.

So confident are we that Dr. Pete's 35 cent
Cough Cure will not disappoint the most san-
guine expectations of a single broken-down
consumptive invalid that we warrant it. Had
we not the most perfect confidence in its vir-
tues, we would not think of offering it as we
do. Sold by Hazeltine, Perkins & Co., whole-
sale druggists, Grand Rapids, Mich.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

83 Monroe St..

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers
American and Stark A Bags { A Specialty.

K OF L

SMOKING TOBACCO,

Manufactured by the

National K. of L. Co-operative Tobacco Co.,

RALEIGH, N. C.

Arthur Meigs & Co.,

GRAND RAPIDS, MICH.,

Wholesale agents for the

STATE OF MICHIGAN.

This is the only authorized K. of L.
Smoking Tobacco on the market. The
stock of this corporation is all owned by
the K. of L. Assemblies in the U. S., and
every member will not only buy it him-
self, but do his utmost to make it popular.
Dealers will therefore see the advisability
of putting it in stock at once. We will fill
orders for any quantity at following prices,
usual terms:

2 oz. 46; 4 oz. 44; 8 oz. 43; 16 oz. 42.

ARTHUR MEIGS & CO.,

Wholesale Grocers,

77, 79, 81 and 83 South Division St., Grand Rapids, Mich.

GO TO
Putnam & Brooks
FOR
ORANGES, LEMONS,
Figs, Dates,
ETC.

THE BEST IN THE MARKET.



Order a case from your Jobber. See Quotations in Price-Current.

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm
WAGONS!

Logging Carts and Trucks,
Mill and Dump Carts,
Lumbermen's and
River Tools.

We carry a large stock of material, and have every
facility for making first-class wagons of all kinds.
Special Attention Given to Repairing, Painting
and Lettering.

Shops on Front St., Grand Rapids, Mich.

GUSTAVE A. WOLF,
Attorney.

Over Fourth National Bank. Telephone 407.

COLLECTIONS

Promptly attended to throughout the State.

References: Hart & Amberg, Eaton & Christen-
son, Enterprise Cigar Co.

PINCHER & SMITH

Wholesale Manufacturers

Boots, Shoes and Slippers

DETROIT, MICH.

Daily Capacity
2,000 PAIRS
Every Pair
Warranted.

Michigan Agents Woonsocket Rubber
Company.

Office and Factory—11, 13, 15 and 17
Woodbridge street West. Dealers cordially
invited to call on us when in town.

WHIPS & LASHES

AT WHOLESALE ONLY.

Goods at jobbing prices to any dealer who comes to
us or orders by mail, for cash.

G. ROYS & CO.,

Manufacturers Agents.

2 Pearl St., Grand Rapids, Mich.

Having been witnesses of the truly miracu-
lous cures made by Golden Seal Bitters, we do
not hesitate to say that there is no other reme-
dy for blood, liver, stomach, and kidney dis-
eases, half its equal.

SHERIFF'S SALE.

Notice is hereby given that by virtue of a
writ of fieri facias issued out of the Circuit
Court for the County of Kent, State of Michi-
gan in favor of John N. Kinney, Sheriff, and
against the goods and chattels and real estate
of Mrs. J. M. Lane, in said county, to me
directed and delivered, I did on the 6th day
of May, 1886, levy upon, and take all the right,
title and interest of the said Mrs. J. M. Lane
in and to the following described real estate,
that is to say: The north-east quarter (1/4)
and the north-east quarter (1/4) of the north-west
quarter (1/4) of section twenty-five (25) town five
(5) north of range twelve west, all of which I
shall expose for sale at public auction or ven-
due to the highest bidder at the court house
door of the county of Kent, on the 14th day of
August, A. D. 1886, at 10 o'clock in the forenoon of said
day.

Dated this 22nd day of June, A. D. 1886.

LYMAN T. KINNEY, Sheriff.

By Henry Pulver, Deputy Sheriff.

FRANK A. RODGERS,
Attorney for Plaintiff.

150

HESTER & FOX,

Manufacturers Agents for

Saw and Grist Mill Machinery,

Planers, Matchers, Moulders and all
kinds of Wood-Working Machin-
ery, Saws, Belting and Oils.

130 Oakes St., Grand Rapids, Mich.

FRESH MEATS.

John Mohrhard quotes the trade selling
prices as follows:

Fresh Beef, sides 5 @ 6 1/2

Fresh Beef, hind quarters 8 @ 8 1/2

Dressed Hogs 5 1/2 @ 6

Mutton, carcasses 9 @ 10

Spring Lamb 9 @ 10

Veal 7 @ 8

Pork Sausage 6 1/2 @ 7

Bologna 11 @ 12

Ducks 11 @ 12

Turkeys 12 @ 14

HARDWOOD LUMBER.

The furniture factories here pay as follows
for dry stock:

Flaswood, log-run 16 @ 20

Birch, log-run 16 @ 20

Birch, Nos. 1 and 2 25 @ 30

Black Ash, log-run 25 @ 30

Cherry, log-run 25 @ 30

Cherry, Nos. 1 and 2 45 @ 50

Cherry, cull 40 @ 50

Maple, log-run 15 @ 20

Maple, soft, log-run 12 @ 15

Maple, Nos. 1 and 2 25 @ 30

Maple, clear, flooring 25 @ 30

Maple, white, selected 25 @ 30

Red Oak, log-run 25 @ 30

Red Oak, Nos. 1 and 2 25 @ 30

Walnut, log-run 25 @ 30

Walnut, Nos. 1, 2 and 3 25 @ 30

Walnut, cull 25 @ 30

Grey Elm, log-run 14 @ 16

White Ash, log-run 14 @ 16

Whitewood, log-run 23 @ 30

Grand Rapids Traveling Men's Association.

President—L. M. Mills.
Vice-President—S. A. Sears.
Secretary and Treasurer—Geo. H. Seymour.
Board of Directors—H. S. Robertson, Geo. F.
Owen, J. N. Bradford, A. B. Cole and Wm.
Logie.

A PLEA FOR THE TRAVELER.

BY L. M. MILLS.

They've called a drummer's picnic by this love-
ly lake to-day.

And to the call responding, we've come from
many a way.

Casting, for a time, aside all thought of busi-
ness worry.

Our grips and trunks are all forgot, and all of
travel's hurry.

The price of "Lawrence L. Ls." of "Standard
Cs" or "As."

Of "Curacao's, Calfs or Kips," of samples in
our trays.

Of Pills or Quinine, Beef or Hams, of Hinges
or of Nails.

All through the year so rack the brain that
reason almost fails.

As down life's tolls way with hurrying feet
we tread,

And planning, scheming, rushing, till weary
hands and head

Seem to revolt, and call a halt for time to think
of self.

A pause for recreation in our restless race for
peif.

While there be many others more gifted far
than I

To wreath poetic laurels, still by your I'll
try

To cite in rustic measures, or, if you please, in
rhyme,

Some things that may not be amiss at this par-
ticular time.

Our dear ones, wives and babies, or, if none,
sweethearts true,

To the pleasures of this day, we gladly wel-
come you,

For though stern business often doth call us
far from home,

We know you feel 'tis duty, not our desire to
roam.

Not for our own enjoyment, but for the ones
we love;

Not from selfish motives, but to cheer the
paths you rove

With needful, thoughtful offerings, our happy
homes to deck.

We brave the travelers dangers, and pass
through storm and wreck.

And often when we're downcast with trade
that's dull, or care,

When customers are surly, or not found any-
where,

Then homeward fly our wand'ring thoughts,
for comfort and for rest,

And like a glimpse of heaven, it cheers the
weary breast.

The dream of loved ones happy, there in our
own dear home,

Doth give new life and vigor for trials still to
come,

Battling long and earnestly, for orders and for
right,

From early dawn of morning, till far into the
night.

The epithet, A Traveling Man, has oft been
used in scorn,

But brighter days are dawning, of which we
see the morn.

And those who know us best know there are
hearts as true,

Beneath a drummer's cutaway, as a soldier's
coat of blue.

And none who prize more highly a modest wo-
man's heart,

Or none that act more truly a gentlemanly
part,

More generous or willing to relieve distress or
woe,

To lighten others burdens as through the world
we go.

A suffer'ing comrade, wife or child, never plead
in vain.

But promptly forth the willing hand, filled
with our honest gain.

Goes silently, but surely, to banish want and
pain.

From homes to where some traveling man
doth ne'er return again.

We're charged with being mashers, with jilt-
ing fairest hearts.

Of being men with many wives and acting
many parts.

But if 'tis true in any case, and "pity 'tis, 'tis
true."

I'll prove it's the exception and not the rule,
to you.

And now my brother travelers, a closing word
to you:

Remember all our promises and may we keep
them true

To wife, to child, or mother dear, and still to
lover, too.

And always keep this fact in mind that God is
watching you.

We know our truest allies are our darling ones
at home.

And while upon the sea of life we still do go
and come,

Their thoughts and prayers are for us, all
through the living days

To guard and keep us safely through many
dangerous ways

Intemperance, our greatest foe, we're battling
strong and hard,

For down our memory's highway the view is
sadly marred

With wrecks of noblest manhood, the brightest
and the best.

Slain by the great destroyer of happiness and
rest.

Debauchery nor gambling, profanity nor
lies,

Are not essentials to our trade, above these
we must rise.

And soon we hope to show the world, as we
know we surely can.

That for honor, virtue, truth and right is the
so-called traveling man.

Short is our creed, our precepts few, but he
who tries the heart.

Metaphors, will find in Heaven's retreat, for
traveling men some part.

And when life's trip sheet has been filled, and
our lodger balanced stands.

May an interest in the house be given, "The
House not made with hands."

THE ART INTERCHANGE. A Household jour-
nal. New York: William Whitlock, 37 West
23d street.

This periodical is one of the very best art
journals of the country and richly deserves
the splendid patronage it receives. It is in-
variably bright and original and the illustra-
tions possess more real merit and are far
more suggestive than is usually the case
with publications of that nature.

A Letter From Home.

The hotel 'bus from the midnight train
Brought one lone passenger through the
rain.

A commercial tourist, weary and sad,
For trade had been poor and collections bad.

With a careless hand, he wrote his name
On the page of a book unknown to fame;

The drowsy night clerk the signature scanned,
And a letter placed in the drummer's hand.

See what a look of great delight
Came over his face at the welcome sight,

And eagerly scanning the well-known hand
Of the loving missive from his home band.

Open the envelope is quickly torn
And over his face so weary and worn

Now flit, like the sunbeams after a storm,
Smiles of joy as the message takes form.

So wives, sisters, sweethearts, brothers or
chums,

If you know where we'll be where next Sun-
day comes

Just drop us a letter if time will permit,
Draw on us at sight and we will remit—Our
thanks.

The Drummer's Visit.

From the Washington Post.

Welcome, Travelers Commercial!
Fellows that have come so far shall
Have a greeting quite impartial.

How do you like our streets pictorial,
Drives romantic, parks arboreal,
Buildings huge, and spots memorial?

How do you like the House and Senate
And Rotunda? Pause a minute
And observe the pictures in it.

How do you like the man (in clover)
Who the Nation bosses over
And the girl that bosses Grover.

Welcome, boys! The Prince and Plumber,
Bridal couple, Duke and Drummer,
Always come to us in summer!

The Gripsack Brigade.

An notion trip—The commercial travel-
er's tour with samples of small wares.

Leo A. Caro and wife are still in Balti-
more, being detained by the serious illness
of the latter.

F. M. Blount, representing Schnull &
Krag, of Indianapolis, is in the city, intro-
ducing "Standard" package coffee.

A. D. Baker and wife have returned from
their wedding trip, which included a visit to
Niagara Falls and several New York towns,
and are now pleasantly located at Park
Place. Mr. Baker will take to the road again
next week.

Herbert A. Filler, Michigan traveling
representative for the P. J. Sorg Co. of Middle-
town, Ohio, was in town over Sunday. Mr.
Filler now calls Chicago his home, but has
about decided to change his residence to
Grand Rapids.

Geo. F. Owen has returned from Balti-
more, whither he went as a delegate to the
national convention of the T. P. A. He re-
ports having a splendid time and returned
by way of Washington, where he was pre-
sented to the President. George says he as-
sured Grover that he was entitled to the
full trade discount.

Chas. E. Morgan, the versatile salesman
for Jennings & Smith, took supper at the
Eagle Hotel the last time he was in town
and attempted to play a trick on one of the
dining room girls. The young lady bided
her time, and on the plea that she was go-
ing to hug him stuffed both his ears full of
fough. Charley says she will never get a
chance to dought it to him again.

Dave Holmes, who gets extra pay from
the West Michigan Lumber Co. on account
of his ability to outlie any traveling man
except Dave Smith, took in a portion of the
boys' picnic Saturday and then slid down to
the O-wash-ta-nong club for a drink of ice
water. The next seen of him he was floun-
dering in the lake, having gone out in a
single skull under the impression that half
a day's practice would enable him to take
the sweepstakes at the coming regatta.

THE TRADESMAN acknowledges the receipt
of a handsome oleograph reproduction of
A. M. Willard's famous painting, "The
Drummer's Latest Yarn." The subject is
decidedly "taking" and the artist has suc-
ceeded in presenting it with wonderful ef-
fect. The reproduction is published by J.
F. Ryder, 239 Superior street, Cleveland,
and any traveling man wishing a picture
typical of his business could not do better
than to send \$3 to the address given and
obtain one of the greatest successes ever
achieved with the paint brush.

Majenta Headed Dave Smith promised by
all that was holy that he would be present
at the traveling men's picnic, but just as
he was boarding the train for Grand Rapids
he received a telegram from Chicago stating
that the house he is building there had been
attached by the carpenters for wages. He
stated to a friend that it would be an easy
task for him to satisfy the workmen without
recourse to his pocket book—that the per-
suasive eloquence for which he is noted
would be amply sufficient. THE TRADES-
MAN learns from reliable sources that
Smith's house is not much of a shebang, be-
ing nothing more or less than tar paper fas-
tened to cull lumber. The interior is not
even plastered and the exterior is painted
with yellow ochre and fish oil. Dave has
lately gone into the navigation business,
having purchased a quantity of Indian
canoes of a Petoskey grocer for the purpose
of influencing trade.

The third annual picnic of the Grand
Rapids traveling fraternity, which was held
at Reed's Lake last Saturday, was a success
in every respect, although the pleasure of
the occasion was somewhat marred by the
too ardent attention bestowed on the gather-
ing by strangers and curiosity seekers. The
attendance was fair, probably reaching 100
representative salesmen, nearly all of whom
were accompanied by their families. The
programme was begun by a base ball match,
sides being chosen by A. B. Cole and Chas.
M. Falls. After a desperately contested
game of four innings, the score stood 33 to
23 in favor of Cole's side, which included
Fred Powers, Henry Dawley, G. H. Jacobs,
Fred Matthews, Jas. N. Bradford, W. H.

Downs, Daniel Lynch and Adelbert L.
Livingston. Mr. Falls' side was composed
of Joe Reed, Dave Kenyon, Manley Jones,
W. G. Hawkins, Cass. Bradford, Geo.
Owen, Hy. Robertson, R. Vaness, Steve
Sears and L. M. Mills. At the conclusion
of the game, the crowd moved to the north
end of the pavilion grounds, which had
been set apart for the traveling men by the
management of the street railway company.
The mob followed, however, crowding out
many who were entitled to the privileges of
the occasion. Geo. Owen acted as master
of ceremonies, introducing a quartette com-
posed of Ad. and Sam. Morrison, L. M.
Mills and Geo. C. Potter, who rendered the
national hymn very effectively. Max Mills
then read an original poem entitled "A Plea
for the Traveler," which is given in full in
another part of this week's paper. Chas.
M. Falls also read an original poem—origi-
nal with somebody else—which is publish-
ed elsewhere. The quartette then rendered
another selection, when Geo. Owen enter-
tained the audience with a narration of his
recent trip to Baltimore and his introduc-
tion to the President and Belva Lockwood
at Washington. Several short addresses
were made by representatives of the fraterni-
ty—including Gideon Bludgeon Kellogg,
Ned. H. Knight and Herbert A. Filler—
when the quartette rang down the curtain
with the Doxology. The fat men's race,
which was then called, was won by Chas.
M. Falls and a test of fleetness among the
lean men resulted in the victory of Geo. C.
Potter. Each gentleman received as a
premium a box of cigars, with the compli-
ments of THE TRADESMAN. The ladies
then set about preparing the evening meal,
while the boys proceeded to the formation
of the "Grand Rapids Traveling Men's As-
sociation." Hy. Robertson was made chair-
man, but soon gave way to Max Mills, who
was elected president of the Association.
Steve Sears was elected vice-president and
Geo. H. Seymour secretary and treasurer.
A board of directors was elected, composed
of Hy. Robertson, Geo. F. Owen, A. B.
Cole, J. N. Bradford and Wm. Logie. E.
A. Stowe was elected an honorary member.
The meeting then adjourned until Monday
evening, when the boys met at THE
TRADESMAN office and perfected the organ-
ization.

Hides, Pelts and Wool.

Hides are firm. Pelts are firm. Tallow
is a trifle weaker. Wool is firmer and tend-
ing higher.

TIME TABLES.

Chicago & West Michigan.

Leaves. Arrives.

*Mail Express 9:00 a.m. 4:00 p.m.

*Day Express 12:30 p.m. 8:55 p.m.

*Night Express 11:00 p.m. 5:45 a.m.

*Muskegon Express 4:45 p.m. 11:00 a.m.

*Daily Express except Sunday.

Pullman Sleeping Cars on all night trains.

Through parlor car in charge of careful at-
tendants without extra charge to Chicago on

1:00 p.m. and through coach on 9:15 a.m. and
10:40 p.m. trains.

NEWAYGO DIVISION.

Leaves. Arrives.

Express 3:50 p.m. 5:20 p.m.

Express 8:00 a.m. 10:50 a.m.

All trains arrive and depart from Union De-
pot.

*Northern terminus of this Division is at
Baldwin, where close connection is made with
F. & P. M. trains to and from Ludington and
Manistee.

*Daily Express except Sunday.

J. H. CARPENTER, Gen'l Pass. Agent.
J. B. MULLIKEN, General Manager.

Lake Shore & Michigan Southern.

(KALAMAZOO DIVISION.)

Leaves. Arrives.

Ex. and N. Y. N. Y. Mail. N. Y.

p. m. a. m. p. m. a. m. p. m.

4:40 7:50 Dp. Grand Rapids. Ar 9:50 7:15

5:58 9:07 Allegan 7:50 5:00

6:25 10:05 Kalamazoo 7:50 5:00

9:50 11:40 White Pigeon 5:50 3:30

a. m. p. m. a. m. p. m.

4:15 5:10 Toledo 11:15 10:40

8:20 9:30 Cleveland 6:40 6:30

a. m. p. m. a. m. p. m.

2:40 3:30 Buffalo 11:55 11:55

a. m. p. m. a. m. p. m.

8:30 9:30 Chicago Lv 11:30 8:50

A local freight leaves Grand Rapids at 1 p. m.,
carrying passengers as far as Allegan.
All trains daily except Sunday.

J. W. McKENNEY, General Agent.

Grand Rapids & Indiana.

GOING NORTH. Arrives. Leaves.

Traverse City and Mack. Ex. 8:45 a.m. 9:05 a

WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.

PRICE LIST. HOUSEHOLD DEPARTMENT. PART 10.

Terms Cash. Sixty days or 2 per cent. discount for Cash in ten days, on Crockery and Glassware. We present a few Specialties in Plain and Colored Glassware from leading Factories. Merchants will do well to carry a line of goods on this order, as the people constantly demand more and more; need not keep very much, because we carry so many patterns in open stock, and are glad to keep up the assortment for you, and sell in any quantities.

55 and 56



No. 100 Lace Canary, 4 piece set, 80c per set open. \$9.00 per doz. by bbl.
Amber, Blue or Crystal, " 65c " " \$7.25 " "



No. 110 Basket Pattern, Ass'd Color, 4 piece sets.

35c per set open.
\$3.75 per doz. by the barrel.
18 sets in barrel.



EMPIRE CRYSTAL GLASS SET.

A GREAT BARGAIN.

18c per set open.
16c " by the barrel.
1 1/2 doz. in a barrel.

57



Empire 1/2 gal. Pitcher, Crystal Glass.
\$2.25 per doz. open. \$1.90 by the barrel. 1 1/2 doz. in barrel.



Floral Crystal 4 piece set.
\$3.60 per doz. sets. 12 sets in barrel.



Floral 4 in. Footed Comport.
25c per doz. open. \$2.75 per gross. 1 gross in box.



Floral 4 in. Nappie.
Same as above cut, only round.
20c per doz. open. \$2 per gross. 1 gross in box.

58



Rose Pattern Crystal Glass Sets, 4 pieces.

37 1/2c per set open.
\$4 per doz.



No. 86 Assorted Color Sets.

Open. Bbl.
Amber, per set. 62 1/2 6 75
Blue, " 62 1/2 6 75
Canary, " 62 1/2 6 75
12 sets in barrel.



1/2 Pint Rosette Tumbler.
6 doz. in a box. By box only \$2.25. No extra charge for box.

No. 101 Hobnail Assorted Color Tumblers.

Box contains
18 Amber Color,
18 Blue "
18 Canary "
18 Crystal "
Sold by the box only for \$4.25 per box. No extra charge for package.



59 and 60



NORMANDY Assorted Package Crystal Glass Ware.

4 1/2 gal. Pitchers,
4 10 inch Salvers,
4 8 inch High Foot Covered Bowls.

12 articles for \$3.50.
Barrel .35.
\$3.85.



No. 439. Cate. Huber. Plain. Star.

TUMBLERS.

1/2 pint Star. per box 2 15
" Plain. " 2 15
" Cate. " 2 15
" Huber. " 2 15
No. 439 Plain. per doz 75
" Engraved. " 90
Medicine glass, graduated, only 40c per doz.

A BIG DRIVE ON TUMBLERS.

THE MIKADO ASSORTMENT. Put up in bbls, containing 18 doz.

4 doz. 1/2 pint Star,
4 doz. 1/2 pint Plain,
4 doz. 1/2 pint Cate star bottom,
3 doz. 1/2 pint Barney,
3 doz. 1/2 pint Short Flute.

18 doz. at only 20c per doz. \$4 68
Barrel. 35

Sold by the barrel only. 5 03

No. 40 Crystal. 45c per doz. open. \$2 75 per box.
No. 236 Blue. 1 00 "
" Amber. 1 00 "
" Canary. 1 00 "
" Rose. 1 50 "

The following BAKING POWDERS have no LOTTERY SCHEME CONNECTIONS:

Each can has a present of equal value.

Family "Hob Nail" Baking Powder.

1 lb. cans, tall, packed 4 doz. case with 4 doz. 10 in. oblong Glass Dishes, assorted colors

FOR \$16.00.

SILVER SPOON BAKING POWDER.

10 oz. cans, tall, packed 4 doz. in case, with 1 doz. sets Colored Glass, 4 piece each

FOR \$10.00.

We guarantee the above brands Baking Powder to give entire satisfaction.

Arctic Manufacturing Co.
GRAND RAPIDS, MICH.

OLNEY, SHIELDS & CO.,
WHOLESALE
CROCKERS,

And IMPORTERS OF TEAS.

Our Stock is complete in all branches. New, fresh and bought at latest declines and for cash.

We have specialties in TOBACCOS and CIGARS possessed by no other jobbers in the city.

SOLE AGENTS FOR

McAlpin's Peavey Plug.

The P. V. is the Finest Tobacco on the market.

ALSO SOLE AGENTS FOR

MENDEL & BROS.' Celebrated CIGARS,

Finer quality and lower prices than any handled in the market.

VISITING BUYERS ARE CORDIALLY INVITED TO CALL AND EXAMINE OUR STOCK. AND MAIL ORDERS WILL RECEIVE PROMPT AND CAREFUL ATTENTION.

5 and 7 Ionia Street,

Grand Rapids, Mich.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for

AMBOY CHEESE.

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

HOGLE & CO. Jobbers Michigan Water White and Legal Test Oils. Manistee and Saginaw Salt. Agricultural Salt. Warsaw Salt; pockets, all sizes, and barrels. West Michigan Agents for Prussing's Celebrated Vinegar works. Write for quotations.
Warehouse: Lee's Ferry Dock, MUSKOGON, MICH.

VON BEHREN & SHAFFER,
STRYKER, OHIO,
Manufacturers of Every Style of
WHITE ASH OARS.



Spoon Oars made of Best Spruce Timber.
ROWING SPOON OARS FOR BOAT CLUBS MADE TO ORDER.

FULLER & STOWE COMPANY,
Designers
Engravers and Printers

Engravings and Electrotypes of Buildings, Machinery, Patented Articles, Portraits, Autographs, Etc., on Short Notice.

Cards, Letter, Note and Bill Heads and other Office Stationery a Leading Feature.

Address as above

49 Lyon Street, Up-Stairs, Grand Rapids, Mich.

O. W. BLAIN & CO., Produce Commission Merchants,

—DEALERS IN—

Foreign and Domestic Fruits, Southern Vegetables, Etc.

We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

A Bit of Experience.

Communicated.
Merchant—Mr. Dead Beat we have a small account against you for collection.

Dead Beat—Is that so? Who is it from and what is it for?

"It is from Mr. Pillbox, your druggist, for medicines furnished."

"Yes. Well, if Pillbox had not acted so d—d mean about it, I would have paid it long ago. He can wait now until I get a d—d good ready."

"I am surprised. Pillbox is well spoken of by most of his patrons. Didn't he furnish you the medicine a year ago last winter when your wife was sick and you were away in the woods?"

"Yes."

"Did he neglect to supply everything called for or ordered by your physician?"

"No."

"Did you offer to pay him when you came out of the woods?"

"No."

"Did you adjust the matter with him before leaving town?"

"No."

"How did he act mean with you about it?"

"He sent me several statements of account and duns through the post office."

"Did you answer the first one?"

"No."

"Did you answer any of them?"

"No. I got hot at receiving so many."

"Then he began to be mean when he began to want his pay?"

"That's about the size of it. I don't like to be dunned every month through the post office."

"Well, Mr. Dead Beat, I confess that Mr. Pillbox does not have much sympathy for the class of customers to which you belong, although he never has any trouble with honest men or those who try half so hard to pay an account as they do to avoid paying it. If other merchants had the sand to show you up, you would soon have to pay or go hungry; but they seem to be afraid it will hurt their trade. Your influence, you know, among men of your class, will continue to support you without pay. Just call on Pillbox and he will give you a receipt in full of account. You made a good cash customer as long as you did not ask for credit, but as soon as you once got your name on his books, he lost both your custom and the account. Your name is legion. You are met with in all kinds of trade every day of the week. But your days are growing shorter. Brother Dead Beat is after you with his protective agencies all over the State. May the day come when your name will appear in a long list in THE TRADESMAN."

F. HIBBARD.

Smoke the celebrated "American Field." Fox & Bradford, sole agents. 148

"Well Pleased and Greatly Benefitted."

IONIA, June 29, 1886.

Editor MICHIGAN TRADESMAN:

DEAR SIR—I send you to-day a copy of the Ionia Evening Mail, containing several items of interest pertaining to the Ionia Business Men's Protective Association. You will at once see that we are still up and doing. We are about to issue delinquent list No. 2, which we are glad to say will be much smaller than No. 1. The dead-beats here begin to realize that the Association means business and has come to stay, and they are beginning to act accordingly, much to the satisfaction of the business men. It is also a demonstrated fact that the credit trade in general—good, bad and indifferent—is much more prompt in paying than ever heretofore. For this the merchants are not sorry. Another good result experienced is that not near as many ask for credit as formerly, many knowing beforehand that a polite "No" awaits their request. Others, for manifold reasons, prefer to pay cash, which the business men do not refuse. Altogether, after a six months' trial, the business men of Ionia find themselves well pleased and greatly benefited by "that terror to some people," the Ionia Business Men's Protective Association.

Yours Respectfully,

FRED CUTLER JR.,

Secretary and Treasurer I. B. M. P. A.

Kalamazoo Retail Grocers' Association.

KALAMAZOO, June 28, 1886.

The regular semi-monthly meeting of the Kalamazoo Retail Grocers' Association was held Tuesday evening June 22, President Ranney in the chair. The first and second vice-presidents were absent.

W. L. Brownell presented a petition signed by thirty-nine grocery clerks, requesting their employers to close their respective places of business Monday, July 5. Julius Schuster moved that the petition be accepted. The motion was supported and carried. Mr. Schuster then made a motion, which was supported and carried, that the secretary publish such notice through the daily and weekly papers.

The committee on peddling nuisance were granted further time for action.

The meeting then adjourned until the second Tuesday in July.

M. S. SCOVILLE, Sec'y.

F. A. Lawrence, of Boston, has bought the clothing stock of Kloch, Donnelly & Co., at Alpena, and will continue the business.

Grocers wanting cheese warranted to give satisfaction should sell the Wayland cheese, I. B. Smith, proprietor.

"Silver King" coffee is all the rage. One silver present given with every 1 pound package.

L. Winternitz sells the best and cheapest vinegar ever handled at this market.