

The Michigan Tradesman.

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WEDNESDAY, OCTOBER 20, 1886.

ITS GREATEST SUCCESS.

Fourth Annual Convention of the M. S. P. A.

The fourth annual convention of the Michigan State Pharmaceutical Association convened at Royal Arcantum Hall on Tuesday afternoon, October 12, about 100 members being in attendance. President Brown opened the session with a brief address, in the course of which he said:

It is needless for me to express the satisfaction I feel in seeing so many here at this early hour. I hope that the deliberations of this assembly will be harmonious and that the days spent here will be beneficial to you all in your work the coming year.

Rev. F. A. DeRosset then offered a fervent prayer in behalf of the Association and its work.

In the absence of Mayor Dikeman President Hayward was called upon for an address of welcome. He said:

The people of Grand Rapids always take great pride in welcoming business people especially to their city, and we now heartily welcome you within our gates. We are very proud of our city. In it you will find everything from a small box of pills to a barrel of pork; from a medicine dropper to a bottle of Cod Liver oil. We are not going to be overdone by Detroit, and after this evening we would like you to judge for yourself of our hospitality.

A. Bassett, of Detroit, responded in behalf of the Association, concluding his remarks as follows:

We take great pleasure in holding our deliberations in this city, for your people are holding us up in the work we are doing for pharmacy. We are here to exchange ideas and to teach each other what we have learned in our common calling. Pharmacy is a progressive profession. You now take your quinine in capsules, and your castor oil in elixir, and we hope in time to give medicine in your regular food. We are glad to have been here, and we thank the citizens of this city for their hearty welcome.

To this pleasantry, Alderman Hayward responded as follows:

I heartily welcome you all to Grand Rapids, and in the name of the citizens I give you the freedom of the city during your stay.

On motion of Frank Wells, the reading of the minutes and the calling of the roll were dispensed with.

President Brown then read his annual address, which is given in full on the first page of this issue.

Prof. A. B. Prescott presented the report of the Committee on Pharmacy and Queries, including a number of recommendations, all of which were adopted.

President Brown announced the following Committee on President's Address: Geo. W. Crouter, Chas. Wright and E. T. Webb.

The following applications for membership were received and all the applicants elected: E. J. Andrus, Utica; Morrison Bailey, Plainwell; Wm. J. Barker, Hart; Nathan P. Blakeslee, Elmira; John F. Conrad, Otsego; Geo. W. Crane, Cheboygan; R. W. Culver, Battle Creek; John Crispe, Plainwell; Robert P. Davie, Flushing; H. B. Fairchild, Grand Rapids; Albert R. Foster, Otsego; Charles E. Foote, Jackson; John R. Fox, Cedar Springs; A. W. Fenton, Bailey; B. E. Terrill, Muir; H. G. Thompson, Menominee; W. J. Tillotson, Laingsburg; W. S. Tucker, Stanwood; Alfred Tullgren, Iron Mountain; Robert Turner, Flat Rock; J. H. Voller, Evart; N. A. Vyne, Fremont; Adam Wagner, Eastmanville; Walter A. Ward, Eau Claire; Ezra Weaver, Reading; Byron S. Webb, Alma; G. F. Whitfield, Grand Rapids; R. S. Wolford, Mecosta; C. M. Waite, Homer; W. E. White, Grand Rapids; S. M. Geary, Maple Hill; P. E. Hackett, Wolverine; Frank Hogerman, Birmingham; A. L. Haight, Woodland; Edward A. Hamilton, White Pigeon; D. O. Haynes, Detroit; E. J. Hinds, Midland; Fred A. Hutty, Grand Haven; Theo. A. Jamison, So. Boardman; T. B. Kennedy, Commerce; W. S. Kinsel, Detroit; Derk Kimm and M. B. Kimm, Grand Rapids; N. P. Leland, Gaines; Geo. L. Lusk, Owosso; L. M. Mills, Grand Rapids; Geo. A. McHenry, Chippewa Lake; N. Miller, Fremont; C. H. Milner, Big Rapids; Byron McNeal, Byron Center; Kirk W. Noyes, Paw Paw; A. C. Warne, East Jordan; E. W. Orr, Manistique; O. J. Parker, Howell; John H. Passage, Greenville; L. Perrigo, Burnip's Corners; J. W. Runner, Shelby; L. Rogers, Eastport; A. E. Rudolph, Dowagiac; John Rundel, Holton; W. W. Slawson, Greenville; A. Lee Smith, Crystal; A. W. Stevenson, Muskegon; Thos. P. Stiles, Chester; H. E. Stover, Kalkaska; Bruce Sutfield, Charlevoix; W. H. Spoyde, Bloomingdale; W. H. Tibbs, Grand Rapids; Isaac Amberg, Battle Creek; A. F. Hazeltine and Jas. A. Crookston, Grand Rapids; A. F. Kellogg, Cedar Lake; Fred Brundage, Muskegon; Geo. W. Beaman, East Jordan; Mrs. Della Mandigo, Sherwood; W. H. Owen, Maple Rapids; John D. Muir, Grand Rapids; L. D. Chapple, Wayland; T. W. Preston, Millbrook; Spencer H. Warner, Marlette; C. O. Wells, Brockway Center;

L. E. Paige, Sparta; Fred J. Todd, Detroit; E. M. Dunham, Grand Rapids.

Frank Wells said that these 85 additions to the membership, added to the 688 active members on the roll at the beginning of the meeting, swells the total enrollment to 773, making the Association the largest State organization in the Union. The next largest Association is the New York, which boasts 735 members.

Secretary Jesson, of the State Board of Pharmacy, presented the annual report of the Board including a presentation of the by-laws and rulings of the Board, which have already been published in THE TRADESMAN. The total number of persons now registered under the law is 3,015. The receipts of the Board have \$6,987 and the disbursements \$2,818.77, leaving a balance of \$3,268.23. Of this amount, \$2,500 has been turned over to the State Treasurer, leaving a balance on hand of \$768.23. The report was accepted.

After a short recess, several interesting papers were read and discussed. Prof. Prescott read a paper on Caffeine in Coffee," by E. D. Smith. The paper showed much research, giving the proportions of caffeine in the different commercial coffees. Prof. A. B. Stevens read a paper on "Plants Indigenous to Ann Arbor, showing a large collection of specimens mounted on cards, which were placed at the disposal of the convention. This was followed by a general discussion on "Weights and Measures in Pharmacy." The discussion centered upon the metric system in weights, during which opportunity was given the members to express their opinions on the matter.

Frank Wells thought the metric system was not growing in popularity.

A. Bassett said the system was falling out of use among the physicians of Detroit.

F. W. R. Perry thought that not to exceed one physician in twenty-five uses the system in Detroit. Those who do use it were educated in Germany.

Frank J. Wurzburg said only two physicians used the system in Grand Rapids, one of whom is a German. Its popularity is certainly not growing.

A. B. Stevens thought one reason why physicians do not like it is because druggists seldom have proper scales.

A. M. Todd said he invariably used the metric system, although he found it quite liable to make mistakes when computing from it. He saw no reason why it should not become general, except the prejudice in favor of the system everyone has been accustomed to use.

Prof. Prescott said the metric system was taught in analytical chemical work in the School of Pharmacy. In answer to the assertion that the Pharmacopoeia is in accord with the metric system, Prof. Prescott asserted that the Pharmacopoeia has been made responsible for that which it is not responsible for, as it does not establish any system.

Geo. Gundrum said he does not meet nearly so many prescriptions written in the metric system as he did five years ago.

Prof. A. B. Lyons thought the system was not likely to become general until established by law. Foreign educated physicians are very enthusiastic over the system at first, but soon fall into the old way, as everything seems to be against the introduction of the system.

O. Eberbach said that he had adopted the metric system and liked it.

Prof. Lyons said that he recently had occasion to test two two-pint graduates. One over-ran two ounces, and the other fell short the same quantity.

Frank Hibbard said that the Wisconsin Pharmaceutical Association, whose meeting he recently attended unqualifiedly condemned the system.

Cal. L. Martin said he had seen but ten prescriptions written in the metric system in six years.

President Brown said that before the new system was generally adopted, both physicians and druggists would be compelled to unlearn the old system.

A. Bassett said that he had a pharmacopoeia for sale very cheap. Whenever he made any preparations he took down the dispensatory, and used the system of weights which is a part of every American's education. The system used by the writers in the pharmacopoeia sometimes varied 6 per cent., which sometimes meant a man's life, and he hoped the convention would sit down on such a system.

A. B. Stevens defied the convention to find a chemist who would give the system up after a six months' trial in making preparations.

EVENING SESSION.

At the opening of the evening session, President Brown called upon Dr. W. E. Shorts, of Ludington, for a few remarks. Dr. Shorts was a member of the Legislature at the time of the passage of the pharmacy law, and rendered the measure efficient service. Dr. Shorts commended the Association and its work in the highest terms, as he looked upon pharmacy as a profession in its truest sense. The physician and pharmacist should go hand in hand, and it is the duty of every citizen to use all honorable endeavors to further their interests socially, professionally or materially.

The following gentlemen were elected members of the Association: I. N. Rodenbaugh, Mancelona; Joseph Lonsbury, Reed City; L. P. Orth, Traverse City; Ernest C. Federer, Frank J. Hunt and George Boehlein, Detroit.

(Continued on page 7.)

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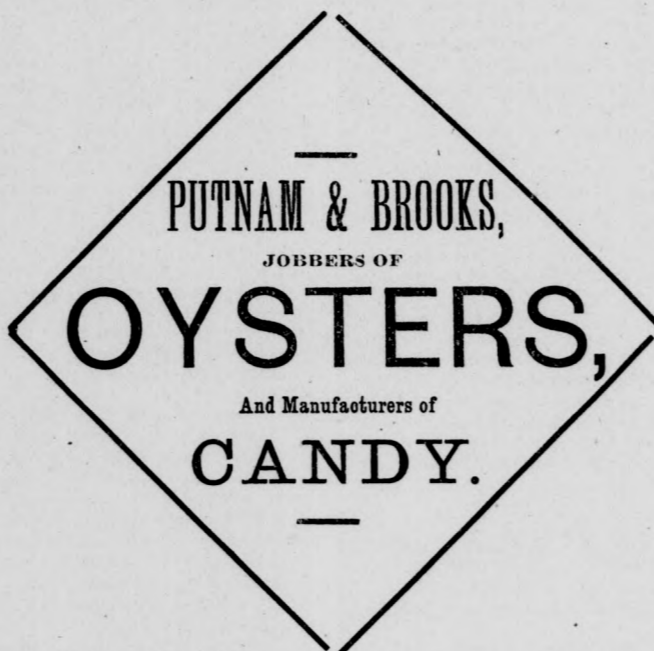
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Advice to a Young Drummer by a Retired Knight of the Sample Case.

From the Merchant Traveler.

"You say, my son, that you have a situation offered you in the city, and that you are going to leave the old farm and be a drummer?"

"Yes, father, I have just received a letter from Overall & Chinchilla, saying that they will give me a place in their house, and in a few months put me on the road."

"Well, my son, if you have made up your mind to lay aside the bull-tongue for the sample case, come with me behind the barn where the sun shines warm. I want to talk with you and give you a pointer or so that won't be amiss when you get to monkeying with excess baggage and wooden toothpicks. Take a seat right there, and listen to your father's drummed racket."

"I sometimes think, my son, that drummers will go to heaven, even if they are not Christians, but this is not safe belief, and I would not advise you to adopt it. I was probably influenced into this belief by a dream I had just before I quit the road. I remember very well that I had not sold a bill for a week, and had traveled all day through the wind and rain and had stopped for the night with an old farmer. I was hungry and tired, and after partaking of a good country supper, I retired early, and was soon in the land of dreams."

"I dreamed that I died and went to heaven (don't laugh, my son, this is serious). I dreamt I died and went to heaven, and was met at the gate by St. Peter, who said in a very official voice, 'Who comes there?' 'A man from the earth,' I answered, bracing up and trying to look meek and lowly. 'What might be your name?' he asked, as the Great Gate stood ajar and I made a beautiful slide for the interior. I handed him my card, and he excused himself for a few minutes and left me. It was not long ere he returned, looking sad and gloomy, and as soon as I cast my eyes on him I knew your poor pa would have to get out of heaven."

"Tears stood in his eyes as large as agate marbles, and he told me in a sobbing voice that I had been a sinner on earth and that I would have to go to hell. I hated to go, and Peter regretted very much to see me leave. It was real touching to see us part. I had to go, though, so packed up my valise and started, but just as I got clear of the gates of the golden city he called to me, and asked me what was my occupation on earth. I told him I was a drummer. 'How long were you on the road?' he inquired eagerly. 'About five years,' I replied, looking back at the beautiful grounds. 'That alters the case materially,' he said, as he threw open the gate. 'A man who has drummed five years has had hell enough. Enter the gates of the New Jerusalem, weary knight of the sample case, and forever enjoy the blessings of heaven.' He then called a beautiful angel and told her to get me about a 7 1/4 crown and one of those sweetest toned harps."

"Father, were you a Christian when you were a drummer? Were those gray hairs caused by early piety?"

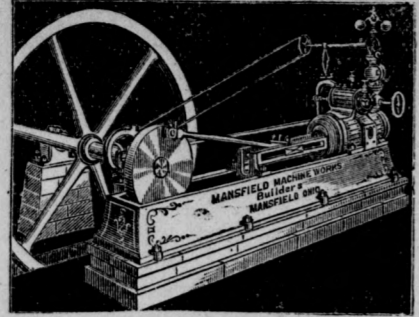
"My son, your pa is not on the witness stand. However, I don't mind answering the latter question. No, my hair is not gray from early piety—it was caused by this tarnation hotel pie. You will stop at some good hotels, my son, and you will be compelled to stop at some that don't know how to boil water. Don't kick at everything you see, but when you do kick, kick gently, but firmly; and when a hotel or livery man tells you that your bill is so and so, and that your house pays your expenses, and that it does not come out of your pocket, shoot him on the spot, and if he happens not to have any spot, shoot him where the spot ought to be, and as you bend over his mutilated anatomy, whisper gently to his departing soul that you are not on the road for the purpose of robbing your house, but, on the contrary, you are out trying to make some money for them."

"Don't be eternally trying to make a mash on every girl you see—for this is a serious fault with a great many traveling men, but a more serious one with the girls who give them encouragement. Never show your order book or boast of your sales, for if you sell any goods your house will be apt to find it out. If you have schoolmates, particular friends or relatives in business, don't flatter your self that you can sell them. Never mind why; you will find out soon enough. Be honest, be energetic, be truthful, and if you have any respect for your aged father, or any love for your good old mother, never say when you happen to strike a slow railroad, that you have plenty of time to get out and pick black-berries. This was a favorite joke of Christopher Columbus, and it is considered in bad taste to use it now."

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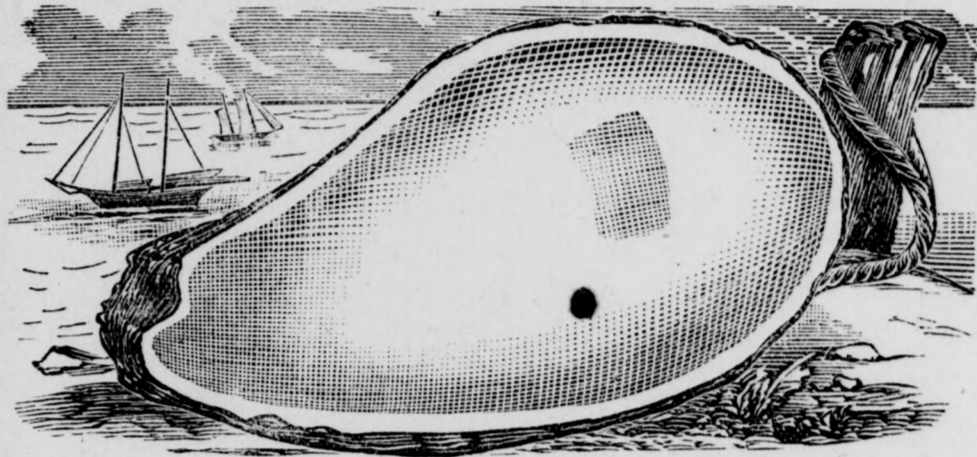
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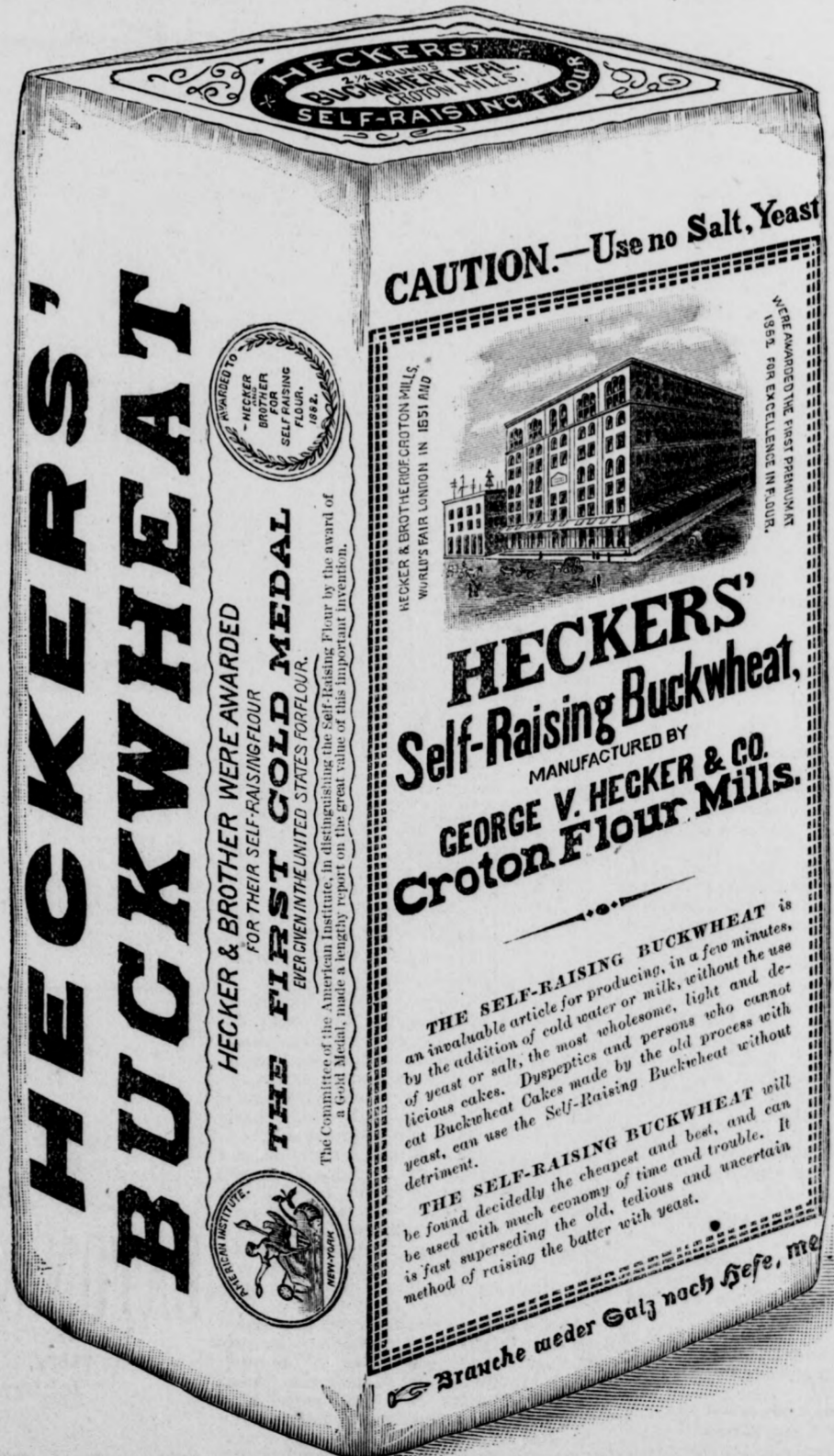
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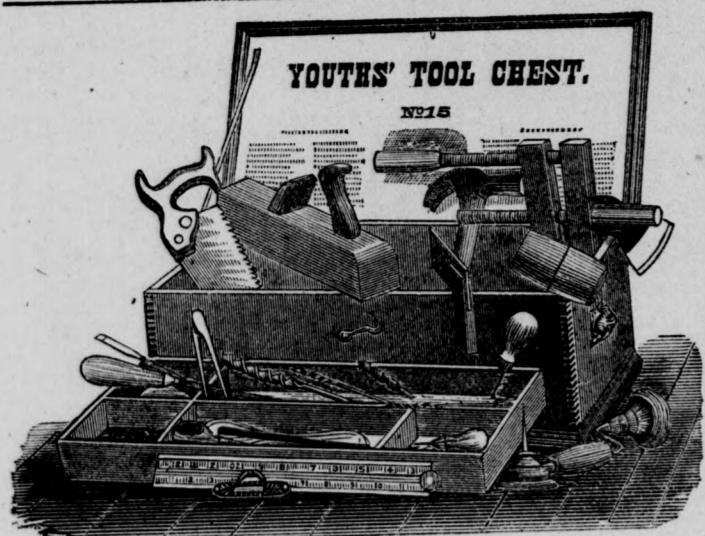
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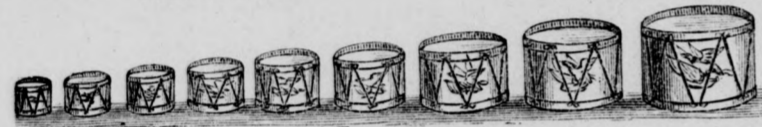


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No. 245, 9 Tools.....	Per doz. \$2 00
No. 280, 10 ".....	3 75
No. 280, 15 ".....	5 50
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No. 270, 22 ".....	8 50
No. 275, 22 ".....	10 00
No. 2 00, 25 ".....	each 2 40



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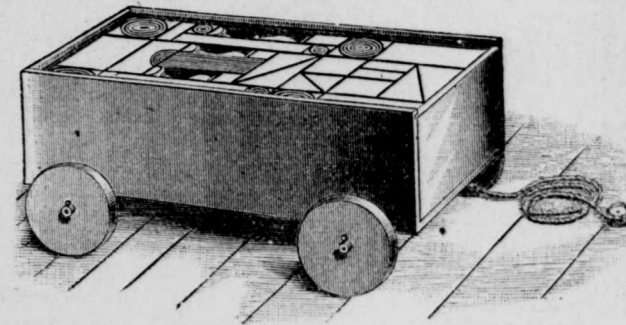
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A New Line. Wheels detachable. Can be packed in one square, neat package, and put up without the least trouble.

No. 58, 7 1/2 x 5 x 2 1/4, contains 28 blocks..... Per Doz. \$2 00
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See Our Complete Line of Toy Furniture.



"Indian Chief," Boy's Gun, (see cut).....per doz. \$3 75
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BUSINESS LAW.

Brief Digests of Recent Decisions in Courts of Last Resort.

RETURN OF GOODS.

Where there is a warranty, express or implied, in the sale of goods, the vendee need not return or offer to return the goods in order to establish his right to recoup the damages sustained by the breach of warranty.

FAILURE TO TRANSMIT MESSAGE.

In the case of Western Union Telegraph Company vs. Brown the Supreme Court of Indiana held that in an action to recover a penalty for failing to transmit a telegraph message it was necessary for the plaintiff to show affirmatively that he was the sender of the message.

GRANT OF WATER-POWER—RESERVATION.

A grant of a right to build a mill and a privilege to draw and use the water from a mill-pond, the grantor reserving the right "to the use of sufficient water from said pond to carry a fulling mill and three breast wheels," was construed as not restricting the grantor to the use of breast wheels, but as limiting him to the quantity of water sufficient to carry three breast wheels. Decided by the Supreme Judicial Court of Massachusetts.

HOMESTEAD EMPTION.

In Kentucky, according to the decision of the Court of Appeals of that State, the release or waiver of the homestead exemption, in order to be valid as against a mechanic's lien for additional improvements, must be in writing subscribed by the defendant and his wife, and acknowledged and recorded in the same manner as conveyances of real estate, otherwise the lien of the mechanic is subordinate to the right of homestead.

ASSIGNMENT FOR CREDITORS.

The Kentucky Court of Appeals, while holding that one who had made an assignment for the benefit of his creditors could not be allowed to buy up his own indebtedness at a discount, or take it up dollar for dollar, and then have it allowed to him and pro-rata with his other creditors out of the estate he had assigned to them for the payment of his indebtedness, yet ruled that where certain creditors of an assignor released to his son their claims in consideration of his securing to them a certain per cent. thereof, and it did not appear that the assignor was in any way connected with the purchase of the claims, there was no reason why they should not be allowed to his son.

TRADE-MARK—PICTORIAL REPRESENTATION.

A manufacturer of blacklead in England put up his blacklead in a dome shape and had registered as his trade-mark a picture

or representation of the peculiar shape in which the blacklead was put up for sale. In an action in which he sought an injunction against an infringement of the trade-mark Mr. Justice Pearson decided that a picture of the object sold could not be a trade-mark. This decision has just been overruled by the English Court of Appeal, which has held that the plaintiff was entitled to have the shape of a dome registered as his trade-mark in whatever shape he might make up his blacklead. The court held that such a picture was a "mark," and was "distinctive" within the meaning of the act of 1883. The plaintiff, the court said, could have no monopoly in the actual shape of his blacklead, but the mark selected by him was none the less a "distinctive mark," because the article was sold in the shape of the mark itself, and it might equally be used for articles sold in any other shape.

Giving Away Prices.

One of the strange habits among buyers, and one that is the most injurious, is the giving away of a price to a competing house. There are buyers who make this a habit, and to such men the giving of a special rate or a concession of any kind, is simply to advertise the fact to a competitor.

There are buyers who are known never to divulge anything in the way of a price, and to such it is a guarantee they will get the lowest rates, and sometimes a material advantage.

When there was a combination of rates by the railroads, it was always suspected that better prices were given to some parties, and such was the case; but if there was a suspicion that the party was not one to hold his tongue he never got a benefit of this kind. It seems strange that a habit where the disadvantage is so great, and the benefit so small, should be continued, but there are buyers with whom it is chronic, and they pay for the weakness.

Coopersville Merchants to Organize October 22.

COOPERSVILLE, Oct. 11, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—The business men here are desirous of organizing a protective association and would like to have you come and assist them in getting started whenever most convenient for you to attend. Please advise us and oblige. Yours respectfully,
R. D. McNAUGHTON.

COOPERSVILLE, Oct. 14, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—Your received, and contents noted. We have decided that one week from Friday night will be the best time for you to come. Yours truly,
R. D. McNAUGHTON.

Wood pulp pails \$4 a dozen. Curtiss, Dunton & Co.

The "GOOD ENOUGH" Family



Lamps are filled direct by THE PUMP without lifting the Can. The Filling Tube adjusting to suit the height of any lamp. Any overflow or drippings are returned to the Can through an opening in the center of the top. When closed the Filling Tube enters this opening, preventing evaporation from EITHER PUMP OR CAN.



OIL AND GASOLINE CAN!

Every Live Dealer Should Sell Them.

This is the Most Practical, Large-Sized Family Can in the Market. It should be an object with dealers, when possible, to do away with the annoyance and frequent filling of small cans. A little effort and a slight difference in the price of oil in quantities will insure you a good trade in these cans, and guarantee your customers Absolute Safety and the Greatest Possible Convenience.

NEEDED IN EVERY FAMILY WHERE OIL IS USED.

OVER 200,000 IN ACTUAL USE!

DON'T BE HUMBLED

With Cheap and Worthless Imitations. Buy the Original, the Genuine, Old Reliable "GOOD ENOUGH."

MANUFACTURED BY

WINFIELD MAN'G CO., WARREN, OHIO.

SEND FOR COMPLETE CIRCULARS AND PRICE-LIST.

FOR SALE IN GRAND RAPIDS BY

CURTISS, DUNTON & CO., Wholesale Paper & Woodenware,
FOSTER, STEVENS & CO., Wholesale Hardware,
H. LEONARD & SONS, Wholesale Crockery.

POTATOES!

CAR LOTS A "SPECIALTY."

We offer Best Facilities. Long Experience. Watchful Attention. Attend Faithfully to Cars Consigned to us. Employ Watchmen to see to Unloading. OUR MR. THOMPSON ATTENDS PERSONALLY TO SELLING. Issue SPECIAL POTATO MARKET REPORTS. KEEP OUR SHIPPERS fully posted. OUR QUOTED PRICES CAN BE DEPENDED UPON. WE DO NOT quote irregular or anticipated prices. Consignments Solicited. Correspondence Invited from Consignors to this market. References given when requested.

WM. H. THOMPSON & CO., Commission Merchants,
166 SOUTH WATER ST., CHICAGO, ILL.

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

BULKLEY, LEMON & HOOPS,

Importers and
Wholesale Grocers.

Sole Agents for

Lautz Bros. & Co.'s Celebrated Soaps.
Niagara Starch Co.'s Celebrated Starch.
"Jolly Tar" Celebrated Plug Tobacco, dark and light.
Jolly Time" Celebrated Fine Cut Tobacco.
Dwinell, Hayward & Co.'s Roasted Coffees.
Thomson & Taylor's Magnolia Coffee.
Warsaw Salt Co.'s Warsaw Salt.
"Benton" Tomatoes, Benton Harbor.
"Van Camp" Tomatoes, Indianapolis.
"Acme" Sugar Corn, Best in the World.

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

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

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

F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s
DIAMOND BRAND OYSTERS
Also Fruits and Country Produce.