

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 16, 1884.

NO. 30.

YOU CAN BUY

Withers Dade & Co's

Old Fashioned, Hand Made,
Sour Mash

WHISKEY

—ONLY OF—

Hazeltine, Perkins

& CO.

The finest brand of goods in the market,
and specially selected for the Drug Trade.
Their

Druggists' Favorite Rye

Also has a very large sale and gives universal
satisfaction. Send for Sample and Prices.

KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,

Flavoring Extracts,

Baking Powders,

Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

42 West Bridge Street,

GRAND RAPIDS, MICHIGAN.



HEADQUARTERS!

—FOR—

Sporting Goods

—AND—

OUT DOOR GAMES.

Base Ball Goods,

Marbles, Tops,

Fishing Tackle,

Croquet, Lawn Tennis,

Indian Clubs,

Dumb Bells,

Boxing Gloves.

We wish the Trade to notice the fact that
we are

Headquarters on these Goods

And are not to be undersold by any house
in the United States.

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, MICHIGAN.

"SOMETHING CHEAPER."

The Greatest Obstacle to Mercantile
Progress.

The insatiable desire for "something cheaper," which is the prominent peculiarity of these times, is worth the serious consideration of all merchants and producers. This condition proceeds from the necessity of having something to offer below the market price, before a sale can be effected. In other words the seller has to tempt the buyer. The result is that nothing is considered cheap if there is a possibility of its being sold cheaper, and this holds good without regard to what the goods cost. But it is extremely doubtful if goods are cheap to the public when sold below cost of production. A panic in prices is simply the result of selling goods below cost, and the public always suffers from a panic; only the few get any advantage. But the question will arise here, "What is Cost?" for after all cheapness is only comparative. "What is Cost?" and "What is Value?" are the same question, and from time to time immemorial the question of a measure of value has been discussed. Most political economists have argued that gold is the measure or basis of value; but recently Henry George seems to have created a strong doubt by making land the basis. It seems now to be tacitly admitted that gold is not a measure of value. If a barrel of flour is exchanged for seven gold American dollars, it is a question of dispute whether the flour is bought with the gold or the gold is bought with the flour. Of course, whichever is the measure of value purchased the other. What is value or which represents value? What is value? There is but one thing of value in the world to mankind, and that is life. "Self-preservation is the first law of nature." Therefore, what will sustain life is the first measure of value; this is "food." The cost of a sufficient amount of food to support a man for a day is the value of that man's time for that day. If he be a married man the cost of sustenance for his wife and three children must be added to it. That is the average family. If enforced to idleness by sickness or lack of employment, the cost of sustenance must be added to the cost value of what he produces when at work. If he has to assist the orphans of a brother, if he has to help to support those who, either from physical weakness, the idleness that wealth produces, or the police service of government and armies, the expense of all these things must be added, and not one jot or tittle can be withheld without destroying some of the real value by starvation. If he lives in a land which requires more time and labor to produce sufficient for daily sustenance than would be gotten in another climate, a given quantity of what he produces will be more valuable than if it were produced in the shorter time, or with less labor in the other land. Thus, if rice be the food of Asia and the yield from a day's labor on a piece of ground be sufficient to sustain life for six days, and wheat be the food of America and the yield from a day's labor be sufficient to give sustenance for three days, it would not be possible for Asia and America to compete in the same markets, as the measures of value are primarily different. We could follow this further in regard to the absolute requirements of the man in the colder climate to make him as comfortable as the worker in the milder zone, all of which must be added to the cost of life; but it would lead us too far from our purpose. We wish to show that it would not be well for the people of that colder climate to bring the goods from Asia to compete with their own productions, unless by some means they were made to cost the value of their own goods. Though the rice might be sold at half the price of the wheat, plus the transportation, and would sustain life twice as long as the same quantity of wheat, it would not be cheap to a people whom it deprived of occupation in the raising of wheat. This inequality is found not only in international commerce but in the conditions of local trade. If the value of a man's subsistence is one bushel of wheat per day in New York State, anything that it will require of him one day's time to make, will be worth that in his market, whether it be produced by human labor or not. If sold below that value it will not be cheap, for it will not secure sustenance to the producer. Thus, if one man with a machine would produce ten bushels of wheat in a day, that wheat would be worth the living of ten men and could not be sold cheaper. But if the nine, instead of standing idle, produce other things, they must be used as luxuries, still worth the wheat value of the time they require to produce, and if they introduced machines to produce these luxuries the latter would still be worth the same cost and must be exchanged on that basis, or would remain unused, would soon block the market, would deprive the man of occupation, would react on the very necessities of life and would result in food being very dear to him at half the value of a day's labor. Plainly when we over-produce we must over-consume, and what is sacrificed as cheap is in reality very dear to the whole people; whereas, if we attempt to over-consume, so to speak, we are only enjoying luxuries; we are keeping the balance of trade among ourselves; we are

giving outward evidence of mental progress; we are driving the curse of physical labor once more from the garden of the Earth. And cheapness, that is, selling below cost, is the greatest obstacle in the way of proper progress, for we do not live to labor, but we labor to live.

COMMERCIAL BUTTER.

A Plea for the Inspection of the Manufactured Article.
Grand Rapids, April 15, 1884.

EDITOR TRADESMAN:—Your exhaustive review of butter imitations in last week's paper covers many points which had never come to my notice, but in my opinion there are several features which should be spoken of in this connection. No one denies that fat or butter is a necessity for our system: the man who exercises his muscular strength needs it as much as the man who uses his brain power; but children need it most, for their growth depends on it. Inhabitants of some climates demand it more than others. Those of Michigan city are greatly in want of it, and consequently consume large amounts of butter. Butter in the first instance is made from the milk of the cow, and that was sufficient in former times for the population; but the increase of cows has not kept pace with the increase of population, and the milk of a large number of the cows that are at our disposal is used up to a far greater extent for daily consumption. Butter, therefore, rose in price and could not be had by the people, who gain but small rewards for their exertions. Paris, that cannot live without butter, cried out the loudest, and the Mege Mouriens method was then invented to turn the consolidated fat of the beef back again into a fluid, fatty substance, mix it with milk and make artificial butter from it. Any one who is without prejudice will own that there is nothing nasty or unhealthy about this. There were not enough cows in the world to supply the cream for the butter. Cows could not even be maintained at a cost that would allow butter to be made at a sufficiently low cost to be bought by the poor or the moderate wage earner, and yet the system of both needed the supply of fat as much, if not more, than the rich. Why should the former not have recourse to a healthy, artificial product at half the cost? That is the real economic position of the case. Oleomargarine and butterine have become a necessity for the people and no law can stop it. Neither the French President nor Bismarck can stop American pork for all time, because the people need it and must have it, and Lyons is already revolting against the decree. England learned the lesson best. It allows American bacon to come in and oleomargarine and butterine to be eaten, because it dare not withhold necessary food from its people.

So much for the economic part of the question; now for the scientific and sanitary. The adulterations of food and drink are abominable here and elsewhere, and demand the strictest inquiry, but butter is not the worst by any means—in fact, if butter is sold as butter, and oleomargarine be sold as commercial butter, which is not a disagreeable name, the case is met. The fatty substances in butter possess volatile oils that give it its aromatic taste. This cannot be given to oleomargarine and butterine, but these very volatile oils turn also sooner rancid. If clean beef fat or lard alone be used, and the proper method, such as the Mege Mouriens, is employed for purification and condensation, if, then, this clean and healthy article is sold at a much lower price, and the poor man can get the fatty substance he needs, the public is served well. But the Legislature should enact that "inspection of all manufacturing places for 'commercial butter' is necessary." And when about it the Legislature might inspect hundreds of other food, drink and drug articles, and particularly some of the dairy farms whence we get our much-belauded butter.

So great an interest as that of the dairy should be respected and protected, but not against the interests of the people. When England abolished the barn laws and admitted American wheat free, and when it introduced American wheat, it did so against the interests of the farmers and for the interests of the people. America is just getting into the same position. If the farmers can produce a cheap butter from their cows, we need no artificial butter; but if they cannot, their interests must give way to those of the people at large. They can and should hereafter be protected by not allowing "commercial butter" to be sold as real butter; and on the other hand the people's interests can be protected by strictly inspecting the places where the latter is manufactured.

CITY SUBSCRIBER.

The Gazette Medicale de l'Algerie calls attention to a great number of facts which appear to show that cider drinkers are not troubled with stone in the bladder, and that patients having this affection are either cured or greatly relieved by that beverage.

A patent medicine manufacturer advertises for bald men who are willing to have advertisements painted on the tops of their heads, "for a high pecuniary recompense."

THE FRUIT TRADE.

Some of the Frauds that Should Be Abandoned.

All kinds of fruit except those produced in tropical or semi-tropical countries, such as oranges, bananas, and pineapples, have commanded a higher price in the market during the past few years than ever before. Even the common, large domestic fruits, as apples, pears, and peaches, have brought very high prices. The like has been the case with most kinds of berries and currents. Few large cities have been supplied with them so plentifully that persons of small means could obtain good articles at anything like moderate prices. Enterprising traders have reached somewhat inaccessible places during the past few years in search of the fruit raised there. Most of the wild fruits of the country have had a fair commercial value, so that persons in the vicinity of cranberry marshes and patches of raspberries and blackberries have made money in picking and packing them. With the increasing prices of fruits of all kinds has come the disposition to employ deception in putting them up to send to market. Sometimes dealers themselves have surpassed the raisers and shippers in the frauds they have practiced. The size of packages has been cut down. Apples and pears have been packed in barrels holding but two bushels. In fact some of the so-called "pony" barrels have not held that amount. Peaches have been packed in boxes much smaller than the regulation size, while the baskets that contained them have been of a shape to deceive the purchasers in regard to the amount of the contents. These baskets have generally been colored with red gauze so as to give the peaches a fine appearance. The boxes containing berries have been greatly reduced in size, so that those alleged to hold a quart in reality contain but little more than a pint.

In the case of all these packages a few large and fine specimens have been placed on top, while the remainder of the space has been filled with small and very inferior specimens. In many cases fruit partially decayed or worm-eaten has been used to fill part of the space. With some expensive fruits, as quinces and plums, paper has been employed to fill the bottom of the package. In no department of trade has fraud been so generally employed as in the trade in fruits. Similar frauds in the trade in flour, grain, fish, and meats or in other articles used for food would have called out legislation and caused litigation. Frauds have not been limited to fresh fruits packed in boxes, crates, and baskets. They have extended to fruits treated for preservation and placed in tin cans. Glucose has been substituted for common sugar, a large amount of water has been used, and in many cases unripe fruit has been put up. The canners in several cities purchase fruit in a condition to be condemned by the health authorities if offered to ordinary customers. The frauds in the manufacture of jams and jellies have been glaring. Gelatine has been extensively employed to take the place of fruit pulp. Various dyes have been used to impart an attractive color. The people in foreign countries to which our fresh and canned fruit has been sent complain of its quality. Some of our consuls in Japan state that large quantities of American canned fruit were formerly sold there, but that recently the trade has fallen off very greatly on account of its inferiority and the frauds practiced in packing. A like state of things has been reported in France. American apples bring much less in the English markets than the same varieties packed in Canada. During the past few years many apples raised in the United States have been taken to the Dominion and packed before sending them to England.

Few branches of business long succeed or continue to be remunerative in which fraud is practiced. There is little reason to believe that the raisers, shippers, or dealers in fruits gain pecuniarily by the frauds they practice. If they gain by a single transaction, they "lose in the long run." A gentleman who watched the markets in this city very attentively states that he is convinced that honesty paid in the fruit business. Fruit of uniform size and quality that throughout the season was placed in packages of the dimensions required to hold a full barrel, bushel, peck or quart never failed to find a purchaser on its arrival who was willing to pay a high price for it. Inferior fruit, packed so as to make it appear good, and placed in packages smaller than the regulation size, often failed to find a purchaser till it was in great danger of spoiling, and was then disposed of at a low price. It costs as much to ship and sell the poor fruit as the good, and the money received for it was much smaller in amount. During the seasons when there is a large amount of any kind of perishable fruit raised only that which is of good quality and placed in full-sized packages brings a high price. Very superior fruit of any kind is almost certain to bring a high price, even if there is a large amount of common or inferior fruit on the market. Fruit-raisers who will use their best endeavors to obtain a reputation for honesty in packing and shipping fruit will not be losers. By putting their names on the packages they send to market they will be assured of steady customers. They will command the highest prices and be sure of steady sales. Producers who wish to gain a reputation can find a promising field in the fruit trade.

Consider Thy Purse.

Met L. Saley in The Current.

Financial questions are not clearly understood by the majority. Few people even can handle money so it will make more than legal interest. Present ten men with ten thousand dollars each, and it might be possible for them all to engage in trade, and thereby make fair profits, while not one of them might be able to operate outside of purely mercantile channels and make any profit at all. The best that most people can do is to permit others to handle their money and pay a percentage for its use.

While all recognize the power of money, many, it is to be regretted, do not consider its worth. Its purchasing power should be more appreciated. It will buy anything from a toothpick to a town—clothes, "hurry" at the polls, the best pew in church, sometimes a wife, and at anytime a husband. None of us would be happy unless we had some of these. It is often remarked that money will not buy friends. In one sense that may be admitted. One cannot obtain friends of a high type simply by paying for them with dollars and cents; yet a provident man wins friends who, by no means, are of a menial kind, when otherwise he would not have them. We take the most delight in helping those who help themselves. When a man has the proper self-respect he wins the respect and esteem of others, and no man has proper self-respect who does not look out for himself. This fact, by the young is liable to be overlooked.

It is a discredit to a man to spend his money foolishly. Many a young man thinks it gives him an elevated standing in the eyes of society if he scatters his money with a lavish hand. It does not, except in the eyes of the poorest kind of society. It is evidence that he is not rightly balanced. That for which we give our strength and youth we should retain, if possible. Money is the recompense for labor, and labor consumes our youth. The result should not be frittered away.

Both the ability to make money and the disposition to save it are highly commendable. People say, every day: "If I were able, I would do so and so." They then realize what they lose by not being able. Few men have reached middle age without having seen chances to engage in promising enterprises except for lack of capital—capital that they would not stand in need of had they been saving.

Every right-minded man must be sick of listening to the flings that are made at rich men, simply because they are rich. It is rebuking economy and thrift, for few men, however large their income, became rich unless they possess these qualities. Let it be retained in mind, too, that the profligacy of the many makes the few rich. If every man and woman would save all that he or she could, there would be less money to flow in to the coffers of the "bloated bondholders." There are a dozen persons, who do not practice the habit of saving, to one who does, consequently the money from the dozen pockets is gradually going into the one.

No matter how small a salary a man gets he should make an effort to save a portion of it, and, barring sickness or other misfortune, he can usually do it. The savings of one week may be small, but the savings of many count up. Saving may be an effort at first, but finally it becomes easy, and not only easy but a pleasure.

It does not call for stinginess or meanness. It calls for self-denial and thoughtfulness. Money is the right-hand assistant of the nobler aspirations of humanity. The rich good man is of more account in the world than the poor good man. The former is he who builds hospitals, schools, churches and galleries of art. The plans and desires of the other stop short of fruition.

It is to be regretted that there are no repositories in which people can place small sums and feel their money is absolutely safe. There is a general feeling of distrust against savings banks, particularly in the West. A gentleman recently said to the writer that he made weekly deposits in an institution, now defunct, until he had nearly five hundred dollars to his credit, but that since the bank went down, about ten years ago, he had not saved a cent. He felt that he might better spend his money than give a defaulting bank cashier or president the benefit of it. This is a feeling that many have. Money in the pockets of some burn straight through them. It is only safe when it is out of reach. It seems to me that the Government could hardly do more for the people than by establishing postal savings banks. The Government could not pay more than a low rate interest, but the rate of interest is not the prime question. The object is for depositors to feel that their principal is safe. A high rate of interest cuts no figure with the careful investor if it hazards the principal. Such an act on the part of the Government would not only encourage, but create, habits of prudence. Millions of dollars that are now squandered would be saved yearly.

Somehow the belief is growing that years hence the average man will not be able to earn a dollar as easily as he can now. Population will increase. Competition will be sharper. The inventive genius of man is never at rest, and the more it is exercised the easier the necessities and luxuries of life

are produced. There are not the chances of money-making in staid old Boston that there are in rushing Chicago; one reason being that Boston is like an old man's frame—settled. So, in time, will be Chicago and the other cities in the West to a much greater extent than they are now. The country is richer to-day than it ever was before, but the army of idle men does not decrease. There will be richer men than now, and poorer ones. This is not a pleasant belief, but it is one born of logic.

The only time to catch water from the clouds is when it rains.

BUSINESS LAW.

Brief Digests of Recent Decisions in Courts
of Last Resort.
Certificates of Deposit.

Certificates of deposit, in the opinion of the Supreme Judicial Court of Massachusetts, are not promissory notes within the meaning of the general statutes of the State of Massachusetts.

Not Liable to Taxation.

Promissory notes for round sums issued by a corporation to its employees as an evidence of indebtedness for wages, which notes when not paid by the company, are not reissued but canceled, do not render the corporation liable to taxation as upon notes "used for circulation and paid out" by the corporation, although the persons to whom they were issued have used the same to discharge their debts or to make purchases.—United States Circuit Court, Eastern District of Pennsylvania.

Trover by Mortgagee of Chattel.

In trover, brought by mortgagee of a chattel against one who took it from the plaintiff's possession, it is no defense that before the mortgage was made the mortgagor had orally promised to send the chattel to the defendant to be held and sold as a pledge and security for an advancement of money made by the defendant to the mortgagor, and the plaintiff was aware of the mortgagor's promise when the mortgage was made, and had received from him, in part payment of his debt, a part of the money received by him from the defendant.—Supreme Court of New Hampshire, case of Young vs. Kimball.

Mortgage—Purchaser—Estoppel.

The assignee of a mortgage, having purchased the mortgaged premises and assumed the payment of the mortgage debt, afterwards representing the mortgage as valid and subsisting, and transferring it as such to a purchaser in good faith without notice of any defect, is estopped as against such purchaser from showing or insisting upon the fact of the payment of the mortgage debt, or claiming that the mortgage title has merged in the fee. Such estoppel extends to a levying creditor of such purchaser of the mortgaged premises, claiming to hold the same under a levy made subsequent to the transfer of the mortgage.—Supreme Court of New Hampshire.

Not Abandonment.

Property of A. was levied upon as the property of B., and A. claiming the property as his own pointed it out to sheriff, who levied upon it and took it into his possession. A. then brought an action of replevin, and took the goods, and the sheriff, the defendant, set up that A., by showing the property, authorized the levy and thereby waived his rights. The trial court overruled this defense, and gave the plaintiff judgment. The defendant carried the case, Davidson vs. Dwyer, to the Supreme Court of Iowa, where the judgment was affirmed. Judge Beck, in the opinion, said: A's act in pointing out the property which the sheriff sought to levy upon was not a waiver of his claim and title to it. All there was of the act is this: The defendant claimed that the property was subject to the execution and proposed to levy upon it; the plaintiff did not concede this, but pointed the property out to the sheriff, and therefore his act was not an abandonment of title, nor would it operate to defeat his action to recover his property.

A House Not Liable for a Salesman's Loans. A traveling salesman while on the road calls on a customer, to whom he is known as the traveling representative of his employer, and asks for and receives a loan of money from him, giving a receipt on account in the name of his employer. Can the latter be held legally for the payment of the loan? The above query having been submitted to the New York Journal of Commerce, the editor gives the following reply:

A loan of the kind is not a legal obligation of the house employing the salesman. But the lender usually gets an order on the house, or some document of the sort when he advances money, and also buys the goods to "protect" himself. He will then refuse to pay for the goods unless his claim is allowed. If he could be sued here he would doubtless be compelled to pay without his "order" being allowed as an offset; but sued in his own town, where such dodges of traveling salesmen are common, we would not like to guarantee the recovery.

A hundred different styles of spoon baits and hooks, lines and rods in endless variety. Call and see us. Calkins Bros.

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, APRIL 16, 1884.

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

Subscriptions to THE TRADESMAN may be handed to any traveling man out of Grand Rapids, left with any wholesale house at any house here. The best way, however, is to enclose \$1 in currency in a sealed letter, properly directed to this office. In several hundreds of dollars remitted to us in this manner not a single loss has yet occurred.

For obvious reasons, the list of patent medicines is omitted from this issue of THE TRADESMAN. It has come to our notice that the publication has been the source of dissatisfaction to the drug trade inasmuch as the paper goes to a great number of dealers in other lines. Comparatively few druggists have been heard from on the subject, but so far the opinion stated has been unanimous. We should like to get an expression of opinion from the retail drug trade on the matter, and promise to abide by the will of the majority.

The article entitled "Consider Thy Purse," printed on another page, is fairly bristling with strong points and pertinent suggestions, and it is a question whether the subject has ever been treated so effectively in so short a space. The writer is Met L. Saley, managing editor of the *Northwestern Lumberman*, of Chicago, and a master of concise, forcible English. Mr. Saley possesses to a remarkable degree the faculty of thoroughly working himself into a subject, so that when he writes of it the reader is impressed with the fact that he is perusing the testimony of an expert. This characteristic alone is sufficient to mark the writer as an exceptional man, and entitles him to rank as one of the best newspaper men in the country.

Industrial Convention at Chicago.

A mass convention is to assemble at Chicago on May 21, 1884, for the purpose of organizing a national industrial congress. The first session of the congress will begin immediately upon organization. The design is to consider the condition and necessities of the several industries of the country, and endeavor "to bring about that harmony which must certainly result from mutual consultation, and will eventually produce unity of action. The fact that the people of the United States are annually consuming about a thousand million dollars worth of foreign products, very nearly all of which we could produce at home, is sufficient to show us the vastness of the field of the development of which American industries are certainly capable." The call for the convention points out the "uneven or unbalanced development of American industries at this time," and cites a number of illustrative facts, such as the importation of \$100,000,000 worth of sugar annually, when it could be produced at home, and the exportation of \$250,000,000 of raw cotton annually, when it could all be manufactured into four fold value at home. It declares "that in order to secure an evenly balanced progress of all industries, of agriculture, mining, manufactures, and of commerce and transportation, in all sections, there should be a full exchange of ideas, a complete harmony of sentiment and action looking to the most direct and rapid development of the latent resources and industrial opportunities." Among the industries to be represented in the Convention are sorghum, beet, corn, and cane sugar; wool, angora and mohair; hemp and jute; ramie of the Southern States; flax fibre, seed, linen; thread, twine and yarn; wines and semitropical products; tin plate (which is an iron manufacture); and a great number of others, representatives of every industry being invited to attend.

Proposition to Settle in Anticipation.

Benj. T. Halstead, attorney for N. G. Burt, of Cross Village, writes the latter's creditors as follows:

N. G. Burt, of Cross Village, insolvent, is expecting some assistance from friends, and instructs me to propose to his creditors a settlement on the basis of 35 per cent. cash on all claims against him.

I do not think the assets of the estate will reach that sum, as the stock must necessarily be sold at a great sacrifice, and many of the notes and accounts are hardly worth the expenses of collection.

I shall be pleased to hear from you with reference to this proposition at an early day.

As this is considered a fair offer, all things considered, the proposition will probably be accepted.

To the general press the public go for news. To the trade organs the producer, the dealer, the commercial traveler, and others, turn for information in regard to trade and commerce in which each is particularly interested, and all are posted according to their needs.

The druggists of Charlotte, N. C., have entered into an agreement not to cut the prices of proprietary goods, but to sell at the regular rates.

AMONG THE TRADE.

IN THE CITY.

J. H. Toren, formerly in trade at Jennisonville, contemplates re-engaging in trade in this city.

Eino F. Brown has engaged in the grocery business at Grant Station. Arthur Meigs & Co. furnished the stock.

Chas. Miller & Son have engaged in the drug business at Douglass. Hazeltine, Perkins & Co. furnished the stock.

H. Van Kammen has engaged in the grocery business at Grandville. Shields, Bulkeley & Lamon furnished the stock.

John Otis, of Pine Lake, was in town last week and purchased a carload of groceries of John Caulfield for the Pine Lake Iron Co.

F. J. Lamb & Co. have purchased the block in which they are located, and now occupy both stores, Nos. 8 and 10 Ionia street.

It is stated that Martin L. Sweet dropped \$8,000 on the recent decline in wheat. All the millers here were caught for considerable amounts.

The boys on the road are authority for the statement that M. H. Treusch offers the Morton House block at a low rental to a desirable tenant.

A. A. Watkins has bought the store building of A. C. Bachelder, at Clarion, and purchased a grocery stock of John Caulfield this week.

In the eight years that H. F. Hastings has been in the grocery brokerage business in this city, he has sold over \$15,000,000 worth of goods, and made but one loss, \$200.

D. C. Underwood is building a \$4,000 dwelling on the corner of Wealthy and Paris avenues. He expects to have it completed and ready for occupancy about June 1.

Graham & Sweeney, formerly engaged in the grocery business at Wayland, have engaged in the same business at Hopkins, purchasing a complete new stock of Arthur Meigs & Co.

Dr. A. J. Collar and W. D. Neville, of Detroit, have formed a co-partnership under the firm name of A. J. Collar & Co., and engaged in the drug business at Reed City. Hazeltine, Perkins & Co. furnished the stock.

Frank L. Orcutt, formerly with F. J. Lamb & Co., later with Ira O. Green, has formed a co-partnership with the former under the firm name of Orcutt & Co., and engaged in the wholesale produce business at Muskegon.

The "A. Giddings, Agt." stock at Sand Lake was sold on John Caulfield's mortgage, and bid in by that gentleman at \$1,875. The amount of his claim is about \$1,100, and the balance will be held to the credit of other creditors.

The attachment levied against the stock and real estate of Jackson Coon, at Rockford, by R. & J. Cummings, of Toledo, was dissolved in the United States Court here Monday. Motions for dissolving the other attachments will be argued to-day and Friday.

Grand Rapids boasts the only clergyman on the road, in the person of Rev. George Whitworth, an ordained Methodist minister, who is now a traveling representative for Foster, Stevens & Co. He was compelled to leave the ministry on account of ill health, which his new life has nearly restored.

J. A. Crookston, the veteran traveler for Hazeltine, Perkins & Co., has relinquished a portion of his territory, in order that he may cover a number of Northern towns instead. Under the new arrangement, L. M. Mills will hereafter visit Muskegon, Whitehall, Montague, Shelly, Hart, Pentwater, Ludington, Manistee, and intermediate towns, in addition to his former territory.

Assignee Robinson assumes THE TRADESMAN that the statement given publicity through the local press to the effect that Chickering & Kysor's mill at Fife Lake has been started through an arrangement with the creditors, is untrue and that the mill is still idle. Negotiations are in progress, however, which are likely to be consummated, in which case operations will be resumed.

AROUND THE STATE.

J. Hoare succeeds A. Tuttle in the bakery business at Pentwater.

J. C. Dingman will shortly engage in the grocery business at Owosso.

Mrs. A. Cooper has engaged in the millinery business at Cedar Springs.

J. E. Rice, general dealer at Coopersville, is succeeded by Rice and Lillie.

Kellogg & Potter succeed to the business formerly operated at Jennisonville by J. H. Toren.

T. J. Knowles has purchased the grocery stock and business of Hugh H. McKenzie at Volney.

J. A. Smith succeeds C. R. Smith and Smith Bros. in the boot and shoe business at Cadillac.

D. C. Griffith is closing out his stock of clothing at Nashville and filling up with a full stock of groceries.

C. W. Smith has sold his grocery stock at Nashville to W. E. Buel and E. R. White, who will assume possession May 1.

C. E. Ramsey, of the late grocery firm of Selkirk, Ramsey & Morrill, at Kalkaska, has purchased the book business of A. A. Abbott, at that place.

Smith & Deitz, druggists and grocers at Cadillac, have dissolved, Albert E. Smith succeeding. Mr. Dietz will remain in the store for the present.

I. N. Harter, of Woodland, has purchased the Warner Bros.' stock of groceries at the same place and moved his stock of drugs to the building lately occupied by them.

C. Crawford, of Caledonia, has sold his drug stock and business to Nagler & Beeler, formerly of Barry county. Mr. Crawford will take a needed respite from business cares, and re-engage in trade again in the fall.

STRAY FACTS.

Cahoon & Dane have engaged in the laundry business at Ionia.

H. O. Rose, of Petoskey, will burn 40,000 barrels of lime this year.

Cody Bros., hotel and saloon at Lake City, are succeeded by John Cody.

Torch lake is to have a shingle mill and a stove and handle factory this summer.

Gale Bros., Eaton Rapids, have sold out and will start a hardware store in Owosso.

Elk Rapids is to have a new hardware store, grocery store, several millinery stores, etc.

Robt. Donovan has purchased the furniture store of Ruggles & Weston, Charlotte, from the assignee.

The D. P. Beckwith Stove Works will likely move from Dowagiac to Battle Creek. Kalamazoo lost them by not putting up a bonus.

An Elmira correspondent writes: "Elmira is booming. Much property is changing hands, and there is more building than ever this spring."

Stephen Haight has sold a half interest in his furniture store at Saranac to O. J. Bretz, of Odessa. The firm name will be changed to Haight & Bretz.

Charlevoix Sentinel: The harness shop of J. E. Wood & Co. has been sold out to E. B. Hodge, of Traverse City. Mr. Wood remains in the shop.

W. S. Mesick, a Mancelona attorney, has purchased a tract of land and a number of business lots at Bellaire, and is throwing his influence to boom the town.

The Michigan & Ohio Railroad will run its cars into Muskegon from Allegan, over the Chicago & West Michigan track. This will give Muskegon direct connection with Toledo, and a new outlet for lumber.

Petoskey Democrat: L. Bauerle, of Chicago, has been in Petoskey the last week looking up a location for a factory to manufacture wooden vinegar measures, faucets, tumblers, etc. He thinks of locating here within the next two months.

A. I. Beckley, a cabinetmaker at Battle Creek, has applied for a patent on an ingenious cot bedstead. Its principal point is the remarkably small space in which it can be folded up. In the fall Mr. Beckley will erect a factory in which to manufacture.

Traverse City Herald: C. A. Hammond, cashier of the First National Bank at Whitehall, has been here during the week, looking over the ground for the establishment of a national bank at this place. Detroit parties would be largely interested.

Friends of Prof. C. G. Swensberg write him in a sympathizing strain, the tenor of their letters being that as it is incompatible with an honest man to be a miller, he must of necessity have deserted the habit of his boyhood and the ruling principle of his life. Mr. Swensberg, however, proposes to demonstrate the fact that there is not inconsistency between a miller and an honest man, and his management of the Valley City Milling Co. will be watched with interest.

White Star Potatoes.

We have a quantity of choice White Star Potatoes, grown by D. M. Ferry & Co., which we offer to the trade at \$2 per 3 bushel barrel, and no charge for barrel. SEED STORE, 91 Canal street, Grand Rapids, Mich.

I am handling a choice grade of butterine, at 20 cents a pound, which I guarantee to give satisfaction. Orders promptly filled. E. Fallas, wholesale dealer in butter and eggs, 125 and 127 Canal street, Grand Rapids.

C. E. Watson, formerly with Eaton, Lyon & Allen, now with S. A. Maxwell & Co., Chicago, same line, will be at the New Eagle, Apr. 21st, 22nd and 23d.

Blobson speaks of butterine manufacture as a great and growing oleography.

Calkins Bros. can supply dealers with fishing tackle at bottom prices.

The best finish for walls is Boralumine. Buy it and try it.

He Took the Whisky.

From the Philadelphia Call.

Doctor—Have you got the better of the ague yet?

Patient—No, sor. Me and me wife is as bad as iver, sor.

Doctor—Did you get that whisky and quinine I prescribed?

Patient—Yis, sor, but it did nogood at all, at all.

Doctor—That is strange! You took it according to the directions, I suppose?

Patient—Yis, sor; ye know a man and his wife are one.

Doctor—What has that to do with it?

Patient—Well, ye see, sor, bein' as we are one flesh, I tuk the whisky and gave Betty the quinine.

SLOW PAYING DEALERS.

The Indifference of Some Merchants to Their Credit.

A Canal street confectioner was recently seen by THE TRADESMAN's credit reporter pouring over a number of letters he had been writing, and looking very red in the face, as though he might have felt like swearing, but was kept from it by a strong moral determination. Upon being questioned as to the occasion of his agitation, he replied:

"I am often ashamed of myself for the kind of letters I have to write to some of our customers, but I can't help it. There are any number of country merchants who pay no attention to a statement and have to be written to from one to a dozen times before we can get a reply. These letters you see here are to men who have been written to seven and eight times, and as you would suppose, they have completely exasperated us. I sometimes feel like firing a 40 pound cannon about 10 feet from their ears, to see if we can make them hear us. A business man who has not enough business in him to reply to a statement in one way or another is not a desirable customer, and we drop all such as soon as possible. If a dealer writes us that he is too poor to pay an account, or is busted, we charge the amount up to profit and loss, and that ends it. But when a man compels us to spend time and postage to get some sort of an answer from him, we generally give him pretty sharp talk before the matter is settled. Such inexcusable and unbusiness-like delays tell on any man's credit, no matter how much he is worth."

"One of the worst features of the produce business," said a prominent dealer in that line, "is the habit some of our customers have lately fallen into of returning goods after they have been in stock for several weeks. It is not infrequent that we are asked to take back perishable goods after they have spoiled. Everything we send out is intended to be in good condition and will keep for a reasonable length of time. If it is not in proper condition when received by the party ordering, it can be returned at our expense. But after it has been in stock for a week or ten days, and allowed to spoil in the meantime, there is no good reason why we should be asked to bear the brunt of the buyer's carelessness. And yet there are dozens of dealers who buy at this market, who are just as unreasonable as this, and who become offended if we insist upon payment. To draw on them is looked upon as a mortal offense, and to place the matter in the hands of an attorney subjects us to their eternal enmity. Nevertheless, we invariably take the latter course, preferring the ill will of the dealer to a compromise over what we consider to be right."

"Another evil in our trade is the disposition of many dealers to allow a bill to mature without paying any attention to it, and neglect to make any excuse for the non-payment. Nine times out of ten such persons allow a draft to come back unpaid, without giving any explanation. We are always willing to accommodate a man when made aware of his circumstances, but there is no reason why we should wait indefinitely on a dummy. In dealing with our creditors, there is one invariable rule to which we are compelled to conform—the rule that we must honor every draft. We have no friendship shown us, and are seldom allowed rebates of any kind. The nearer we can educate our trade to this standard the better it will be for all concerned."

How To Have Good Credit.

From the Commercial Enquirer.

The next best thing to buying for cash is to have good credit. It is not always those who possess the most capital that are possessed of the best credit. A young man just starting in business on a limited capital can readily establish himself upon a solid foundation in this respect.

Although many may differ with us in this opinion, we deem ability to buy well the first essential in obtaining the desired standing. A man who discriminates in his purchases and only buys such goods as are readily salable, notwithstanding the temptation of larger profits upon less staple articles, is sure to impress those from whom he buys with a firm belief in his business ability. They will naturally argue that he is as careful and conservative in other respects, and therefore a safe person to be given credit. If he supplements his good buying by promptly meeting his bills at maturity he has made a further stride toward securing confidence.

Many men who have the money at their disposal think that it makes no difference whether they delay payments for a day or two. This is a mistake. It gives them the reputation of "slow pay," and no matter how sure they may be it is an element of distrust of them. At some time when they may really be in financial straits it will come against them. Then, again, when a merchant sells a bill of goods on say thirty days' time to a man whom he knows will not pay until he has been sent a statement or two as a gentle reminder, it is clearly evident that an extra charge must be made for the goods. The "slow pay" man is thus placed at a disadvantage as compared with his prompt competitor.

Under the present system of buying in small lots for temporary requirements, a man of limited capital is afforded an exceptionally good opportunity. If he cannot meet his bills promptly, it argues that he is not sufficiently acquainted with the wants of his customers and is carrying a load of unsalable goods, is doing too large a credit

business, or else lives beyond his means. Any of these would, of course, injure him seriously in the eyes of those from whom he buys and his credit would become impaired.

We would, therefore, urge upon all those desiring to establish a good credit the necessity for buying judiciously and always making a point of meeting their bills, no matter how small they may be, upon the day of maturity. Bearing these two factors in mind, they are sure to gain a strong hold upon those from whom they purchase their goods.

The Tack-Makers' Combination.

From the Boston Commercial Bulletin.

The manufacture of tacks is practically a Massachusetts monopoly. There are three large tack factories in Taunton, one in Sandwich, two in South Abington, one in Brockton, one in Holliston, one in Orange, one in Haverhill and about as many more concerns in various towns in this State. They are combined under the title of the Central Manufacturing Company, with headquarters at Boston.

The production and selling prices of the factories are regulated by this company, and the trade is thus controlled. There is very little opportunity for any competing concern in Massachusetts, as the outside manufacturer could be crushed out by the combination. Western competition has been sometimes met by the purchase of the competing works. The purchase of the tack factory of S. P. Hollister, of Pittsburg, Penn., a few weeks since is a case in point.

It has been erroneously stated that the purchase was made by a syndicate of Eastern capitalists, who intended to abandon the works and take the machinery East, and that a number of Pittsburgers were interested in the purchase. The works were bought by the tack combination of this city. The machinery has not been removed, but will, it is understood, be allowed to remain idle at the works. A double purpose will be served by this course. The closed factory and the idle machines will undoubtedly have a tendency to discourage the starting up of another factory; and should another factory be started, the machinery could be used by the combination to make the competition unprofitable.

The paragraph "We Solicit the Dealer's Trade, not the Consumer's" was omitted by mistake from Foster, Stevens & Co.'s advertisement last week. This is a cardinal principle of the house. If they cannot sell the dealer, they will not sell every consumer, preferring to take their chances at securing the dealers' favors in this manner in the future.

HARDWARE GOODS.

Prevailing rates at Chicago are as follows:

AUGERS AND BITS.

Ives', old style dis 50
N. H. C. Co. dis 55
Douglass' dis 50
Pierces' dis 50
Snell's dis 50
Cook's dis 40x10
Jennings', genuine dis 25
Jennings', imitation dis 40x10

BALANCES.

Spring dis 25
Railroad \$ 15 00
Garden net 30 00

BELLS.

Hand dis \$ 60x10
Cow dis 60
Call dis 15
Gong dis 20
Door, Sargent dis 55

BOLTS.

Stove dis \$ 40
Carriage and Tire, old list dis 40x20
Plow dis 50x10
Sleigh Shoe dis 50x10
Cast Barrel Bolts dis 50
Wrought Barrel Bolts dis 55
Cast Barrel, brass knobs dis 50
Cast Square Spring dis 35
Cast Chain dis 60
Wrought Barrel, brass knob dis 55x10
Wrought Square dis 55x10
Wrought Sunk Flange dis 30
Wrought Bronze and Plated Knob dis 50x10x10
Flush dis 55x10
Ives' Door dis 55x10

BRACES.

Barber dis \$ 40
Buckus dis 50
Spofford dis 50
Am. Ball net

BUCKETS.

Well, plain \$ 4 00
Well, swivel 4 50

BUTTS, CAST.

Cast Loose Pin, figured dis 60x10
Cast Loose Pin, Berlin bronze dis 70
Cast Loose Pin, genuine bronze dis 50
Wrought Narrow, bright fast joint dis 50x10
Wrought Loose Pin dis 60
Wrought Loose Pin, acorn tip dis 60x10
Wrought Loose Pin, silver dis 60x10
Wrought Loose Pin, japanned, silver tipped dis 60x10
Wrought Table dis 60
Wrought Inside Blind dis 60
Wrought Brass dis 60
Blind, Clark's dis 70x10
Blind, Parker's dis 70x10
Blind, Shepard's dis 70
Spring for Screen Doors 8x3, per gross 18 00
Spring for Screen Doors 8x3, per gross 18 00

CAPS.

Ely's I-10 per m \$ 65
Hick's C. F. 60
G. D. 35
Musket 60

CATHEDRALS.

Rim Fire, U. M. C. & Winchester new list 50
Rim Fire, United States dis 50
Central Fire dis 50

CHISELS.

Socket Firmer dis 65x10
Socket Framing dis 65x10
Socket Corner dis 65x10
Socket Blocks dis 65x10
Butcher's Tanged Firmer dis 40
Barton's Socket Firmer dis 20
Cold net

COMBS.

Curry, Lawrence's dis 33 1/2
Hotchkiss dis 25

COCKS.

Brass, Racking's dis 40x10
Rubb's dis 40x10
Beer dis 40x10
Feins' dis 60

COPPER.

Planished, 14 oz cut to size \$ 37
14x52, 14x58, 14x60 37

DRILLS.

Morse's Bit Stock dis 35
Taper and Straight Shank dis 20
Morse's Taper Shank dis 30

ELBOWS.

Com. 4 piece, 6 in dis net \$ 10
Corrugated dis 20x10
Adjustable dis 40x10

EXPANSIVE BITS.

Clar's, small, \$18 00; large, \$20 00. dis 20
Ives', 1, \$18 00; 2, \$24 00; 3, \$30 00. dis 25

FILES.

American File Association List dis 40x10
Diston's dis 40x10
New American dis 40x10
Nicholson's dis 40x10
Heller's dis 30
Heller's Horse Rasps dis 33 1/2

GALVANIZED IRON.

Nos. 16 to 20, 22 and 24, 25 and 26, 27 28
List 12 13 14 15 18
Discount, Juniata 45, Charcoal 50.

Gauges.

Stanley Rule and Level Co.'s dis 50

HAMMERS.

Maydole & Co.'s dis 15
Kip's dis 25
Verkes & Plumb's dis 30
Mason's Solid Cast Steel 30 c list 40
Blacksmith's Solid Cast Steel, Hand. 30 c 40x10

HANGERS.

Barn Door Kicker Mfg. Co., Wood track dis 50
Champion, anti-friction dis 60
Kiddier, wood tra, k dis 40

HINGES.

Gate, Clark's, 1, 2, 3 dis 60
State per doz, net, 2 50
Screw Hook and Strap, to 12 in. 5 1/4 14 4 25
and longer 10 1/2
Screw Hook and Eye 3/4 net 7 1/2
Screw Hook and Eye 1/2 net 7 1/2
Screw Hook and Eye 3/8 net 7 1/2
Strap and T dis 60x10

HOLLOW WARE.

Stamped Tin Ware 60x10
Japanned Tin Ware 30
Granite Iron Ware 25

HOES.

Grub 1 \$11 00, dis 40
Grub 2 11 50, dis 40
Grub 3 12 00, dis 40

KNIVES.

Door, mineral, jap. trimmings \$2 00, dis 60
Door, porcelain, anti-friction, trimmings 2 50, dis 60
Door, porcelain, plated trimmings list, 7 25, dis 60
Door, porcelain, trimmings list, 8 25, dis 60
Drawer and Slutter, porcelain dis 60
Picture, H. L. J. Co.'s dis 60
Hemacite dis 50

LOCKS-DOOR.

Russell & Irwin Mfg. Co.'s reduced list dis 60
Mailory, Wheelr & Co.'s dis 60
Bramford's dis 60
Norwalk's dis 60

LEVELS.

Stanley Rule and Level Co.'s dis 65

MILLS.

Coffee, Parkers Co. dis 45
Coffee, P. S. & W. Mfg. Co.'s, Malabar dis 45
Coffee, Landers, Ferry & Clark

Drugs & Medicines

Ginseng and its Magical Powers.
From the San Francisco Chronicle.

Dr. F. H. Terrill, past assistant surgeon of the United States steamer Monocacy, which, with the Ticonderoga, is now cruising in Chinese waters, has procured an interesting specimen of a root which is much esteemed by the Chinese. It is of the species of *panax* and belongs to the natural order of *araliaceae*, and is commonly known as ginseng. The specimen in question was procured from Corea, and is worth in China about \$200. Not quite as large as a man's thumb, it is yellowish in color and has a dried and wrinkled appearance, looking something like a Chinese idol, with the feet curled up under the body. The root was shown to the Pharmaceutical Society at its last meeting, when quite a number of interesting remarks were made on the subject of ginseng by Professor A. L. Lengfeld. The study of the root, apart from its traditional aspect, has little in it of interest, but when the great value set upon its medicinal properties in China is considered, one finds one's self attracted to the plant and its characteristics, so dissimilar are they from those of most other botanical species.

Botanically, then, ginseng has a perennial root which sends up annually a smooth round stem, about a foot high and divided at the summit by three stalks, each of which supports a compound leaf, consisting of five leaflets. It has small greenish flowers and bright red berries at certain seasons of the year. Although widely known in China, both in a cultivated and a wild state, it is not wholly confined to that region, being indigenous, to the hilly regions of our northern states. A certain species (*Panax Californicum*), is native to the soil of this state. It is as yet unsettled whether the American ginseng is identical with the Chinese product, but possesses the external appearance of the latter variety.

The root is generally about the size of a wild artichoke of average growth, though varying in length from two to four inches, often being forked. Sometimes several irregular cylindrical or bulbous roots are found joined together by wire-like fibers. Its imagined resemblance to the body of a man when found two-forked was possibly what first caused the supernatural power of healing to be attributed to it. This shape is also an indication that the root can restore vigor and power to the aged and enfeebled. Such roots vary in price from \$25 to \$400, and are only possessed by the wealthy class—mandarins and others. Ginseng from Manchuria was once esteemed above all other kinds, and in consequence of the immense exportations, it became so scarce that an imperial edict was issued prohibiting its collection there. Professor Lockhart, of London, is authority for the statement that ginseng is imperial property in China, and that it is sold to those having the privilege of dealing in it, at its weight in gold.

Panax quinquefolium is the pharmacopoe name for the American ginseng. In some of the lake states in 1860, the gathering of ginseng for the Chinese market developed into a positive mania, people leaving their homes and camping for weeks in the hills of Michigan, Wisconsin and Minnesota in search of roots, the supply of which ran so short that it is now rarely found in sufficient quantities for exportation. The first cargo shipped from America to Canton yielded enormous profits. Russians on the Chinese border took to the cultivation of ginseng a few years ago, but the cultivated variety, which requires six years to attain perfection, is not valued so highly in China as the wild roots, requiring about thirty years in which to grow to a marketable size. Even in Japan, noted for the rapid and gigantic growth of its vegetation, the ginseng root does not thrive much faster than in other climates, and Japanese ginseng, being coarse grained and not so sweet in taste as the Chinese variety, is considered to be of an inferior quality.

How to Take a Pill.

With many patients the swallowing of a pill is a very difficult matter. Why this should be so is somewhat difficult of explanation, inasmuch as these same patients will readily swallow a pea of the same size as the sugar-coated pill, in the deglutition of which they experience so much difficulty. Dr. Wills suggests a method in the *Medical and Surgical Reporter*, which he says he has used for several years with success, and which may be new to many of our readers. Having noticed that if a person at meals incline the head backwards, as in laughing, while there was food in the mouth, he was pretty sure to be strangled from the "food going the wrong way," Dr. W. instructed those of his patients who had difficulty in swallowing pills to keep the head in the position it would occupy if they were eating and swallowing food at the table—that is, the head inclined forward and the chin near the breast, and kept in that position. If a small portion of saliva be on hand, or a small quantity of water taken after the pill is in the mouth, it will surprise the patient and gratify the doctor, he says, to witness the facility with which it will be swallowed. He has found that to direct the patient to keep his eyes on his toes while swallowing, will succeed in keeping him from throwing his head back.

A drug house in this city recently received an order for "two pounds of linseed meal for brown kites." To polish tarnished nickel, use chalk or rouge mixed with tallow. Boralmine is leading this year.

War in the Drug Trade.

The war in the drug trade in the East has become interesting. It is chiefly about the retail price of patent medicines, and one of the effects will probably be to break up a good many of the small drug stores where these are sold at high prices. The retailers have a "Protective" Association for keeping up prices, but a number of druggists who do not belong to it have been "scalping" patent medicines for some time past. Some large fancy goods and dry goods houses have within a couple of years added patent medicines to their stock, and also cut low on the price list. The wholesale druggists also have an association, and the retailers lately appealed to them to protect the trade which was being ruined by the scalpers and the dry goods men, by refusing to supply any dealer who undersold the price list. The wholesalers decided to do so, but there are some wholesalers who do not belong to the association. These are not bound by the agreement, and as yet the low priced men have found no difficulty in getting supplies. They are confident, too, of being able to get all they want, one way or another, in the future. Drug trade prices have always been considered exorbitant. The difference between regular and scalpers' prices at present may be partly shown by a few comparative figures, the first in each of the following being the regular and the second the general price: Tarrent's Seltzer Aperient \$1.75 cents; Warner's Kidney Cure, \$1.25—85 cents; Hyatt's Life Balsam, \$1—85 cents; Hop Bitters, \$1—85 cents; Colden's Beef Liquid, \$1—85 cents; Coever Beef Tonic, \$1—75 cents; Gastrine, \$1—65 cents; Lydia Pinkham's Compound, \$1—75 cents; Ayer's Sarsaparilla, \$1—67 cents; Hegeman's Sarsaparilla, \$1—50 cents; Fellow's Hypophosphites, \$1—75; St. Jacobs Oil, 50 cents—35 cents; Pond's Extracts, 50 cents—30 cents; various fancy soaps, 20 and 25 cents—12 and 15 cents; Alcock's plasters, 25 cents—12 to 15 cents. It goes without saying that people who want these things prefer to buy from the scalpers and save 20 to 50 per cent. A war similar to the present one was carried on in England a few years ago, and the scalpers won.

Hand and Machine Made Putty.

How the two kinds are made, and the difference between them, is related by an old painter to the ubiquitous reporter as follows:—The best is made of raw linseed oil and whiting, the latter being simply chalk, ground in a mill like flour. It comes out with a fine flint grit in it. Before making putty of it, a few old fashioned men who believe in making the best of everything, wash the grit out. The fine flour is then dried. If it is not dried perfectly, it takes up more oil than is desirable or profitable. From 500 to 600 pounds—about 15 per cent. by weight of raw oil to 85 per cent. of whiting—are put in a chaser and thoroughly mixed. The chaser is an annular trough, 10 feet in diameter. From a vertical shaft in the center two arms extend, on the ends of which are heavy iron wheels which rest in the trough. When the shaft revolves, the wheels chase each other around the trough. When mixed, it is packed in bladders for convenience in handling. The adulteration of putty is effected by mixing marble dust with whiting. It costs about a quarter of a cent a pound, and whiting costs twice that. Paraffine oils, at from 26 to 30 cents a gallon, are used instead of linseed oil at 60 cents. The marble dust makes the putty gritty, and the cheap oil makes it sticky. Cheap putty is decidedly cheap. Putty in bulk, wholesale, is worth \$1.75 a hundred pounds. The other window glass cements run from \$1.45 to \$1.50. They are dear at that. They take longer to put on and longer to dry. Putty is neither exported or imported. A lot was brought over a long time ago, but that was when oil was very high.

A superior article of putty is made, however, by the further addition of white lead in oil, japan varnish, and a small quantity of turpentine, which makes a hard cement that does not shrink, and when dry can be rubbed down with pumice stone or dusted with sand paper, so smoothly will it cut. Even in the common sorts of putty it is well to use some white lead if a hard putty is desired.

Rancid Castor Oil.

Rancid castor oil can easily be purified in the following manner: 100 pounds of the rancid oil are heated to 30° C. in a boiler; then a mixture of ½ pound of alcohol (96 per cent.) and ½ pound of sulphuric acid is added and crutched in. The mixture is then allowed to settle, and the oil is drawn off from the impurities which have settled at the bottom. The oil is again washed with water, by boiling it uninterruptedly for at least half an hour. The mixture is then allowed to rest until the oil has been collected on the surface, when it is carefully removed. Rancid oil, after having been treated in this way, is again fit for use in the manufacture of transparent soap.

An Old Joke Revamped.

A man went into a drug store and asked for something to cure a headache. The druggist held a bottle of hartshorn to his nose, and he was nearly overpowered by its pungency. As soon as he recovered he began to rail at the druggist and threatened to punch his head.

"But didn't it help your headache?" asked the apothecary.
"Help my headache?" gasped the man. "I haven't any headache. It's my wife that's got the headache."

WHOLESALE PRICE CURRENT.

Hazeltine, Perkins & Co. quote as follows for quantities usually wanted—for larger amounts write them for quotations:	
Advanced—Opium, Manna.	
Declined—Quinine, Ammonia, Carbonate; Gum Shellac, Cantharides, powdered; Alkanet; root; Oil Juniper berries; Cardamom seed; Hemp seed.	
ACIDS.	
Acetic, No. 8, 9 @ 10	30 @ 35
Acetic, C. P. (Sp. Grav. 1.040) 30 @ 35	
Carbonic, 35 @ 40	
Citric, 57 @ 60	
Muriatic, 11 @ 12	
Nitric 36 deg., 11 @ 12	
Oxalic, 14 1/2 @ 15	
Sulphuric 66 deg., 3 @ 4	
Tartaric powdered, 48 @ 50	
Benzoic, English, 12 @ 15	
Benzoic, German, 12 @ 15	
Tannic, 15 @ 17	
AMMONIA.	
Carbonate, 16 @ 20	
Muriate (Powd.), 15 @ 16	
Aqua 16 deg or 31, 6 @ 7	
Aqua 18 deg or 41, 7 @ 8	
BALSAMS.	
Copaiba, 50 @ 60	
Peru, 2 @ 10	
Tolu, 60 @ 70	
BARKS.	
Cassia, in mats (Powd 20c), 12 @ 18	
Cinchona, yellow, 18 @ 20	
Elm, select, 15 @ 16	
Elm, ground, 15 @ 16	
Elm, powdered, pure, 15 @ 16	
Sassafras, of root, 10 @ 12	
Wild Cherry, select, 20 @ 22	
Bayberry powdered, 18 @ 20	
Hemlock powdered, 18 @ 20	
Wahoo, 30 @ 35	
Soap ground, 12 @ 15	
BEANS.	
Cubeb, prime (Powd \$1.20), 2 @ 1.00	
Juniper, 6 @ 7	
Prickly Ash, 1.00 @ 1.10	
EXTRACTS.	
Licorice (10 and 25 lb boxes, 25c), 27 @ 37 1/2	
Licorice, powdered, pure, 37 1/2 @ 40	
Logwood, bulk (12 and 25 lb boxes), 9 @ 12	
Logwood, 1s (25 lb boxes), 12 @ 13	
Logwood, 1/2s do, 13 @ 14	
Logwood, 1/4s do, 14 @ 15	
Logwood, ass'd do, 14 @ 15	
Fluid Extracts—25 per cent. off list.	
FLOWERS.	
Arnica, 10 @ 11	
Chamomile, German, 25 @ 26	
GUMS.	
Aloes, Barbadoes, 60 @ 75	
Aloes, Cape (Powd 24c), 18 @ 20	
Aloes, Socotrine (Powd 60c), 28 @ 30	
Ammoniac, 28 @ 30	
Arabic, extra select, 60 @ 65	
Arabic, powdered select, 60 @ 65	
Arabic, 1st picked, 55 @ 60	
Arabic, 2d picked, 45 @ 50	
Arabic, 3d picked, 40 @ 45	
Arabic, sifted sorts, 35 @ 40	
Assafetida, prime (Powd 50c), 55 @ 60	
Benzoic, 23 @ 25	
Camphor, 13 @ 15	
Catechu, 1s (1/2 lb, 1/4 lb, 1/8 lb), 13 @ 15	
Euphorbium powdered, 35 @ 40	
Galbanum strained, 30 @ 35	
Gamboge, 90 @ 100	
Guaia, prime (Powd 45c), 35 @ 40	
Kino (Powdered, 30c), 1 @ 1.10	
Mastic, 1 @ 1.10	
Myrrh, Turkish (Powd 47c), 4 @ 5	
Opium, pure (Powd \$5.50), 35 @ 40	
Shellac, Campbell's, 35 @ 40	
Shellac, English, 35 @ 40	
Shellac, native, 35 @ 40	
Shellac bleached, 35 @ 40	
Tragacanth, 30 @ 35	
HERBS—IN OUNCE PACKAGES.	
Hoarhound, 25 @ 30	
Lobelia, 25 @ 30	
Peppermint, 25 @ 30	
Rue, 40 @ 45	
Sage, 40 @ 45	
Senna, Alex. and Co., 40 @ 45	
Senna, powdered, 40 @ 45	
Senna tinnivell, 40 @ 45	
Uva Ursi, 40 @ 45	
Belledonna, 30 @ 35	
Foxglove, 30 @ 35	
Henbane, 30 @ 35	
Rose, red, 25 @ 30	
LIQUORS.	
W. D. & Co.'s Sour Mash Whisky, 2.00 @ 2.25	
Druggists' Favorite Rye, 1.75 @ 2.00	
Whisky, other brands, 1.35 @ 1.60	
Gin, Old Tom, 1.35 @ 1.60	
Gin, Holland, 2.00 @ 2.50	
Brandy, 1.75 @ 2.00	
Catawba Wine, 1.25 @ 1.50	
Port Wines, 1.35 @ 1.60	
MAGNESIA.	
Carbonate, Patterson's, 2 oz., 23 @ 25	
Carbonate, Jennings's, 2 oz., 23 @ 25	
Citrate, H. P. & Co.'s solution, 2 @ 3	
Citrate, 7 @ 10	
Phosphate, 65 @ 70	
OILS.	
Almond, sweet, 45 @ 50	
Amber, rectified, 45 @ 50	
Anise, 2 @ 3	
Bay oil, 2 @ 3	
Bergamont, 2 @ 3	
Croton, 2 @ 3	
Cassia, 1 1/2 @ 2	
Cedar, commercial (Pure 75c), 85 @ 90	
Citronella, 1 @ 1.10	
Cloves, 1 @ 1.10	
Cubebs, P. & W., 8 @ 10	
Erigeron, 1 @ 1.10	
Fireweed, 2 @ 3	
Geranium, 2 @ 3	
Hemlock, commercial (Pure 75c), 70 @ 75	
Juniper wood, 50 @ 55	
Juniper berries, 2 @ 3	
Lavender flowers—French, 2 @ 3	
Lavender garden do, 1 @ 1.10	
Lavender spike do, 1 @ 1.10	
Lemon, new crop, 1 @ 1.10	
Lemon, Sanderson's, 2 @ 3	
Lemongrass, 2 @ 3	
Origanum, red flowers, French, 1 @ 1.10	
Origanum, No. 1, 50 @ 55	
Pennyroyal, 2 @ 3	
Peppermint, white, 2 @ 3	
Rose oil, 9 @ 10	
Rosemary, French (Flowers 50c), 5 @ 6	
Sandal Wood, German, 8 @ 10	
Sandal Wood, Turkish Dark, 8 @ 10	
Sassafras, 3 @ 4	
Tansy, 3 @ 4	
Tar (by gal 60c), 10 @ 12	
Turpentine, white, 2 @ 3	
Wormwood, No. 1 (Pure 50c), 4 @ 5	
Savin, 1 @ 1.10	
Wormseed, 2 @ 3	
Cod Liver, filtered, 1 @ 1.10	
Cod Liver, best, 1 @ 1.10	
Cod Liver, H. P. & Co.'s, 1 @ 1.10	
Oliver, Malaga, 6 @ 7	
Salad, "Sublime Italian", 2 @ 3	
Salad, 65 @ 70	
Rose, Immen's, 9 @ 10	
POTASSIUM.	
Bicromate, 15 @ 20	
Bromide, cryst. and gran. bulk, 15 @ 20	
Chlorate, cryst (Powd 25c), 1 @ 1.10	
Iodide, cryst. and gran. bulk, 1 @ 1.10	
Prussiate yellow, 30 @ 35	
ROOTS.	
Alkanet, 15 @ 20	
Athaea, cut, 27 @ 30	
Arrow, St. Vincent's, 17 @ 20	
Arrow, Taylor's, in 1/4s and 1/8s, 17 @ 20	
Blood (Powd 15c), 12 @ 15	
Calamus, peeled, 12 @ 15	
Calamus, German white, peeled, 12 @ 15	
Elecampane, powdered, 23 @ 25	
Gentian (Powd 17c), 13 @ 14	
Ginger, African (Powd 16c), 13 @ 14	
Ginger, Jamaica bleached, 13 @ 14	
Golden Seal (Powd 40c), 35 @ 40	
Hellebore, white, powdered, 20 @ 25	
Ipecac, Rio, powdered, 1 @ 1.10	
Jalap, powdered, 2 @ 3	
Licorice, select (Powd 12 1/2c), 12 @ 15	
Licorice, extra select, 15 @ 20	
Pink, true, 35 @ 40	
Rhei, from select to choice, 1 @ 1.10	
Rhei, powdered E. I., 1 @ 1.10	
Rhei, choice cut cubes, 2 @ 3	
Rhei, choice cut fingers, 2 @ 3	
Serpentaria, 2 @ 3	
Seneca, 2 @ 3	
Sarsaparilla, Honduras, 40 @ 45	
SARSAPARILLA, MEXICAN.	
Squills, white (Powd 35c), 18 @ 20	
Valerian, English (Powd 30c), 25 @ 30	
Valerian, Vermont (Powd 25c), 20 @ 25	
SEEDS.	
Anise, Italian (Powd 20c), 13 @ 15	
Canary, Smyrna, 5 @ 6	
Caraway, best Dutch (Powd 18c), 11 @ 12	
Cardamom, Aleppoe, 2 @ 3	
Cardamom, Malabar, 2 @ 3	
Canary, 20 @ 25	
Coriander, best English, 12 @ 15	
Fennel, 15 @ 20	
Flax, clean, 3 1/2 @ 4	
Flax, pure gnd (bbl 35c), 4 @ 4 1/2	
Foenugreek, powdered, 8 @ 9	
Hemp, Russian, 5 @ 5 1/2	
Mustard, white (Black 10c), 1 @ 1.10	
Quince, 1 @ 1.10	
Rape, English, 7 1/2 @ 8	
Worm, Levant, 14 @ 15	
SPONGES.	
Florida sheeps' wool, carriage, 2 @ 2.25	
Nassau do do, 2 @ 2.25	
Velvet Extra do do, 2 @ 2.25	
Extra Yellow do do, 1 @ 1.10	
Grass do do, 65 @ 70	
Hard head, for slate use, 75 @ 80	
Yellow Reef, do do, 1 @ 1.10	
MISCELLANEOUS.	
Alcohol, grain (bbl \$2.27 gal), 2 @ 3	
Alcohol, wood, 35 per cent ex. ref., 1 @ 1.10	
Anodyne Hoffman's, 50 @ 60	
Arsenic, Donovan's solution, 27 @ 30	
Arsenic, Fowler's solution, 12 @ 15	
Annatto 1 lb rolls, 30 @ 35	
Blue Soluble, 50 @ 60	
Bay Rum, imported, best, 2 @ 3	
Bay Rum, domestic, H. P. & Co.'s, 2 @ 3	
Alum, 2 1/2 @ 3 1/2	
Alum, ground (Powd 90c), 3 @ 3 1/2	
Annatto, prime, 32 @ 35	
Antimony, powdered, com'l, 4 1/2 @ 5	
Arsenic, white, powdered, 6 @ 7	
Balm Gilead Buds, 4 @ 5	
Beans, Tonka, 2 @ 2.25	
Beans, Vanilla, 7 @ 7.50	
Bismuth, sub nitrate, 2 @ 3	
Blue Pill (Powd 70c), 2 @ 3	
Blue Vitriol, 7 1/2 @ 8	
Borax, refined (Powd 15c), 13 @ 15	
Cantharides, Russian powdered, 2 @ 3	
Capsicum Pods, African, 20 @ 25	
Capsicum Pods, African pow'd, 20 @ 25	
Capsicum Pods, American do, 20 @ 25	
Cassia Buds, 4 @ 5	
Calomel, American, 70 @ 75	
Castor Oil, 17 1/2 @ 19	
Chalk, prepared drop, 12 @ 15	
Chalk, precipitate English, 1 @ 1.10	
Chalk, red fingers, 2 @ 3	
Chloroform, 1 @ 1.10	
Chloral hydrate, German crystals, 1 @ 1.10	
Chloral do do do, 1 @ 1.10	
Chloral do Scherlin's do, 1 @ 1.10	
Chloral do do crystals, 1 @ 1.10	
Chloroform, P. & W., 1 @ 1.10	
Cinchonidia, other brands, 60 @ 65	
Cloves (Powd 28c), 20 @ 25	
Cochineal, 20 @ 25	
Cocoa Butter, 45 @ 50	
Copperas (by bbl 1c), 2 @ 3	
Corrosive Sublimate, 2 @ 3	
Corks, X and XX—35 off list, 65 @ 70	
Cream Tartar, pure powdered, 38 @ 40	
Cream Tartar, grocer's, 10 lb box, 15 @ 20	
Creatine, 24 @ 25	
Cuttle Fish Bone, 23 @ 25	
Dextrose, 12 @ 15	
Dover's Powders, 1 @ 1.10	
Dragon's Blood Mass., 45 @ 50	
Ergot powdered, 45 @ 50	
Ether Squibb's, 1 @ 1.10	
Emery, Turkish, all No.'s, 8 @ 10	
Epsom Salts, 2 1/2 @ 3	
Ergot, fresh, 50 @ 55	
Ether, sulphuric, U. S. P., 60 @ 65	
Flake white, 14 @ 15	
Grains Paradise, 35 @ 40	
Gelatine, Cooper's, 45 @ 50	
Gelatine, French, 45 @ 50	
Glassware, flint, 65 off by box 55 off	
Glassware, green, 60 and 10 1/2s, 12 @ 17	
Glue, cabinet, 17 @ 28	
Glue, white, 17 @ 28	
Glycerine, pure, 23 @ 26	
Hops 1/2 and 3/4, 25 @ 30	
Iodoform 1/2 oz., 35 @ 40	
Indigo, 85 @ 90	
Insect Powder, best Dalmatian, 32 @ 34	
Iodine, resublimed, 2 @ 3	
Isinglass, American, 1 @ 1.10	
Japonica, 9 @ 10	
Lime, Purple, 10 @ 15	
Lead, acetate, 9 @ 10	
Lime, chloride, (35 lb 10c & 1/2 lb 11c) 10 @ 15	
Lupuline, 1 @ 1.10	
Lycopodium, 35 @ 40	
Madder, best Dutch, 60 @ 65	
Madder, 12 1/2 @ 13	
Manna, S. F., 1 @ 1.10	
Mercury, 50 @ 55	
Morphia, sulph., P. & W., 3 @ 3.50	
Musk, Canton, H. P. & Co.'s, 12 @ 15	
Moss, Iceland, 10 @ 12	
Moss, Irish, 12 @ 15	
Mustard, English, 30 @ 35	
Mustard, grocer's, 10 lb cans, 18 @ 20	
Nutgalls, 20 @ 25	
Nutmegs, No. 1, 75 @ 80	
Nux Vomica, 10 @ 12	

The Michigan Tradesman.

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E. A. STOWE & BRO., Proprietors.

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

WEDNESDAY, APRIL 16, 1884.

THE WHY AND WHEREFORE.

The Reasons for Annulling the Assignment Law.

The *Northwestern Reporter*, a legal journal devoted chiefly to the publication of court decisions, contains in its last issue the opinion of the Michigan Supreme Court in the case of *Risser vs. Hoyt*, from the Kalamazoo circuit, declaring the insolvency law passed at the last session of the Legislature unconstitutional and void. The facts in the case were, briefly: Mumford, in business at Kalamazoo, on Aug. 21, 1882, gave a chattel mortgage on his entire stock to Dayton, cashier of Kalamazoo City Bank, to secure \$2,500, which mortgage was not filed until Oct. 2, 1883. Oct. 6, 1883, Mumford conveyed to his wife a stock of goods at Battle Creek and other property to the amount of several thousand dollars, in payment of an alleged indebtedness to her, and two days after gave and filled another chattel mortgage to Dayton for \$2,372, covering all his stock in Kalamazoo and elsewhere, to secure same debt covered by first mortgage. Oct. 16 Mumford made a general assignment for benefit of creditors to Henry E. Hoyt, subject to the Dayton chattel mortgages, but not including the Battle Creek stock. It was claimed that Mumford was insolvent at the time of making the transfer to his wife and the second mortgage to Dayton, and was legally indebted to various persons, among them *Risser & Reitz*, of Chicago, and *Peter Hayden*, of Detroit, who began suit by petition before Judge Mills, of Kalamazoo, in chambers, claiming that the transfer to Mrs. Mumford was fraudulent, and that the preferred Dayton mortgages were preferences prohibited by the insolvent act, and asking for the appointment of a receiver under the provisions of the act. After hearing the court granted the petition and appointed a receiver. The secured creditors contested these proceedings, and after the order was made appointing receiver took the case to the Supreme Court on certiorari. The case was fully argued in the Supreme Court and the new insolvent law was held constitutional, Judge Champlin giving an exhaustive opinion which would fill nearly six columns of *THE TRADESMAN*—Judges Sherwood and Campbell concurring fully, and Judge Cooley holding the law fatally defective and therefore void, but not assenting fully to the anti-constitutional view.

Official Syllabus of the Opinion.

Act 193, Laws of 1883, relating to insolvents and creditors, being in derogation of the common law, and conferring extraordinary powers on courts and officers, should be strictly construed, and the authority conferred closely pursued.

Section 2 of this act confers on the judge in vacat on power to hear and determine, summarily and conclusively, the questions of the insolvency of the debtor, his preferences made, and his refusal to assign. If the decision is adverse to the debtor, the judge must appoint a receiver, who is commanded to seize all the property of the debtor, including attached or garnished property, and convert it into money to distribute among creditors releasing their claims. No record or minute of the proceedings need be kept, nor need the petition of the judge be filed anywhere. Section 10 authorizes the judge to hear the complaint of any creditors in opposition to the debtor's release; he may allow the debtor to appear, or may proceed without the allegations being controverted, and he may, in his discretion, order all the debtor's property, not exempt by law, to be distributed among the creditors without their filing releases. These provisions conferring such judicial powers on a judge at chambers are in conflict with Article 6, Section 1, of the constitution and are void.

The intent and object of the statute could not be carried out without Sections 2 and 10, and hence the whole act must be held to be unconstitutional and void.

The questions of fact as to whether the petitioners are creditors of the debtor, whether the debtor has given any preferences or has refused to assign, involve valuable property rights, and are proper to go to a jury. The act providing no such recourse, conflicts with the constitutional right of trial by jury.

It is no defense to the foregoing objection that the party holding the attached property may defy the authority of the receiver, and put him to a suit to recover it. If the law is valid, the receiver has right to take the property, and resistance to his authority would tend to provoke breaches of the peace, and subject the parties to the penalties provided by law for such acts.

The fact that courts may send every such case as this by a general rule to a jury, does not secure the right of jury trial to the parties; they only hold it at the discretion of the court.

The hearing before the judge can not be said to be merely preliminary; property is wrested from the debtor, and from attaching creditors, converted into money to be distributed to other parties, and at no later stage in the proceedings is there any final adjudication upon the issues submitted.

Under our constitution, defining the courts and their jurisdictions, and prohibiting them from exercising legislative powers, the circuit courts cannot supplement defects in legislation by a liberal exercise of judicial power and vigorous construction.

In adopting a law from another State it is not necessary to follow always the construction put upon it by the courts of the state from which it is taken.

Judge Campbell's Opinion.

In his concurring opinion, Judge Campbell says:

While I agree with the chief justice and think with him that the statute is fatally de-

fective—employing illegal methods and not providing legal methods, yet I also think with the other members of the court that the statute is radically bad in all its material purposes. It aims at destroying rights which are beyond legislative discretion, and leaves important interests to be governed by no fixed rules, subject to the unregulated will of persons who cannot be lawfully empowered to make their will obligatory on others. The general purpose of this scheme of legislation is beyond the competency of a state legislature. There is no reason to believe that any legislature would designedly adopt a system which would put domestic creditors on a worse footing than foreign. It is manifest, however indirectly it may have been attempted, that a principal purpose of this statute is to discharge debtors from their contracts and to cut off creditors from their rights of action. I think it is at least extremely doubtful whether it is possible in this state to provide for such insolvent proceedings as are substantially bankrupt laws, as it certainly is not possible to evade the provisions forbidding imprisonment for debt. There is no doubt that foreign debts and debts owned by citizens of other states are beyond the reach of any state insolvent laws. Neither can debts already existing be discharged at all in the hands of any one. The suggestion that this law does not impair the obligation of contracts, because it only acts on willing creditors is not even plausible. Creditors are authorized to be brought in whether they will or no, and being in they must lose all their advantages and lose all dividends also, unless they choose to give up their rights as well as their securities. To call such a submission voluntary is an abuse of language. I prefer, therefore, to rest my objections to this law mainly, as my brethren Champlin and Sherwood have, on those radical faults which make the whole theory of the statute a violation of fundamental rights.

A Flood of Counterfeit Currency.

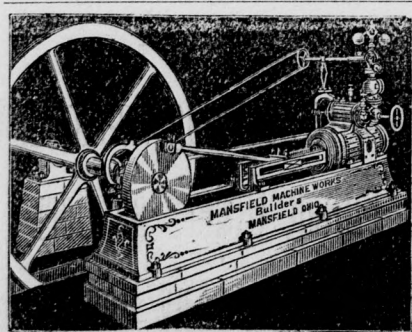
Notice has been sent out from Washington to the effect that counterfeiters are preparing to flood Western cities with bogus silver certificates of the denomination of twenty dollars. The Secret Service division of the Treasury department has been successful in securing one of the counterfeit certificates, but nothing is said in reference to thwarting the designs of the forgers beyond putting the public on its guard. The paper on which the certificates are printed is represented to be rough and greasy, and the issue is an imitation of the series of 1880, and is signed James Gillfillan, treasurer of the United States. The following is a description of the certificate received at the Treasury Department. "There are no distributed fiber or parallel silk threads in the paper, as in the genuine. The words 'Silver Certificate' appear in the panels twice in the upper border on the face of the note. In the panel to the left in the counterfeit letters 'R,' 'T' and 'F' in the word 'certificate' are engraved wrong side up. In the counterfeit there are no periods dividing the initials in B. K. Bruce. On the over left hand corner check the letter 'C' is without the accompanying number, and in the name 'Gillfillan' only the first 'i' is dotted. On the back of the note the word 'taxes' is plainly spelled 'taris' and the word 'engraved' is spelt 'engravod.' The color of the seal is brick red; it should be verging on brown." Those well acquainted with the genuine certificates will not be easily deceived, but in the hurry of business might be imposed upon by the general fair appearance of the bogus issue. By paying attention to the foregoing description, business men and others may guard against loss.

Japan Tea in Disrepute.

From the Cleveland Herald.

"Japan tea is not a favorite in these days," said a grocer. "Ten years ago a rage in its favor set in, and the Japanese tea was called for on all sides. But it fell out of public favor as speedily as it came in. Why? It had not enough of merit to keep it in. The first lots we got from Japan were choice because the growth was small and great attention was paid to its culture, with hopes for the future. But the demand increased in a few jumps, care was abandoned by the growers and the only object sought was to fill the orders. Consequently the Japanese tea that found its way to the American market was a sorry lot. Tea lovers soon found it out and the Chinese stimulant was taken again and found much better. Not only were the old and tough leaves of the tea plant picked at all times of the year, instead of the young green ones of the spring season, but Westera leaves were mixed in with them. When the Japan tea first came here the dried leaves had a delicate olive tint and were long and wiry. Now they are broken and range in color from black to yellow, the result of artificial colorings with various blues, gypsum and soapstone.

A fine lithograph of the celebrated trotting stallion, Jerome Eddy, with every 500 of the Jerome Eddy cigars, for sale by Fox, Musselman & Loveridge, Grand Rapids.



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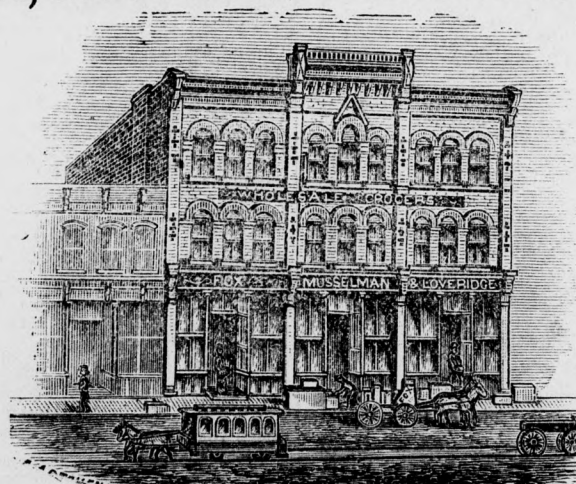
WE SHALL SOON FILL THIS SPACE WITH QUOTATIONS OF INTEREST TO ALL DEALERS. WHEN IN THE CITY DON'T FAIL TO CALL ON US.

Arthur Meigs & Co.

Candy We manufacture all our stock and can always give you the best goods.
Oranges We buy in large lots from first hands and ship only in full car lots. We handle 20,000 boxes of Oranges and
Lemons Lemons in a season and our facilities for buying and handling are unsurpassed.
Nuts We carry a heavy stock of Brazils, Almonds, Filberts, Walnuts, Pecans and Cocoa Nuts, and will sell against any market.
Peanuts We lately bought eight car loads of the best re-cleaned and hand-picked Tennessee and Virginia Nuts, and are prepared to fill the largest orders.

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THE DEAREST TOBACCO

Is a Poor, Common or Low-Priced Article,
As It Gives Neither Pleasure
Nor Satisfaction.

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

WHENEVER IT DISCOVERS AN ARTICLE THAT COMMENDS ITSELF TO THE TASTE AND OTHER SENSES.

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Is Ample Evidence of This. This Concern will Sell over 20,000,000 Pounds of their Favorite Brands this Year; or About

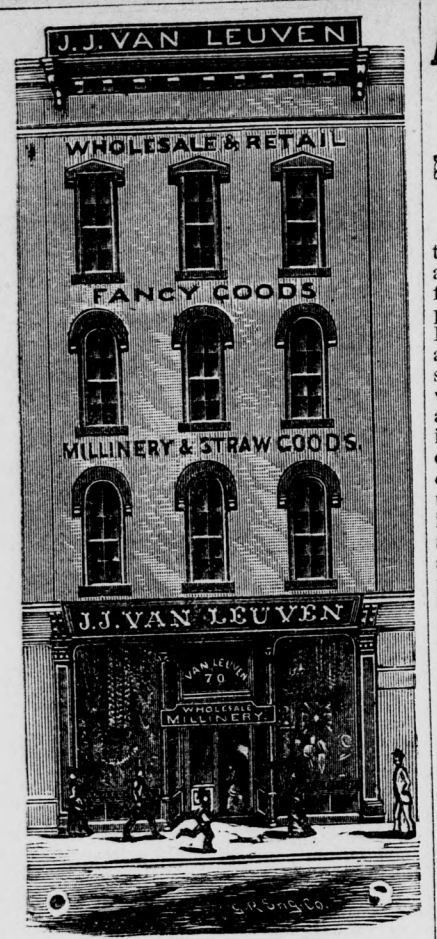
One-Fourth of All the Plug Tobacco Used in this Country!

AND AS THERE ARE BETWEEN 800 AND 900 OTHER FACTORIES IN THE U. S., IT FOLLOWS THAT THEIR GOODS MUST GIVE

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Silks, Satins, Velvets,
Embroidery Materials, Plumes, Flowers,
Feathers & Ornaments, Stamped Goods.

STAMPING PATTERNS
70 MONROE STREET,
GRAND RAPIDS, - MICHIGAN.

TIME TABLES.
Michigan Central—Grand Rapids Division.

GOING EAST.	Leaves.	Arrives.
*Detroit Express.....	6:05 a.m.	12:20 p.m.
*Day Express.....	12:20 p.m.	6:00 p.m.
*New York Fast Line.....	6:00 p.m.	9:20 p.m.
*Atlantic Express.....	9:20 p.m.	
GOING WEST.	Leaves.	Arrives.
*Pacific Express.....	6:45 a.m.	11:20 a.m.
*Local Passenger.....	11:20 a.m.	3:45 p.m.
*Mail.....	3:45 p.m.	10:25 p.m.
*Grand Rapids Express.....	10:25 p.m.	
*Daily except Sunday. *Daily.		
The New York Fast Line runs daily, arriving at Detroit at 12:35 a. m., and New York at 10 p. m., the next evening.		
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.		
The Detroit Express leaving at 6:05 a. m., has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 8:05 p. m., next day.		
A train leaves Detroit at 4 p. m., daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.		
J. T. SCHULTZ, Gen'l Agent.		

Detroit, Grand Haven & Milwaukee.		
GOING EAST.		
*Steamboat Express.....	Leaves.	Arrives.
*Through Mail.....	10:10 a.m.	10:20 a.m.
*Evening Express.....	3:20 p.m.	3:35 p.m.
*Atlantic Express.....	9:45 p.m.	10:00 p.m.
*Mixed, with coach.....		
GOING WEST.		
*Morning Express.....	12:40 p.m.	12:55 p.m.
*Through Mail.....	4:45 p.m.	4:55 p.m.
*Steamboat Express.....	10:30 p.m.	
*Mixed.....	8:00 a.m.	
*Night Express.....	5:10 a.m.	5:30 a.m.
*Daily, Sundays excepted. *Daily.		
Passengers taking the 6:15 a. m. Express make close connections at Owosso for Lansing and at Detroit for New York, arriving there at 10:00 a. m., the following morning.		
Parlor Cars on Mail Trains, both East and West.		
Limited Express has Wagner Sleeping Car through to Suspension Bridge and the mail has a Parlor Car to Detroit. The Night Express has a through Wagner Car and local Sleeping Car Detroit to Grand Rapids.		
D. POTTER, City Pass. Agent.		
THOMAS TANDY, Gen'l Pass. Agent, Detroit.		

Grand Rapids & Indiana.		
GOING NORTH.		
Cincinnati & G. Rapids Ex. 9:02 p.m.	Leaves.	Arrives.
Cincinnati & Mackinac Ex. 9:22 a.m.	10:45 p.m.	9:50 a.m.
Pt. Wayne & Mackinac Ex. 3:57 p.m.	4:45 p.m.	7:15 a.m.
G. Rapids & Cadillac Ac. 7:40 p.m.		
GOING SOUTH.		
G. Rapids & Cincinnati Ex. 6:32 a.m.	Leaves.	Arrives.
Mackinac & Cincinnati Ex. 4:05 p.m.	4:32 p.m.	6:32 a.m.
Mackinac & Pt. Wayne Ex. 10:25 a.m.	12:32 p.m.	
Cadillac & G. Rapids Ac. 7:40 p.m.		
All trains daily except Sunday.		
SLEEPING CAR ARRANGEMENTS.		
North—Train leaving at 4:45 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.		
South—Train leaving at 4:32 p. m. has Woodruff Sleeping Car for Cincinnati.		
C. L. LOCKWOOD, Gen'l Pass. Agent.		

Chicago & West Michigan.		
*Mail.....	Leaves.	Arrives.
*Day Express.....	5:00 a.m.	4:00 p.m.
*Night Express.....	12:50 p.m.	10:45 p.m.
*Mixed.....	8:35 p.m.	6:10 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 10:15 a.m. and 8:35 p. m. trains.		
NEWAYGO DIVISION.		
Mixed.....	Leaves.	Arrives.
Express.....	5:00 a.m.	5:15 p.m.
Express.....	4:10 p.m.	8:30 p.m.
Express.....	8:30 a.m.	10:15 a.m.
Trains connect at Archer avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m. 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.		
J. H. PALMER, Gen'l Pass. Agent.		

ALABASTINE!

Alabastine is the first and only preparation made from calcined gypsum rock, for application to walls with a brush, and is fully covered by our several patents and perfected by many years of experiments. It is the only permanent wall finish, and admits of applying as many coats as desired, one over another, to any hard surface without danger of scaling, or noticeably adding to the thickness of the wall, which is strengthened and improved by each additional coat, from time to time. It is the only material for the purpose not dependent upon glue for its adhesiveness; furthermore it is the only preparation that is claimed to possess these great advantages, which are essential to constitute a durable wall finish. Alabastine is hardened on the wall by age, moisture, etc.; the plaster absorbs the admixtures, forming a stone cement, while all kalsomines, or other whitening preparations, have inert soft chalks, and glue, for their base, which are rendered soft, or scaled, in a very short time, thus necessitating the well-known great inconvenience and expense, which all have experienced, in washing and scraping off the old coats before refinishing. In addition to the above advantages, Alabastine is less expensive, as it requires but one-half the number of pounds to cover the same amount of surface with two coats, is ready for use by simply adding water, and is easily applied by any one.

—FOR SALE BY—
ALL Paint Dealers.

—MANUFACTURED BY—
THE ALABASTINE COMPANY

M. B. CHURCH, Manager.
GRAND RAPIDS, - MICHIGAN.

WESTFIELD WHIPS

L. H. BEALS & SON,
MANUFACTURERS.

OFFICE
—AND—
SALESROOM

NO. 4 PEARL STREET,
GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents.
A. A. CRIPPEN,
WHOLESALE

Hats, Caps and Furs

54 MONROE STREET,
GRAND RAPIDS, - MICHIGAN.

We carry a Large Stock, and Guarantee Prices as Low as Chicago and Detroit.

SEEDS

—FOR THE—
FIELD AND GARDEN,
—AT—
WHOLESALE AND RETAIL,
—AT THE—
SEED STORE,

91 Canal St., Grand Rapids, Mich.
W. T. LAMOREAUX, Agent.

A. H. FOWLE,

PAINTER AND DECORATOR,
—AND DEALER IN—

Artists' Materials!

FINE WALL PAPERS AND
ROOM MOULDINGS,
WINDOW SHADES,
PAINTS, OILS, AND

Glass, Plain and Ornamental
37 IONIA STREET, SOUTH OF MONROE.

JOHN MOHRHARD,
—WHOLESALE—
Fresh & Salt Meats
109 CANAL STREET,
GRAND RAPIDS, - MICHIGAN.

MOSELEY BROS.,
Wholesale
Olover, Timothy and all Kinds Field Seeds
Seed Corn, Green and Dried Fruits, Oranges
and Lemons, Butter, Eggs, Beans, Onions, etc.
GREEN VEGETABLES AND OYSTERS.
122 Monroe Street, Grand Rapids, Mich.

What Grocers Should Know.

Grocerymen, whose business is to buy and sell, who are obliged often to work upon a close margin, who give credit, and who, more or less, buy on time, should have as thorough a commercial education as possible, and should supplement this with a rigid training in the fundamental principles of commercial or business law.

Even the most humble grocer should be familiar with the statutes of limitation; he should understand what contracts may be oral and what contracts must be written; he should be familiar with the principles of law governing the negotiability of bills of exchange and promissory notes, and those for the prevention of fraud; he should be able to define constructive fraud as opposed to actual fraud; should understand the legal nature of a warranty, in order to protect himself against any breach of the same, or to demand and obtain his rights in cases of a breach; he should make a point of knowing something of the statutes of exemption, and should certainly know what are the legal requirements in the formation of co-partnerships, together with the mutual obligations and liability of partners.

There are but few business men, however, who devote much time to studies calculated to render them better fitted for commercial pursuits. We have known hundreds of them who thought that, in an action for the collection of a book account, they had a perfect right to add interest charges; and yet believe that there are thousands to whom a proposition involving a discount and premium would be, as Mrs. Partington might express it, an insoluble problem.

The Boy Was All Right.

From the Detroit Free Press.
A clothing dealer on Jefferson avenue was dancing around the door of his store in a great rage yesterday when an acquaintance halted and asked him the cause of his excitement.

"Why, dot new poy of mine sells a man a hat for a dollar dot vhas marked twelve shillings."

"And you lose fifty cents?"
"Feefty cents! I discharge dot poy so queek his head doan' haf time to swim!"

In the course of an hour the pedestrian was re-passing the store, and, seeing the man at the door with a smile on his face, he asked:

"Well, did you discharge the boy?"
"Dot poy vhas all right, sir. When I comes to inquire into it I doan' let him go if I haf to pay him more wages. He makes a mistake on price, but when he gifts back der change for a ten dollar bill he get me rid of all my trade dollars, and pieces mit holes in 'em."

The Indiana Supreme Court in a recent case laid down as follows the law regarding the choice of remedies at the option of the vendor in the case of a sale of personal property at a stated price where the vendee refuses to accept it: 1. The vendor may store or retain the property for the vendee and sue him for the entire purchase price. 2. He may sell the property, acting as the agent of the vendee for this purpose, and may recover the difference between the contract price and the price obtained on such resale. 3. He may keep the property as his own, and recover the difference between the market price at the time and place of delivery and the contract price.

The value of the porpoise, from a commercial standpoint, is about \$25 each. They average in weight about 300 pounds, nearly all of which, it is claimed, can be utilized. The blubber yields a fine quality of oil, suitable for tanning and lubricating purposes, said to be superior to that of whale. There is also a still more valuable oil extracted from the jaw of the fish used by watch-makers. The skin makes an excellent leather, soft, pliable and waterproof, more durable than the best French calf. The refuse yield a valuable phosphate. A company is being organized at Cape May to engage in the catching of porpoise.

Percale shirts will be much worn this season. Some of these are shown in delicate shades, such as pink, with plain bosoms. Small plaits, a quarter of an inch in width and slightly overlapping are seen. This is a revival of an old fashion. Colored shirts show an infinite variety of effects, the designs in many cases bearing a strong resemblance to the handkerchief patterns. The demand for these shirts has opened well, and bids fair to be better than ever. The French designs are the most sought by the best trade.

To clean buckskin mittens, chamois skins, and like articles, the following will be found useful: Make a weak solution of weak soda and warm water, rub plenty of soft soap in the leather, and let it remain in soak for two hours, then rub well until quite clean. Rinse well in a weak solution of soda and yellow soap in warm water, but not in water only, else it dries hard. After rinsing, wring well in a rough towel and dry quickly, then pull it about and crush it well until soft.

Starch may be made to give a gloss to linen in several ways. If a lump of sperm from the end of a sperm candle, as large as a hickory-nut, be put in the starch the linen will show a fine finish when ironed. Some use gum arabic. Dissolve an ounce of the white gum in a pint of water, strain and bottle it. A tablespoonful of this added to the starch will give it a laundry gloss upon ironing.

Try the celebrated Jerome Eddys. The finest 10 cent cigar in the market. For sale by Fox, Musselmau & Loveridge.

A General Merchant.

From the Allen Advocate.
L. C. Tucker will trade lumber for any kind of produce, would also trade for a plug horse.

"How do you like the squash pie, Alfred?" asked a young wife of her husband a few days after marriage. "Well, it is pretty good, but—" "But what? I suppose you started to say that it isn't as good as that which your mother makes." "Well, yes, I did intend to say that, but—" "Well, Alfred, your mother made that very pie and sent it to me."

It is believed that malaria on the banks of streams where saw mills are located is largely caused by the decomposition of the sawdust, bark and small fragments of wood that are thrown into the water as the easiest way of disposing of them. In New York it is proposed to prohibit by statute the throwing of these articles into streams by mill-owners.

Many of the mills throughout the country are changing their business from the manufacture of cotton and woolsens to worsteds. It is said that there is more money in the latter business, and the manufacturers can always secure a market for their products.

"No," said Fitskin, "I don't think I shall ever try to join the Masons. It's too dangerous." "Dangerous! How?" "Oh, you see we hear about so many murders in the first, second and third degrees that I don't dare to try it."

Boralumine is unexcelled by any other wall finish on the market.

The newspaper columns headed "Born," "Married," and "Died," have been variously paraphrased in the Far West. One paper has it "Hatched, Matched, and Despatched," and another "Buds, Blossoms, and Cypress."

Complete assortment of fishing tackle at Calkins Bros., 97 Ottawa street.

Advertisements to the effect that certain tailors have full stocks of "fall and winter woolsens" should now be changed. Some papers have them still standing.

Smoke the celebrated Jerome Eddy Cigar, manufactured by Robbins & Ellicott, Buffalo, N. Y. For sale by Fox, Musselmau & Loveridge, Grand Rapids, Mich.

The trade of the Boralumine Co. is increasing very rapidly showing that the merits of the article are appreciated. Send for samples and prices.

St. Louis will turn out 25,000,000 pounds of manufactured tobacco this year, on which it is said the jobbers will make more than \$1,000,000.

Reduction in wages of the operatives in the Canadian woolen mills are the order of the day.

Mississippi cane fishing poles \$4 per hundred at Calkins Bros. Good length and selected.

Try Boralumine. Any one can use it.

JORDAN Pneumatic Washer

The best thing of the kind in the market! Washes clothes in half the time of other machines. Simple in Construction and Operation. For sale for \$5 apiece by the manufacturer.

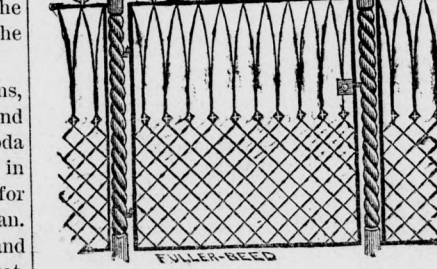
H. CLUFF,
Grand Rapids, Mich. Town and county rights for sale.

F. J. DETTENTHALER

Successor to H. M. Bliven,
—WHOLESALE—
OYSTERS
AND CANNED GOODS.

Agent for Farren's Celebrated "F" Brand Raw Oysters.
117 MONROE STREET,
GRAND RAPIDS, - MICH.

Grand Rapids Wire Works



Manufacturers of All Kinds of
WIRE WORK!
92 MONROE STREET.

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.
Incorporated Dec. 10, 1877—Charter in Force for Thirty Years.

LIST OF OFFICERS:
President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; I. N. ALEXAN-
DER, Lansing; U. S. LORD, Kalamazoo; H. E.
MEER, Bay City.
Secretary and Treasurer—W. N. MEREDITH,
Detroit.
Board of Trustees, For One Year—J. C. PON-
TUS, Chairman, S. A. MUNGER, H. K. WHITE
For Two Years—D. MORRIS, A. W. CULVER.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF
BOOTS & SHOES,

River Boots and Drive Shoes, Calf and Kip Shoes for Men and Boys, Kid, Goat Calf Button and Lace Shoes for Ladies and Misses are our Specialties.

Our Goods are Specially Adapted for the Michigan Trade.
14 and 16 Pearl Street, Grand Rapids, Mich.

JENNINGS & SMITH,

PROPRIETORS AND MANUFACTURERS OF



Jennings' Flavoring Extracts
AND DRUGGISTS' AND GROCERS' SPECIALTIES.
20 Lyon Street, GRAND RAPIDS, MICHIGAN.

CLARK, JEWELL & CO.,

WHOLESALE
Groceries and Provisions,

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,
GRAND RAPIDS, - MICHIGAN.

Spring and Summer Hats and Caps

—I WOULD CALL THE ATTENTION OF MERCHANTS TO MY—
Spring Styles of Fine Hats,
Spring Styles of Wool Hats,
Spring Styles of Stiff Hats,
Spring Styles of Soft Hats,
Wool Hats \$4.50 to \$12 per Dozen,
Fine Hats 13.50 to \$36 per Dozen,
Straw Hats for Men,
Straw Hats for Boys,
Straw Hats for Ladies,
Straw Hats for Misses.

Hammocks Sold by the Dozen at New York Prices!!
—LARGE LINE OF—
Clothing and Gent's Furnishing Goods,
otonade Pants and Hosiery.

DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN AND UPWARDS.
Call and get our prices and see how they will compare with those of firms in larger cities.

I. C. LEVI.
36, 38, 40 and 42 CANAL STREET, - GRAND RAPIDS, MICHIGAN.

Fruit & Produce at Wholesale

Choice Butter, Eggs, Cheese, Buckwheat Flour,
Maple Syrup, Jellies, Foreign and Domestic Fruits
and Vegetables, and Sand Refined Cider.

Careful Attention Paid to Filling Orders.
M. C. Russell, 48 Ottawa St., G'd Rapids.

Castor Machine Oil.

The Castor Machine Oil contains a fair percentage of Castor Oil and is in all respects superior as a lubricator to No. 2 or No. 3 Castor Oil. The

OHIO OIL COMPANY
Is the only firm in the United States that has succeeded in making a combination of Vegetable and Mineral Oils, possessing the qualities of a Pure Castor Oil. It is rapidly coming into popular favor. We Solicit a Trial Order.

Hazeltine, Perkins & Co., Grand Rapids.

The Michigan Tradesman.

BAD POLICY.

The Plan of Selling So-Called "Leaders."

"Give me seven pounds of brown sugar," said an old lady to a grocer, in whose store we happened to be, the other evening. "Anything else?" asked the grocer. "No, not this evening," was the reply. "Then I can't sell you the sugar," he said.

The old lady seemed to have met with a similar experience before and went out without a word. "What on earth did you do that for?" we asked of the grocer.

"Cause its business. Why? Well, I'm not merely selling sugar at cost as nearly every one in the business does, but have cut prices down below my competitors and am making a leader of it. So you see there is no use in my selling a person nothing but sugar."

Now, this we regard as extremely bad policy. It may drive away custom instead of attracting it. In the present instance, it is true, the dealer said that the old lady who he so sharply refused was in the habit of shopping around and buying only such articles as were used by the different grocers for leaders. Of course, under the circumstances, there was nothing to be made by selling her. But we maintain that a grave mistake might be made in this way. For instance, a newcomer to the neighborhood receiving such a rebuff would assuredly never enter the store again, and thus a profitable customer might be lost.

The whole plan of selling so-called "leaders" is a mistaken one as carried on by most grocers. Just here is where many grocers make a mistake. They will cut down on one article in order to draw new trade, but mark up on others which, of course, repels buyers. The main idea of a leader is to bring strangers into your store, and this is a strong point to gain. But they must see something more than the leader there to bring them back again. If a customer can see no advantage to be gained by changing from one dealer to another it is only natural that he will cling to his old grocer.

It may be advisable to make a slight reduction on one article in order to attract buyers, but it will totally fail of good results if other goods are not sold at proportionately low rates. The article offered at a special bargain should be sold only in specified quantities, but under no circumstances should that amount be refused. To refuse it not only subjects the grocer to the charge of impoliteness, but is also extremely bad policy.

Took an Inventory.

In January last a good old-fashioned dealer in dry goods, groceries, hardware and pretty much everything else, in the central portion of the State, decided to take an inventory for the first time in twenty-one years. About the time it was completed a commercial traveler for a house in this city happened along, and asked him how he came out.

"Well, it's kinder dubious," was the reply.

"How?"

"Why, I fell short of my estimate of stock by about \$3,000."

"And don't you know how to make your figures come out even?"

"I confess I don't."

"Well, all you have to do is to mark everything up twenty per cent."

"General Jackson?" gasped the old man; "but I kicked around in bed for three straight nights and never thought of that! That's the way, of course, and up goes the price of calker and flatirons."

Too Thin for Anything.

A new kind of advertising has lately come into vogue among the drug trade, which is as ridiculous as it is sensational. The peculiarity of the new method is that the advertiser announces the quantities of a few items in stock, which invariably amount to more than the entire stock carried. For instance, a Detroit jobbing house occupies the entire page of a local trade publication with an enumeration of the paints, oils and painters' goods in stock, whereas the aggregate of their worth is more than the entire stock carried by the house. The craze seems to have spread to the retail trade, as a small concern in a neighboring town is advertising the amounts of patents in stock, claiming that the balance of the stock is as complete in every respect. As a matter of fact, the patents advertised amount to more than the druggist paid for the whole stock about a month ago, and he has not added much since the purchase. Brag is sometimes a good dog, but there is such a thing as carrying it too far.

Take to it as a Necessity.

From the Northwestern Lumberman. THE MICHIGAN TRADESMAN, published at Grand Rapids, Mich., comes to us in a quarto form. The paper is young, but the business men of Michigan already take to it as a necessity. The news it contains is of an exceptionally reliable character. All of this is easily accounted for, from the fact that its editor, Mr. E. A. Stowe, is a bright, conscientious newspaper man, and doesn't know what it is to let work alone.

One of the Best in Its Sphere.

From the Fremont Indicator. THE TRADESMAN, published at Grand Rapids, is one of the neatest printed and best in its sphere to be found anywhere. Every business man should take it.

Fremont Facts.

From the Indicator. Stephen Gross has abandoned the harness business.

William Gerber started for Washington Territory last week.

Agents of the wholesale houses are coming in on almost every train.

Our grocers have shipped away a good deal of hen fruit lately.

John Dubois is preparing to erect another building, 24x30, east of the brick.

A new stock of groceries is to be opened up in the Freehling building next week.

Angus McDonald will have his hotel in good running order by the first of May, larger and better than before the fire.

James Gibson sold about 300 car loads of staves last week, to Boston parties, realizing something over \$10,000 by the transaction.

Good Words Unsolicited.

H. Freeman, grocer, Mancelona: "It is a good one, and what all merchants want."

Parkhurst & Clark, druggists, Middleville: "Your paper is read with more than ordinary interest by us."

A. C. Lewis, general merchandise, Lake City: "I think your paper is a good one. Wish you the best of success."

F. B. Watkins, general dealer, Monterey: "Nice, spicy little sheet, but not good to get in the hands of h Grangers."

R. W. Coy, general dealer, Spencer Creek: "I take several other papers, among them the Free Press and Inter Ocean, but I find myself picking up THE TRADESMAN to read first. As I could not well spare it, I enclose the dollar, which I should have sent before."

P. Van Riper, druggist at Onondaga, has sold out.

A. B. Bossman, hardware dealer at Hamilton, has sold out.

There is a great demand for store buildings in Charlevoix.

John A. Swan, of Kent City, will shortly open a harness shop at Newaygo.

The Rockford Register refers to Henry Spring as "the dry goods prince."

Mr. and Mrs. W. Dockerey have engaged in the millinery business at Rockford.

Hardwood timber is arriving at Howard City by rail for shipment to Europe.

Miss Kate Jones, formerly at Baldwin, has engaged in the millinery business at Big Rapids.

A. O. Van Dyk, general dealer at Moor-deloos, Ottawa county, has sold out to John Meijering.

Dexter & Noble, Elk Rapids, have purchased 64,000 cords of wood the past winter, mainly for furnace use.

T. Veenstra has engaged in the grocery business at 149 Spring street. Fox, Musselman & Loveridge furnished the stock.

D. P. Clay will erect a brick warehouse, near his pail and tub factory at Newaygo, to be used for storing purposes. It will be 40x100 feet in size.

The Tecumseh Herald thinks that nineteen out of twenty farmers in Lenawee county must buy seed corn for this spring's planting.

Constantine boasts a wealthy citizen who steals his newspaper reading and buys a fur cap or other winter garments in the spring because they are cheapest at that season.

"Will you have an orange or a fig?" inquired Dr. Jackson of a fine little boy somewhat under the weather. "A fig," answered the child with alacrity. "No fever there," said the doctor, "or he would have certainly said an orange."

Calkins Bros., wholesale and retail dealers in gun goods and fishing tackle. Agents for gun and blasting powder, fuse, etc.



SEED CORN

We offer a choice lot of Early Red Cob Dent Corn, and the Round Yellow or Yankee Corn, Clover and Timothy, Hungarian, Red Top, Millet, Spring Wheat Seed Oats, Peas, Beans, Genuine White Star Seed Potatoes. In fact every seed usually kept in stock at a Seed Store, at wholesale and retail.

W. T. LAMOREAUX, Agent,

91 CANAL STREET, GRAND RAPIDS, MICHIGAN.

HAZELTINE, PERKINS & COMPANY, WHOLESALE DRUGGISTS,

42 and 44 Ottawa St., and 89, 91, 93 and 95 Louis St., Grand Rapids, Mich.

IMPORTERS AND JOBBERS OF

Drugs, Medicines, Chemicals, Paints, Oils, Varnishes, Glassware,

And Druggists' Sundries. Also Manufacturers of

Fine Pharmaceutical & Chemical Preparations.

U. FEETER,

36 South Division Street, Grand Rapids, Mich.

Dealer in

All Kinds of Country Produce

—Also—

STAPLE AND FANCY GROCERIES,

CANNED AND DRIED FRUITS.

EGGS AND BUTTER

A Specialty. Pays Cash on Receipt of Property.

Buyers of Eggs by the Crate or Barrel will be supplied at the lowest Wholesale Price with Sound, Fresh Stock. This House does not handle Oleomargarine, Butterine or Suine.

Telephone Connection.

ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

Horse, Wagon and Stack Covers, Flags, Banners, Etc.

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, MICHIGAN.

Send for Prices.

GRAND RAPIDS

Flower Pots and Hanging Vases

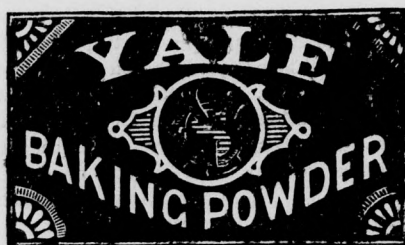
MANUFACTURED FOR

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

HAND OR MACHINE MADE POTS FOR SALE BY THE PACKAGE OR REPACKED TO ORDER.

Sold at Manufacturers' Prices. Send for Price List at once for the Spring Trade.



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

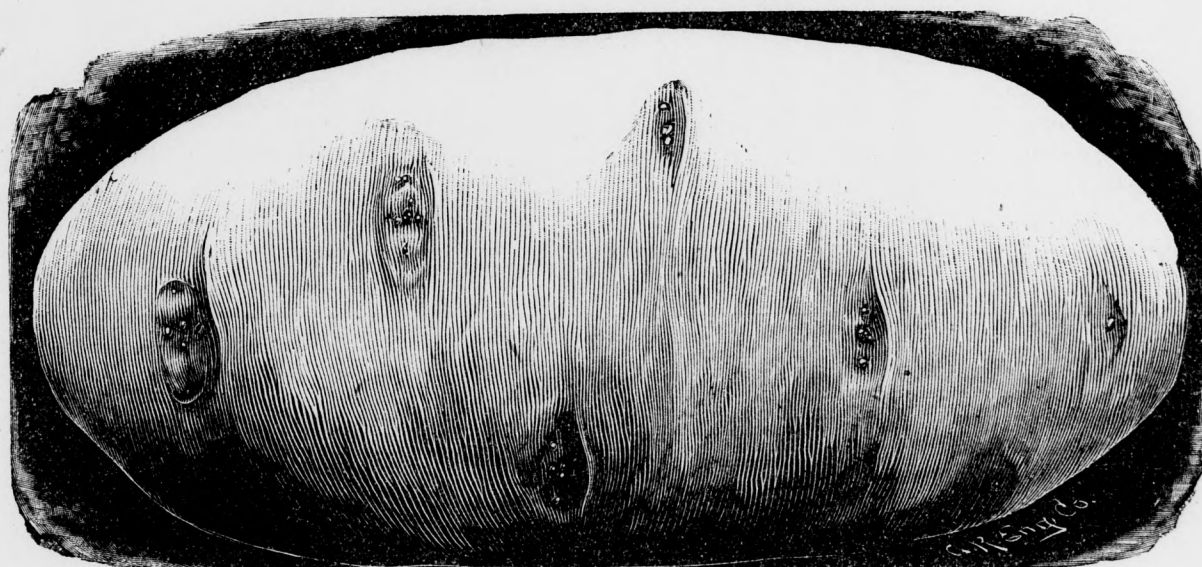
BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



THE "WHITE STAR"



POTATO.

To Gardeners and Farmers.

About two years ago, Mr. Marshall Buchanan, Postmaster at Ensley, Newaygo County, Michigan, sent to D. M. Ferry & Co., the well known seed firm of Detroit, for one-half bushel of the celebrated White Star potatoes, for seed purposes. The potatoes were procured, and planted by the undersigned, and the result was one gratifying beyond measure. The second planting yielded 7,000 bushels of as fine potatoes, for size, color and quality, as were ever seen in the State. They were pronounced by all who tried them of the very finest flavor.

YIELDING FAR BETTER THAN ANY OTHER VARIETY KNOWN

to this section of the country, never troubled with blight, and very seldom showing a bug of any sort. Such is the universal testimony as to the merits of the White Star Potato, all agreeing that they have never met its equal for endurance, productiveness, and fine eating qualities. All farmers and gardeners are interested in these facts, and all who have seen the White Star Potato, and tested it, are united in its praise, and others will find it to their profit to make inquiries.

We are now making a specialty of handling this splendid potato, and are prepared to supply patrons at a price which, a reference to all seed catalogues and the regular price lists, will show to be a great reduction from the ruling prices. We make this liberal offer to patrons:

We will furnish the White Star Potatoes at the rate of \$1.00 per bushel, and will allow a liberal discount to dealers. We will also furnish, at cost prices, all barrels sacks or bags, or patrons may send their own, addressed to Ensley & Son, Maple Hill, Mich. Orders may be sent to either Ensley & Son, Ensley Postoffice, Mich., or to O. W. Blain, General Agent, Grand Rapids, Mich. All addresses should be written out plainly, to prevent mistakes. Patrons should also furnish us with their names and postoffice addresses, and state to what railroad station they wish to have their shipments made. Orders will be filled promptly, and must be accompanied by the money, New York draft, money order, or registered letter.

Readers are cordially invited to refer to Marshall Buchanan, Postmaster at Ensley, Mich.; C. J. Burch, Postmaster, and N. W. Mather, Banker, Howard City, Mich., for the truth of all of the above statements regarding the superior quality and extraordinary yield of the White Star Potatoes. We warrant these potatoes, all that has been represented, and true to name.

B. ENSLEY & SON, Growers, Ensley Postoffice, Newaygo County, Michigan.

FOR FULL PARTICULARS AND TERMS TO DEALERS, ADDRESS

O. W. BLAIN, General Agent,

PRODUCE COMMISSION MERCHANT, Eagle Hotel or 152 Fulton Street, GRAND RAPIDS, MICHIGAN.

C. P. BIGELOW, RISING SUN YEAST

—WHOLESALE DEALER IN—

SURGICAL INSTRUMENTS

—AND—

APPLIANCES,

NO. 8 CANAL STREET,

GRAND RAPIDS, MICHIGAN.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.



BEST ON THE MARKET. EVERYONE USES IT. Sold by all Wholesale Grocers. Factories, Seneca Falls, New York.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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