

# The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 10, 1886.

NO. 164.

**LUDWIG WINTERNITZ,**  
STATE AGENT FOR



106 Kent Street, Grand Rapids, Mich.  
TELEPHONE 566.

Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address. None genuine unless it bears above label.

**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.

**BUY WHIPS and LASHES**  
OF

**G. ROYS & CO.,**

Manufacturers' agents,  
2 Pearl St., Grand Rapids, Mich.

Get spot cash prices and have the profits. Orders by mail promptly attended to.

**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.

The **CELEBRATED EMERY \$3 SHOE**  
MANUFACTURED BY  
**HATCH & EMERY, Chicago and Boston.**  
D. G. KENYON, Traveling Salesman,  
227 Jefferson Street, Grand Rapids, Mich.

**NEW ENTERPRISES**  
JUST STARTING

Will find everything they want

**OFFICE SUPPLIES,**  
—AT—  
**RIGHT PRICES**  
—AT—

**Geo. A. Hall & Co.**  
**STATIONERS,**  
29 MONROE ST., - GRAND RAPIDS.

**ALBERT COYE & SON,**  
DEALERS IN

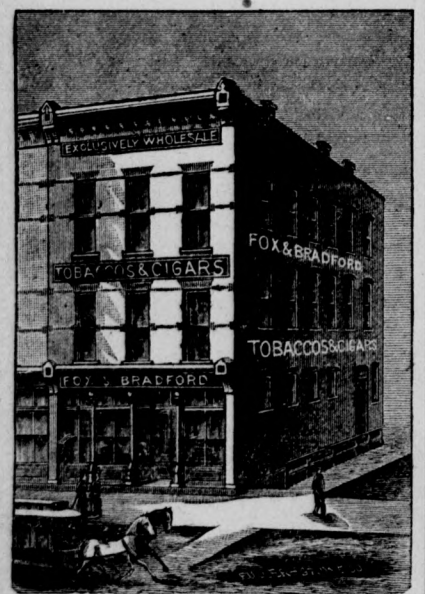
**AWNINGS AND TENTS**

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

Flags & Banners made to order.

73 CANAL ST., - GRAND RAPIDS.

Smoke the "L.C.B." & "Fox" Cigar.



**FOX & BRADFORD,**  
EXCLUSIVELY

**WHOLESALE CIGARS!**

76 South Division St.,

Grand Rapids, - Mich.



**EATON & LYON,**

Importers,  
Jobbers and  
Retailers of

**BOOKS,**

Stationery & Sundries,

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

**CUSHMAN'S MENTHOL INHALER**



**NEURALGIA**  
Quickly relieved by Cushman's Menthol Inhaler when all others fail. How is that possible? Because by inhalation the very volatile remedy is carried directly to the delicate net work of nerves in the nose and head, and applied directly to the nerves, and so rapidly assimilated that quick relief is obtained. It will last six months to one year, and the last grain is as potent as the first inhalation. You will find it sells rapidly. Retail price, 50c.

**EATON & CHRISTENSON,**

—ARE—

**EXCLUSIVE AGENTS**

In this State for the

**American Cigar Co.'s**  
COLDWATER, MICH.

**CIGARS,**

Having Handled the Goods for Fifteen Years with Entire Satisfaction to Themselves and the Trade at Large.

Dealers should remember that the

**American Cigar Co.'s**

Goods can be obtained only through

the Authorized Factory Agents.

**Eaton & Christenson**

77 CANAL STREET.

**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.

**PINCREE & SMITH**

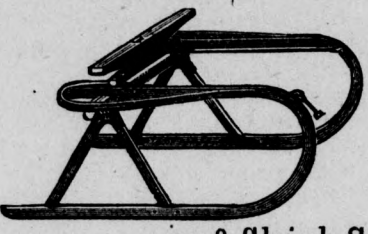
Wholesale Manufacturers

Boots, Shoes and Slippers

DETROIT, MICH.

**Judd & Co.,**  
JOBBER OF SADDLERY HARDWARE  
And Full Line Winter Goods,  
102 CANAL STREET.

**GUSTAVE A. WOLF, Attorney.**  
Over Fourth National Bank. Telephone 407.  
COMMERCIAL LAW & COLLECTIONS.



**on & Sleigh Co.**

MANUFACTURERS OF

**BELKNAP'S PATENT SLEIGHS,**

Business and Pleasure Sleights, Farm Sleights, Logging Sleights, Lumbermen's and River Tools.

We carry a large stock of material, and have every facility for making first-class sleighs of all kinds. Shop Cor. Front and First Sts., Grand Rapids.

**M**

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

**U**

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

**Z**

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

**Z**

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

**Y**

**FOX & BRADFORD,**

Agents for a full line of

**S. W. Venable & Co.'s**

PETERSBURG, VA.,

**PLUC TOBACCOS,**

NIMROD,

E. C.,

BLUE RETER,

SPREAD EAGLE,

BIG FIVE CENTER.

**MOSELEY BROS.**

—WHOLESALE—

**SEEDS, FRUITS, OYSTERS, And Produce.**

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

**EDMUND B. DIKEMAN,**

—THE—

**GREAT WATCH MAKER,**

—AND—

**JEWELER.**

44 CANAL STREET,

GRAND RAPIDS, MICH.

We have just purchased a large invoice of

**"PLANK ROAD PLUG"**

Send us a Trial Order.

Spring Chicken, Moxie and Eclipse always in stock.

**OLNEY, SHIELDS & Co.**

GRAND RAPIDS, MICH.

Sizing a Man Up.

"When a man orders whiskey," said Dumley to the bartender, "do you ask him if he wants ten or fifteen cent goods?"

"No. I've been in the business long enough to size a man up without asking questions."

"I suppose you do become more or less familiar with human nature," remarked Dumley, as he selected a clove. "How much do I owe you?"

"Ten cents, please."

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

## WHEN MARY DIED.

The Story of a Heart-Broken Merchant. Wm. H. Maher in Toledo Blade.

I had not met my old schoolmate in three years. We had been good friends since we were boys, and though letters had told the principal events of our lives to each other, still letters, even at their best, leave much to be said when friends meet face to face. I had not heard from him directly in many months, but unexpectedly having business in his city my wife had enjoined upon me to learn every detail from him of the last days of his wife, who had been her schoolmate and confidante also, and to bring him and his baby back with me for a good long visit.

After the first greetings, he led me to his private office, telling the clerks we were not to be disturbed by any one, or on any business, and we sat down facing each other for a long talk. We were both rather slow in coming to the point, but at last I said: "Tell me all about your troubles, Tom."

"I don't know where to begin."

"Begin with Mary's sickness. I am interested in it all."

"When the baby came there was not a man in the world with whom I would have changed places. I had previously seemed to be weighted down with forebodings of evil but I kept these carefully to myself, except to enjoin the physician to take no risks, and to charge the nurse to be very careful. Mary seemed at all times to be confident of a happy ending, and the dawn of a happy era for us both when a baby should be with us. When the baby was here, sound of body, and starting off as if determined to live, and Mary apparently out of danger, I banished all my fears and went around the house and through my work as if I had wings. You have children; you how a man feels?"

I nodded assent. "I went home one night as happy as a man could feel."

"How old was the baby?"

"Five days. I walked home that evening thinking how happy I was, and pitying the men who had neither home nor wife or baby awaiting them. I ran up the stairs with light feet, but with still lighter heart, and was met with a 'hush' from the nurse. 'What is the matter?' I she asked?"

"She has had a chill and now has a very high fever. I have sent for the doctor and expect him here every moment."

That was the beginning. I fancied it was a change that the physician would soon overrule for good, and I was only anxious, not alarmed.

"What did the doctor say?"

"He said but little. I did not question him so closely as I might have done. In the morning I saw her fever was still high, but I had no suspicions of danger. The physician asked for something that would compel me to go down stairs with him to procure. I chatted with him lightly until we were in the living room, when he closed the door behind me and said: 'I only asked for that in order to get you out of the room. Your wife is very sick.' My heart stopped beating for a moment. I did not thoroughly understand what he said, but his manner frightened me. 'You do not mean to say she is dangerously sick?' I said. 'Yes, she is dangerously sick.' My God, the whole world seemed to drop away from me! You may think you know just how you would feel if placed there, but you don't. The imagination of man cannot picture it, and nothing I could say now would be able to make you realize it. Every prop, every plan in life was as if suddenly taken away."

"You remember Mary?"

I remembered her well. "I had been married eight years; we had grown together; we had adapted ourselves to each other. She had studied me and knew me better, much better, than I knew myself. Our lives were as the lives of one. We read the same books, loved the same people, enjoyed the same fancies, and were absolutely one. My future necessarily included her as every man's must take in his wife, but in a larger sense it was made up of her. She had not only been all that a wife could be to the man she loved, but she had brought good things out of me that I never supposed I possessed till then. But here were the doctor's words sounding a knell in my ears, and his manner was far more serious than his word. 'She is not going to die?' I asked, hoping that the direct question would compel an answer in the negative, but he only said 'She is dangerously sick.' 'What is it?' I asked. 'Blood poisoning.' 'Is that so terribly dangerous?' 'Yes.' 'They recover sometimes, don't they?' 'Occasionally a woman recovers, yes.' 'What am I to do?' 'You had better send for her parents.' Was it so bad as that? All else he had said did not strike the iron so deep as this did. My impulse was to fly back to her, take her in my arms and defy death. But, no; I must not alarm her; he said he would be back in a few hours, and nothing but harm could come of exciting her then. I telegraphed for her people; I sat beside her night and day. I saw her fade away; I saw her die."

Here he broke down. I begged him not to continue then, but he said it was a relief to tell me all, my wife and myself having loved her.

"I don't know much about the coming of our friends," he went on. "I paid no thought to them. Mary seemed to look upon their being here as a matter of course. I could not tell her she was going away. When I saw her after she was told, she only said, 'Poor Tom!' and kissed me. She seemed to glide away from this world into the other as a night breaks into morning. Once she said, 'Tell the baby about me,' and the last words she spoke were her whispered 'Poor little baby!'"

"Life must have looked dark to you."

"It did not look either dark or light; I saw nothing. Life suddenly came to a stand still. What was ahead had no hope in it, and the past was only a memory. They thought the baby would interest me, but for some time I hated her. But for her, I thought, Mary would be here beside me. Mary's mother stayed with me for awhile, but finally I was left alone with servants."

"You had to look after your business, more or less, I suppose?"

"Yes, even in the saddest hours business matters were forced under my notice. It made me angry to see how persistently dollars and cents pushed themselves into the house of mourning, yet so long as I had the business I could not get away from this. Here in the store I bought and sold pretty much as I had done before; very few who met me knew of my trouble, and for this I was thankful, though occasionally thoughtless remarks cut me to the quick. My baby gradually, too, claimed more of my attention. I had to be both father and mother to the little thing and devote myself to her. But, oh, the long nights when one can do nothing but think! Then you live your life over; recall each word and look of the lost, and torture yourself with the 'might-have-beens.' Morning never comes too soon after such a night."

"Has the baby got along well?"

"Splendidly. I have studied nursing bottles, and foods, and patent tubes, and colic drinks, until I am a capital nurse; but she has grown finely."

"How old is she?"

"Fifteen months."

Fifteen months! I had not thought Mary had been so long dead. A picture of her came before me; so gentle; so kind of word and manner; so pure in thought; so unassuming; so full of love to all the world. Next to my wife I had loved her, and my wife had never tired of sounding her praises. To have lost such a wife! These thoughts ran through my mind as my friend was speaking, and I had before me a picture of his desolate hearthstone, and of his still more desolate life.

"I intended to have written you before this," he said, "I expect I have a surprise in store for you—"

Just then a clerk opened the office door. "Did I not tell you I was not to be disturbed?" Tom asked, sharply.

"Yes, sir; but your wife is outside—"

"Your what?" I asked.

"That's just what I was going to tell you," said Tom, rather stammering, but jumping up, as if glad to end the interview: "I'm married again. Come out and let me introduce you to my wife."

## NEW BUSINESS METHODS.

Changes that Have taken Place Within the Last Decade.

From the Chicago Tribune.

The method of doing business by retailers has been changed considerably during the last decade, and this is particularly true of the grocery trade. Organizations have been perfected by which every grocer is in honor bound to furnish a list of all delinquents or dead-beats who seek to swindle him out of his just dues, and in every locality where there are a sufficient number of retailers to form an association for mutual protection against dishonest credit customers these organizations are springing into existence. Then, again, retail commercial agencies, such as the wholesale trade has enjoyed for years, have been established in many of the principal trade centers, modeled after the Bradstreet and Dun agencies, only differing in the fact that they report private individuals and families instead of merchants engaged in active business. In this way a bad-paying customer can only beat one retailer out of his account, and if he moves from one locality to another the merchants in the town where he settles are advised as to his responsibility, or, rather, as to his irresponsibility. These facts lead to the question: Will the coming tradesman sell for cash?

In order to enable a more thorough understanding of the question as to whether the coming grocer will transact a strictly cash business it might be well to ascertain all the pernicious effects of giving promiscuous credit, and then go back over the last decade and reflect on the changes that have worked up to the present time a revolution amongst retailers as effects the extension of credits. That the granting of indiscriminate credit, trusting out half of one's stock, is hazardous in the extreme can be better determined upon a little reflection regarding the sudden and unexpected calamities that may at any time visit certain sections of the country. Parties with whom prompt settlement has been made for years upon the very first day of every month may, through misfortune, be rendered totally unable to liquidate their indebtedness of the present month, and when such is the case, where is the merchant who cannot testify to the experience that, by some unaccountable and doleful fact, the account was the largest for any month since the books had carried the account? The failure to realize a penny on the unpaid account frequently causes a loss that is more than the total profits on all the goods previously paid for. Just stop and think for a moment, how many dollars' worth of goods will have to be sold to obtain the money to make up the loss of a \$30 or \$40 account. Computing the net profits at 15 per cent. between \$200 and \$300 worth of goods will have to be sold for cash to make it up. Then, too, the best customers, men of means, honorable and all that, sometimes make the worst failures. Worst, because they are more sudden and equally as unexpected to the creditor as to the merchant. There may be nothing dishonest or tricky about it, but is the loss of a \$20 account of the good customer any less disastrous to a merchant than that of a poor one?

Then there are the dead-beats who make it a business to swindle everybody with whom they come in contact, and who will commence trading with you for cash and pay for several months regularly; but the day always comes when they have either left their money at home, or change for a \$20 bill cannot be made, resulting in a charge being made upon the books, and then—well, it is always the same old story; the charges commence to accumulate, and—as he dresses well, is a clever talker, and has always paid cash in the past—the retailer thinks he is making a solid customer by his chivalry, and when the account becomes due and is presented the debtor says: "All right, I'll send this in to-morrow or next day." In the meantime the account increases and another bill is rendered, with "please remit" written in a very small hand in one corner, and no notice is taken of it. The next time you meet him you ask him for that little account, and you get another promise or "stand-off" until weeks and months go by and further credit is refused, at which he becomes indignant and strong words pass between you. You threaten to sue. He says, "Sue and be hanged!" You give it to your attorney, who, after desperate efforts and a lawsuit, says that the man is execution-proof and you can never collect it unless the debtor feels like paying. This isn't all. Your attorney renders a bill for services and you have to go down into your pocket and pay out the sacred profits of your good customers. The man may be a dead-beat for the first time, but some tradesman will get left by him sooner or later, just as sure as fate.

Then there comes the mechanic, laboring man, or clerk, who only receives his wages once a month, and, after satisfying you that he is honest, asks for credit. You feel secure; your heart warms toward the breadwinner, and you grant his request, only to find in the end that sickness has overtaken some member of his little family, that the company he worked for has reduced its force, necessitating his discharge, or that he is one of those men who go on periodical sprees, but is remorseful, which isn't much satisfaction to you, for you are out your little account. These instances are only a few of the principal ones, and a volume could be filled with the different phases that assume the hundreds of instances where all that can be seen of a former large stock is now in book accounts upon the ledger.

Look at the changes which have taken place among grocers as regards cash dealing during the last few years. Where formerly there was one merchant who sold strictly for cash there are to-day fifty. Why is this? Because dealers have learned by bitter experience that they cannot do a credit business and make money; they will not transact a business where they are kept night and day in terror of being unable to collect enough money to pay some note or bill that is rapidly approaching maturity; that they can control their business better by selling for cash, making lower prices to cash buyers, and discounting their own bills payable; and last, and to many by no means least, they do not make enemies of half the inhabitants in their town by the strained relations which are bound to arise between merchant and customer when bills run without prompt settlement. With these facts in view and with the constant and rapid improvements that are now going on in business methods, it is only natural to conclude that the coming tradesman will sell for cash.

There can be no doubt that it is easier for a man when first starting in business to transact a strictly cash trade than it would be for him, after giving credit for years, to bring his customers under a new regime. It would be much like two men, one of whom had a certain bad habit which he was constantly striving to conquer; the other living on in happy ignorance of any such conflict. A man doing a credit business who desires to sell strictly for cash, can stop it only by absolutely refusing credit to all, or, by granting credit, he is smarting under its baneful influences, he should stop at once and prove that he has some executive ability, by bringing about a happy issue out of all his afflictions. What more beautiful thing in Nature can there possibly be than to see a man struggling against a pernicious habit?



# 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, NOVEMBER 10, 1886.

**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. H. Cole and Wm. Logan.

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

## NEEDED LEGISLATION.

The session of the Legislature which convenes next January promises to be remarkable in the number of important measures which will be brought before it. Among the abuses on which THE TRADESMAN hopes to see effective legislation are the following:

The oppressive insurance monopoly, by which competition among insurance companies is prevented by means of boards of underwriters. Such combinations are wrong in both principle and practice and ought to be prohibited by law.

Freight discriminations against towns where there are not competing railway lines. The tendency of the present system is to build up the cities and freeze out the towns, which is contrary to the best public policy.

Reductions of the exemptions allowed business men. THE TRADESMAN is firmly of the belief that the whole system of exemptions is wrong, as it is seldom taken advantage of by an honest man, but is invariably used as a shield by the rogue.

Reducing the present telephone rate from \$50 to \$30 a year. Such a law was passed by the Indiana Legislature two years ago, and has now been in operation over a year. The telephone company conceded the reduction very ill-naturedly and carried a test case to the Supreme Court, which sustained the validity of the law. In spite of the reduction, the company has been able to pay 80 per cent. dividends on watered stock.

The measures above outlined are of vital interest to the business men of Michigan and ought to receive the hearty support of every honest legislator. Attempts were made to break down the railway, insurance and telephone monopolies at the last session of the Legislature, but each interest spent thousands of dollars to defeat the measures—and was successful. Every business man should make it a point to see his Legislative representative between now and January 1 and assure him that he will be expected to vote in the interests of the people—and work against the interests of monopolists—during the coming session of the Legislature.

## MR. KELSEY'S VIEWS.

The letter from W. E. Kelsey, President of the Ionia Business Men's Association, which is given in full on another page of this issue, deserves the careful consideration of every friend of organization. Mr. Kelsey's suggestions are prompted by both experience and observation and are consequently entitled to more weight than would ordinarily be the case.

The suggestion relative to the appointment of class committees by the Michigan Business Men's Association is an excellent one. Such a departure would tend to expedite the work of the conventions and prevent interference by obstructionists and hobby-riders.

The suggestion relative to holding the March meeting at Lansing is not, in the opinion of THE TRADESMAN, a happy one, as the hotels there are taxed to their utmost capacity during a session of the Legislature and a large convention would be unable to find decent entertainment. Moreover, Mr. Kelsey has a wrong idea as to the proper course to pursue to secure new legislation. To meet at Lansing and make certain demands or requests of the Legislature would be sure to invite unfavorable criticism and create unfortunate antagonisms which would inevitably defeat any measures sought to be obtained. The proper way to secure redress at the hands of the Legislature is to elect representatives favorable to such work. The druggists secured their pharmacy law, two years ago, by concerted campaign work in electing men pledged to support the proposed measure, coupled with aggressive diplomacy during the session of the Legislature. To get anything at the hands of the Legislature, it is necessary to begin at bed rock—to lay the foundation at the caucus and at the polls.

Regarding the subject of convict labor, THE TRADESMAN supposed that abuse was receiving the attention of the Knights of Labor and would fall to the wall before the onslaughts of the hosts of the strike and the boycott.

The thirst for office and the desire to continue in office frequently necessitates peculiar changes. The readers of THE TRADESMAN will remember that Mr. Snooks changed from a Republican to a Democrat two years ago, in order to retain the post office at Cant Hook Corners. Now he seriously contemplates changing back to a Republican, in order to retain the office under a Republican administration.

Two years ago, Michigan had one solitary business men's association. Now there are in the neighborhood of fifty in the State. Was ever greater progress made in a good cause?

## A CHANGE OF FRONT.

The President has restored to the Spanish West Indies the commercial privileges of which his recent proclamation deprived them. Brief as has been the interval, it proved long enough to bring the Dons to their senses, and to force them to sign a convention over which they otherwise might have haggled for years. The English newspapers, in commenting upon the dispute, make their boast that we have not been able to secure anything which has not been granted equally to them. We are not aware of any attempt to secure more. The demand of our law is for as good treatment as is given to every other country, Spain only excepted. We do not yet insist on having commerce with Cuba and Porto Rico on terms as favorable as the mother country has. We only insist that other countries, and notably the United Kingdom, shall not be given advantages over the United States. And as no country is so little liked by the Dons as our own, this is exactly what they were doing to our prejudice, when Mr. Cleveland put a stop to it.

If we chose we could force Spain to admit us to the commerce of her West Indian possessions on the same terms as she herself enjoys that commerce. In removing the import duty on raw sugars, we could exempt from that the sugars of colonial possessions which did not give us the most favorable terms. Under the operation of that law, Spain would be nearly as quick to act as this minor instance. She dare not give the British possessions the chance to deprive her of what is now the only great market for cane sugar she has left. And we could do still more for our commerce by confining the removal of duty to sugars which were imported in colonial or American bottoms. That would be a grand premium on the development of an American commercial marine.

There is such a thing as men being ahead of their time, but the editor of the *Retail Grocer's Advocate* is so far in advance of the age that he will probably meet with considerable difficulty in getting down to the practical realities of everyday life. Repudiated by a portion of the retail trade of his own city, he now comes out with a visionary scheme to effect a national organization. To the casual observer it would seem to be in order for Mr. Winter to give a little more attention to New York City and spend any surplus energy at his command in the encouragement of local organization. Had he done as much work in New York State in three years as has been accomplished in Michigan in half that time, or had he labored as zealously to combine the New York Associations into a State organization as he was free to insist upon State organization in Michigan, there would be some excuse for his silly suggestion relative to a national organization; but, under the circumstances, the suggestion comes with very poor grace. No avowed friend of organization has done less real work than Mr. Winter and no one has done more to stir up dissension and to counteract the work of others. Instead of assuming a dictatorial position, he should roll up his sleeves and go to work in his own field, leaving other fields to be harvested by those who have sown the seed.

The article reprinted from the *Chicago Tribune* this week is pertinent with suggestions and entitled to more than casual consideration at the hands of the trade. While THE TRADESMAN is willing to concede that the credit system is gradually growing into disuse in the cities, it is not able to agree with the writer in the statement that the cash system will entirely supersede the credit system in towns having a large country trade. The clerk and workman get their pay at frequent and regular intervals, and are consequently able to arrange their matters so as to live on the pay-as-you-go principle. With the farmer, on the other hand, the intervals of payment are irregular, depending upon the condition of both the crops and the market, and between times it is frequently necessary for him to cultivate his credit. THE TRADESMAN is free to confess that it is unable to see far enough ahead to warrant the statement that the credit system is doomed to total extinction, although the tendency of the times seems to be toward confining it to the smallest possible limits.

Jas. A. Coye was not elected Legislative Representative, but the policy to which he was pledged to the Retail Grocers' Association—amending the city charter so as to admit of the establishment of a market—was also espoused by John Killen, who was elected on the opposition ticket. Mr. Killen announced himself as unqualifiedly in favor of the measure, and since his election has stated that the Association can rely on his promise to secure the repeal of the obnoxious paragraph in the charter.

As a ready illustration of the benefits to be derived from the publication of the Notification Sheets of the M. B. M. A., THE TRADESMAN has but to refer to a letter from a Muir firm, given in another column. Messrs. Pringle Bros. were on the point of trusting a delinquent who had removed from Grand Rapids to Muir, but the Notification Sheet saved the making of a bad account.

The excitement incident to election acted like a damper on business, but now that the trouble is over, business begins to show signs of reviving.

Wayland needs a bank the worst way, and happy is the man who supplies the want.

The Denver Retail Grocer strikes the nail squarely on the head in the following statement:

Honesty of purpose should always be held up as the watchword of our Association, and when an attempt is made to carry out any one of its fundamental objects, every one should put his shoulder to the wheel and push. Each member should look upon the organization as something in which he is individually interested.

Eastport (ten members), Ada (six members), Saranac (twenty members) and White Lake (fifty-seven members) have identified themselves with the Michigan Business Men's Association since the last report. This gives the State organization a total auxiliary membership of 579.

Wayland organized according to programme last Wednesday evening and Grand Haven swung into line on Friday evening. Tustin organizes Wednesday evening of this week and Muir on Friday evening. Which town will be next?

Bay City, East Saginaw, Saginaw City, Battle Creek, Jackson and Adrian are each large enough for exclusively grocers' associations. Which place will be the first to move in the matter?

## AMONG THE TRADE.

### GRAND RAPIDS GOSSIP.

H. B. Huston succeeds H. B. Huston & Co. in the hardware business.

Ed. E. Mohl has engaged in the retail cigar business at 91 Monroe street.

C. E. Smith succeeds Smith & Shaum in the confectionery and bakery business.

E. Fallas has closed out nearly all his eggs in cold storage at 18 cents per dozen.

The Phillips Roller Bark Mill Co. has received an enquiry relative to its mill from Rohrbach, Austria.

Hiram Geerds, grocer at Fremont, has added a line of dry goods. Voigt, Herpolsheimer & Co. furnished the stock.

Patrick Kinney, grocer at Morley, has added a line of dry goods. Voigt, Herpolsheimer & Co., furnished the stock.

Fox & Bradford have decided to close out their line of tobaccos, in order to devote their entire attention to the cigar trade.

W. T. Lamoreaux is putting in additional bean picking machinery, which will enable him to increase his output to fifty barrels per day.

C. Ainsworth formerly engaged in the hat and cap business on Canal street, has started in the wool, grain and seed business on South Division street.

H. F. Hastings has leased the center store in the Barnhart block, on Ionia street, and will occupy the same with his brokerage business and Bethesda mineral water.

The new boot and shoe jobbing firm has leased one of the stores in the new Barnhart block and will be ready to begin business about December 1. The style of the firm has not yet been decided upon.

### AROUND THE STATE.

D. M. Stever, jeweler at Muskegon, is selling out at auction.

Byron E. Merritt has just started a new grocery store at Constantine.

L. M. Riopel succeeds John Lindley in the drug business at Detroit.

Otto & Wm. Kramer succeed E. A. Durkee in general trade at Unionville.

Chas. L. Carman succeeds Perry & Carman in the grocery business at Flint.

Wm. T. Twelvrees succeeds W. H. Gibbs in the drug business at East Saginaw.

J. Carroll, has sold his general stock at Horton's Bay to the Pine Lake Iron Co.

Root & Finn succeed A. Winchester in the grocery and produce business at Allen.

Gilmore & Campbell succeed Gilmore & Smith in the grocery business at Schoolcraft.

Thos. J. Sharpe has purchased the bankrupt grocery stock of Dan. Shanahan, at Big Rapids.

A. B. Luce, a nephew of the Governor, has bought out the dry goods store of C. J. Keyes, at Bronson.

F. A. Cook & Co., the Bellaire hardware dealers, write THE TRADESMAN that they have not sold out, as reported.

P. P. Leonard, Agt., general dealer and sawmill operator at Muskegon, has given chattel mortgages aggregating \$15,000.

A. S. Hobart & Co., crockery and glassware dealers at Big Rapids, propose engaging in the same business at Minneapolis.

Dr. E. F. Chester's drug store, at Cedar Springs, which was closed on a mortgage by A. B. Turner, of Grand Rapids, is now open and running again.

L. A. Upson has sold his grocery and notion stock to Douglass to Mrs. Wm. Weed, who is to continue the business in the same place. Mr. Upson goes West.

M. Lander is moving her grocery stock from Holland to Muskegon, where she will carry on business at F. B. Kelley's old stand on Pine street. T. M. Lander will engage in the produce and commission business at the same location.

B. O. Gladding writes THE TRADESMAN as follows from Constantine: In your "Around the State" items, I notice you state that C. D. Watt, grocer at Constantine, has sold out. He was not a grocer, nor has he sold out. He kept a jewelry store here, but is now in Elkhart, Ind., having moved his stock there.

### MANUFACTURING MATTERS.

Mosher Bros., saw and planing mill operators at Stanwood, have been burned out.

Harry G. Bowker succeeds H. G. Bowker & Co. in the manufacture of cigars at Coldwater.

A. A. Hare succeeds Henderson & Hare in the manufacture of hot air furnaces at Detroit.

The Alba Handle Co. has contracted with parties at Boyne Falls for 1,000 cords of bolts to work up into handles.

Taylor Bros., Appleman & Roscoe are putting in a new wood-working factory at Nashville. They will make refrigerators a specialty.

Pentwater News: Sigel Kopf and Mr. Nelson have leased of W. J. Canfield the broom-handle factory building and machinery and will refit it so as to use it in the manufacture of Table Slids. They have bought the right of Sands & Maxwell and the prospects are that this will be an important addition to Pentwater's manufacturing interests.

### STRAY FACTS.

Frank Veit, meat dealer at Elk Rapids, has sold out.

E. L. Irish succeeds Bradley & Gray in the hotel business at Reed City.

W. B. North succeeds Daniel Kleckner in the lumber business at Constantine.

Belknap & Drake, the Detroit pork packers, have dissolved and are liquidating.

Ramsey & Jones, of Menominee, will cut about 16,000,000 feet of logs this season.

Friedlein & Frederick, tinners at Saginaw, have dissolved, Frederick continuing.

C. Van Zanton succeeds C. Van Zanton & Co. in the coal and ice business at Grand Haven.

Mary H. Bell succeeds A. M. (Mrs. W. H.) Lynch in the picture frame business at Bay City.

D. A. Drew, lumber dealer at Otsego, recently sustained a loss of about \$10,000 by fire. Fully insured.

Babeock & Schuneman succeed Edward V. Babeock in the wall paper and paint business at Bay City.

Jennings, Sargent & Gilkey will put in 10,000,000 feet of logs on the Menominee the coming winter.

G. E. Armstrong succeeds E. R. McCormick & Co. in the wholesale produce and grain business at East Saginaw.

A new bank will be opened at Caro in a few days by A. T. Slaght & Co. This will make the third bank in the place.

Buckley & Douglass, of Manistee, have bought the Patton tract of pine, on Betsie river, paying \$75,000. The logs will be taken to Manistee for sawing.

The A. W. Wright Lumber Co., of Saginaw City, has begun work on a new drill house, and will sink a salt well near the company's mill office, on Throop street.

Traverse City Herald: R. N. Connine and J. M. Griffith have formed a partnership under the firm name of R. N. Connine & Co., and engaged in the auction and commission business.

The Smith Lumber Co., of Kalkaska, jointly with John Torrent, of Muskegon, have commenced to put in a tract of 50,000,000 of the pine formerly owned by Hannah, Lay & Co., lying just west of Kalkaska. This brings into market a class of timber for which there is a good market, such as car sills, bridge timber, etc. They have already commenced work on their railroad and camps and expect to commence sawing about December 1.

THE TRADESMAN'S Kalkaska correspondent writes as follows: There is some very valuable steam power lying idle at Kalkaska, which can be utilized for any kind of manufacturing. There is a good opening here for any kind of hardwood manufactory and the citizens will do the right thing by any one who will start an enterprise of that kind here. The people would also like to interview a good hotel man long enough to convince him of the grand opening for that line of business here.

### The Gripsack Brigade.

L. J. Koster, representing Edison, Moore & Co., of Detroit, is in town.

Cass Bradford won three silk pug hats on election of Frank Smith, of Fremont.

Jas. Addison Morrison and wife acknowledge the receipt of an 8½ pound daughter.

Most of the travelling men are wearing new pug hats, in consequence of successful election bets.

Irving W. Van Zandt, Western representative for Howard W. Spurr & Co., of Boston, was in town Monday.

Jas. A. Crookston came home sick Monday evening and J. H. Hagy started out Tuesday to complete his week's trip.

No one would suspect that Geo. Owen was a tattooed man, but he played that role before a large crowd of spectators while at Baltimore last summer.

Silas K. Bolles, of the firm of Glaser, Frame & Co., cigar manufacturers of Reading, Pa., has engaged to represent Mabley & Company, the Detroit clothiers, in this vicinity. Silas is well qualified to give his patrons "fits."

Geo. McKay, who went to Los Angeles, Cal., about two months ago, has engaged to travel through Southern California for the Barnard & Benedict Fruit Crystallization and Preserving Co., of Los Angeles.

Mrs. McKay, who did not improve in health at first, is now gaining rapidly and hopes are entertained of her ultimate recovery.

"Travel will do much in the way of cultivating a man and giving him many marks of refinement," says the *Merchant Traveler*, "but it cannot entirely take the place of books. A great many of the traveling fraternity appreciate this fact, and make some standard literary work a part of their outfit on every trip. Many spare moments which

# The Standard of Excellence KINGSFORD'S

Oswego

PURE

AND

"Silver Gloss"

"Pure"



STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

## OLD BARRELS

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

Lion Coffee Cabinet,

Of which the accompanying cut gives but a partial idea. In this cabinet is packed 120 one-pound packages of Lion Coffee, and we offer the goods at a price enabling the grocer to secure these cabinets without cost to himself. They are made of light, tongued and grooved, beautifully grained and varnished, and are put together in the best possible manner. Complete set of cutters, with screws, inside this cabinet. Their use in every grocery, after the coffee is sold out, is apparent; just the thing from which to retail oatmeal, rice, prunes, honey, dried fruits, bread, and a hundred other articles. Further, they take up no more floor room than a barrel, and do away with those unsightly things in a store. For price-list of Lion Coffee in these cabinets, see price-current in this paper. Read below what we say as to the quality of Lion Coffee.



This Coffee Cabinet Given Away.

## A GOOD BREAKFAST

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

A Beautiful Picture Card

In every package. We solicit a sample order for a cabinet filled with LION COFFEE.

For sale by all Wholesale Grocers everywhere, and by the

Woolson Spice Co.

92 to 108 Oak St., Toledo, Ohio.

## PERKINS & HESS, Hides, Furs, Wool & Tallow,

NOS. 132 and 134 LOUIS STREET, GRAND RAPIDS, MICHIGAN.  
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

would otherwise be spent in gazing at the people who crowd the sidewalk, are thus profitably employed."

A St. Louis commercial traveler has a sample case that weighs 1,300 pounds. It is filled with little iron boxes containing ink samples. "I have lots of fun with it," he says, "because it is small and innocent looking, and is always picked out for a mark by baggage smashers. They approach it in a listless sort of manner, reach down to one of the handles, prepared to toss it as if it were a valise. The look of painful surprise that follows always makes me laugh."

Cary & Loveridge sold two large safes Monday, one to the Wm. A. Berkey Furniture Co. and the other to W. F. Wiley.

### 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—Good advertising canvasser, to travel in this and adjoining states, on a commission basis. Address XYZ, care "The Tradesman" office. 1611t

WANTED—Situations by first-class traveling salesman, grocery line preferred. Address, Traveler, care "The Tradesman." 1611t

WANTED—To buy paying drug store in town of 1,000 to 3,000. Address, with particulars, Box 172, Galesburg, Mich. 161t

WANTED—Situation as a salesman in a general or grocery store, by a young man, two years' experience. Good recommendations. A. Littlefield, Martin, Mich. 161t

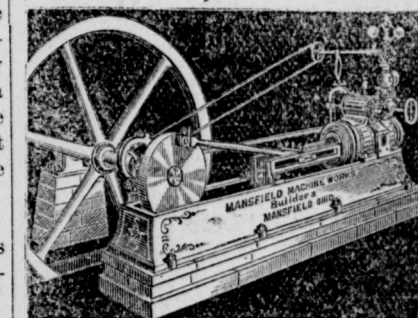
FOR SALE—One half interest in stock of groceries, crockery, drugs and jewelry. Price \$1,500, \$500 down, balance on time. Reason for selling, poor health. Have good trade. C. A. Stebbins, Lawrence, Mich. 161t

WANTED—Situations by registered pharmacist who has had extensive experience. Reference as to honesty and ability. Address J. M., Box 435, Reed City, Mich. 161t

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.

## PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



W. C. Denison,  
88, 90 and 92 South Division Street,  
GRAND RAPIDS, MICH.



After forty years' experience in the preparation of more than One Hundred Thousand applications for patents in the United States and Foreign countries, the publishers of the Scientific American continue to act as solicitors for patents, caveats, trade-marks, copyrights, etc., for the United States, and to obtain patents in Canada, England, France, Germany, and all other countries. Their experience is unequalled and their facilities are unsurpassed. Drawings and specifications prepared and filed in the Patent Office on short notice. Terms very reasonable. No charge for examination of models or drawings. Advice by mail free. Patents obtained through Munn & Co. are noticed in the SCIENTIFIC AMERICAN, which has the largest circulation and is the most influential newspaper of its kind published in the world. The advantages of such a notice every patentee understands. This large and splendidly illustrated newspaper is published WEEKLY at \$3.00 a year, and is admitted to be the best paper devoted to science, mechanics, inventions, engineering works, and other departments of industrial progress, published in any country. It contains the names of all patentees and titles of every invention patented each week. Try it four months for one dollar. Sold by all newsdealers. If you have an invention to patent write to Munn & Co., publishers of Scientific American, 361 Broadway, New York. Handbook about patents mailed free.



# 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.

# 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.

# JENNINGS & SMITH,

Will Discourse on their

Complete Line of

# PERFUMES

NEXT WEEK.

**HOGLE & CO.** Jobbers Michigan Water White and 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,

**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.

**E. FALLAS,**

Makes a Specialty of

Butter and Eggs, Fruits and Oysters.

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

We Handle the Celebrated "ROCK BRAND" Oysters.

No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.

97 and 99 Canal Street, Grand Rapids, Michigan

# Potatoes, Onions, Apples, Ruta Bagas

In Car Lots.

Shippers looking for a better market than near-by markets afford will do well to write or wire us for prices before consigning elsewhere. All goods sold on arrival and remitted for.

Commissions, 5 per cent.

**C. J. BECKER & CO.,** 1002 N. Third St., ST. LOUIS, MO.

## VISITING BUYERS.

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

T. M. Lander, Muskegon.  
C. A. Baker, LeBarre.  
Farrow Bros., Allendale.  
N. DeVries, Jamestown.  
Geo. P. Stark, Cascade.  
John Kamps, Zetphen.  
J. Riley, Dor.  
Dr. V. Sins, Trent.  
L. N. Fisher, Dor Center.  
H. Harding, LeBarre.  
J. Raymond, Berlin.  
S. Cooper, Jamestown.  
Peter Hies, Zealand.  
C. Godbold, Lakeview.  
C. Kelley, Logan.  
Piper & Tower, Charlotte.  
W. W. Peirce, Moline.  
Velzy Bros., Lamont.  
W. H. Struik, Forest Grove.  
John Tiesinga, Forest Grove.  
John Smith, Ada.  
D. R. Steum, Rockford.  
Den Herder & Tanis, Vriesland.  
W. C. Murray, Lowell.  
Van Duren Bros., Holland.  
H. A. Hance, Olivet.  
John Damstra, Forest Grove.  
B. Gilbert & Co., Moline.  
Mrs. J. Debrt, Byron Center.  
Geo. Carrington, Trent.  
Geo. N. Reynolds, Belmont.  
C. R. Bunker, Bailey.  
Sison, Stanley, Cassedon.  
F. G. Thurston, Lisbon.  
C. K. Hoyt, Hudsonville.  
John Gies & Co., Lowell.  
John Gunster, LeBarre.  
D. S. Thompson, Neway.  
Hewitt & Tefft, Rockford.  
Seville & McAuley, Edgerton.  
Smith & Bristol, Ada.  
M. R. Griffin, Coopersville.  
R. D. McNaughton, Coopersville.  
J. G. Lamoreaux, Fennville.  
Elmer Chapel, Cole & Chapel, Ada.  
Vanderhoof & Peterson, Morley.  
S. T. Colson, Alaska.  
A. D. Martin, Oita.  
Will Morley, Morley Bros., Cedar Springs.  
S. T. McLeelan, Dennison.  
Eli Runnels, Cornish.  
H. Harding, Bridgeton.  
Will Morley, Morley Bros., Cedar Springs.  
Geo. Ketchum, Howard City.  
P. B. Wright, Cornish.  
Dr. J. W. Kirtland, Lakeview.  
S. J. Cook, Grand Haven.  
Ben. E. West & Co., Lowell.  
A. D. Brown, Ganges.  
L. Perrigo & Co., Burnip's Corners.  
Hon. Neal McMillan, Rockford.  
Nagler & Beeler, Caledonia.  
C. F. Williams, Caledonia.  
Ulrike DeVries, Jamestown.  
Henry Barr, Grand Haven.  
A. & L. M. Wolf, Hudsonville.  
A. W. Fenton & Co., Bailey.  
W. H. Bartholomew, Wayland.  
N. Bouma, Fisher.  
A. Sessions, Wayland.  
Frank Smith, Leroy.  
J. V. Grandall & Son, Sand Lake.  
J. M. Geary, Maple Hill.  
R. H. Topping, Cassovia.  
G. Ten Hoof, Forest Grove.  
S. Wolcott, Saultville.  
H. Geerts, Fremont.  
Nelson F. Miller, Lisbon.  
P. Duckray, Rockford.  
J. C. Bonbow, Cannonsburg.  
S. Cooper, Jamestown.  
D. R. Steum, Rockford.  
Jno. M. Cook, Grand Haven.  
Boston F. & Co., Moline.  
Hoag & Judson, Cannonsburg.  
Mrs. O. Huyzer, Holland.  
A. C. Barkley, Crosby.

Retail Grocers' Association of Grand Rapids.

The second annual meeting of the Retail Grocers' Association will be held next Tuesday evening, at which time officers and committees for the ensuing year will be elected. The present officers have performed the duties devolving upon them quite as well as could be expected, and if the new officers are able to make as good a showing at the close of another year, they will deserve the commendation of every member of the Association.

The Association has now 113 members and four acceptable applications on file, making the membership after the next meeting 116. As there are 176 grocers in the city, it will be seen that the new officers will have plenty of work on hand, increasing the membership.

## Good Words Unsolicited.

Spaulding Bros., druggists and grocers, Leonidas: "Valuable paper."  
John Johnson & Co., grocers, Muskegon: "Your paper is well worth the money."  
Herbert T. Chase, Michigan representative Chase & Sanborn, Grand Rapids: "I cannot get along without it."  
Gideon Noel, grocer, Good Hart: "I deem THE TRADESMAN a valuable paper, and cannot well do without it."  
Chas. B. Johnson, druggist, Palo: "Of course I want THE TRADESMAN. How do you expect me to keep up with the times without it? I have only one fault to find with it, and that is, it ought to be a daily instead of a weekly."

The Notification Sheet Saves a Bad Bill.

Muir, Nov. 4, 1886.  
E. A. Stowe, Grand Rapids:  
DEAR SIR:—The M. B. M. A. Notification Sheet was received with many thanks. The party mentioned as having moved here from Grand Rapids has already beaten some of our merchants and had commenced to work into our good graces; but I should not have found out his true character before his beating me had it not been for your sheet.  
Please excuse me for not answering your last letter sooner, but I have been so taken up with political matters that I have had no time. Come up here any time you wish and we will call a meeting and effect an organization. Yours, with thanks,  
PRINGLE BROS.

"A Move in the Right Direction."

From the National Druggist.  
At the meeting of the Michigan druggists, a resolution was passed requesting all dealers to use their influence to have the daily papers drop all drug quotations. This is a move in the right direction.

The Grand Rapids Packing and Provision Co. elected the following officers on the 3d: Directors—H. N. Moore, John Caulfield, W. F. Bulkley, A. B. Watson, Thomas Friant, John Mohrhard and Arthur Meigs; President, H. N. Moore; Vice-President, John Caulfield; Secretary and Treasurer, W. F. Bulkley; Manager, John Mohrhard.

MISCELLANEOUS.

Hemlock Bark—Local buyers are paying \$5.50 for offerings of new bark. The demand is not very active.  
Ginseng—Local dealers pay \$1.50 per lb for clean washed roots.

Rubber Boots and Shoes—Local jobbers are authorized to offer standard goods at 35 and 5 per cent. off, and second quality at 35, 5 and 10 per cent. off.

## Dry Goods.

The following quotations are given to show relative values, but they may be considered, to some extent, "outside prices," and are not as low as buyers of reasonable quantities can, in most instances, obtain them at. It will pay every merchant to make frequent visits to market, not only in respect to prices, but to keep posted on the ever-changing styles and fashions, many of which are never shown "on the road."

**WIDE BROWN COTTONS.**  
Androsoggin, 94, 17 Pepperell, 104, 19  
Androsoggin, 74, 134 Pepperell, 114, 22  
Pepperell, 74, 134 Pequot, 74, 134  
Pepperell, 54, 15 Pequot, 54, 15  
Pepperell, 94, 17 Pequot, 94, 17

**CHECKS.**  
Economy, oz. Park Mills, No. 100.15  
Park Mills, No. 50.10  
Park Mills, No. 60.11  
Park Mills, No. 80.13  
Park Mills, No. 90.14  
Park Mills, No. 100.15

**PLAIN OSNABURGS.**  
Alabama, 64 Alabama, 64  
Georgia, 64 Augusta, 64  
Kentucky, 64 Georgia, 64  
Lane, 64 Toledo, 64  
Santee, 64

**BLEACHED COTTONS.**  
Avondale, 36 Gilded Arc, 74  
Art cambrics, 36 Greene, G. 44, 54  
Androsoggin, 44, 74 Hill, 44, 74  
Androsoggin, 54, 134 Hope, 44, 64  
Ballou, 44, 64 King Phillip cam, 74  
Boott, O. 44, 84 Lorie, 44, 94  
Boott, E. 44, 84 Lonsdale, 44, 74  
Boott, AGC, 44, 94 Lonsdale cambric, 104  
Boott, R. 34, 54 Langdon, G. B. 44, 84  
Blackstone, AA 44, 84 Chapman, X. 44, 84  
Smith & Bristol, 44, 84 Masonville, 44, 74  
Conway, 44, 64 New York Mill, 44, 74  
Cabot, 44, 64 New Jersey, 44, 84  
Cabot, 74, 84 Elmer, 44, 74  
Domestic, 36, 44 Pride of the West, 104  
Dwight Anchor, 44, 84 Pocahontas, 44, 74  
Davit, 44, 84 Slattery, 74, 84  
Fruit of Loom, 44, 84 Whitinsville, 44, 84  
Fruit of Loom, 44, 84 Whitinsville, 74, 84  
Fruit of Loom, 44, 84 Whitinsville, 44, 84  
Gold Medal, 44, 84 Williams, 36, 84  
Gold Medal, 74, 84

**SILKES.**  
Crown, 174 Masonville S., 11  
No. 10, Lonsdale, 94  
No. 10, Lonsdale, 14  
Anchor, 15 Victory O., 54  
Blackburn, 8 Victory J., 64  
Davit, 12 Victory K., 104  
Paconia, 12 Phoenix A., 104  
Red Cross, 12 Phoenix B., 104  
Masonville TS, 5 Phoenix XX, 5

**PRINTS.**  
Albion, solid, 54 Gloucester, 54  
Albion, grey, 54 Gloucestermourning, 54  
Allen's checks, 54 Hartel fancy, 54  
Allen's fancy, 54 Hartel fancy, 54  
Allen's pink, 54 Merrimac D., 54  
Allen's purple, 54 Manchester, 54  
American fancy, 54 Oriental fancy, 54  
Arnold fancy, 54 Oriental robes, 54  
Berlinsolid, 54 Pacific robes, 54  
Cochecho fancy, 54 Richmond, 54  
Cochecho robes, 54 Simpson's, 54  
Conestoga fancy, 54 Simpson's, 54  
Eddystone, 54 Washington fancy, 54  
Eagle fancy, 54 Washington blues, 54  
Garner, 54

**FINE BROWN COTTONS.**  
Appleton A, 44, 6 Indian Orchard, 40, 7  
Boott M, 44, 74 Indian Orchard, 36, 6  
Boston F, 44, 74 Lonsdale, B. 74, 74  
Continental C, 44, 74 Lyman B, 44, 9  
Continental D, 40, 74 Mass. BB, 44, 74  
Conestoga W, 44, 64 Nashua E, 40, 74  
Conestoga D, 74, 84 Nashua R, 44, 74  
Conestoga G, 30, 5 Nashua O, 74, 84  
Dwight X, 34, 44 Newmarket N, 54  
Dwight Y, 74, 84 Pepperell E, 40, 74  
Dwight Z, 44, 84 Pepperell R, 44, 84  
Dwight A, 44, 84 Pequot C, 74, 84  
Dwight Star, 40, 74 Pepperell N, 34, 54  
Enterprise EE, 36, 44 Pocasset C, 44, 54  
Great Falls E, 44, 64 Saranac E, 64  
Farmers A, 44, 64 Saranac E, 74

**GINGHAMS.**  
Amoskeag, 9 Johnson Manfg Co., 124  
Amoskeag, Persian 9 Johnson Mfg Co., 124  
Bates, 6 dress styles, 104  
Berkshire, 6 dress styles, 104  
Glasgow, fancy, 64 White Mfg Co, 64  
Glasgow, royal, 64 White Mfg Co, 64  
Langdon, new 64 White Mfg Co, 64  
Langdon, standard, 74 White Mfg Co, 64  
Lancaster, 74 Gordon, 74  
Langdon, dress, 9 styles, 104  
Rentfree, dress, 9 styles, 104

**WIDE BLEACHED COTTONS.**  
Androsoggin, 74, 15 Pepperell, 104, 22  
Androsoggin, 84, 16 Pequot, 74, 16  
Pepperell, 84, 17 Pequot, 84, 17  
Pepperell, 94, 19 Pequot, 94, 19

**HEAVY BROWN COTTONS.**  
Atlantic A, 44, 64 Lawrence XX, 44, 64  
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## LUMBER, LATH AND SHINGLES.

Uppers, 1 inch, per M \$44 00  
Uppers, 1 1/2, 1 3/4 and 2 inch, 46 00  
Selects, 1 inch, 35 00  
Selects, 1 1/2 and 2 inch, 38 00  
Fine Common, 1 inch, 30 00  
Shop, 1 inch, 20 00  
Fine Common, 1 1/2, 1 3/4 and 2 inch, 25 00  
No. 1 Stocks, 12 in, 12, 14 and 16 feet, 16 00  
No. 1 Stocks, 12 in, 20 feet, 17 00  
No. 1 Stocks, 10 in, 12, 14 and 16 feet, 15 00  
No. 1 Stocks, 10 in, 18 feet, 16 00  
No. 1 Stocks, 10 in, 20 feet, 17 00  
No. 1 Stocks, 8 in, 12, 14 and 16 feet, 15 00  
No. 1 Stocks, 8 in, 18 feet, 16 00  
No. 2 Stocks, 12 in, 12, 14 and 16 feet, 12 00  
No. 2 Stocks, 12 in, 18 feet, 13 00  
No. 2 Stocks, 12 in, 20 feet, 14 00  
No. 2 Stocks, 10 in, 12, 14 and 16 feet, 12 00  
No. 2 Stocks, 10 in, 18 feet, 13 00  
No. 2 Stocks, 10 in, 20 feet, 14 00  
No. 2 Stocks, 8 in, 12, 14 and 16 feet, 11 00  
No. 2 Stocks, 8 in, 18 feet, 12 00  
No. 2 Stocks, 8 in, 20 feet, 13 00  
Coarse Common or shipping culls, all widths and lengths, 8 00  
A and B Strips, 4 or 6 in, 23 00  
C Strips, 4 or 6 in, 27 00  
No. 1 Fencing, all lengths, 15 00  
No. 2 Fencing, 12, 14 and 16 feet, 12 00  
No. 2 Fencing, 18 feet, 13 00  
No. 1 Fencing, 4 inch, 15 00  
No. 2 Fencing, 4 inch, 12 00  
Norway C and better, 4 or 6 inch, 20 00  
Revel Siding, 6 inch, A and B, 18 00  
Revel Siding, 6 inch, C, 14 50  
Revel Siding, 6 inch, Clear, 20 00  
Revel Siding, 6 inch, 12 to 16 ft, 11 00  
Additional for each 2 feet above 16 ft, 3 00  
Dressed Flooring, 6 in, A, B, 29 00  
Dressed Flooring, 6 in, No. 1 common, 17 00  
Dressed Flooring, 6 in, No. 2 common, 14 00  
Beaded Ceiling, 6 in, \$1.00 additional, 25 00  
Dressed Flooring, 4 in, A, B and Clear, 25 00  
Dressed Flooring, 4 in, No. 1 common, 16 00  
Dressed Flooring, 4 or 5 in, No. 1 com'n, 16 00  
Dressed Flooring, 4 or 5 in, No. 2 com'n, 14 00  
Beaded Ceiling, 4 inch, \$1.00 additional, 3 00  
XXX 18 in. Standard Shingles, 1 10  
XXX 18 in. Thin, 3 00  
XXX 18 in. C. B. 18 in. Shingles, 1 75  
No. 2 or 3 in. C. B. 18 in. Shingles, 1 40  
Lath, 1 75 to 2 00

**HARDWOOD LUMBER.**  
The furniture factories here pay as follows for dry stock:  
Basswood, log-run, \$13 00  
Birch, log-run, 15 00 to 16 00  
Birch, Nos. 1 and 2, 25 00  
Black Ash, log-run, 25 00 to 26 00  
Cherry, log-run, 25 00 to 26 00  
Cherry, Nos. 1 and 2, 25 00 to 26 00  
Cherry, cull, 25 00  
Maple, log-run, 13 00 to 14 00  
Maple, soft, log-run, 12 00 to 13 00  
Maple, Nos. 1 and 2, 25 00  
Maple, clear, flooring, 25 00  
Maple, white, selected, 25 00  
Red Oak, log-run, 25 00  
Red Oak, Nos. 1 and 2, 25 00  
Red Oak, quarter sawed, 25 00  
Red Oak, No. 1, step plank, 25 00  
Walnut, log-run, 25 00  
Walnut, Nos. 1 and 2, 25 00  
Walnuts, culls, 25 00  
Grey Elm, log-run, 14 00 to 15 00  
White Ash, log-run, 25 00  
Whiteoak, log-run, 25 00

**COAL AND BUILDING MATERIALS.**  
A. B. Knowlson quotes as follows:  
Ohio White Lime, per bbl, 1 00  
Ohio White Lime, car lots, 1 00  
Louisville Cement, per bbl, 1 30  
Akron Cement, per bbl, 1 30  
Baldwin Cement, per bbl, 1 30  
Car lots, 1 05 to 1 10  
Plastering hair, per bu, 25 00  
Stucco, per bbl, 6 00  
Wool, per lb, 3 50  
Land plaster, car lots, 2 50  
Fire brick, per M, \$25 00 to \$35 00  
Fire clay, per bbl, 3 00

**Hardware.**  
These prices are for cash buyers, who pay promptly and buy in full packages.  
AUGERS AND BITS.  
Ives', old style, \$15 00 to \$20 00  
N. H. Co., \$15 00 to \$20 00  
Douglas', \$15 00 to \$20 00  
Pierces', \$15 00 to \$20 00  
Snell's, \$15 00 to \$20 00  
Cook's, \$15 00 to \$20 00  
Jennings', genuine, \$15 00 to \$20 00  
Jennings', imitation, \$15 00 to \$20 00  
No. 27, \$15 00 to \$20 00  
Spring, \$15 00 to \$20 00  
BARROWS.  
Railroad, \$13 00  
Garden, \$13 00  
BELLS.  
Hand, \$15 00 to \$20 00  
Cow, \$15 00 to \$20 00  
Call, \$15 00 to \$20 00  
Gong, \$15 00 to \$20 00  
Door Sargent, \$15 00 to \$20 00  
BOILERS.  
Stove, \$15 00 to \$20 00  
Carriage new list, \$15 00 to \$20 00  
Plow, \$15 00 to \$20 00  
Sleigh Shoe, \$15 00 to \$20 00  
Wrought Barrel Bolts, \$15 00 to \$20 00  
Cast Barrel Bolts, \$15 00 to \$20 00  
Cast Square Spring, \$15 00 to \$20 00  
Cast Chain, \$15 00 to \$20 00  
Wrought Barrel, brass knob, \$15 00 to \$20 00  
Wrought Square, \$15 00 to \$20 00  
Wrought Sunk Flush, \$15 00 to \$20 00  
Wrought Bronze and Plated Knob, \$15 00 to \$20 00  
Ives' Door, \$15 00 to \$20 00  
BRACES.  
Barber, \$15 00 to \$20 00  
Backus, \$15 00 to \$20 00  
Spofford, \$15 00 to \$20 00  
Am. Ball, \$15 00 to \$20 00  
BUCKETS.  
Well, plain, \$3 50  
Well, swivel, \$4 00  
BUTTS, CAPS.  
Cast Loose Pin, figured, \$15 00 to \$20 00  
Cast Loose Pin, Berlin bronzed, \$15 00 to \$20 00  
Cast Loose Pin, genuine bronze, \$15 00 to \$20 00  
Wrought Narrow Bright fast joint, \$15 00 to \$20 00  
Wrought Loose Pin, \$15 00 to \$20 00  
Wrought Loose Pin, acorn tip, \$15 00 to \$20 00  
Wrought Loose Pin, Japanese, \$15 00 to \$20 00  
Wrought Loose Pin, japanned, silver tipped, \$15 00 to \$20 00  
Wrought Table, \$15 00 to \$20 00  
Wrought Inside Blind, \$15 00 to \$20 00  
Wrought Brass, \$15 00 to \$20 00  
Blind, Clark's, \$15 00 to \$20 00  
Blind, Parker's, \$15 00 to \$20 00  
Blind, Shepard's, \$15 00 to \$20 00  
CAPS.  
Ely's 1-10, per m \$65  
Hick's C. F., 60  
G. D., 35  
Musket, 60  
CATRIGES.  
Rim Fire, U. M. C. & Winchester new list \$15 00 to \$20 00  
Rim Fire, United States, \$15 00 to \$20 00  
Central Fire, \$15 00 to \$20 00  
CHISELS.  
Socket Firmer, \$15 00 to \$20 00  
Socket Framing, \$15 00 to \$20 00  
Socket Corner, \$15 00 to \$20 00  
Socket Slicks, \$15 00 to \$20 00  
Butcher's Tanged Firmer, \$15 00 to \$20 00  
Barton's Socket Firmer, \$15 00 to \$20 00  
Cold, \$15 00 to \$20 00  
COMBS.  
Curry, Lawrence's, \$15 00 to \$20 00  
Hotchkiss, \$15 00 to \$20 00  
COCKS.  
Brass, Racking's, \$15 00 to \$20 00  
Bibb's, \$15 00 to \$20 00  
Beer, \$15 00 to \$20 00  
Fenn's, \$15 00 to \$20 00  
Planished, 14 oz cut to size, \$15 00 to \$20 00  
14x22, 14x26, 14x30, \$15 00 to \$20 00  
Cold Rolled, 14x36 and 14x30, \$15 00 to \$20 00  
Cold Rolled, 14x36, \$15 00 to \$20 00  
DRILLS.  
Morse's Bit Shank, \$15 00 to \$20 00  
Taper and Straight Shank, \$15 00 to \$20 00  
Morse's Taper Shank, \$15 00 to \$20 00  
ELBOWS.  
Com. 4 piece, 6 in., doz net \$5.55  
Corrugated, \$15 00 to \$20



# The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

Office in Eagle Building, 49 Lyon St., 3d Floor.  
Telephone No. 95.

Entered at the Postoffice at Grand Rapids as Second-class Matter.

WEDNESDAY, NOVEMBER 10, 1886.

## PERTINENT SUGGESTIONS

From the Pen of President W. E. Kelsey, of Ionia.

TRAVERSE CITY, Nov. 1, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—I herewith enclose a letter from W. E. Kelsey, of Ionia, in which he offers many valuable suggestions, evidencing much thought and interest in the work before us. This letter is in reply to one from me, under date of Oct. 25.

I think it will be no violation of confidence for you to lay it before your readers—prompting others, possibly, to do likewise. It is apparent to me that we must turn our best thought into the channels that will most speedily benefit the greatest number.

The indications are that at our next meeting the time will be too limited to properly consider subjects which are crowding in upon us from all directions. If we were an ecclesiastical body, with well formulated creeds, we could command each organization to subscribe to our plan, or we would try them for heresy; but as our plan is of future make up, dependent upon the experience and best thought of the members of local associations, we are in as great need of their co-operation as they are of ours.

To THE TRADESMAN is largely due the rapidly with which our associations have been organized and our interests advanced. Cut this medium off and our progress would be slow. Through it, we may not only lay claim to the first State organization, but also to the best one. I hope many will use it.

Yours very truly,  
FRANK HAMILTON.

The letter to which President Hamilton refers is as follows:

IONIA, Oct. 29, 1886.

Frank Hamilton, President Michigan Business Men's Association, Traverse City:

DEAR SIR—Replying to yours of 25th, I desire to say that our Association was formed for the purpose of best controlling the credit system, the collection of bad debts, and the keeping of a record of delinquents, said records to be in possession of members only. Within the Association we have committees on Freight Discriminations and on Manufacturing Interests. The former committee has already accomplished a great reduction in freights, enabling us to export grain, wool, cattle, fruits, and all farm products, and to import merchandise, coal, plaster, etc., at Grand Rapids rates. When it shall be understood that prior to July 15, 1886, a discrimination existed as follows: First class freight from New York, 120 cents per hundred; wheat, 1 to 2 cents per bushel; coal, 50 to 75 per ton; live stock, \$2 to \$10 per car; and all other commodities in similar proportion. The latter committee has agitated manufacturing and is sanguine that something tangible and beneficial will result during the ensuing year.

In the matter of work directed toward collections, and the suppression of the legion of "dead-beats," we know that we have succeeded beyond our expectation. I sent you recently a set of blanks in use, which we believe meet our necessities; also the rules under which the blanks are used and under which the delinquents are determined. Our plan is just, open, fair and absolutely impartial, leaving all danger of publicity in control of the debtor himself.

Owing to various causes it has been almost useless to attempt to meet regularly and now we shall make no effort until after election. Our business men are, I think, fully alive to the many benefits to be derived and will not only support our local, but will unquestionably join the State organization, at our first meeting in November.

Under the head of suggestions, I beg to submit:

First—That the rules be so amended as to permit the President, by and with the consent of the Executive Board, to call extra meetings of the Association at such time as in his judgment the best interests of the Association demand.

Second—That the rules be amended so as to authorize the President, by and with the advice of the Executive Board, to appoint the following standing committees: On Grocery and Crockery Trade; On Dry Goods Trade; On Clothing and Gents' Furnishing Trade; On Hardware Trade; On Jewelry Trade; On Manufacturing Interests; On Freight and Transportation; On Constitution and By-Laws; On Weights and Measures and on the National Abolition of the Convict Labor System. I make these suggestions, in order that our annual meetings may be placed as nearly as possible on the basis of our State Legislature, believing it will ensure greater expedition in the transaction of business, and tend to directly interest a greater number of members from the different cities and towns in the State. It will be apparent to you that a direct reference of any subject—for instance, "purity of goods"—to a committee appointed to consider such subject, can and will receive more prompt, more intelligent and effective consideration than it could were it to be sprung for immediate action on an open convention, composed of an unlimited number of delegates. What is true of one subject is true of every one above specified.

Third—That some member be invited to read a paper on "The convict system—its advantages and disadvantages;" on the "Legal obstructions encountered in the collection of debts;" on "The best method to secure a uniform system of weights and measures;" on "Regulating the manufacture and sale of adulterated goods;" and on the "Injury done to honest labor by the convict labor system in vogue in the several states of the Union."

As to the place where the next meeting shall be held, it occurs to me that the city of Lansing—if we meet in March—will be the most eligible, owing to the fact that our State Legislature will then be in session and will be readily accessible by the Association's Committee on Legislation. There are several matters that should be laid before the State Legislature during the coming session. Any matters involving the necessity of legislative action can immediately, after organization, be referred to the proper committee, receive prompt action by said committee, be reported back by them in the form of recommendation or of

resolution and be acted upon in open convention. If adopted by the Association, the Committee on Legislation can be instructed to forthwith lay the subject before the proper committees of the Senate or House of Representatives and urge upon them early consideration and favorable action. I know of no place in the State possessing so many advantages for our meeting in March, as Lansing, and I earnestly hope it may find many supporters and be chosen. In conclusion, permit me to say, that the foregoing has been written in the confusion incident to a retail grocer's life in business hours. Having been thus written, I ask you to "put yourself in his place." If you do, all will be well, for I shall be assured of your lenient judgment. With great respect I am  
Yours truly,  
W. E. KELSEY.

Permission to Publish.

IONIA, Nov. 3, 1886.

E. A. Stowe, Grand Rapids:

DEAR SIR—At request of our State President, I write you to say that if you deem any portion of my recent letter to him worthy of space in your valuable paper, you are at liberty to use so much of it as you shall elect. Allow me to say that I think you have every reason to feel satisfied at the rapidly increasing number of local associations. The outlook is certainly very encouraging.

May success attend your every effort, is the wish of  
Your friend,  
W. E. KELSEY.

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

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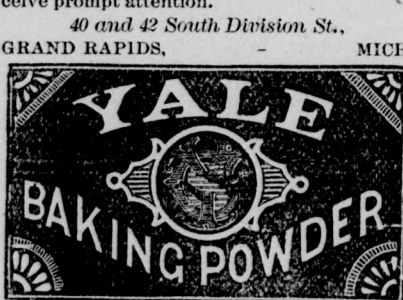
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**GROCERS' SUNDRIES.**  
All orders addressed to the new firm will receive prompt attention.

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Rubber Boots  
WITH  
DOUBLE THICK BALL.

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FOR SALE BY  
**E. G. STUDLEY & CO., Grand Rapids.**

Will remove to No. 4 Monroe Street, to the store now occupied by Houseman, Donnelly & Jones, Nov. 15th.

Will open with the largest and finest stock of Rubber Goods, Mill Supplies, Fire Department Supplies and Sporting Goods in the State.

## PURE. NEW PROCESS STARCH. SWEET.



This Starch having the light Starch and Gluten removed,

**One-Third Less**  
Can be used than any other in the Market.

Manufactured by the  
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Factories: Marshalltown, Iowa; Peoria, Ill.  
Offices at Peoria, Ill.

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Combination and Time Locks,

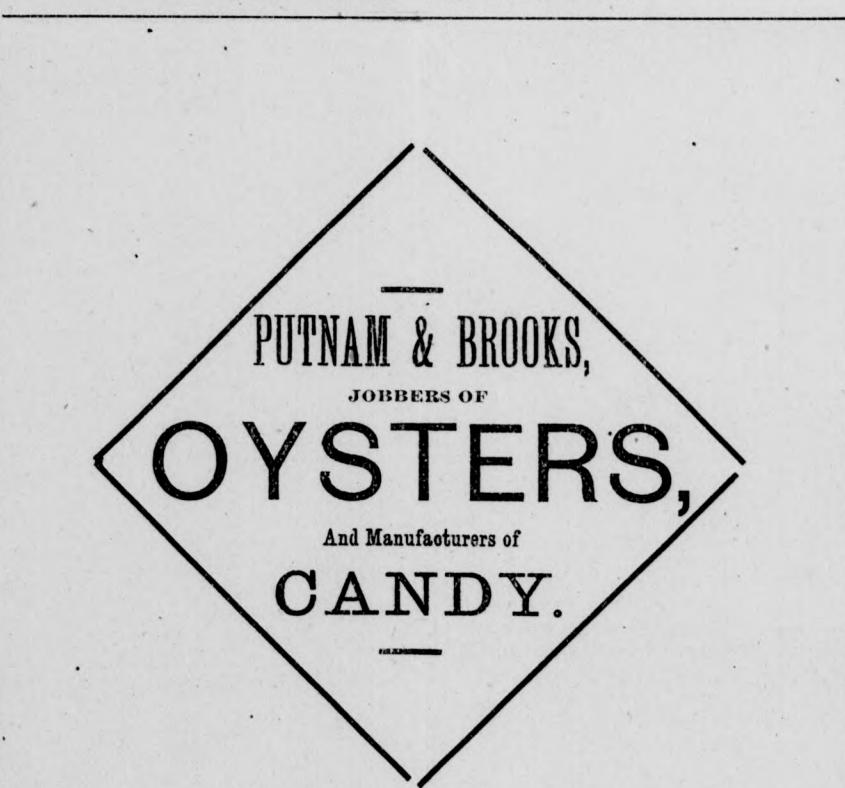
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Every can wrapped in colored tissue paper with signature and stamp on each can.



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**SAW AND CRIST MILL MACHINERY,**



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

And Dodge's Patent Wood Split Pulley. Large stock kept on hand. Send for sample Pulley and become convinced of their superiority.

Write for Prices. 130 OAKES ST., GRAND RAPIDS, 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.

# OYSTERS!

We commenced handling Mills & Robinson's Oysters on October 1st. The goods will be canned in Baltimore, and we think them superior to goods canned in Detroit or Grand Rapids, as they are canned the same day they are shucked, and not laid around exposed to the air for days before they are canned.

**Eaton & Christenson,**

GRAND RAPIDS, MICH.

**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.

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**STAR**

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**BRAND**

Oysters.

Our Oysters are packed only at Packing House. We do not cater for Slack Filled or cheap Bulk Trade, better known as Fresh Water Snaps; but handle nothing but choice Salt Sea Stock. A Trial will Convince You. Prices from Baltimore or Grand Rapids furnished on application.

We carry a large stock of

**Sea and Lake Fish in Packages.**

Consignments of Game Solicited.

**B. F. EMERY,**

87 CANAL ST.

Manager.

## WM. SEARS & CO.

**Cracker Manufacturers,**

Agents for

**AMBOY CHEESE.**

37, 39 & 41 Kent 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.



## The Michigan Tradesman.

Organization of an Association at Wayland.

A largely attended meeting of the business men of Wayland was held at the council room last Wednesday evening, for the purpose of effecting an organization. E. W. Pickett was elected chairman and H. J. Turner secretary *pro tem*. The editor of THE TRADESMAN explained the objects of general organizations, after which D. W. C. Shattuck moved that the organization of an association be immediately proceeded with. The constitution of the Ada Association was adopted, with the requisite changes.

An opportunity was then given those who wished to join the Association to hand in their names, when the following responded: E. W. Pickett, D. W. C. Shattuck, E. S. Fitch, W. H. & P. H. Schuch, Clark & Son, Yeakey & Wharton, W. H. Bartholomew, R. G. Smith, W. L. Heazlitt, C. E. Davis, Dr. E. H. Ryno, Hicks & Clark, Dr. H. J. Turner, L. F. Walbrecht, G. A. Mosher, G. H. Henika, E. E. & W. V. Hoyt, Dr. John Graves, H. E. Hawkins, D. T. Hersey, L. D. Chaple, John Turner.

Election of officers resulted as follows: President—E. W. Pickett. Vice-President—D. W. C. Shattuck. Secretary—H. J. Turner. Treasurer—W. L. Heazlitt. Executive Committee—President, Secretary, Treasurer, Eli Clark and C. H. Wharton. Business Committee—E. H. Ryno, Geo. H. Henika and Geo. Hicks.

A set of blanks for the use of the collection department was adopted and ordered printed.

It was voted to request the editor of the local paper to publish the constitution and by-laws, together with such comments as he might deem proper.

A vote of thanks was tendered Mr. Stowe for his presence and assistance and the meeting adjourned.

An invitation will be extended to the three merchants at Bradley to join the Association and several more accessions are expected from Wayland, which will render the organization one of the strongest in the State. The Association is well officered and starts out with bright prospects.

More About the Hotel Man Who Would Have "The Tradesman."

CULLOWHEE, N. C., Oct. 25, 1886.

E. A. Stowe, Grand Rapids:  
DEAR SIR—A friend in Kalkaska, who takes THE TRADESMAN, has kindly mailed me a copy of the issue of Oct. 13, in which appears the letter of J. L. Manning, of Kalkaska. Your opinion of him is good, so far as it goes; but you do not go far enough. You say he is about as cunning as a fox. He is also about as mean as they make 'em. The way he induced me to send for the paper for him was as follows. I was, as he says, in the book, stationery, notion and subscription business. Manning came in and represented to me that he had been taking the paper, but that some one in Kalkaska—on account of some little personal matter—objected to his taking it, and on that account the publishers thought best to take his name from their list. He also stated that he wished THE TRADESMAN for the accommodation of the drummers who stopped with him. Knowing that most of the people of Kalkaska thought very little of the case correct and unwittingly or unthinkingly, I sent for the paper for him and thought no more of it. I admit that I made a blunder, most certainly; but as for sending for the paper for him in any such light as he represents it, and as published in THE TRADESMAN of Oct. 13, and as people would naturally infer from that article alone, I most certainly did not and the article in question does mean injustice and Mr. Manning knows it. As I said before, I made a mistake, but it was done through false representation on his part and thoughtlessness on my own. Although far removed from your State at present, I am very sorry to have my name appear to your readers in the light which the article in question causes it to appear in. Respectfully,  
C. S. WHITE.

Delinquent Department of the State Association.

HASTINGS, Nov. 1, 1886.

E. A. Stowe, Grand Rapids:  
DEAR SIR—Enclosed please find postal note for \$2.60, dues from our Association to make us members of the State Association.

I would ask if there is any collection department in the State Association, as I do not see anything in the constitution and by-laws referring to the subject.

Yours respectfully,  
J. A. VAN ARMAN.  
Secretary Hastings Business Men's Association.

The Michigan Business Men's Association has no collection department proper, but acts as a go-between—as a means of communication between the various local associations, inasmuch as it intends to notify associations auxiliary to it of the presence in their towns of strangers who are delinquents in other towns. It also assists local associations to trace fleeing debtors and, when found, notifies the associations in towns in which they have taken up their residence.

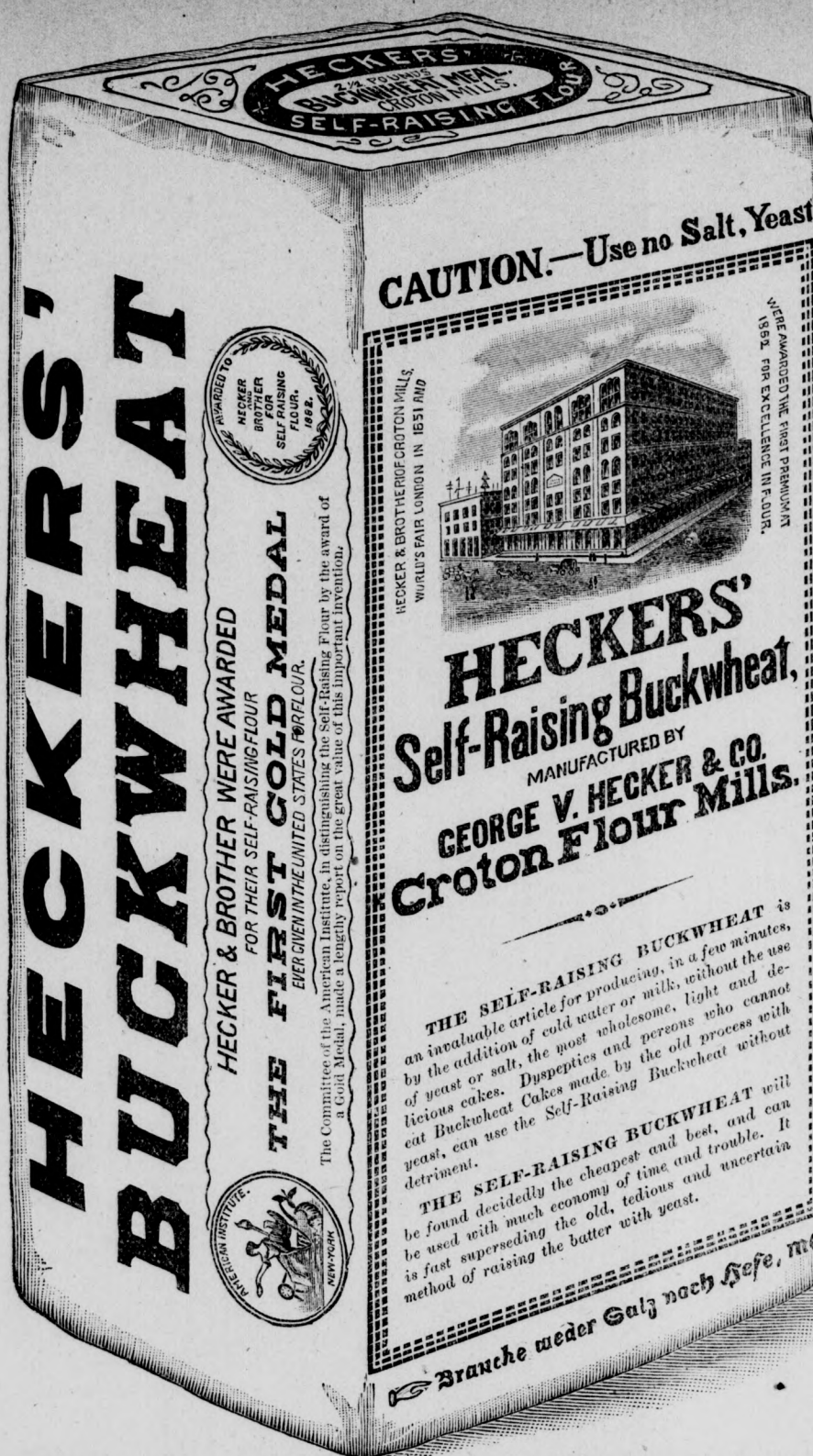
Roofing Felt.

We shall be out with an ad next week for two and three ply roofing felt. Exactly the thing that the Centennial buildings were roofed with.

Anybody can put it on and it makes the best roof in the world. Can furnish samples next week.

CURTIS, DUNTON & Co.

"What pretty children you have," said the minister to the proud mother of three little ones. "Ah, my little dear," said he, as he took a girl of five up into his lap, "are you the oldest of the family?" "No, ma'am," responded the little miss, with the usual accuracy of childhood, "my pa's older'n me."



### HECKERS' SELF-RAISING BUCKWHEAT.

Boxes holding 20 5 pound packages, \$4.50  
" " 40 2 1-2 " " \$4.50  
" " 32 3 " " \$4.30

Discount—On lots of 25 boxes or more, 50 cents per box.

## F. J. LAMB & CO.

STATE AGENTS FOR

D. D. Mallory & Co.'s

## DIAMOND BRAND OYSTERS

Also Fruits and Country Produce.

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.

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.

### ORDER

Our Leader Smoking Our Leader Fine Cut  
15c per pound. 38c per pound.

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

The Best in the World.

Clark, Jewell & Co.,

SOLE AGENTS FOR

Dwinell, Hayward & Co.'s Royal Java Coffee; and  
O'Brien & Murray's "Hand Made Cigar."

### TIME TABLES.

Chicago & West Michigan.

| Leaves.                             | Arrives.  |
|-------------------------------------|-----------|
| *Mail. . . . . 9:00 a m             | 3:35 p m  |
| *Day Express. . . . . 12:50 p m     | 9:20 p m  |
| *Night Express. . . . . 11:00 p m   | 5:45 a m  |
| *Muskegon Express. . . . . 4:45 p m | 11:00 a m |

\*Daily. \*Daily except Sunday.  
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants, without extra charge to Chicago on 12:50 p.m., and through coach on 9 a.m. and 11 p.m. trains.

Newaygo Division.

| Leaves.                   | Arrives.  |
|---------------------------|-----------|
| Express. . . . . 3:45 p m | 4:50 p m  |
| Mail. . . . . 8:00 a m    | 10:35 a m |

All trains arrive and depart from Union Depot. The Northern terminus of this division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.

W. A. GAVETT, Gen'l Pass. Agent.

J. B. MULLIKEN, General Manager.

Grand Rapids & Indiana.

GOING NORTH.

| Leaves.   | Arrives.  |
|---|-----------|
| Traverse City Express. . . . . 7:00 a m         | 7:40 a m  |
| Traverse City and Mackinaw Ex. . . . . 9:20 a m | 11:30 a m |
| Potosky and Mackinaw Express. . . . . 3:40 p m  | 4:55 p m  |

7 a.m. train has chair car for Traverse City. 11:30 a.m. train has chair car for Potosky and Mackinaw City. 4:55 p.m. train has sleeping and chair cars for Potosky and Mackinaw.

GOING SOUTH.

| Leaves.                               | Arrives.  |
|---------------------------------------|-----------|
| Cincinnati Express. . . . . 7:15 a m  | 7:45 a m  |
| Port Wayne Express. . . . . 10:30 a m | 11:45 a m |
| Cincinnati Express. . . . . 3:35 p m  | 5:15 p m  |

Traverse City and Mackinaw Ex. 10:50 p.m.  
7:15 a.m. train has parlor chair car for Cincinnati. 5:15 p.m. train has Woodruff sleeper for Cincinnati.

C. L. LOCKWOOD, Gen'l Pass. Agent.

Lake Shore & Michigan Southern.

Kalamazoo Division.

| Leaves.                                  | Arrives. |
|--|----------|
| Ex. & Mail. N. Y. Mail. . . . . 9:00 p m | 7:10 p m |
| Ex. & Mail. N. Y. Mail. . . . . 7:45 a m | 9:45 a m |
| Ex. & Mail. N. Y. Mail. . . . . 6:25 p m | 8:25 a m |

7:30 p.m. 10:10 a.m. Kalamazoo. 7:25 a.m. 4:50 p.m. 7:00 p.m. 11:40 a.m. White Pigeon. 5:50 a.m. 3:25 p.m. 2:30 p.m. 5:10 p.m. Toledo. 11:15 p.m. 10:40 a.m. 8:25 a.m. 9:40 p.m. Cleveland. 6:40 p.m. 6:30 a.m. 2:45 p.m. 3:30 a.m. Buffalo. 11:35 a.m. 11:55 p.m. 6:40 a.m. 8:00 p.m. Chicago. 11:30 p.m. 8:50 a.m.

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

J. W. MCKENZIE, General Agent.

Detroit, Grand Haven & Milwaukee.

GOING EAST.

| Leaves.                               | Arrives.  |
|---------------------------------------|-----------|
| *Steamboat Express. . . . . 6:25 a m  | 6:55 a m  |
| *Through Mail. . . . . 10:40 a m      | 10:50 a m |
| *Evening Express. . . . . 3:15 p m    | 3:50 p m  |
| *Limited Express. . . . . 9:20 p m    | 10:55 p m |
| *Mixed, with coach. . . . . 11:00 a m | 11:40 a m |

\*Morning Express. . . . . 1:05 p m  
\*Through Mail. . . . . 5:00 p m  
\*Steamboat Express. . . . . 10:40 p m  
\*Mixed. . . . . 5:05 p m  
\*Night Express. . . . . 5:10 a m  
\*Daily, Sundays excepted. \*Daily.

Passengers taking the 6:25 a.m. Express make close connection at Owosso for Lansing, and at Detroit for New York, arriving there at 10:30 a.m. the following morning. The Night Express has a through Wagner car and local sleeping car from Detroit to Grand Rapids.

B. POTTER, City Passenger Agent.  
Geo. B. REEVE, Traffic Manager Chicago.

Michigan Central.

DEPART.

| Leaves.                              | Arrives.  |
|--------------------------------------|-----------|
| Detroit Express. . . . . 6:15 a m    | 6:15 a m  |
| Day Express. . . . . 1:10 p m        | 1:10 p m  |
| *Atlantic Express. . . . . 10:10 p m | 10:10 p m |
| Mixed. . . . . 6:50 a m              | 6:50 a m  |

\*Pacific Express. . . . . 6:00 a m  
\*Mail. . . . . 10:15 p m  
\*Grand Rapids Express. . . . . 10:15 p m  
\*Mixed. . . . . 5:15 p m  
\*Daily. All other daily except Sunday. Sleeping cars run on Atlantic and Pacific Express trains to and from Detroit. Parlor cars run on Day Express and Grand Rapids Express to and from Detroit. Direct connections made at Detroit with all through trains East over M. C. R. R. (Canada Southern Div.).

CHAS. H. NORMAN, General Agent.

Detroit, Mackinaw & Marquette.

GOING WEST.

| Leaves.   | Arrives.  |
|-----------|-----------|
| 11:45 a m | 9:05 a m  |
| 10:30 p m | 6:50 a m  |
| 9:40 p m  | 3:56 a m  |
| 7:00 p m  | 12:40 p m |
| 8:00 a m  | 12:50 p m |
| 8:30 a m  | 1:40 p m  |
| 8:50 a m  | 1:55 p m  |
|           | 5:30 p m  |
|           | 5:50 p m  |
|           | 6:35 p m  |

Mixed train leaves St. Ignace at 7 a.m.; arrives Marquette 5:30 p.m.; leaves Marquette 7 a.m.; arrives St. Ignace 5:55 p.m.  
Gen. Pass. and Ticket Agent, Marquette.

## 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 himself, 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.

## 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.

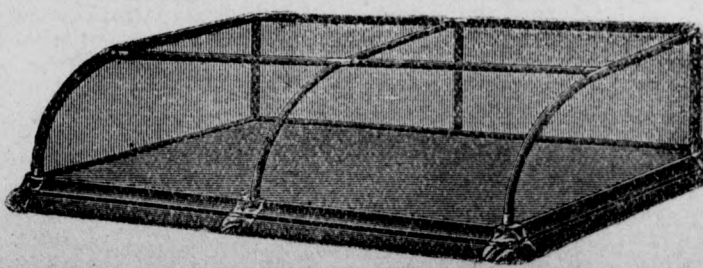
Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

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

Grand Rapids, Mich.

## S. HEYMAN & SON, SHOW CASE MANUFACTURERS.

48 CANAL STREET, GRAND RAPIDS, MICH.



Every style of Show Cases, in walnut, cherry, mahogany, oak or bird's-eye maple on hand or made to order. Best of workmanship and lowest prices. Illustrated Catalogue and Price List mailed on application. Merchants are invited to call and look over our line when in the city.







## Drugs & Medicines

### State Board of Pharmacy.

One Year—F. H. J. VanEmster, Bay City.  
Two Years—Jacob J. Jenson, Michigan.  
Three Years—James V. Verner, Detroit.  
Four Years—Otmar Eberbach, Ann Arbor.  
Five Years—Geo. McDonald, Kalamazoo.  
President—Otmar Eberbach.  
Secretary—Jacob Jenson.  
Treasurer—Jas. Verner.

### Michigan State Pharmaceutical Ass'n.

President—Frank J. Wurzburg, Grand Rapids.  
First Vice-President—Mrs. C. W. Taylor, Loomis.  
Second Vice-President—Henry Harwood, Ishpeming.  
Third Vice-President—Frank Ingalls, Detroit.  
Secretary—S. E. Parkhill, Owosso.  
Treasurer—Wm. Dupont, Detroit.  
Executive Committee—Geo. W. Crocker, J. G. Johnson, Frank Wells, Geo. Gundrum and Jacob Jenson.  
Local Secretary—Guy M. Harwood, Petoskey.  
Next Place of Meeting—At Petoskey, July 12, 13 and 14.

### Grand Rapids Pharmaceutical Society.

ORGANIZED OCTOBER 9, 1884.  
President—Frank J. Wurzburg.  
Vice-President—Wm. L. White.  
Secretary—Frank H. Escott.  
Treasurer—Henry D. Fairchild.  
Board of Censors—President, Vice-President and Secretary.

Board of Trustees—The President, Wm. H. Van Leuven, Isaac Watts, Wm. E. White and 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 Leuven.  
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.  
Next Meeting—Thursday evening, Dec. 2, at the Tradesman's office.

### Detroit Pharmaceutical Society.

ORGANIZED OCTOBER, 1883.  
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 each month.  
Regular Meetings—First Thursday in each month.

Board of Trustees—The President, Wm. H. Van Leuven, Isaac Watts, Wm. E. White and 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 Leuven.  
Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.  
Regular Meetings—First Thursday evening in each month.  
Annual Meeting—First Thursday evening in November.  
Next Meeting—Thursday evening, Dec. 2, at the Tradesman's office.

### Jackson County Pharmaceutical Ass'n.

President—R. F. Laxer.  
Vice-President—C. D. Colwell.  
Secretary—P. A. King.  
Treasurer—Chas. D. Colwell.  
Board of Censors—W. Waldron, C. E. Foot and C. H. Haskins.  
Annual Meeting—First Thursday in November.  
Regular Meetings—First Thursday in each month.

Saginaw County Pharmaceutical Society.  
President—Jay Smith.  
First Vice-President—W. H. Yarnall.  
Second Vice-President—H. Bruske.  
Secretary—J. E. Frail.  
Treasurer—H. Melcher.  
Board of Censors—Wm. B. Moore, H. G. Ham, H. H. Melcher, Wm. H. Keeler and R. J. Birney.  
Regular Meetings—Second Wednesday afternoon in each month.

Muskegon County Clerks' Association.  
President—J. C. Terry.  
Vice-President—D. A. Schumacher.  
Secretary and Treasurer—L. B. Glover.  
Regular Meetings—Second and fourth Wednesday of each month.  
Next Meeting—Wednesday evening, Nov. 19.

Oceana County Pharmaceutical Society.  
President—F. W. Fincher.  
Vice-President—F. W. VanWinkle.  
Secretary—Frank J. Wurzburg.  
Treasurer—E. A. Wright.

Some Truths Regarding Cocaine.  
From the Medical Review.

The truth about cocaine is that it is a tonic and stimulating exhilarant of some power in melancholia, mental depression and nerve weariness.

That it acts rapidly but much more evanescently than morphia.

That excessively used it intoxicates and converts melancholia into mania.

That given largely in the upright position it is capable of inducing vertigo, whether as D. Jardin-Beaume thinks, by inducing anemia, is not proven.

That as an antidote to alcoholism and its effects it is not equal to morphia.

That it is not equal to morphia as a tonic in melancholia or as a narcotic in certain stages of nervous debility.

That in equal doses it nauseates more certainly than morphia.

That it is not an antidote to meconophagism, though beneficial if judiciously used and timely abandoned.

That it may be used with advantage, if carefully given, in the withdrawal of opium and the cure of the opium habit, as one of many substitutes, but cannot be alone relied on.

That it intoxicates some persons and poisons them.

That its continual use is difficult to break off.

That it is probably capable of developing permanent madness, like similar intoxicants, as a few doses occasions temporary insanity.

That it is a dangerous therapeutic toy, not to be used as a sensational plaything.

That it will probably help to fill rather than deplete the asylums, inebriate and insane, if it should unfortunately come into as general use as the other intoxicants of its class.

As an intoxicant it is more dangerous, if continuously given, than alcohol or opium, and more difficult to abandon.

Grand Rapids Pharmaceutical Society.

The third annual meeting of the Grand Rapids Pharmaceutical Society which was to have been held last Thursday evening, was postponed until Thursday evening of this week, in order to give time to prepare an entertainment feature, which will be held at the Morton House after the regular business of the evening has been transacted.

From present indications, the mantle of retiring President Wurzburg will fall upon the shoulders of Geo. G. Steketee, who is in every way qualified to discharge the duties of the position with credit to himself and satisfaction to the Society.

The State Board of Pharmacy.

The Michigan State Board of Pharmacy held a meeting at Lansing last Tuesday, Wednesday and Thursday for the examination of candidates for registration, but the Secretary has failed to furnish THE TRADESMAN, or any other State paper, with the proceedings of the meeting or a list of the applicants who succeeded in passing the examination.

Grand Rapids Pharmaceutical Society.

The third annual meeting will be held at THE TRADESMAN office, Thursday evening, November 11, at 8 o'clock. The election of officers will take place, after which an adjournment will be had to the Morton House, where a repast will be served and a general good time indulged in. Let every member be present.

FRANK H. ESCOTT, Secretary.

## Physic-Tippers

One of the most interesting of the papers read before the Pennsylvania State Sanitary Convention held at Philadelphia in May was in the form of a warning against intemperance in the use of drugs. The writer, Dr. Frank Woodbury, has permitted the publication of this noteworthy contribution to popular knowledge in advance of the annual report of the convention, and it is certainly worthy of careful study. The habit of taking into the system drugs of whose ultimate effects the partaker is either ignorant or supremely careless has grown very common of late among a large class of people who are usually credited with more than ordinary intelligence. Dr. Woodbury's experience leads him to the conclusion that it has attained to such considerable proportions as to command attention and consideration from all medical practitioners. He finds the physic-tippler and medicine-bibber everywhere—not the solicitor and over anxious citizen, who with every slight cold or sore joint, rushes off to a doctor for a course of constitutional treatment, nor altogether the devotees of narcotic and stimulant drugs, but a great mass of people who use almost every description of real or pretended medication without knowledge and without stint. Even the comparatively harmless and innocuous soda-water fountain has been diverted to the uses of the physic-tippler, for upon inquiry Dr. Woodbury found that numerous powerful tinctures, extracts, and elixirs, as well as potassium and sodium bromide, soda mint, sodium bicarbonate, acid phosphate, and aromatic spirits of ammonia, were regularly served out to patrons of soda-water fountains in the drug stores. Probably very few of these customers could give a logical or pathological reason for this form of indulgence in extemporized mixtures, which might or might not prove harmless, but which in any case could not be classed as remedial agents. For over medication is a danger against which the physician guards no less carefully than against the earlier stages of an acute disease. He knows when to administer and when to withhold. But the slave of a habit of drugging often persists until an enfeebled digestion and a collapsed nervous system sound imperative notes of warning.

In the immense increase noted of late years in the preparations of narcotic and alkaline drugs as well as in the continuous accessions to the amount of capital invested in making patent medicines, Dr. Woodbury finds reasons for believing that the practice of medicine-bibbing is more than keeping pace with the growth of wealth and population. Especially has there been increase in the demand for those drugs that act specifically on the nervous system. But a few years ago the bromides were little known or used; at the present time it is estimated that over 200 tons are annually used in this country. Chloral hydrate has been in use but fifteen years, yet its consumption in Europe and America now amounts to many hundred tons each year, while of the opium products, of ether, chloroform, and the iodides, there is a constant flow from a severely-taxed yet apparently exhaustless source of supply. Dr. Woodbury tells of a formula for a mixture containing chloral which he saw conspicuously posted behind a druggist's counter. It was found on inquiry that the posting was merely a matter of convenience, since the calls for the mixture were exceedingly frequent. Alcoholic mixtures, he learned, were similarly re-demanded, often for months after the occasion for their use had passed away. Intemperance in drugs and medicines, it appears, is no less common than are other forms of self indulgence.

## Miscellaneous Drug Matters.

A Massachusetts firm has commenced the manufacture of a new dyeing material, which they claim will supplant the use of aniline at about one-half its cost.

A druggist recently advertised for a clerk, and among the answers was one from a young applicant who inclosed his photo and requested the proprietors in return.

At Newport—a gentleman enters a drug store and winks several times. "I beg your pardon," said the clerk, "I'm somewhat new at this business. Would you please repeat it?"—*Tid Bits.*

A Philadelphia crank, who is attempting to pose as an anti-adulteration crusader, recently published an article on the subject of "Children's Milk." We have heard of cow's milk, goat's milk, all sorts of milk, but, well, we never—however, we suppose he meant milk for children, if he really meant anything.

That a drug so valuable for anesthetic uses as chloroform should be so extensively adulterated for purposes of commercial profit is a matter which is sincerely deplored by druggists whose avarice has not assumed such proportions as to blind their moral vision. To its adulteration for purposes of commerce may no doubt be attributed not a few of the fatalities that have attended its use.

Naphthalin leaves are now introduced in Germany as a substitute for camphor in the preservation of goods from moths. The sprinkling of powdered crystallized naphthalin on articles of apparel has many inconveniences; hence, the idea to manufacture the leaves containing 50 per cent., of naphthalin, so applied as to prevent it from falling off when the leaves are bent or touched by hand. Each leaf weighs about half an ounce.

A witness in a libel suit against a druggist of New York City asserted that chloral was not a poison, and that he could drink a barrel of it without injury. There was once a time when the belief prevailed that innocent persons could walk through fire, virtu-

ous maids carry water in a sieve, and many other equally preposterous things, but at present it is doubtful if anyone will believe that a man can take doses of poison in proportion to his ability to distort the truth.

## National Druggist.

There seems to be no limit to the extent to which adulteration is carried; but if there is, the farthest point on the road of this sort of cheating is attained by a late illustration. A man in his attempt to commit suicide chose poison as the means of getting out of his mortal coil and Paris green was the most convenient kind. He swallowed the stuff, but it was so miserably adulterated that it failed to kill him. When even our poisons are loaded with bogus substances so that they fail to kill, what worlds are left for adulterators to conquer.

It is stated that citric acid is now being made by a St. Petersburg firm from cranberries.

## Local Association for the Paint Trade.

From the Oil, Paint and Drug Reporter.

The reference to local organizations of dealers in paints, colors, varnishes, etc., in the last issue of the Reporter, has awakened a good deal of interest in the plans proposed for bettering the condition of trade and is causing a considerable amount of discussion in the city and elsewhere, the general opinion being that the suggestions are timely and should be acted upon without delay.

We understand that prominent members of the trade in this city have in hand a project to organize either a local or State association of paint dealers, the objects of which will be to control and regulate as far as possible the prices of the various commodities handled, the arbitration of disputed questions, the fostering of fraternal relations and such other matters as may properly come within the province of such an Association. We do not feel at liberty at the present time to further discuss the plans of the projectors of the proposed organization, but expect to be able to lay them in detail before our readers at an early date, when we have no doubt they will receive the hearty support and approval of all interested. From our knowledge of the gentlemen who are the leading spirits in this movement to benefit the trade, we are confident that it will be pushed to its final consummation, and we expect soon to be able to give a report of the initial meeting.

The Reporter stands ready and willing to assist, not only this movement, but to help the organization of similar associations elsewhere. There is no reason why the paint trade should not have its State and National associations the same as druggists and others. The benefits derived by other trades from the periodical gatherings of their representative bodies is sufficient proof of their necessity. While the question is thus brought prominently before the trade the opportunity should be improved, and the example set by Boston, Syracuse and New York be followed at as early a date as possible.

## The Drug Market.

Gum arabic has advanced again and it is the judgment of New York importers that it will be out of market inside of six months, as the supply is almost exhausted and none is coming forward. The Government has decided that coriander seed is an edible seed and subject to a duty of twenty per cent., which will advance it in that proportion. Higher prices for barks have made a firmer market in quinine and an advance of five cents. Linseed oil has declined, on account of an abundance of seed and lower prices. Glycerine is firm at the advance. Opium and morphia are unchanged.

## Will Need the Assistance of a Chemist.

From the Omaha World.

First patent-medicine-man—What's this talk about introducing the German patent-medicine law into this country?

Second patent-medicine-man—Why, in Germany, it seems, the names of the ingredients have to be printed on the label.

"Well, well, is that law likely to be adopted here?"

"I am afraid it will."

"Well, we might as well be ready. I'll hire a chemist to analyze my mixtures and tell me the names of the ingredients at once."

Five of the fifty-five signers of the Declaration of Independence were physicians.

## STOP THAT COUGH

IT ANNOYS EVERYBODY

PRODUCE A BOTTLE OF ALLEN'S LUNG BALSAM

at any DRUGSTORE TAKE IT FAITHFULLY, AND YOU WILL BE CONVINCED THAT THERE IS BUT ONE REMEDY FOR COUGHS & COLDS

AND THAT IS ALLEN'S LUNG BALSAM

SOLD BY ALL DRUGGISTS AT 25¢ 50¢ & \$1.00 per bottle

J. N. HARRIS & Co. PROPRIETORS

CHICAGO, ILL.

NEW YORK, N. Y.

ST. LOUIS, MO.

PHILADELPHIA, PA.

BOSTON, MASS.

WASHINGTON, D. C.

SPRINGFIELD, ILL.

INDIANAPOLIS, IND.

CINCINNATI, OHIO.

CLEVELAND, OHIO.

DETROIT, MICH.

GRAND RAPIDS, MICH.

LANSING, MICH.

ANN ARBOR, MICH.

FLINT, MICH.

WARREN, MICH.

ROCHESTER, N. Y.

ALBANY, N. Y.

SARASOTA, FLA.

MIAMI, FLA.

ORLANDO, FLA.

DADESBORO, N. C.

WILMINGTON, N. C.

CHARLOTTE, N. C.

RALEIGH, N. C.

GREENSBORO, N. C.

WINSTON-SALEM, N. C.

ASHEBORO, N. C.

WELLSBORO, N. C.

SPRINGDALE, N. C.

WYOMING, WY.

CHEYENNE, WY.

WYOMING, WY.

## WHOLESALE PRICE CURRENT.

Advanced—Quinine, German; gum arabic; coriander seed.

Declined—Linseed oil.

ACIDUM.

Aceticum, German, 80¢ 10

Benzoinum, German, 80¢ 10

Carbolicum, 70¢ 5

Citricum, 70¢ 5

Hydrochloric, 70¢ 5

Nitrosum, 10¢ 12

Oxalicum, 10¢ 12

Salicum, 10¢ 12

Tannicum, 10¢ 12

Tartaricum, 10¢ 12

AMMONIA.

Aqua, 10 deg., 40¢ 6

Carbonas, 10¢ 14

Chloridum, 12¢ 14

RACCAE.

Cubebae (po. 10), 10¢ 12

Juniperus, 10¢ 12

Xanthoxylum, 10¢ 12

BALSAMUM.

Copaiba, 45¢ 50

Portulaca, 45¢ 50

Tormentum, 45¢ 50

Tolutan, 45¢ 50

CORTEX.

Abies, Canadian, 15¢

Cassia, 15¢

Cinchona Flava, 15¢

Euonymus atropurp., 15¢

Myrica Cerifera, 15¢

Prunus Virginica, 15¢

Quillaria, grd., 15¢

Sassafras, 15¢

Ulmus, 15¢

Ulmus (po. 10), 15¢

EXTRACTUM.

Glycerhiza Glabra, 24¢ 25

Haematox., 15 b boxes, 80¢ 85

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Antimonii, po., 40¢ 50

Antimonii et Potass Tart., 50¢ 60

Argentum Nitras, 50¢ 60

Arsenicum, 50¢ 60

Bain Gilead Bul., 30¢ 40

Bismuth S. N., 15¢ 20

Calcium Chlor. 1s, 1/2s, 11, 1/2s, 12, 10¢ 15

Cantharides Russian, po., 10¢ 15

Capsici Fructus, 10¢ 15

Capsici Fructus, po., 10¢ 15

Caryophyllus, po., 10¢ 15

Carmine, 10¢ 15

Cera Alba, S. & F., 50¢ 55

Cera Flava, 20¢ 30

Coccus, 10¢ 15

Cassia Fructus, 10¢ 15

Centuria, 10¢ 15

Cetaceum, 10¢ 15

Chloroform, 30¢ 40

Chloral Hydrate Cryst., 10¢ 15

Chondrus, 10¢ 15

Chinonidine, P. & W., 10¢ 15

Chinonidine, German, 10¢ 15

Corks, see list, discount, per cent., 10¢ 15

Creasotum, 10¢ 15

Creta, (bbl. 75), 10¢ 15

Creta, precip., 10¢ 15

Creta Rubra, 10¢ 15

Crocus



