

Drugs & Medicines

STATE BOARD OF PHARMACY. One Year—F. H. J. VanEmster, Bay City. Three Years—James Jesson, Muskegon.

Michigan State Pharmaceutical Association. OFFICERS. President—H. J. Brown, Ann Arbor. First Vice-President—Frank J. Wurzburg, Grand Rapids.

Grand Rapids Pharmaceutical Society. ORGANIZED OCTOBER 9, 1884. OFFICERS. President—Frank J. Wurzburg.

Detroit Pharmaceutical Society. Organized October, 1883. OFFICERS. President—A. F. Parker. First Vice-President—Frank Ingles.

Jackson County Pharmaceutical Association. OFFICERS. President—R. F. Lattimer. Vice-President—C. D. Colwell.

Saginaw County Pharmaceutical Society. President—Jay Smith. First Vice-President—W. H. Yarnall.

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

Muskegon Drug Clerks' Association. President—Fred Heath. Vice-President—L. C. Terry.

Adulterated Castor Oil. From the Druggists' Circular. A confidential circular has recently been sent to wholesale druggists, soliciting orders for a new adulterant for castor oil.

"C C Castor Oil" is sold to the wholesale drug trade only. "C C Castor Oil" is sold to the wholesale drug trade only. "C C Castor Oil" is sold on its merits, and we guarantee it to be and do all that we claim.

"C C Castor Oil" will mix readily with pure castor oil; either best or No 2 or 3, at any temperature—will not separate as it has the same specific gravity—18 B. When mixed in equal portions with pure castor oil it cannot be detected, without long and ingenious tests, which are seldom applied.

We invite your attention to these facts, and respectfully solicit your order for a sample barrel, or what you may need for your stock.

A sample of this adulterant shows it to be a liquid of about the same color and consistency as a medium quality of castor oil.

In localities where there is a strong grocery or other competition, it might be interesting to see how the castor oil is labeled, and to test it as above.

The statement that every wholesale druggist has to compete with "goods" containing this adulterant, if true, would show that jobbers in all parts of the country were willing to increase their profits by means that ought to bring the severest condemnation and punishment.

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

Dr. Henry Lever, Newaygo. Maquonnet & Son, Cadillac. J. C. Benbow, Cannonsburg.

"C C Castor Oil" is sold at 62 cents per gallon—60 days or 6 per cent. discount for cash, f o b cars in Cleveland or Chicago.

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Muskegon Drug Clerks' Association. Editor MICHIGAN TRADESMAN: DEAR SIR—The regular semi-monthly meeting of the M. D. C. A. was held at the Arlington on the 14th.

The second June meeting, which fell on the 23rd, was not held, owing to a lack of attendance sufficient to constitute a quorum.

Mr. Dott has taken out a patent in England for the artificial production of codeine from morphine.

MICHIGAN DRUG EXCHANGE. Mills & Goodman, PROPRIETORS. GRAND RAPIDS, MICH.

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

MICHIGAN DRUG EXCHANGE. Never to our knowledge has any medicine met with the success as has Golden Seal Bitters.

CUSHMAN'S MENTHOL INHALER. Catarrhal Headache. Almost Instantly Relieved by Using Cushman's Menthol Inhaler.

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

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

CLIMAX PLUG THE REAL JUMBO STILL LIVES. Illustration of a man carrying a large barrel.

WHOLESALE PRICE CURRENT. Advanced—Linseed oil. Declined—Nothing. ACIDS.

Carbonate, in mats (Powd 20c)..... 12 @ 14. Muriate (Powd 20c)..... 3 @ 4. Aqua 18 deg or 4f..... 4 @ 6.

HERBS—IN OUNCE PACKAGES. Hoarhound..... 25. Lobelia..... 25. Peppermint..... 25.

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Quills, white (Powd 35c)..... 15. Valerian, English (Powd 30c)..... 20. Valerian, Vermont (Powd 28c)..... 20.

AMMONIA. Carbonate..... 12 @ 14. Muriate (Powd 20c)..... 3 @ 4. Aqua 18 deg or 4f..... 4 @ 6.

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HAZELTINE & PERKINS DRUG CO., WHOLESALE Druggists!

42 and 44 Ottawa Street and 89, 91, 93 and 95 Louis Street.

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, and Druggists' Sundries.

Elegant Pharmaceutical Preparations, Fluid Extracts and Elixirs.

Pioneer Prepared Paints. ALSO FOR THE Grand Rapids Brush Co., Manufacturers of Hair, Shoe and Horse Brushes.

Weatherly's Michigan Catarrh Cure. Which is positively the best Remedy of the kind on the market.

Wine and Liquor Department. We give our special and personal attention to the selection of choice goods for the DRUG TRADE ONLY.

WITHERS DADE & CO.'S Henderson Co., Ky. Sour Mash and Old-Fashioned Hand-Made, Copper-Distilled WHISKYS.

Druggists' Favorite Rye. Which continues to have so many favorites among druggists who have sold these goods for a very long time. Buy our Gins, Brandies & Fine Wines.

Patent Medicines, Hazelatine & Perkins Drug Co.

ANGELS OF COMMERCE.

Traveling Men Who Write Grand Rapids After Their Names.

THE TRADESMAN herewith presents—for the last time this year—its alphabetical list of the traveling men residing in this city.

A. Averill, E F, E Fallas. Antrim, Albert C, Alabastine Co. Adams, W J, Grand Rapids Fire Insurance Co.

B. Baxter, Harvey B, Foster, Stevens & Co. Bissell, Harvey, Bissell Carpet Sweeper Co. Beecher, Henry Ward, Eaton & Lyon.

C. Campbell, Will, Hawkins & Perry. Cox, H, Plumb & Lewis Mfg Co. Carroll, P H, Seltz, Schwab & Co., Chicago.

D. Drew, Al, U S Billiard Table Co. Dunn, O W, Bissell Carpet Sweeper Co. Dugan, W M, Morris H Treusch.

E. Easterbrook, Geo. Eacher, John H, S A Welling. Evans, Dr Josiah B, Cody, Ball & Co.

F. Foster, W R. Fitz Gerald, ——— Collier, Chicago. Ferguson, Thomas P, J H Thompson & Co., Detroit.

G. Goodrich, Henry P, Chippewa Lumber Co. Goodrich, E L, A R & W F Roe, Troy. Gano, Frank E, Jennings & Smith.

H. Hatfield, Dr D S. Hirth, Frederick, Hirth & Krause. Hubbard, Will, Cutler & Crossett, Chicago.

I. Ives, Edward L, Wm Hake. Jaocoy, Chas W, J Shroheim & Co, New York. Jones, Manley, John Caulfield.

J. Jones, Wm, J H Huyck & Co, Chicago. Johnston, Valda, Grand Rapids Packing and Provision Co.

K. Kathan, Wm H, Powers & Walker Casket Co. Kendrick, Henry C, Julius Bader & Co, Kalamazoo.

L. Leonard, Fred, H Leonard & Sons. Lewis, Pearly, Morton, Lewis & Co. Lynch, Daniel, Fred D Yale & Co.

M. Miles, Frank R, Foster, Stevens & Co. McCormick, W E, Grand Rapids School Furniture Co.

Owens, John, Alabastine Co. Olmsted, Joseph P, Bissell Carpet Sweeper Co. Orr, Robert B, Arthur Meigs & Co.

P. Potter, Geo C, Mason, Campbell & Co, Johnstown, N Y. Powers, Fred E, H Schneider & Co.

Q. Quinn, Jas, L J Quinn. Quigley, Burt C, Rosenberg & Bro, New York. Rhodes, J, S J Henry & Co.

R. Remington, Chas, Gardner & Baxter. Raynor, Geo, Eaton & Lyon. Raymond, M H N, Connecticut Fire Insurance Co.

S. Smith, Ed A, Amos S Musselman & Co. Shults, Oliver C, Hoptonic Co. Sanford, G S, Bissell Carpet Sweeper Co.

T. Trout, Emerson W, American Sewing Machine Co. Thayer, Ed, W R Peoples & Son, Cincinnati.

U. Underwood, D C, Arthur Meigs & Co. Utter, Albert L. Utman, John, Amos S Musselman & Co.

V. Van der Werp, Rine, Star Clothing House. Ver Venne, John H, Eaton & Christenson.

W. Walton, M K, Curtiss, Dunton & Co. Watson, Chas E, S A Maxwell & Co, Chicago. Winchell, V E, Alabastine Co.

X. Xmas, Geo B, New England Furniture Co. Leonard, ———, Sligh Furniture Co. Lucas, G H, Sligh Furniture Co.

Y. Yarnall, Geo B, New England Furniture Co. Leonard, ———, Sligh Furniture Co. Lucas, G H, Sligh Furniture Co.

Z. Zerkow, ———, Sligh Furniture Co. Lucas, G H, Sligh Furniture Co. Langley, Thomas C, Widdicom Comb Furniture Co.

COOPERAGE. Quay, Killen & Co. quote as follows, f. o. b. at Grand Rapids.

COAL AND BUILDING MATERIALS. A. B. Knowlton quotes as follows: Ohio White Lime, per bbl., 1 00.

THE GRIPSACK BRIGADE. B. A. Beneker is working the city trade for Spring & Company.

Will Campbell, of Kalamazoo, now works a portion of the Central Michigan trade for Hawkins & Perry.

W. H. Downs and wife have returned from a trip around the lakes and a visit to the various Northern resorts.

Manley D. Jones, late with John Caulfield, has engaged to travel for Bulkeley, Lemon & Hoops.

Wm. B. Folger, of Folger & Sons, has pulled off the road and will hereafter give his attention to the inside management of the business.

A. L. Braisted writes as follows from Ypsilanti under date of the 17th: "It's a girl and weighs nine pounds."

Wm. B. Tyler, formerly engaged in general trade at Richland, but now connected with J. W. Schermhorn, at Nottawa, writes THE TRADESMAN as follows:

A. F. Peake writes as follows from Kalamazoo: "In your issue of July 14, I see you note the presence in Grand Rapids of A. A. Howard and also that he was accompanied by his wife."

Bulkeley, Lemon & Hoops claim to have received the largest invoice of teas which ever came to this market on Monday.

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

Steel and Iron. Steel, all kinds, dis 60. Steel, all kinds, dis 60.

Bricks. 10x14, Charcoal, dis 5 75. 10x14, Charcoal, dis 7 25.

Wires. Bright Market, dis 67 1/2. Annealed Market, dis 70.

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

PRICE LIST. CROCKERY DEPARTMENT. PART 12.

Terms 60 days; 2 per cent. discount for cash in ten days on approved credit. To enable our customers to depend on our stock of English White Granite Ware, we print for this week the assortment of crates which we carry in stock and can ship on receipt of order.

Table 67: Net Price List English White Granite. Lists items like Bakers, Bowls, Butters, Casseroles, Chambers, Coffees, Dishes, Ewers and Basins, Fruit Saucers, Scallops, Nappies, Pitches, Teas, and unhandled items with prices.

Table 68: List of Assorted Crates in Wedgwood & Co.'s White Granite Ware. Assortment No. 220, 65 Oval, and 139. Lists items like Plates, Bakers, Dishes, and various sets with prices.

Table 69: Wedgwood & Co.'s Square Pattern. Assortment No. 305 and 275. Lists items like Plates, Bakers, Dishes, and various sets with prices.

Table 70: Wedgwood & Co.'s White Granite Ware. Assortment No. 144, 229, 266, 264, 263, 265, 260. Lists items like Plates, Bakers, Dishes, and various sets with prices.

Table 71: Johnson Bros.' English White Granite Ware. Diamond E Assortment, White Granite Ware. Diamond I Assortment, and Diamond A Assortment. Lists items like Plates, Bakers, Dishes, and various sets with prices.

Table 72: Ass'd Crate Burgess & Goddard Diamond X English White Granite Ware. Ass'd Package Diamond K Thirds, White Granite Ware. Lists items like Plates, Bakers, Dishes, and various sets with prices.

Giving Credit. One of the most difficult things for a merchant to decide is the matter of giving credit to customers. The loss by bad book accounts is a continuous drain upon the resources of a retail grocer. It is the rock upon which thousands have struck and gone to pieces. There are people in every community who live upon the industry of others. There are people who move from section to section, from old haunts where their characters are well known, to new localities where better facilities are afforded them for their predatory work. Against these the retail grocer should always be on his guard. Credit should not be given to strangers. It should not be given to the parties who are unwilling or unable to furnish good and satisfactory references. A new comer should always be regarded by store-keepers with more or less suspicion; he may be all right, but he frequently victimizes the grocer or butcher before they discover his real character. A storekeeper who has any enterprise about him can soon familiarize himself with the circumstances and dispositions of most of the people in his town, unless it be a large city, where it is always risky to do a retail business upon anything but a cash basis. Knowing the habits and characters of his customers he can soon intelligently determine who are worthy of credit and who are not. It is always wise to beware of men who have no visible means of support, no matter how few, may be the manner in which they keep up appearances; of those who are indolent and intemperate; of those who are given to reckless speculations; of those who have rich relatives from whom they shortly expect a remittance. It is necessary to give credit to many, but a little amount of careful discrimination in the matter will save the storekeeper from continuous loss, and perhaps keep him out of the hands of the sheriff. The margin of profit is so small, particularly on groceries, that a few bad accounts will absorb the entire profits of the store. Look out for poor-paying customers or, in other words, beware of dead-beats. The grocery trade is a business that demands the closest attention to details. Then there is waste, spoilage, leakage, breakage in goods, but the worst of all drains upon the groceryman's resources is the loss he sustains by bad accounts. Many persons seem to think that the world owes them a living, and, first of all, they seem to regard the retail grocer as their legitimate prey, and he needs to be continually upon his guard in order to escape the confidence games, that are being continually attempted upon him. The largest match factory in the United States is situated at Akron, Ohio, which turns out 57,000,000 matches in one day when run to its full capacity.

A Drummer Teaching a Sunday School Class. An Eastern drummer regales the New York Times with a recital of his experience on the road. Portions of his narrative may be apocryphal, but the following displays much adaption of circumstances. He says he was in Fort Madison, Iowa, one Sunday, and dined with a customer. What followed is given in his own language: "After dinner my host told me that it was his habit to go to the State's Prison Sunday afternoons to the chapel exercises for the convicts, and proposed my accompanying him. We drove to the prison, a short distance out of the town, and on the way he told me that very likely I would be invited to take a class. 'Of course,' he said, 'you will not refuse. Don't try to talk Bible to them, though. They know that book a great deal better than you do, as it is the only literature they are permitted to read, but they will be anxious for outside information, and, in the absence of the superintendent, of course that is what you want to give them.' "Arrived at the prison, sure enough, the superintendent asked me if I had any experience as a Sunday school teacher, and, if so, would I be pleased to take a class. "I satisfied the gentleman that I was something of an expert, and presently found myself seated before a dozen convicts, as low-browed and ill-favored a lot of men as I had ever seen. Mechanically, I took the Bible he handed me, and opened it to the place he designated, but as soon as he moved away I leaned forward, my fingers between the leaves, and said: "Now, boys, I can't teach you anything about this lesson, but I am a New York drummer, and if there are any questions you would like to ask, why speak low and fire away. "These men just closed on me. Their greed for news was pathetic. Faster than I could answer they plied me with questions. All sorts of things they wanted to know, not so much general news as possible information from localities whence they came. They were a hard set, forgers, highwaymen, one murderer—all long-termed men—a desperate, reckless lot; but you would have pitied them as I did to see how the poor devils thirsted for word from outside. Several were from New York, and such fairly hung upon my lips, as I had answered their questions about favorite haunts. The hour was all too short for them and me, and when the superintendent thanked me for the kindly interest I had taken in these hardened sinners, I begged him not to mention it." "So, you see," concluded the commercial tourist, "we do not altogether neglect religious observances on the seventh day." Smoke the celebrated "American Field." Fox & Bradford, sole agents. 148

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. MUSKEGON, MICH. Warehouse: Lee's Ferry Dock.

VON BEHREN & SHAFER, 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, 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.

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.