

The Michigan Tradesman.

VOL. 4.

GRAND RAPIDS, WEDNESDAY, JULY 27, 1887.

NO. 201.

HIRTH & KRAUSE, LEATHER And Shoe Store Supplies.

SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dressings, etc. Write for Catalogue.
118 Canal Street, Grand Rapids.

SEEDS

Garden Seeds a Specialty.
The Most Complete Assortment
in Michigan. Don't Buy until
you get my prices.

ALFRED J. BROWN

Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm

WAGONS!

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

We carry a large stock of material, and have
every facility for making first-class Wagons
of all kinds.
Special attention given to Repairing,
Painting and Lettering.
Shops on Front St., Grand Rapids, Mich.

WANTED.

Butter, Eggs, Wool, Potatoes,
Beans, Dried Fruit,
Apples and all kinds of
Produce.

If you have any of the above goods to
ship, or anything in the Produce line let us
hear from you. Liberal cash advances
made when desired.

Earl Bros., Commission Merchants,

157 South Water St., CHICAGO.
References: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

SEEDS

FOR EVERYBODY.
For the Field or Garden.

If you want to buy
Clover,
Timothy,
Hungarian,
Millet,
Orchard Grass,
Kentucky Blue,
Red Top,
Seed Oats,
Rye,
Barley,
Peas,
Onion,
Ruta Baga
Mangle
OR
Wurzel,

Anything in the Line of SEEDS,
Write or send to the

Seed Store,

71 CANAL ST.,
W. Y. LAMOREAUX.

FURNITURE TO ORDER.

Anything or everything in the
line of Special Furniture, inside
finish of house, office or store,
Wood Mantels, and contract
work of any kind made to order
on short notice and in the best
manner out of thoroughly dried
lumber of any kind. Designs
furnished when desired.

Wolverine Chair Factory,
West End Pearl St. Bridge.

CHURCH'S Bug Finish!

READY FOR USE DRY.
NO MIXING REQUIRED.

It sticks to the vines and finishes the whole
crop of Potato Bugs with one application; also
kills any Curculio, and the Cotton and Tobacco
worms.
This is the only safe way to use a Strong
Poison; none of the Poison is in a clear state,
but thoroughly combined by patent process
and machinery, with material to help the very
fine powder to stick to the vines and entice
the bugs to eat it, and it is also a fertilizer.
ONE POUND will go as far as TEN POUNDS
of plaster and Paris Green as mixed by the
farmers. It is therefore cheaper, and saves
the trouble and danger of mixing and using
the green, which, needless to say, is dangerous
to handle.

Bug Finish was used the past season on the
State Agricultural College Farm at Lansing,
Michigan, and, in answer to inquiries, the
managers write: "The Bug Finish gave good
satisfaction on garden and farm." Many un-
solicited letters have been received praising
Bug Finish.

Burlew & Star, hardware dealers at Coldwater,
Mich., write as follows under date of May 14:
"We sold 2,100 pounds of 'Bug Finish' last
year. It is rightly named 'Bug Finish,' as it
finishes the entire crop of bugs with one applica-
tion. We shall not be satisfied unless we sell
three tons this year, as there is already a
strong demand for it. Please send us ten bar-
rels (3,000 pounds) at once."

Guaranteed as represented. Cheaper than
any other Mixture used for the purpose.

MANUFACTURED BY
Anti-Kalsomine Co., Grand Rapids.

EDMUND B. DIKEMAN

THE GREAT
Watch Maker
AND
Jeweler,

44 CANAL ST.,
Grand Rapids, - Mich.

HENRY J. HARTMAN, FOUNDER,

GRAY IRON CASTINGS A SPECIALTY.
Send for Estimates.
71 South Front St., Grand Rapids, Mich.

CINSENC ROOT.

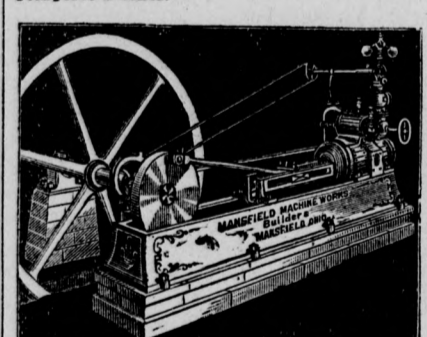
We pay the highest price for it. Address
Peck Bros., Druggists, Grand Rapids, Mich.

JUDD & CO., JOBBER'S OF SADDLERY HARDWARE And Full Line Summer Goods.

102 CANAL STREET.

PORTABLE AND STATIONARY ENGINES

From 2 to 250 Horse-Power, Boilers, Saw Mills
Grist Mills, Wood Working Machinery, Shaft-
ing, Pulleys and Gears. Contracts made for
Complete Outfits.



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

To Cigar Dealers

Realizing the demand for, and knowing
the difficulty in obtaining a FIRST-CLASS
FIVE-CENT CIGAR, we have concluded
to try and meet this demand with a new
Cigar called

SILVER SPOTS

This Cigar we positively guarantee a
clear Havana filler, with a spotted Sumatra
Wrapper, and entirely free from any arti-
ficial flavor or adulterations.

It will be sold on its merits. Sample or-
ders filled on 60 days approval.

Price \$35 per 1,000 in any quantities.
Express prepaid on orders of 500 and more.
Handsome advertising matter goes with
first order. Secure this Cigar and increase
your Cigar Trade. It is sure to do it.

GEO. T. WARREN & CO.,
Flint, Mich.

STEAM LAUNDRY,

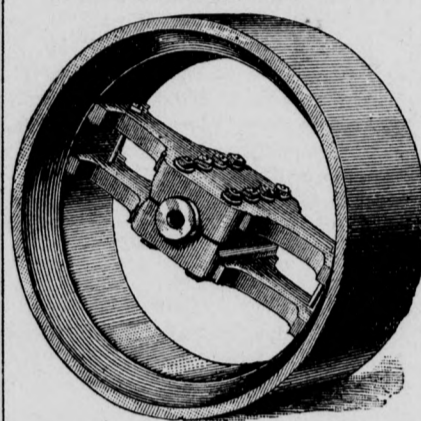
43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.
WE DO ONLY FIRST-CLASS WORK AND USE NO
CHEMICALS.

Orders by Mail and Express Promptly At-
tended to.

HESTER & FOX, Manufacturers' Agts. for

Saw and Grist Mill MACHINERY

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



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

WRITE FOR PRICES.
130 Oakes St., Grand Rapids, Mich.

V. R. STEGLITZ, Proprietor of

Eaton Rapids Cigar Factory.
Manufacturer of the following popular
brands:

S. & M. CRICKET.

ROSA DORA.
V. R. S.
Dealers not handling any of above brands
are solicited to send in a trial order.

Eaton Rapids, - Mich.



EATON & LYON,

Importers,
Jobbers and
Retailers of

BOOKS,

Stationery & Sundries,
20 and 22 Monroe St., Grand Rapids, Mich.

CHARLES A. COYE, Successor to

A. Coye & Son,
DEALER IN

AWNINGS AND TENTS

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

Flags & Banners made to order.
73 CANAL ST., - GRAND RAPIDS.

H. H. FREEDMAN & CO.

Manufacturers and Jobbers of

CIGARS

Factory No. 26, 4th Dist.

76 S. Division St., Grand Rapids.

M. B. M. A. New Constitution Proposed for the State Body.

The following draft of constitution and
by-laws for the Michigan Business Men's
Association, to conform to the new incor-
poration law, will be presented at the Sep-
tember convention at Flint:

CONSTITUTION.

ARTICLE I—NAME.

The name of this organization, which is
duly incorporated under Act No. 191, Ses-
sion Laws of 1887, shall be the Michigan
Business Men's Association.

ARTICLE II—OBJECTS.

The objects of this Association shall be to
unite the local business organizations of
Michigan in a compact body and assist in
furthering the aims sought to be accom-
plished; to reform trade abuses; to disseminate
useful information; to influence legislation
in the interest of business men; to secure
reasonable transportation charges; to induce
equitable insurance rates and settlements;
to assist in the prevention of delinquency
and the collection of debts; to encourage the
cultivation of a spirit of fraternity among busi-
ness men; to raise the standard of business
men and business methods; to assist in fur-
thering such other aims and objects as may here-
after be deemed desirable for the best inter-
ests of the business public.

ARTICLE III—MEMBERSHIP.

This Association shall be composed of
such local organizations as have aims and
objects in common with those stated in Ar-
ticle II, which have affiliated with this body
by securing a charter and paying such per
capita dues as may hereinafter be prescribed.

ARTICLE IV—OFFICERS.

Section 1—The officers of this Association
shall consist of a President, First Vice-Presi-
dent, Second Vice-President, Secretary,
Treasurer and an Executive Board of five
members, of which the President and Secre-
tary shall be two. These officers shall be
elected annually by ballot and shall hold
office until their successors are elected.

Section 2—The President shall, before the
close of each annual meeting, announce a
Committee on Trade Interests of three mem-
bers and a Committee on Legislation of
three members.

ARTICLE V—DUTIES OF OFFICERS.

Section 1—The President shall preside at
all meetings, if present. At the annual
meeting he shall present a report of the pro-
ceedings for the year, its present condition
and any suggestions for its future manage-
ment which may be gained from his experi-
ence. He shall be *ex-officio* member of all
committees, shall see that all officers and
committees perform their duty, and shall,
through the Secretary, call together the Ex-
ecutive Committee at any time deemed ex-
pedient.

Section 2—In absence of the President,
the First Vice-President shall preside.

Section 3—In the absence of both Presi-
dent and First Vice-President, the Second
Vice-President shall preside.

Section 4—The Secretary shall receive all
money due the Association from any source
and pay the same to the Treasurer, taking
his receipt therefor; keep a record of all
meetings of the Association and the Execu-
tive Board and cause a full report of the
same to be prepared for publication; issue
votes on the Treasurer for all bills ap-
proved by the Executive Board; conduct all
official correspondence; act as Secretary of
the Executive Board and *ex-officio* member
of all committees; have charge of the books,
papers and other property of the Associa-
tion; notify all committees of their ap-
pointment and the proper officers of each
auxiliary association of all regular and
special meetings of the Association, at
least four weeks in advance of meeting; also
perform such other duties as may be re-
quired of him by the Executive Board,
which shall decide upon a suitable compen-
sation for his services.

Section 5—The Treasurer shall receive all
moneys from the Secretary, giving his receipt
therefor; pay all bills on the presentation
of vouchers signed by the President and
Secretary; preserve such vouchers and all
bonds and securities belonging to the Associa-
tion; make a full report of receipts and
disbursements whenever required by the
Executive Board; to whom the report shall
be referred for approval; furnish such bond
as the Executive Board shall require; at the
expiration of his term of office, he shall turn
over to his successor all the books and
property of the Association.

Section 6—The Executive Board shall
have general management of the Associa-
tion and shall have charge of all matters
pertaining to the Association not otherwise
assigned; shall compile and publish a State
delinquent list; shall investigate all applica-
tions for charters and report thereon; shall
audit all bills against the Association; and
examine the reports of the Secretary and
Treasurer at each regular meeting.

ARTICLE VI—DUTIES OF COMMITTEES.

Section 1—The Committee on Trade Inter-
ests shall report at each meeting such
observations and information upon that sub-
ject as may seem to them of interest to the
Association.

Section 2—The Committee on Legislation
shall have charge of all attempts to combat
injurious, or secure favorable, legislation;
shall report at each annual meeting what,
if any, legislation affecting business men
has been secured and submit such recom-
mendations in regard thereto as shall appear
to them to be proper.

ARTICLE VII—MEETINGS.

Section 1—Regular meetings shall be held
at least once a year, at such time and place
as the Association or Executive Board may
designate.

Section 2—Special meetings may be held
on the vote of the Association or the call of
the Executive Board.

ARTICLE VIII—REVENUE.

The revenue of this Association shall be
raised by the sale of charters and *per capita*
dues for each member of auxiliary associa-
tions in such amount as may hereafter be
prescribed.

ARTICLE IX—AMENDMENTS.

Amendments to this constitution and by-
laws may be submitted in writing at any
session, to be voted upon at a succeeding
session. Amendments receiving a two-

thirds vote shall become a part of the con-
stitution.

ARTICLE X—BY-LAWS.

By-laws not in conflict with this constitu-
tion may be established for the government
of the Association on the two-thirds vote of
the members present at any session.

BY-LAWS.

ARTICLE I—QUORUM.

Twenty delegates shall constitute a quo-
rum.

ARTICLE II—REPRESENTATION.

Representation in the conventions of this
Association shall be on a delegated basis,
each auxiliary association in good standing
being entitled to one delegate for each ten
members or fraction thereof. All delegates
must be furnished with credentials, signed
by the President and Secretary of the local
body.

ARTICLE III—HOW TO JOIN.

Local organizations desiring to affiliate
with this Association may do so by ratify-
ing this constitution and by-laws, remitting
to the State Secretary a charter fee of \$3
and *per capita* dues of 25 cents per annum,
accompanied by a copy of the local constitu-
tion and by-laws. In case said application
is accepted by the Executive Board, a charter
will then be forwarded by the State Sec-
retary, and after filing the articles of Associa-
tion with the county clerk of the county
in which the association is situated the local
body will then be duly incorporated and en-
titled to all the privileges and protection of
the State body. *Per capita* dues on new
members shall be remitted as soon as they
are admitted.

ARTICLE IV—ARREARAGE.

Any local association failing to remit the
per capita dues on or before October 1 of
each year shall be debarred from the privi-
leges of the Association until such remis-
sion is made. The collection of an associa-
tion three months in arrears for dues
shall cease.

ARTICLE V—PROCEDURE.

Questions not governed by the constitu-
tion and by-laws shall be decided according
to Roberts' Rules of Order.

ARTICLE VI—NOTIFICATION SHEETS.

The State Secretary shall issue a monthly
sheet, giving the names and addresses of
delinquents who have changed residence,
and he shall mail each local association as
many sheets as it has auxiliary members.
Secretaries of local associations shall
promptly communicate to the State Secre-
tary the names of delinquents who have
left their jurisdiction or recently become
residents thereof.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.

Written Especially for THE TRADESMAN

I have yet, and shall always have, a ten-
der recollection for the old-fashioned coun-
try store of my boyhood. I have seen, in
later years, the magnificent temples of
trade that adorn the great cities of America,
yet among them all there was none that
awakened the profound admiration that
filled me when my youthful eyes rested on
that little, low, weather-beaten building.
The marvels of merchandise piled story up-
on story in Stewart's retail dry goods pal-
ace were passively interesting, but their
splendor paled when I looked back on the
few pieces of calico and denims and bed-
tick that were carelessly mingled on the
shelves of that country store.

The four-corners store of to-day conveys
to the casual observer no impression of its
ancient predecessor. It may contain a het-
erogenous collection of the commodities of
trade, but they are usually arranged in "de-
partments." It may be small and low, but
it is "smart" inside and out with paint and
decoration, and its front of modern-sized
glass gives it almost a metropolitan air
when contrasted with the seven-by-nine
window of the pioneer trader. It lacks,
moreover, the dense surrounding of primeval
forest, the primitive language and clothing
of customers, and the almost total absence
of money among its frequenters.

The character of the country trade of the
present time is materially different from
that of thirty years ago. In those days
black strap molasses and brown sugar were
about the only "sweets" obtainable. Occa-
sionally a few loaves of white sugar deco-
rated the ceiling, but it was only used on
rare and momentous occasions. Tea and
coffee were very sparingly purchased and
were usually "kept for company." Arti-
cles for illuminating purposes were rarely
handled, because nearly every family used
the home-made tallow dip. Saleratus made
from potash was a staple, but soda and bak-
ing powders were unknown, and a case of
canned goods would have occasioned more
curiosity than a circus. The fine cut trade
was in its feeble infancy, and the chewer
contented himself with limited supplies of
black twist. Cigars were sometimes seen
in the possession of travelers, but it was an
exceptionally reckless and extravagant na-
tive that ever indulged in one.

I sometimes wonder whether the females
of the pioneer days were of the same flesh
and blood as these of the present time. It
seems almost incredible that a woman could
do her ordinary housework, and yet find
time to assist in harvest, and clothe a half
dozen strapping boys in homespun and
home-made garments, yet even three de-
cades ago this was a common occurrence,
and a custom so prevalent that tailors and
clothing dealers were seldom seen outside
the large villages and cities. In the coun-
ty where I temporarily resided, some

The New Hampshire Savings Banks.

The annual report of the New Hampshire
bank commissioners shows a further in-
crease in the loans made at the west by the
institutions under their supervision. The
savings banks of the state have deposits
amounting to \$50,822,762 or \$3,670,206
more than a year ago. Of this amount
\$15,506,150 is loaned on western farm or
city mortgage security, while the sum so
loaned has increased during the year by
\$3,020,227. This matter of western farm
loans is the most noteworthy feature of the
New Hampshire savings bank system.
The prevailing policy has often been criti-
cised, but the annual returns show that it is
profitable, and experience so far also indi-
cates that it is safe.

Something Requiring Attention.

"O, mother, what do you think," inquired
a High School girl, "our minister has an
amanuensis."
"You don't say," replied the old lady,
with much concern. "Is he docterin' for
it?"

five years before the war, the merchant ex-
perimented with a small invoice of clothing,
and it was only the "flush times" of '63 and
'64 that enabled him to realize on his in-
vestment.

Credit in these days was the main-spring
of country trade. The dealer, once a year,
made a long and perilous journey to "the
East," and purchased his stock for the en-
suing twelve months. He gave his notes
at three, six, nine and twelve months, and
returning home, disposed of his commodi-
ties to be paid for "after harvest." As a
matter of policy he took butter and eggs in
exchange, but counted himself exception-
ally fortunate if he found an opportunity,
occasionally, to dispose of them at cost.
His goods reached him by a series of trans-
fers from canal to steamboat, steamboat to
railroad, and railroad to wagons, and, when
he finally succeeded in collecting sufficient
funds to meet his paper, he paid a round
amount to equalize the difference between
Eastern and Western currency.

Some time ago I was talking with a gen-
tleman who was one of the business pioneers
of Western Michigan, and who always has
a store of reminiscences on tap.

"Yes," he remarked the old-fashioned
country store was a novelty in its way, but
one not to be compared for a moment to the
old-fashioned country bank. A banking
institution, and especially one that issues
currency, always conveys to one's mind the
impression that it is one of the leading fea-
tures of a flourishing and enterprising town.
You'd soon expect to find a fashionable
milliner in the middle of an unsettled West-
ern prairie as a bank of issue, yet some-
thing like thirty-five years ago I visited an
institution of this kind that was situated
five or six miles from any other building,
and in the midst of a dense wood. I had
sold some land to a new comer, who, as I
afterwards found, had made a nice little
speculation by trading off gold for wild
cat bills. The bulk of the "moneys" which
he paid me was issued by a concern whose
name I have forgotten, but I remember that
there was a long sounding title, with a
'Canal' and 'Plank Road' sandwiched in
somewhere. I proposed to put the amount
received into goods, but I knew 'twould be
of no earthly use taking the rags East, so I
went down to Grand Rapids to trade them
for something negotiable. I found only
one man who would accommodate me, and he
wanted a twenty-five per cent. share. As
youngsters say now-a-days, I 'kicked.' I
asked the man if he didn't think the bank
would do better by me, and he grinned and
said he didn't know; perhaps, but that was
a long way off.

"Well, to make a long story short, I
found about where I wanted to go, hired a
horse, and after traveling nearly all day,
over a misnamed road, and getting lost sev-
eral times, I found the 'bank.' It was lo-
cated in a poorly-constructed log-house, and
under the management of a rough look-
ing, slovenly dressed squatter, who, with
his wife, were the only human beings in
several square miles of uncleared land.
After assuring myself that I was wide
awake, and hadn't been misdirected, I made
my business known, and asked the factorum
of the establishment what he would sell me
gold for and take his bills in exchange. He
very quietly and candidly informed me that
he hadn't seen a dollar's worth of gold in a
year, but he'd give me the pick of half a
dozen Michigan banks, and he named them,
and trade currency even up.

"As the matter, in any event, couldn't
well be worse, I finally 'swapped' for
another variety of wild cat, and as it was now
getting dark, I made arrangements with the
women to stay over night. In the morning
I offered her a dollar bill on her own 'bank,'
which I happened to have left, but she de-
murred, but gratefully settled for a Mexican
quarter.

"When I got back to Grand Rapids, I
sought out my broker and submitted a new
bundle of rags for inspection, and he said
as a matter of accommodation he would give
sixty per cent. for the lot, but he'd much
rather I'd try some other party; but, as 'the
other party' didn't materialize, I had to ac-
cept the offer."

The New Hampshire Savings Banks.

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A JOURNAL DEVOTED TO THE
RETAIL TRADE OF THE WOLVERINE STATE.

E. A. STOWE, Editor.

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

WEDNESDAY, JULY 27, 1887.

Poets and romancers delight to dwell on the weird appearance of deserted mining camps, but no bard has yet turned his attention to a subject equally as desolate and suggestive—a deserted lumbering town. There are scores of such localities in Northern Michigan, one of which is thus described by the *Cadillac Democrat*:

Round Lake is situated on the Missaukee branch about eight miles northeast of here, on the county line between Missaukee and Wexford. The lake from which the town takes its name is about a mile broad and prior to six years ago lay wrapped in the solitude of a trackless pine forest, visited only by hunters and venturesome berry-pickers, and was a very beautiful and romantic place. In 1881, E. J. Copley built a mill and some camps on the shore of the lake, where a thriving town soon sprang up. Copley soon added another mill to its industries and transferred the first to Cobbs & Mitchell. This soon afterwards burned, but another was erected on its site, while Copley's second venture became the property of O. S. Whitmore & Co. On the failure of that firm, it fell into the hands of Cummer & Son, and was soon afterwards taken out. Incidentally, the town had a single mill, a planing mill, and several stores, all of which have long since ceased to be, except McNitt Bros.' grocery, which remained until the general exodus of the last few weeks. All of the timber belonging to Cobbs & Mitchell in that vicinity having been sawed, the mill has been closed, and the inhabitants have packed up and gone in search of pastures new. The total amount saved by Cobbs & Mitchell was 50,166,387 feet. Most of the mill men have taken positions in the company's mill in this city, while C. J. Hollihan with a small crew of men has remained to ship out the lumber. Like Nasby, Hollihan is postmaster also.

The judges of the State courts of New York have released from the custody of the Immigration Commissioners a number of persons who came to this country by the aid of the local governments in the British Islands. They were not quite destitute of funds, having been supplied with a sum which put them outside the list of paupers. On this ground, the courts held that the Commissioners had exceeded their powers in detaining them. Under this decision the guardians of the poor in any British parish or Irish union of parishes may delete the number of the poor they must have in charge, by getting them across the water with a pittance in their hand. They could not send them on the same terms to a neighboring parish or "union." The British law of settlement foisted upon Ireland also in 1835, authorizes the guardians of any parish to send home to their own parish any poor persons whom they judge likely to become in need of aid from the poor rates. Under this system the poor of the United Kingdom are practically serfs, *ascripti glebae*, bound to the soil of the manor in which they were born. But they can be shipped to America, and we have no such safeguard against it as every English parish has against every other. And yet one of the English newspapers stigmatized the detention and return of assisted immigrants as an unchristian proceeding.

There is little demand for the fool-killer this season, so far as the wool liar is concerned, as the latter individual is not abroad to any great extent. So long as there was money in wool the man who purchased 100,000 pounds considered it incumbent upon him to assert that he had handled an even million. A poor season, so far as profits are concerned, has turned the tables on the buyers, in consequence of which no one is willing to admit that he has purchased any more of the staple than is really the case.

The celery growers and shippers of Kalamazoo have organized an association for the purpose of securing uniformity in price and quality, every member having agreed to forfeit \$250 in the event of his breaking any of the provisions of the association. The price for the present is fixed at 20 cents per dozen for good marketable celery, but second grade may be sold on consignment, either by grower and shipper. The organization will have a tendency to stiffen prices and prevent the glutting of this and other markets.

The success attending the picnic of the Greenville Business Men's Association, as depicted in another column, should stimulate other associations to follow in the same footsteps. In no way can so much good be done as to close all places of business for a day, or half a day, and indulge in an old-fashioned basket picnic. THE TRADESMAN hopes to hear of more events of this character before the season is over.

Having failed to arouse any enthusiasm over the proposed abolition of adulterated goods by act of Congress, THE TRADESMAN suggests that the leaders of the movement turn their attention to the abolition of hot weather by the same means. One project is about as sensible as the other.

The Pittsburg *Grocer* says a lazy man has no business in a grocery store. THE TRADESMAN is inclined to the opinion that a lazy man has no business anywhere.

Dr. N. J. Aiken once failed with \$19,000 liabilities and \$1,200 assets, but his record has been beaten by Lord Colin Campbell, an alleged English gentleman who recently won rather dubious distinction through the medium of a divorce suit. The official statement of his affairs puts his liabilities at \$78,110 and his assets at \$550. Lord Campbell is entitled to the belt.

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

J. P. Warner has engaged in the grocery business at Shelby. Olney, Shields & Co. furnished the stock.

Amos S. Musselman & Co. expect to be able to get into their new location on South Ionia street in about two weeks.

M. A. Van Drezer has engaged in the grocery business at Saranac. Cody, Ball, Barnhart & Co. furnished the stock.

McNitt Bros., general dealers at Jennings, have put in a grocery stock at Cadillac. Arthur Meigs & Co. furnished the stock.

H. H. Freedman & Co. have begun packing and shipping their cigar stock and expect to have the same open for business, in connection with their factory, at Reed City, the latter part of the week.

Curtiss & Dunton have nearly completed arrangements with a practical roofer of long experience, by which they will engage in the gravel roof business under a firm style to be hereafter agreed upon. Under this arrangement, they will take contracts anywhere in the State, furnish the material, sending a man to do the mechanical part of the work, and stand back of the job with a strong guaranty.

AROUND THE STATE.

Oden—J. W. Luce has put in a stock of groceries.

Flint—W. J. Walters has sold his restaurant to Cross & Ingalls.

White Cloud—J. R. Campbell has sold his boot and shoe stock.

Morenci—H. S. Cole succeeds H. S. Cole & Bro. in the drug business.

Jackson—M. E. Calkins succeed Fuller & Calkins in the grocery business.

Fremont—G. E. Hain succeeds Hain & Todd in the flour and feed business.

Manton—H. D. Calkins, late of Buffalo, has engaged in the jewelry business.

Lake Linden—Leopold & Hanauer succeed F. Weiber & Co. in the meat business.

Ironwood—Thomas & McCabe succeed H. W. Weedon & Co. in the drug business.

Iron River—The John McDonald Mercantile Co. succeeds John McDonald in general trade.

Bessemer—Frank Jones and L. M. Watson, late of Fremont, have opened a drug store.

Charlotte—Lundy F. Mikesell succeed Mikesell, Jerrie & Co. in the grocery business.

Carson City—Geo. F. Fowler has sold his restaurant and confectionery stock to Mrs. Sargent.

Holland—R. Weertman, the baker, was recently married to Miss Delia Movjia, of Grand Rapids.

Jackson—Howard & Solon succeed Howard & Maguire in the wholesale and retail oyster business.

Adrian—Chamberlain & Co. succeed Plunkett, Chamberlain & Co. in the tobacco and cigar business.

Clio—Hubble & Dixon will succeed A. B. Gould in general trade and the furniture business on August 1.

Waldron—Miss Mary Meredith has purchased the millinery and dressmaking establishment of Mrs. A. B. Stevic.

Mears—The H. Cockell general stock has been foreclosed on chattel mortgage, held by Wm. M. Hoyt & Co., of Chicago.

Muskegon—John H. DuBois has bought the meat market of J. Bierema, at the corner of First street and Clay avenue.

Ravenna—Fred. Hoogstraal has purchased the grain elevator of Mr. Vyn. The latter will devote all his time to wheat buying at Conklin.

Saranac—E. P. Gifford has sold the dry goods and grocery stock formerly owned by Gifford & Van Drezer to S. R. Gorham, who will continue the business.

Ewart—Frank Hibbard has sold his drug, book and stationery stock to Geo. N. Bruce, formerly with E. D. Hawley, at Stanton. Hibbard will go to California and engage in fruit raising.

Lakeview—H. P. Norton & Son have bought H. N. Youngman's bazaar stock—not furniture stock, as reported last week—and consolidated the same with their jewelry stock. Mr. Youngman will continue the furniture business the same as before.

STRAY FACTS.

Jackson—Another coal mine has been opened in a good vein.

Menominee—A loan and building association has been organized.

Muskegon—D. L. Root succeeds Root & Co. in the bottling business.

Shelby—Rankin & Dewey have shipped 122 carloads of lumber since January 1.

Marshall—Shippers are on the point of chipping in for the erection of a new elevator.

Sault Ste. Marie—The Citizens' Improvement Committee has resolved itself into a Board of Trade.

McMillan—William Lock, a clerk who recently fell a victim to lottery speculating, has drawn \$15,000.

Lawrence—The business men have chipped in \$150 to help the railroad company build a decent depot at that place.

New Era—Paton & Andrus have cut out

all their logs, about two and one-half million feet, and are now shipping the lumber.

Frankfort—A salt vein has been struck in A. G. Butler's test well at a depth of 1,410 feet. It yields about 20 per cent. salt. Drilling will be pushed until the rock salt bed is reached.

Detroit—John Hollinsburg, engineer for Glover & Allen, the manufacturing chemists, lighted a match the other day to look for a leak in the niter still. When the noise of the explosion died away, Hollinsburg was found badly burned, but his recovery is assured.

MANUFACTURING MATTERS.

Muskegon—The Muskegon hame factory turned out 9,000 hames last week.

Big Rapids—C. W. Doe will shortly engage in the manufacture of brooms.

Marshall—The Edgerton coffin factory will be ready for business in about two months.

Buchanan—The Buchanan Windmill Co. has sent a consignment of windmills to Australia.

Muskegon—Jacob Barry has bought the interest of Michael Schmall in the Lake-side Ironworks for \$6,000.

Muskegon—The Muskegon Car Works are under contract to build 1,000 cars and to do so must have another 100 men.

Lowell—The Star Cutter Co. has 11,000 cutters now completed and expects to have 20,000 in stock by the time snow flies.

Indian River—Stephen Kissinger, general dealer, recently caught one hand in the saw of his mill, completely severing two fingers.

Eaton Rapids—Rapelje & Delbridge succeed the Eaton Rapids Manufacturing Co. in the manufacture of sash, doors and blinds.

Manistee—The Manistee Iron Works Co., tired of doing business in leased premises, will shortly begin the erection of a new shop, 55x200 feet in dimensions.

East Tawas—Sibley & Bearinger are having erected at their mill a huge burner 100 feet in height and weighing some twenty-five tons, which will be used for burning refuse material.

Detroit—Fred S. Elwell, Frank S. Ring and Ford Starring have organized the Elwell Manufacturing Co., with a capital stock of \$10,000, to engage in the manufacture of boxes and baskets.

Cheboygan—John and Andrew Murray have sold their interest in the foundry and machinery firm of Murray & Rich to Thos. J. Shellhorn, late of Calumet. The business will be continued under the style of Shellhorn & Rich.

Albion—The Gale Manufacturing Co. has been re-organized and the stock is now all held by seven men, who will push things vigorously. They are H. K. White, G. H. Gale and H. R. Stoepel, of Detroit; Horatio Gale, A. J. Gale, F. A. Alsdorf and R. C. Lesley, of Albion.

Purely Personal.

W. T. Hess, of Perkins & Hess, has gone to Boston to close up the season's wool business.

Mrs. Myron S. Goodman has gone to Traverse City to spend a month or six weeks with friends.

W. E. Withey, salesman for Foster, Stevens & Co., is spending a week among the Northern resorts.

F. B. Kelley, of the Cadillac clothing firm of W. R. Dennis & Co., put in a couple of days at this market.

M. E. Haskell, the Traverse City book-seller and stationer, put in Sunday at this market, and left for home on Monday.

W. B. Loveland has secured a patent on a bow-facing, automatic-feathering oar, invented by his nephew, W. L. DeGraff, and will place the same on the market.

Miss Olive Lindley, for several years cashier in the grocery department of the Hannah & Lay Mercantile Co., at Traverse City, has taken the position of cashier with Spring & Company.

Oscar D. Fisher, manager for Arthur Meigs & Co., is spending a week at Macatawa Park, where his family is staying during the heated term. His place is taken in the store by Jas. D. Wadsworth.

Dr. C. S. Hazeltine has returned from Boston, where he attended a meeting of the Directors of the Peninsular Novelty Co. He says that Bell Telephone shrinks into insignificance in comparison with Peninsular.

Frank Hamilton, President of the Michigan Business Men's Association, passed through the city Thursday on his way to Chicago, and spent a couple of hours with friends here on his way home Saturday morning.

F. H. Spencer, the Saranac druggist and grocer, was in town last Friday. Mr. Spencer knew Grand Rapids thirty years ago, but it is difficult for him to discover any resemblance between the village of that period and the city of to-day.

Chas. S. Wilcox and A. B. Johnson and Ben E. West, of Lowell, have returned from San Diego, Cal., where they made somewhat extensive investments in real estate. Johnson and West will close out their business interests at Lowell immediately and return to the coast and Wilcox will follow them in the fall.

John Cozens, the Cow Boy coffee roaster for Ed. Telfer, is the recipient of a handsome prairie dog puppy from a friend at Marysville, Kansas. He has a full-grown animal of the same species and a half-grown Rocky Mountain wolf. All he now needs to render his happiness complete is a mustang pony and an Indian to scalp.

Chas. F. Rood, of the firm of Foster,

Stevens & Co., is spending a fortnight on Mackinac Island. C. C. Philbrick, of the same firm, leaves about August 1 for a month's recreation on the south side of Long Island. Sid. F. Stevens will take a well-earned rest later in the season, putting in a month or six weeks at New York and other seaboard cities.

Jas. C. Darragh, formerly of the Stockwell & Darragh Furniture Co., but now a prosperous real estate operator at Kansas City, passed through the city Saturday night on his way to Harbor Point, where his family is spending the heated term. Mr. Darragh has sold his stock in the American Patent Dressing Case Co. to Jos. Penny and will retire from the vice-presidency of that corporation.

Gripsack Brigade.

Steve Sears is taking in the Northern Indiana trade this week.

J. H. Brown, State agent for P. Lorillard & Co., put in a couple of days at this market last week.

Jas. A. Crookston has returned from the East, greatly improved in health, and is out on the war path again.

Geo. F. Owen and wife have hied themselves away to the Northern resorts, where they will spend ten days or two weeks.

L. L. Loomis has gone to Minneapolis in hopes of recovering his health. His place on the road has been taken by Robert Porter.

Geo. B. Chapman, otherwise known as Napoleon Bonaparte, has severed his connection with Henry C. Meyers, of New York, to go on the road for Ed. E. Mohl.

Muskegon News: Steve A. Sears says that there is no place like Muskegon for pleasant weather and brisk trade. Stephen, like all other discriminating traveling men, is in love with this city.

Instead of going to Cape Cod, as has been their usual custom every summer, Frank E. Chase and family are spending the heated term at Elk Rapids, the guests of H. H. Noble and family.

Chas. W. Leggett, traveling representative for Franklin, MacVeigh & Co., Chicago, has purchased a fruit farm on the lake shore, six miles from Fennville, and moved his family there last week.

An exchange says: "The traveling men of Grand Rapids who refused to be classed as drunkards, gamblers and libertines, as they were asserted to be by the *Telegraph-Herald*, stood up and were counted. There were 278 of them."

In answer to an anxious enquirer, and in order to allay further apprehension on that point, THE TRADESMAN is authorized to state that the King's Jester—otherwise known as Geo. Owen—will accompany the traveling men on their picnic down the river.

Decline of the Knights of Labor.

From every quarter comes confirmatory reports to the statement of an extraordinary defection from the ranks of the Knights of Labor. How serious this may be judged when upon semi-official information it is stated that during the last twelve months the order has decreased from 1,000,000 members to less than 600,000—a loss of fully 40 per cent. In all of the great centers the defection has been the largest. Whole trades have surrendered their charters in New York and Chicago. It is estimated that where the local assemblies attached to districts 57 and 24 numbered 38,000 members they could not muster 18,000 to-day in good standing. The result of the stock yards strike last year was to decimate No. 57 almost beyond belief, and while No. 24 has not suffered so badly its treasury tells an unmistakable tale of mismanagement and distress. A year ago district No. 24 had \$2,600 to the good. To-day it is nearly that figure behindhand.

There are many reasons for the decline of the order. Its aim was too ambitious, not to say utopian. It proposed within the republic to erect a central organization that should practically assume the duties of government over a vast body of citizens. While professing to have no political ambition or meaning, by the simple force of gravitation it found itself drawn into politics. Among the professed objects of its creation were the discouragement of strikes, the encouragement of arbitrations, the inculcation of principles of economy, intelligence, temperance, and morality among workmen. With admirable professions it won universal commendation and waxed strong and powerful. But its rapid growth proved its weakness. The character of its central governing body did not keep pace with the immensity of the interests involved.

While it had ample facilities for increasing its membership, it was utterly without such a system of legislative and executive representatives as could insure the capacity to cope with the exigencies arising in such a heterogeneous body. Having declared against strikes it was forced into maintaining some it disapproved and ordering others which some of its members considered doubtful. It denounced the "boycott" generally and placed no interdiction upon its destructive abuse by local assemblies and districts. With strange fatality the central organization bought and furnished most extravagant headquarters for itself in Philadelphia. The general master workman's salary was increased from \$1,500 to \$5,000 during the incumbency of Mr. Powderly, and other salaries of central officials increased. The salary of \$5,000 for the head of an organization numbering a million members, although really inadequate to the position and ability required, caused more dissatisfaction than would be supposed. The spirit of socialism in the order dwelt upon the extravagance of such a sum. The disastrous failure of the longshore strike in New York last year, which involved several weeks' wages to 100,000 men, was a hard blow to the Knights of Labor from without, and the dissensions provoked and fostered by the home club have weakened it from within. The order may survive, but it will only be after a thorough re-organization and with reconstructed principles and a more representative and powerful central executive.

D. McLeod & Co., Middleton: "We like THE TRADESMAN and look for it as we do for our meals. It is a bright, new way trade paper. We prefer it to all others."

VISITING BUYERS.

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

- Eli Runnels, Corning.
- Sidney Steier, Alleghenia.
- Geo. W. Bevins, Tustin.
- R. D. McNaughton, Coopersville.
- Fred. Voorhorst, F. Voorhorst & Co., Over-Isle.
- Wm. Moody, Pentwater.
- Geo. N. Reynolds, Belmont.
- A. Oppenheimer, Bangor.
- F. G. Thurston, Lisbon.
- Jay Mariatt, Berlin.
- J. A. Shattuck, Sand Lake.
- Geo. F. Stark, Cascade.
- Hoag & Judson, Canonsburg.
- W. H. Wheeler, Cedar Springs.
- C. Stoecking, Grattan.
- J. M. Reed, Grattan.
- G. E. Coburn, Pierson.
- S. Sheldon, Pierson.
- C. E. Manly, Kinney.
- J. P. Cordes, Alpine.
- W. S. Root, Tallmadge.
- Gus. Begman, Bauer.
- W. W. Forrester, Pierson.
- J. E. Edwards, O'Donnell.
- J. P. Dwinell, Cayuga.
- H. W. Potter, Jenisonville.
- S. S. Waldo, Ganges.
- Nevins Bros., Moline.
- J. M. McLellan, Denison.
- J. C. Drew, Rockford.
- R. G. Smith, Wayland.
- John Guntra, Lamont.
- M. Minderhout, Hanley.
- John Spring, Spring & Lindley, Bailey.
- H. VanNoord, Jamestown.
- John Kamp, Zutphen.
- L. M. Wolf, Hudsonville.
- Geo. F. Stark, Cascade.
- G. H. Remington, Jamestown.
- J. A. Shattuck, Sand Lake.
- Wm. Vermeulen, Beaver Dam.
- J. D. Davis, Bangor.
- E. H. Haskell, Traverse City.
- G. M. Huntley, Reno.
- Herman Thompson, Canada Corners.
- A. W. Blain, Dutton.
- G. E. Coburn, Pierson.
- Rice & Lilley, Coopersville.
- L. A. Scoville, Clarksville.
- F. Stadt, Spring Lake.
- H. Colby, Rockford.
- A. & E. Bergy, Caledonia.
- G. N. Reynolds, Belmont.
- Jno. Danstra, Gitchell.
- M. E. Snell, Wayland.
- J. F. Hacker, Corinth.
- C. K. Hoyt, Hudsonville.
- A. C. Barkley, Crosby.
- McGowan, Jenisonville.
- Cole & Chapel, Afton.
- G. Ten Hoer, Forest Grove.
- S. Bitely, Sparta.
- Welzy Bros., Lamont.
- Morley Bros., Cedar Springs.
- Herder & Lahuis, Zeeland.
- J. V. Cranfill & Son, Sand Lake.
- N. Bourne, Fishersville.
- James P. Warner, Shelby.
- M. Cannon, Mecosta.
- W. H. Strunk, Forest Grove.
- Nelson P. Miller, Lisbon.
- L. N. Fisher, Dor.
- M. P. Shields, Hilliards.
- J. M. Reid, Grattan.
- Parkhurst Bros., Nunica.
- S. Sheldon, Pierson.
- Mrs. L. Knowles, Volney.
- R. H. Pariah, Grandville.
- J. C. Bentow, Canonsburg.
- Dr. Henry Lever, Newaygo.
- J. B. Watson, Coopersville.
- E. E. Kelley, W. R. Dennis & Co., Cadillac.
- Frank Hamilton, Hamilton & Milliken, Traverse City.
- F. H. Spencer, Saranac.

Some Recent Publications.

"The Crusade of the Excelsior" is a new story by Bret Harte, whose writings are always welcomed by hosts of readers. It is written in his own inimitable style and is one of his longest works. Published by Houghton, Mifflin & Co., N. Y.

"Bacon's Dictionary of Boston," with a historical introduction by Geo. E. Ellis, D. D., L. L. D., is an excellent reference book for anyone interested in "The Hub" to possess. It is modelled upon the well-known "Dictionary of London" and "Dictionary of Paris." It is a veritable encyclopedia of knowledge concerning Boston, and the information is methodically arranged. Much history is spread through the pages, with descriptions and statistics. Great attention is given to accuracy of statement, with conciseness and condensation. There are more than twelve hundred titles, arranged alphabetically, which include all of the local objects of interest; the government of the city; mercantile, literary, charitable and social societies, its customs, observances and commemorations, etc., etc. Published by Houghton, Mifflin & Co., N. Y.

"The Shaybacks in Camp; Ten Summers Under Canvas." The above is the title of a charming summer book which contains many practical suggestions for spending one's vacation in a healthful and agreeable manner. The story is one of the ideal family camp, and the scene is laid on Lake Memphremagog. Houghton, Mifflin & Co., N. Y., publishers.

The Hardware Market.

Nails are firm. An advance has been made by Eastern jobbers, also at Detroit, but Grand Rapids quotations remain unchanged. Bar iron is stiffening, owing to an advance of \$1 per ton at the factory. There is no change in glass, although salable sizes are very firm. The new screw list has been adopted by all the manufacturers. The discount remains unchanged. Sisal and manilla rope are weakening, but no change in price has yet been made.

W. H. Chilson & Son, general dealers, West Sebewa: "Valuable paper."

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MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two cents a word for three insertions. No advertisement taken for less than 25 cents. Advance payment. Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—New stock of groceries and fixtures situated at 115 Broadway. Call and examine stock or address A. Kenyon, Grand Rapids, Mich. 1887

FOR SALE—\$200 stock of drugs and groceries at a sacrifice, in a good little town of life and energy. Also store building and house and lot. Will exchange real estate for farm property. Address G. & D., care Tradesman. 1887

FOR SALE—At a bargain, 80 acres of choice farming land situated in township of Clearwater, county of Kalamazoo, on north 1/4 of southwest 1/4 of section 24, in town 28, north of range 8 west, with 18 acres improved. Frame barn 26 x 36 and small house. For terms of sale apply to Perry Hannah or Smith Barnes, Traverse City, Mich. 1887

FOR SALE—A good-paying hardware business in a thriving Michigan village. Will sell stock or tinner's tools, with or without the building. Will invoice about \$2,000. Good reasons for selling. Address "Tinmith," care The Tradesman. 1887

FOR SALE—120-acre farm, with the house and other buildings, three miles north of Coopersville. The best orchard in Ottawa county. Price \$7,000 cash. Address, for particulars, E. A. Stowe, Grand Rapids, Mich. 1887

FOR SALE—Cheap—Portable saw mill in good running order. Capacity 25 M pine lumber per day. Gang edger, saw dust carrier, and life rollers. For further particulars enquire of J. F. Clark, Big Rapids, Mich. 1887

FOR SALE—Fine residence property on Mount Vernon street, west side, with bath room, closets and all modern conveniences, for sale for \$5,000 cash, or will trade for stock of general merchandise or goods in any particular line. Address N. A. Fletcher, Houseman Building, Grand Rapids. 1887

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 1887

FOR SALE—Two store corners, three sets scales, six tea cases, six spice cans, one small coffee mill and two shoe-c

GREAT IS GREENVILLE.

The Business Men's Association the Prince of Entertainers.

Wednesday, July 20, was a great day in the history of Greenville, and in the honors of that day the B. M. A. bore no inconspicuous part. When it was announced that a picnic was to be given under the auspices of the Association, little attention was paid to the matter; but when the particulars began to be known, considerable comment was heard. Following the announcement that everything was to be free and that farmers, mechanics—everyone, in fact—were invited to attend, came the statement that the event would be celebrated by the closing "of all stores, banks, offices, mills and factories," a statement which seemed well-nigh incredible. No one could doubt that the programme was carried out to the letter, however, after glancing down Greenville's principal business street on the day in question. Every place of business except the hotels, saloons and postoffice were as dark and uninviting as closed curtains and locked doors could make them. The quietude of a Sabbath was nothing compared to the deserted appearance of Greenville on July 20.

An entirely different aspect met the eye at Baldwin Lake, about a mile distant from the city. The desolation of deserted streets was changed to the babel of a thousand voices. People flocked here and there, in utter oblivion of anything but the enjoyment of the moment. Staid farmers and their wives exchanged news and gossip with representatives of the professions and the mechanic mingled with the merchant with as much freedom as if they had always moved in the same circle. There was no restraint—no reminder of class difference—no admission of inequality on the part of anyone. The picnic meant the extinction of ill-feeling between business men and the annihilation of class prejudice between business men and their patrons. It meant, moreover, that the Association would thenceforth have the support of the best people of the community in seeking to extinguish the dead-beat, to curtail the credit system, to build up both city and country by all the weapons wielded by a people united for a common aim and actuated by a common impulse.

It is estimated that 1,000 people had reached the scene of festivities by 11 o'clock and that the crowd two hours later numbered at least 2,000. Dinner was served about noon, enlivened by sallies of wit and music by the Greenville band, after which President Sprague called the assemblage to order and welcomed the visitors in the name of the Association, asking them to partake of every pleasure without stint and price. Referring to the work accomplished by the Association during its nine months' existence, the speaker said he was satisfied that there was some misapprehension as to the real objects of the Association. It is not a secret organization, any person being admitted to its deliberations. It is not conducted in opposition to any secret society or church. It is simply a combination of business men to protect themselves against those who are trying to ruin them. The dead-beat is not a person who cannot pay, but who can pay but wont. Without the Association such a person can beat every man in the town. The Association does not intend to wrong any man. If a case of injustice can be shown, the officers will see to it that the matter is made right. It will readily be seen that such an organization will be a great benefit to every honest man, as it enables him to get his goods without contributing to the payment of anyone else's debts.

Mr. Sprague then introduced C. L. Rarden, Prosecuting Attorney of Montcalm county, who spoke as follows:

We meet here to-day in friendly communion to from new associations and renew the old and forge still stronger the golden bands of friendship and social union. Here amidst nature's beauty, of which she is ever prodigal, midst rolling hills and forests green, amidst fern decked dales and shimmering lakes, amidst sighing winds and songs of birds, to drive dull care away, exorcise corroding sorrow and be children again just for to-day.

The business men of Greenville greet you all and extend to you the right hand of fellowship, hoping and trusting that the occasion may be productive of mutual benefits growing out of mutual confidence and a more thorough understanding between them and their patrons.

We are well aware that it is charged that the Business Men's Association of Greenville is resorting to harsh and cruel methods for the collection of claims—that the Association was conceived in selfishness, organized in heartlessness and is perpetuated in cruelty. This view of the organization could only come from the direst ignorance of its purposes and methods. In every organization, even the church, may be found individuals who employ its livery to cloak their baseness and as an engine for the gratification of spite, hate and revenge, but the individuals are at fault and not the organization.

The real purpose of this Association is not only to promote the interests of our merchants but to protect the whole people from professional "dead-beats" and peripatetic knaves, who go from place to place as the exigencies of their nefarious calling demand, and only when their wiles and dishonest trickery fail them engage in honest toil and pay for the necessities of life like honest men. These barnacles on the body politic, these leeches on the prosperity of every community are a curse to the great mass of laboring men and hang as dead weights on the industrious and thrifty.

Any merchant will tell you that it has been a necessity all through his business life to add a certain per cent. to the price of his wares to make up the deficit caused by losses from persons whose chief means of livelihood consist in false pretenses and who eat the bread and wear the gown paid for by the sons of honest toil. Thus the honest man must pay more for the necessities of life because the plausible scoundrel pays nothing. The suppression and

extirpation of these parasites will not only be a benefit to the merchant, but a lasting blessing to every honest man.

No, my friends, the purpose of the organization is not to injure or degrade any man who pays as best he can for what he has. Nor will such a man ever fail to receive any reasonable accommodation he may seek at the hands of our merchants.

Unfortunate mistakes may be made and even wrong may be done, but these are the exception and not the rule, but right here let me say to our business men that in seeking justice be sure you do no injustice, and in demanding what is your due under the law, remember Shylock asked nothing more though he demanded the forfeit of his bond, the pound of flesh nearest Antonio's heart.

Then let the justice you seek be tempered with mercy, for:
The quality of mercy is not strained;
It droppeth as the gentle rain from heaven
Upon the place beneath: it is twice blessed—
It blesseth him that gives and him that takes.
'Tis mightiest in the mightiest; it becomes
The throned monarch better than his crown;
His sceptre shows the force of temporal power,
The attribute to awe and majesty;
Whoever doth set the dread and fear of kings,
But mercy is above this scepter'd sway.
It is enthroned in the hearts of kings,
It is an attribute to God himself,
And earthly power doth show like God's,
When mercy seasons justice. Therefore friends,
Though justice be thy plea, consider this—
That in the course of justice none of us
Should see salvation; we do pray for mercy
And that same prayer doth teach us all to render
The deeds of mercy."

We meet here to-day, not in grades and classes, but as a whole people in common sympathies and common purposes, where none have the vantage of that adventitious prestige springing from the accident of birth. The beneficent influences of our institutions has begotten a love for honest labor, a respect for success through lowly paths and homely toil. Honor is rendered where honor is due and the man of genius, energy and intellect is honored and respected whether he pillored his head on the bosom of a plebeian mother or drew sustenance from a royal breast. We are all peers here to-day each of every other, and nothing can degrade the lowest one of us all from the proud position of equality he occupies in the community except his own want of self-respect and true manhood. Then let us ever remember that exalted rank we have attained in the scale of intellectual, moral and social being, whence we can look backward o'er all the ages of the past in pity for its ignorance and contempt for its weakness and forward over all the incoming ages of the future with a happiness begotten of a clear conception of the complete emancipation of the world from moral, social and political bondage, of which grand culmination we are the harbingers. But to come back to the day and the occasion, let each one in the pride of his own true manhood, in the fullness of his self-respect thrust from his heart all envy, hatred and malice and enter with a will into the joy and gladness of the hour and let the reflection of his own kindly smile be mirrored in the faces of those around him. But while it is easy to counsel each other to be gay and happy, with most of us it is but poor seeming, for behind our brightest smiles are tears and in our merriest laughter a note of sadness, for a discord comes echoing down the corridors of our memories whispering to us of those who are sleeping the last long sleep that knows no wakening in their lowly beds just over the hills. The silver cords have been loosed and the golden bowl broken and they have gone to the long home beyond that bourne from which no traveler returns.

But for to-day, let us, as best we may, exorcise the lines that care and misfortune have graven on friendly faces and dispel the dark clouds of sorrow by the sunlight of bright smiles and happy faces and for the once let the world be shut out with its petty spites and selfish ambitions, with its ceaseless noise and strife, with its class distinctions, that pride and arrogance have fostered with all its dissensions and jealousies and for to-day at least let equality and fraternity be more than a name then as best we may, let joy and gladness rule the hour and reign supreme.

For brooding care paints wrinkles
On the fairest human face,
And pride and hate and envy
Their cruel lines will trace.

The human face is truly
A mirror of the mind,
And speaks of the varied passions
Within our heart enshrined.

It tells, if you are careless
Of others' grief and pain,
Or let the cry for succor
Be made to you in vain.

It speaks of pride and arrogance,
Of cruel hearts and cold;
All lost to human kindness
In greed for gain and gold.

It tells us if you revel
In slander's vile domain,
And swell the ghoulish chorus
By adding your refrain.

It speaks of all the vileness
That in our hearts doth dwell,
Of all the slimy demons
That drag us down to hell.

It tells another story,
Most beautiful and bright,
That turns the darkest picture
To one of heavenly light.

It speaks of manhood perfect,
Of womanhood sublime;
And shines with homely virtues
That pass the bourn of time.

It speaks of joy and gladness
And hearts that know no guile;
With lips which to the lowly,
E'er give their sweetest smile.

It glows with truth and goodness,
With purity of thought;
The best of all that's lovely,
That in our lives are wrought.

It tells of all the angels
That in our souls are striven
To guide our wayward footsteps,
And lead us on to heaven.

So each of us is painting
A picture on his face,
That through the rolling ages,
He never can efface.

Then let us paint that picture
In colors pure and bright
That friends may see there painted
The good, the true, the right.

After music by the band, President Sprague called upon the editor of THE TRADESMAN for a few remarks, who responded as follows:

I consider it no small privilege to be able to be with you on this occasion and of being the humble instrument of conveying to you the warmest congratulations of the 2,300 members of the Michigan Business Men's Association. I assure you that we are proud of the work you have accomplished and the reputation you have achieved as one of the strongest and most active business organizations in the State.

Speaking in a general way, the Business Men's Association is bound to live, because it is founded on business principles and represents living issues. We start out on

the economic theory that every man shall contribute his quota to the support of the community. If a man won't work, he must go hungry and naked. The man who works and pays his way as he goes along should not be compelled to make good the debts of the man who won't work. The man who pays is entitled to the necessities and luxuries of life at the lowest possible cost. Every successful attempt at the reduction of losses from bad debts carries with it a corresponding reduction in profits. This feature alone is sufficient to commend the Association to every honest man, be he farmer, mechanic or professional.

Aside from the injury done the honest man by the encouragement or toleration of delinquency, we hold that such a policy is a positive damage to the delinquent, as it encourages him in habits of idleness and untruthfulness. Continually stimulated to live by his wits, the dead-beat develops into a hyena, whose existence is a menace to society and prosperity. The money and goods which he confiscates, instead of being employed in the creation and employment of legitimate industries, as it would be if expended by the business man, serves only to encourage him to further acts of plunder and habits of idleness. Taking this view of the case, it is the duty of every honest man to co-operate with the Association in its attempt to extinguish an element which contributes nothing to the support of the community.

As it is the duty of the business man, interested in the growth and prosperity of the community, to crush out those elements which discourage and retard progress, so it is also his duty to encourage every element which has an influence in the contrary direction. Recognizing that the location of manufacturing institutions means better markets for the farmer and more work for the mechanic, as well as more business for the business man, the Association is pledged to the encouragement of such enterprises. It also stands pledged to the development of latent resources in both city and country—to the encouragement of more and better wagon roads—the extension of streets and sewers—the adornment of parks and cemeteries—any improvement having a tendency to enhance the appearance of the community and increase the comfort of the people. The Association undertakes to secure reasonable freight and express rates, better fire protection, fair insurance rates and honorable adjustments. It encourages the handling of goods of standard purity, strength and measure; the cultivation of a feeling of fraternity between business men and a spirit of cordiality between them and those with whom they come in contact. Finally, I may say we have builded our structure on unity and equity and we earnestly solicit your co-operation and support.

N. B. Blain, President of the Lowell Business Men's Association, was called on for a speech, but evaded the request by telling a good story.

Mr. Sprague then reminded the people that the day was theirs and that they would be expected to enjoy every moment of it.

The afternoon was spent very pleasantly in boating, bathing, fishing and social converse, and the evening was given up to dancing. The latter amusement was kept up until about 11 o'clock, when the last carriages left the grounds.

Taken as a whole, the picnic was the most successful event ever known to Greenville. It was also the most successful picnic ever given by any Association in Michigan—an honor the business men of Greenville are inclined to cherish at its true worth.

Association Notes.

The Alma Business Men's Association is angling for another woolen mill and for excelsior works.

An exchange dubs the editor of THE TRADESMAN the "Great American Organizer." The amount of the damages named in the libel suit has not yet been decided upon.

Detroit Journal, July 20: To-day's the day at Greenville. All the stores closed and the business men and their families gone to a picnic. They do this once a year there.

The editor of THE TRADESMAN will assist in the formation of a B. M. A. at Charlotte on Wednesday evening of this week. Bellevue and Leroy are also on the anxious seat and will probably swing into line before the end of next week.

The success of the Greenville B. M. A. is not to be wondered at when it is remembered that the organization has a President distinguished for level-headedness and sound common sense and a Secretary who is a pronounced type of faithfulness. With such men at the helm, no organization could fall to be a success right from the start.

Associations contemplating the holding of picnics should not fail to include the President of the Lowell Business Men's Association in the list of invited guests. Mr. Blain makes a practice going to all Association picnics, whether invited or not, but there is a lingering tradition that he eats less, makes better speeches and tells funnier stories when regularly invited. An Association picnic without Blain is like the play of Hamlet with Hamlet left out.

Miscellaneous Dairy Notes.

B. E. Peebles paid the patrons of his factories in Lenawee county \$8.65 per 1,000 pounds for May milk.

Nelson & Co. are putting in a creamery at Northport which will be the first institution of the kind in the Grand Traverse region.

Henry Pelgrim, of New Holland, and Frank E. Pickett, of Hilliards, were in the city in the interest of their respective cheese factories last week.

Reports from Coopersville are to the effect that the farmers thereabouts are beginning to see their mistake in allowing the cheese factory to close operations, and that concerted action will shortly be taken to induce the owner to resume business.

It is claimed that the only distinctive grange stores now conducted in Michigan are those of E. R. Osband, at North Lansing, and A. Stegeman, at Allegan.

The Drummer.
M. M. Folsom in Baltimore Home Journal.
A little chaff, a merry laugh,
A word for every comer;
There is not a man in all the land
But who extends a ready hand
To greet the jolly drummer.
In business wise, in enterprise
As thrifty as a plumber;
So chivalrous and d'bonair,
This favored one that ladies fair
All love the gallant drummer.
His latest joke will provoke
A roar from every bummer
That hangs around the village bar,
Reflecting luster from his star.
The gay commercial drummer.
With work and wit he hits the grit
Fall, winter, spring and summer;
Alert and watchful, day and night—
The world would glad to ruin quite
But for the busy drummer.
A skull that's numb may beat the drum,
But ah! it takes a hummer—
A freak of supernatural brood—
Some being most supremely shrewd
It takes to beat the drummer.

Good Advice to Salesmen.
Wm. H. Mayer in "On the Road to Riches."
It is a very common remark that good salesmen are born, not made. I believe it is true. But it does not mean that a man is born a good salesman; only that what makes him efficient in that line is born in him. There are peculiar natural qualities needed to make a good salesman, and if a man does not have these he had better turn his attention to some other branch, for he cannot succeed here. Yet two men who are equally good salesmen may be almost totally unlike; almost mind you; they must be good judges of human nature. How shall you become a good judge of human nature? You might as well ask me why the violets are blue; I cannot tell you.

You need to know human nature, because you must please the person with whom you are talking; must make a pleasant impression upon him. We do not trade with a disagreeable person unless we are obliged to; we often buy articles we do not expect to purchase, just because the man who waited on us was pleasant. Every good salesman is one who does just this; he makes himself agreeable to the person he is waiting upon, so that if he does not sell him any more than he intended to buy, he sells him all he expected to purchase, and sends him away with a pleasant impression of the salesman. Do not misconstrue my phrase, "makes himself agreeable;" perhaps you have been making yourself agreeable to some young lady, and think the same tactics you used with her are to be brought into play in the store. You could not make a greater mistake.

When a person enters the store, he or she should be met with respectful politeness; not the pigeon wing flourish you make in the ball-room when the prompter calls "salute partners," but a salutation that dignifies the person you address. Don't chipper in like a parrot with, "What can I show you?" or, "What is it, sir?" as if you wanted him to push forward his business as rapidly as possible. Be in as much of a hurry as you please, yourself, but never hurry your customer, unless you are sure he or she will bear it. Do not volunteer advice about what they shall buy; if you have what they are getting it, and while you are getting it, if you have something that is as good for less money, or better for the same money, mention it, and tell of its merits; and people will give you a better hearing; if they see you have a thing they asked for; if they did not see this, they would think you were out of it and were trying to get them to decide on something else just because you could not give them the article they wanted.

Never joke unless you are sure of your customer; never volunteer a remark unless you are sure the customer will be pleased. Men often pass for being wise simply because they keep their lips closed, and many merchants get rich by keeping silent. If you volunteer a remark, bear in mind that what you are aiming at is not to show your own smartness or brilliancy, but to please your customer, and let everything you say have this end in view. Don't get into any argument of any kind or on any subject; in your own store. Every customer has a right to his own opinions, and if you cannot agree with him in all he says, you will find something in his view or creed that you can agree with, and you can make the most of that. What a pity that this spirit cannot be carried with us out of our stores, and that each of us does not go through life searching for that upon which we might all agree, rather than quarrel and bicker over little points of difference?

What an "Off Horse" Can Do.
From the Marshall Statesman.

The affair which took place in front of H. J. Coleman's store last evening, because that gentleman refused to close his place of business at 8 o'clock, according to agreement, is greatly to be deplored and will probably have the effect of breaking up the 8 o'clock system to a certain extent. Mr. Coleman informs the Statesman that he signed the agreement under protest in the first place and would have closed last evening as soon as the customers in waiting were served. This, however, is not a reasonable excuse for keeping open after the specified time, after having put his signature to an agreement to live up to the early closing system. Neither was Mr. Coleman's refusal to close a sufficient excuse for the action of the crowd which congregated in front of his grocery last night for the purpose of either shaming or forcing him into closing his doors. If Mr. Coleman did not desire to close he ought not to have signed the contract even under the mildest or strongest protest. Under the circumstances, as soon as 8 o'clock had arrived he should have turned the key in his front door and waited upon the customers inside but allowed no more to enter. The action of the crowd is condemned by many, still there is a feeling that the agreement should have been lived up to by Coleman.

Scottville in Line on Organization.
SCOTTVILLE, July 23, 1887.

E. A. Stowe, Grand Rapids:
DEAR SIR—The business men of this village met last evening for the purpose of organizing a B. M. A. The meeting was called to order and after some remarks by L. M. Mills, of Grand Rapids, an organization was effected, to be called the Scottville Business Men's Association, auxiliary to the B. M. A. After signing of the constitution by seven of the business men, the following officers were elected:
President—H. E. Symons.
Vice-President—J. A. Clark.
Secretary—D. W. Higgins.
There are yet more to join us and we shall have an organization of twelve or fourteen members when we get to running in full blast.
Our aim is to make a grand success of it.
Yours,
D. W. HIGGINS, Sec'y

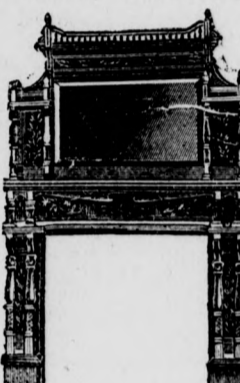
Blue Milk Accounted For.
Customer—I must say, I don't like this milk!
Milkman—Why, what's the matter with it?
Customer—Just look at it! don't you see that it is blue?
Milkman—Well, yes; it is a little darker than usual.
Customer—What is the cause of it?
Milkman—I think I can explain it.
Customer—Well, I'd be glad to hear you.
Milkman—You see we weaned the calf a few days ago, and probably the old cow feels a little blue about it. That is the only way I can account for it.
The Bancroft cheese factory will not be in operation until next season.

MAGIC COFFEE ROASTER
The most practical hand roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circulars.
Robt. S. West,
150 Long St.,
Cleveland, Ohio.



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IT'S A WINNER.
Your Stock is Not Complete Without It.
INCLUDE A BOX IN YOUR NEXT ORDER.

STORE COUNTERS AND FURNITURE TO ORDER.
D. H. MOSHIER,
MANUFACTURER OF
Counters, Prescription Cases,
WOOD MANTELS,
And all kinds of Store and Bank Furniture.
Odd Bookcases and Sideboards.
Special attention given to ordered work. Call and see me or send for estimates.
62 So. Front St., GRAND RAPIDS.



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Send for Cigar Catalogue and ask for Special Inside Prices on anything in our line.

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HEADQUARTERS FOR
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Genuine Cap. No Imitation.
PRICES.
Pints Per gross \$ 9.50
Quarts " 10.50
½ Gallons " 13.50
No charge for cartage.



The Michigan Tradesman.

Michigan Business Men's Association.
 President—Frank Hamilton, Traverse City.
 First Vice-President—Paul F. Morgan, Monroe.
 Second Vice-President—E. J. Herrick, Grand Rapids.
 Secretary—E. A. Stowe, Grand Rapids.
 Treasurer—Julius Schuster, Kalamazoo.
 Executive Committee—President, E. J. Herrick, Grand Rapids; Secretary, E. A. Stowe, Grand Rapids; Treasurer, Julius Schuster, Kalamazoo; Committee on Trade Interests—Smith Barnes, Traverse City; P. Ranney, Kalamazoo; A. W. Westgate, Cheboygan.
 Committee on Legislation—W. E. Kelsey, Ionia; J. V. Crandall, Sand Lake; J. F. Clark, Big Rapids.
 Committee on Membership—H. S. Church, Sturgis; B. F. Emery, Grand Rapids; Secretary, J. Van Arman.
 Committee on Transportation—Jas. A. Coye, Grand Rapids; J. W. Milliken, Traverse City; C. T. Bridge, Flint.
 Committee on Constitution—W. E. Kelsey, Ionia; R. D. McNaughton, Coopersville; I. F. Clapp, Allegan.
 Official Organ—THE MICHIGAN TRADESMAN.

The following local associations have mostly been organized under the auspices of the Michigan Business Men's Association, and are auxiliary thereto:

- Ada Business Men's Association.**
 President, D. F. Watson; Secretary, Elmer Chapel.
- Alba Business Men's Association.**
 President, C. R. Smith; Secretary, Peter Baldwin.
- Allegan Business Men's Association.**
 President, Irving F. Clapp; Secretary, C. H. VanDyke.
- Retail Grocers' Association of Battle Creek.**
 President, Geo. H. Kowal; Secretary, John F. Stanley.
- Helding Merchants' Association.**
 President, H. J. Leonard; Secretary, J. M. Earle.
- Bellaire Business Men's Association.**
 President, John Rodgers; Secretary, G. J. Noteware.
- Burr Oak Business Men's Association.**
 President, B. O. Graves; Secretary, H. M. Lee.
- Merchant's Protective Ass'n of Big Rapids.**
 President, E. P. Clark; Secretary, A. S. Hobart.
- Bozeman Business Men's Association.**
 President, R. R. Perkins; Secretary, F. M. Chase.
- Calliac Business Men's Association.**
 President, J. C. McAdam; Secretary, C. T. Chapin.
- Carson City Business Men's Association.**
 President, F. A. Rockafellow; Secretary, C. O. Trask.
- Casnovia, Bailey and Trent B. M. A.**
 President, H. E. Hesselbine; Secretary, E. Farnham.
- Cedar Springs Business Men's Association.**
 President, T. W. Provin; Secretary, L. H. Chapman.
- Charlevoix Business Men's Association.**
 President, John Nichols; Secretary, R. W. Kane.
- Coopersville Business Men's Association.**
 President, G. H. Watrous; Secretary, W. R. Boynton.
- Business Men's Protective Union of Cheboygan.**
 President, J. H. Tuttle; Secretary, H. G. Dozer.
- Dimondale Business Men's Association.**
 President, T. M. Sloan; Secretary, N. H. Widger.
- Dorr Business Men's Association.**
 President, L. N. Fisher; Secretary, E. S. Botsford.
- Retail Grocers' Association of E. Saginaw.**
 President, Richard Luster; Secretary, Chas. H. Smith.
- Edmore Business Men's Association.**
 President, H. W. Robinson; Secretary, W. S. Whittey.
- Eastport Business Men's Association.**
 President, F. H. Thurston, Central Lake; Secretary, Geo. L. Thurston, Central Lake.
- Eaton Rapids Business Men's Association.**
 President, F. H. DeGalin; Secretary, Will. Emmert.
- Elk Rapids Business Men's Protective Ass'n.**
 President, J. J. McLaughlin; Secretary, C. L. Martin.
- Evart Business Men's Association.**
 President, W. M. Davis; Secretary, Chas. E. Bell.
- Frankfort Business Men's Association.**
 President, A. Upton; Secretary, R. R. Chandler.
- Flint Mercantile Union.**
 President, W. C. Pierce; Secretary, J. L. Willett.
- Freeport Business Men's Association.**
 President, Foster Sisson; Sec'y, Arthur Chesborough.
- Free Lake Business Men's Association.**
 President, E. Hagadorn; Secretary, O. V. Adams.
- Grand Haven Business Men's Association.**
 President, Fred. D. Voss; Secretary, Fred A. Hutty.
- Retail Grocers' Ass'n of Grand Rapids.**
 President, Jas. A. Coye; Secretary, E. A. Stowe.
- Greenville Business Men's Association.**
 President, L. W. Sprague; Secretary, E. J. Clark.
- Hartford Business Men's Association.**
 President, V. E. Ganley; Secretary, I. B. Barnes.
- Holland Business Men's Association.**
 President, John Krumer; Secretary, P. W. Kane.
- Hastings Business Men's Association.**
 President, L. E. Stoffer; Secretary, J. A. Yan Arman.
- Harbor Springs Business Men's Ass'n.**
 President, W. J. Clark; Secretary, A. L. Thompson.
- Hercy Business Men's Association.**
 President, O. L. Millard; Secretary, Frank B. Buehler.
- Howard City Business Men's Association.**
 Chairman, C. A. Vandenberg; Secretary, B. J. Lowry.
- Holland Business Men's Association.**
 President, Jacob Van Putten; Secretary, A. Van Duren.
- Hubbardston Business Men's Association.**
 President, Boyd Redner; Secretary, L. W. Robinson.
- Ionia Business Men's Exchange.**
 President, Wm. H. Kelsey; Secretary, Fred. Cutler, Jr.
- Kalamazoo Retail Grocers' Association.**
 President, P. Ranney; Secretary, M. S. Scoville.
- Kalkaska Business Men's Association.**
 President, A. E. Palmer; Secretary, C. E. Ramsey.
- Kingsley Business Men's Association.**
 President, C. H. Camp; Secretary, Chas. E. Brewster.
- Lansing Business Men's Association.**
 President, Frank Wells; Secretary, Will. Croddy.
- Lawrence Business Men's Association.**
 President, H. M. Marshall; Secretary, C. A. Stebbins.
- Leslie Business Men's Association.**
 President, Wm. Hutchings; Secretary, M. L. Campbell.
- Lowell Business Men's Protective Ass'n.**
 President, N. B. Blain; Secretary, Frank T. King.
- Luther Business Men's Association.**
 President, W. B. Pool; Secretary, J. Robinson.
- Lyons Business Men's Ass'n.**
 President, B. M. Hutchinson; Secretary, D. A. Reynolds.
- Mancelona Business Men's Association.**
 President, W. E. Watson; Secretary, C. L. Bailey.
- Manistee Business Men's Association.**
 President, C. E. Gardner; Secretary, H. W. Leonard.
- Manistowic Business Men's Association.**
 President, F. H. Thompson; Secretary, E. N. Orr.
- Manton's Business Men's Association.**
 President, F. A. Jensen; Secretary, C. E. Fuller.
- Grocers' Ass'n of the City of Muskegon.**
 President, H. B. Fargo; Secretary, Wm. Peer.
- Merchant's Union of Nashville.**
 President, Herbert M. Lee; Secretary, Walter Webster.
- St. Clair Business Men's Association.**
 President, Simon Foster; Secretary, L. A. Ely.
- Oshtemo Business Men's Association.**
 President, J. M. Bailou; Secretary, J. F. Conrad.
- Oceana Business Men's Ass'n.**
 President, W. E. Thorp; Secretary, E. S. Houghtaling.
- Ovid Business Men's Ass'n.**
 President, C. H. Butler; Secretary, Lester Cooley.
- Owosso Business Men's Association.**
 President, Jas. Osburn; Sec'y, S. Lamfrom.
- Petoskey Business Men's Association.**
 President, Jas. Buckley; Secretary, A. C. Bowman.
- Pewabic Business Men's Association.**
 President, Albert Betan; Secretary, E. B. Holmes.
- Plainwell Business Men's Association.**
 President, M. Bailey; Secretary, J. A. Sidle.
- Merchant's Union Protective Association of Port Huron.**
 President, G. C. Melsel; Secretary, S. L. Merriam.
- Rodney Business Men's Association.**
 President, L. T. Wilmarth; Secretary, R. E. McCormick.
- Reed City Business Men's Association.**
 President, C. J. Fleischauer; Secretary, H. W. Hawkins.
- St. Charles Business Men's Association.**
 President, B. J. Downing; Secretary, E. E. Burdick.
- St. Johns Merchants' Protective Association.**
 President, H. L. Kendrick; Secretary, C. M. Merrill.
- Business Men's Protective Ass'n of Saranac.**
 President, Geo. A. Potts; Secretary, P. T. Williams.
- South Boardman Business Men's Ass'n.**
 President, H. E. Hogan; Secretary, S. E. Nichard.
- So. Arm and E. Jordan Business Men's Ass'n.**
 President, D. C. Levey; Secretary, C. W. Sutton.
- Sherman Business Men's Association.**
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- Sparta Business Men's Association.**
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- Wayland Business Men's Association.**
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 President, John Yette; Secretary, L. N. Harter.
- White Cloud Business Men's Association.**
 President, P. M. Roodel; Secretary, M. D. Hayward.
- White Lake Business Men's Ass'n.**
 President, A. T. Lindeman; Whitehall Secretary, W. B. Nicholson; Whitehall Secretary, W. B. Nicholson.

The Press.*

It is but two or three weeks ago that I was called upon to perform a similar duty on a similar occasion—to respond to the same sentiment assigned me for to-night, viz., "The Press." I don't know what I have done nor what the good people along the line of the D. C. & E. R. R. have done to deserve all this, but I submit to the inevitable, as you must; and I haven't the shadow of a doubt that I am doomed to do press-work all along the line of this road from Bellaire to Florida, should it be deemed advisable to extend the line that far, and, also, provided that the money holds out. I hope, however, that we won't get so far from home; I hope and trust and expect that we shall be gathered in and absorbed by the Michigan Central after we have made about one more hitch towards the south pole, even although it takes the dollars we have already subscribed and paid and other dollars that we will doubtless have to pay before we can visit our friends at Bellaire and Charlevoix by rail. But let us enjoy ourselves as stockholders in a railroad while we can, and imagine that we are bigger men than old Gould or Vanderbilt. We can feel that way between assessments; but when they call upon us for five or ten or twenty per cent. of what we have subscribed to this great enterprise, we find that we are very small wigglers in a railroad puddle, after all.

I would rather dodge the real issue—"The Press"—to-night, but the committee and the programme say "Press," and "Press" it shall be, although I must reluctantly admit that pulling the devil's tail of an antiquated hand press a couple of days in each week for nearly a decade has taken away most of the romance and poetry that such a sentiment at an earlier period of my career might have evoked; for, although the honorable committee didn't confine me to any particular kind of press, the presumption is that they meant the newspaper press. It sounds very pretty to speak of "the art preservative of arts," and of the press as "the lever that moves the world," but just exercise yourself on that lever for a couple of hours this hot weather, Mr. Toastmaster, and you'll find that it has a more personal and local bearing on the weak points in your spinal column, and you won't notice that the world wobbles to any great extent, no matter how hard you pull. But, notwithstanding all this, the press is a great institution, and its influence for good, though sometimes for evil, is immeasurable and unbounded, whether it be the obscure country press or the great metropolitan institution where they dump a bundle of rags in at one end and a neighbor stands ready to borrow the paper at the other (a most reprehensible practice, by the way—the borrowing, of course, I mean).

It is a marvelous thing, even in this age of marvels, to consider what slaves we are to the press, although the yoke is rather agreeable one, after all. To the average man of business the loss of his favorite morning or evening paper is like the loss of a meal, but he never realizes until isolated from it for a few days or weeks how much of a necessity it really is. A wonderful feature of it all is, too, the quiet manner in which this daily bill of fare is dished up to us and the means and methods employed to obtain and prepare it. We meet here to-night to celebrate an event of great local importance; and while there is no outward and visible sign of a reporter or correspondent present, he is probably here just the same, and papers printed hundreds of miles away to-morrow evening will doubtless inform the world in general that the survey of the D. C. & E. R. R. is completed to Kalkaska, and they might as well add, while about it, that the real work of building the road will soon be commenced and pushed to a speedy and successful completion.

Robert Burns, even in his day, had a realizing sense of the power of the press when he wrote,

"If there's a hole in a' your coats,
 I trowe ye'll tent it;
 A chiel's name ye taeke notes,
 An' faith he'll prent it."

The genial poet had probably had a little personal experience. Perhaps some argus-eyed reporter had caught him kissing his best girl over the garden wall, and made a local item of it—likewise, most probably, a local row.

My experience in newspaper work is that there is a great deal that is better left unsaid, unless you say it about the other fellow; and even then it's well enough to see whether he's bigger than you are before saying it; but, be careful as you will, some one's toes are sure to be trod upon, and then the bustle you create materializes sooner than the one to which, in the course of events your productions naturally gravitate—although, perhaps, it makes little difference, after all, for it's bound to be bustle, anyway.

But the hour grows late, and I will not weary you longer, but stop the and make room for the gentleman who follows me and who knows how to entertain you to better advantage.

*Response by the J. N. Tinklerpaugh at recent banquet of Kalkaska B. M. A.

The Ladies.*

Unlike some who have preceded me, I do not rise with reluctance, but, on the contrary, always with extreme pleasure embrace the opportunity to respond to this toast. It is also with extreme pleasure that whenever the opportunity offers, I, without reluctance, respond to the embrace of—

"The world was sad, the garden was a wild;
 And man, the hermit, sighed 'till woman smiled."

But now this is occasionally reversed, and the woman smiles and the man sighs, because she smiles at the other fellow.

"If to her share some female errors fall,
 Look on her face and you'll forget them all."

The Ladies—Fountains of living waters; impurities may be in them but not of them; born of them we drink life from them, and childhood, youth and an early manhood are passed by the side of the streams, the fleeting time made pleasant by the music of their babbling; and, in full manhood, resting on the bosom of the swelling current, we are noiselessly and gently, lovingly and carressingly but firmly and certainly borne along to the sea, where, through the clouds of life's tempest, the sunlight of love breaks and drinks up the waters to the skies to fall again in nature's rain to replenish the fountains.

"O, woman! lovely woman! Nature made thee
 To temper man; we had been brutes without you.
 Angels are painted fair to look like you;
 There's in you all that we believe of heaven—
 Amazing brightness, purity and truth,
 Eternal joy and everlasting love."

*Response by Geo. W. Albrecht at recent banquet of Kalkaska B. M. A.

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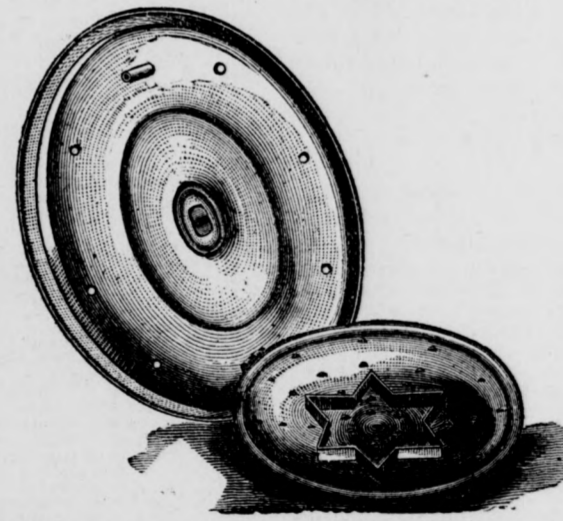
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WEDNESDAY, JULY 27, 1887.

The Moan of the Butcher Man.

With garb uncouth and grimed face marked
By many a furrowed line,
With tear and sigh and moan, he said:
"My name is Christian Klein.

"I was an east-side butcher, sir,
For many happy years;
A false love slaughtered my fond hopes,
So pray excuse these steers.

"Oh, fickle Katy Dinklespell!
Why for you did I yearn?
Why give to you my fresh heart and
Ask skewers in return?

"I said I'd cleave my way to wealth;
She vow'd she'd marry me.
In-fat-uated I! The time—
How brisket seemed to flee.

"But she proved false. One day she wrote—
It was no tender line:
"I love the baker, and I am
Frankfurter own it, Klein.

"I liver lone for him, and oh!
He finds his knead in me.
I never sausage love as his;
He suets me to a T."

"I read, then cried, 'She's tongue me deep!
A viper have I nursed?'
Oh, sir! of all bad cuts I've had,
This was the very wurst."

Then paused the uncouth butcher man,
And fierce his eyes did glare;
And, closing tight his brawny fist,
Right furiously he swore:

"False Kittle Dinklespell!" he cried,
"I'll haunch ye till I die;
But saddle be my lonely end!"
"Pork Christian Klein!" quoth I.

The Commercial Traveler.*

It has been the usual custom, in responses to this time-honored toast, to speak of the commercial traveler with special reference to his social qualities; his ever-ready fund of wit, humor and anecdote; the free and easy manner with which he adapts himself to all circumstances, extracting enjoyment and comfort in all cases. Chas. F. Adams has naively portrayed this feature of the drummer's character, when he makes Hans Pfeifer say:

Who vas it comes into mine schtore,
Drows down his pundles on der floor,
Und neter schtore to shut der door?
Der Drummer.

Who dakes me by der hand und say,
"Hans Pfeifer, how you vas today,
Und goes for peensness right away?
Der Drummer.

Who comes around ven I vas out,
Drinks up mine bier und eats mine kraut
Und kiss Katrina on der moude?
Der Drummer.

This phase of his character has so often been referred to by post-prandial speakers, that I will digress from it, referring more particularly to his relations with the business man, to whom he comes as the representative of the commercial interests of our country, as the trusted agent of his firm. You will find him sharp, crisp, energetic, full of business, firmly believing (at least, to all outward appearance) that he represents the only house in his line that has reached the acme of perfection in point of style, fit or durability of its wares. No doubt you sometimes think, and perhaps justly, that he overdraws the picture. Pardon him—not censure—if he does, for is there one among us who does not do the same thing? Does the successful dry-goods man ever speak disparagingly of the dull shade of a piece of dress-goods he is anxious to dispose of? Not he! But how deftly he arranges its folds, how careful is he to show it where the light will not bring out its dullness. Not alone the dry-goods man, but all branches of trade endeavor to so arrange, place and display their merchandise that its good qualities may be first observed by the purchaser.

Therefore, finding that in this regard he differs but slightly from other business men, when he calls upon you in his capacity of salesman, treat him with that respect which should always be given by one gentleman to another, and from his heart of hearts he will thank you, and ever kindly will you be remembered. The exception, and not the rule, to all this, is occasionally our sad experience.

Who knows how soon the commercial traveler may be in a position to return to you a thousand-fold the little acts of kindness you may have shown him, which cost you so little! The successful traveler of today may, by faithfulness, integrity, uprightness and strict business principles, be, on the morrow, the successor of the firm whom he represents; and, with that warm-heartedness which comes to him by intuition, how gladly he will endeavor to return all your courtesies.

As a citizen of this great commonwealth, he stands as one of the most important factors in its commercial development and future prosperity. Who, more than he, comprehends the great resources of this republic—its great deposits of mineral wealth, the richness of its soil, the legislation most needed for its perpetuity? On all these subjects he is ever willing to give an opinion. As a gleaner of information, accurate and reliable, on the general condition of trade—in fact, all business topics—he is brim-full of valuable suggestions, which are generally trustworthy and true to his convictions. He stands to his employer a faithful helper in times of adversity, a sharer of his joys when the fickle goddess has been more kind.

For him we claim no superiority, neither do we expect to be erected monuments of bronze or marble to tell to a coming generation his virtues. All we ask is that credit be given where merit demands.

*Response by Geo. W. Noble at recent banquet of Owosso B. M. A.

Too Honest.

From the Detroit Free Press:
"Humph!" he growled, as he untied a small package he had received by express.
"What is it?"
"It's my old 15-cent jack-knife. I lent it to a Chicago drummer the other day to sharpen a pencil and he carried it off."

"But he was honest enough to return it."
"Yes, confound him, but he sent it C. O. D., and it cost me 25 cents."

J. A. Armstrong, grocer, Ludington: "We find THE TRADESMAN one of the very best trade papers that we receive. It is well worth the price to any business man."

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What do you think of this? While in conversation with Wm. M. Dale, one of the largest druggists in Chicago, we were surprised to learn that he had sold over one and a half million of Tansill's Punch 5c. cigars and that the quality gets better all the time. The demand continues to increase. Let us tell you, if you want to sell a cigar that your customers will be pleased with, the sooner you order Tansill's Punch the better.—Independent Grocer.



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Grand Rapids Soap Co.

Must Have Tiger Oil.
GRAND RAPIDS, June 22, 1887.

Dr. Leeson, Cadillac:
DEAR SIR—I should have answered your letter ere this had not sickness prevented, and now I will just say that I asked for the sole agency of Tiger Oil simply because I thought your medicine was not at present for sale here. I have relatives and friends here who have tried repeatedly to find Tiger Oil in the city and failed, and consequently have been in the habit of sending to Millbrook for it. When we moved here recently, almost the first day some one asked if I brought any Tiger Oil to sell. As I had not I kept lending from what I had for private use, until it was gone, and we tried to buy more here, and, as on former occasions, failed to find any. So, thinking perhaps it might pay to keep a small supply on hand (if no one else near me kept it), I wrote you as I did. I intended sending out your circulars from house to house, and so advertise it. If, as you say, so many druggists in this city keep Tiger Oil they take no pains to sell it, even when called for.

You can do as you choose about sending me any to sell. I can get my supply, as formerly, from my husband's mother in Millbrook. Very respectfully yours,
MRS. SUSAN CAWTHORNE.

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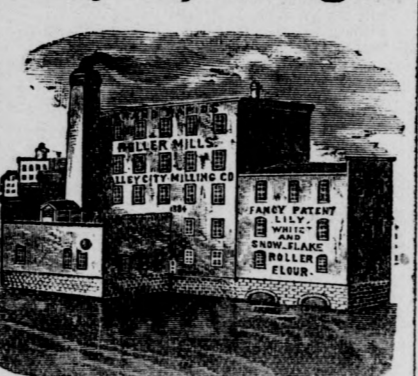
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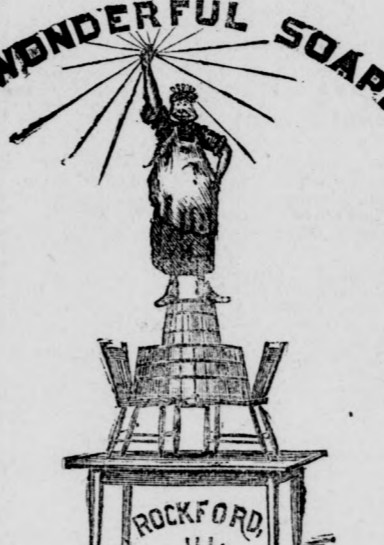
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A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—At Detroit, October

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ORGANIZED OCTOBER 9, 1884.
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Vice-President—H. E. Locher.
Secretary—Frank H. Eggert.
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Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Waite.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, Aug. 4, at THE TRADESMAN office.

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ORGANIZED OCTOBER, 1883.
President—Frank Ingls.
First Vice-President—F. W. B. Perry.
Second Vice-President—J. R. Crowley.
Secretary and Treasurer—F. Rohbert.
Assistant Secretary and Treasurer—L. Lee.
Annual Meeting—Trade Matter—Wednesday in June.
Regular Meetings—First Wednesday in each month.

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President, J. W. Dunlop; Secretary, R. M. Mussell.

Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart.

Clinton County Druggists' Association.
President, A. O. Hunt; Secretary, A. S. Wallace.

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Shiawassee County Pharmaceutical Society.
President, E. A. Bullard; Secretary, C. E. Stoddard.

Manistee County Pharmaceutical Society.
President, W. H. Willard; Secretary, A. H. Lyman.

For Retailers as Well as Wholesalers.
While at the Petoskey convention of the Michigan State Pharmaceutical Association, the editor of THE TRADESMAN asserted that the new mutual insurance company organized under the auspices of the National Wholesale Druggists' Association proposed to take risks on retail stores as well as wholesale establishments. This statement was doubted by several members, but the following communication would seem to put the question at rest:

NEW YORK, July 18, 1887.
E. A. Stowe, Grand Rapids:

DEAR SIR—Replying to your esteemed favor of the 16th inst., I beg to say that although the National Wholesale Druggists' Association, in authorizing the formation of an insurance company, did not contemplate going beyond their own ranks, the committee to which the work of organization was left has formed a company on a broad basis and will recommend that retail risks be written, wherever they are found desirable. There is no doubt in my mind that the company will insure retail risks very soon after getting under way.

Very truly yours,
J. M. PETERS, Chairman.

The Drug Market.
Trade is unusually good for this season of the year and prices are steady. Carbolic acid is firmer and higher prices are looked for. Balsam copaiba is weak and lower. Gum arabic are very firm and a further advance will undoubtedly rule soon. Stocks are rapidly diminishing and new supplies are coming forward. Gum opium is quiet but firm. A further advance is looked for this week. Morphine is very firm and commands a premium in New York of ten cents over manufacturer's prices. Quinine is very dull and depressed. Quicksilver is higher. Ipecac root is tending lower. Insect powder is looking up and higher prices are probable.

Not Necessary to Join Over Again.
An impression having gone abroad that the incorporation of the Michigan State Pharmaceutical Association will render it necessary for the members of the old organization to join over again, THE TRADESMAN is requested by an officer of the Association to state that all the members of the old organization were declared members of the new body.

It is just as essential, however, that those in arrears for dues should promptly remit the same to the Secretary.

The Kalamazoo Celery Crop.
From the Kalamazoo Gazette.
The celery in this vicinity is suffering from lack of rain. It is impossible to bleach celery without rain. The last crop will necessarily be short as no transplanting can be done until the first crop is out of the ground. During the past week about 10,000 dozen has been shipped from here.

Pharmaceutical Literature—Its Character and Growth.

The subject given me is very broad and far-reaching in its scope. Its history carries us far back down the centuries that have gone. Indeed, if we go back to the time of Chiron the Centaur and his pupil, Esculapius, who afterwards became the god of medicine, we find ourselves lost in the mazes of mythology and tradition.

I do not know whether our worthy toastmaster intended that I should delve into the dusty records of the ancient past, but I have thought it might be well for us to go back as far as we may, and take a rapid retrospective glance at the crude and inauspicious beginnings which constitute the foundation stones on which have been reared the noble structure of modern pharmacy.

Pharmacy is defined by Webster as "the art of preparing, preserving and compounding substances for the purposes of medicine." Accepting this definition as correct, the literature of pharmacy embraces not only the literature pertaining to the simple compounding of medicines, but also that of chemistry, so far as it applies to the preparation or isolation of substances used in medicine; and also, that of botany, so far as it is descriptive of medicinal plants. In fact, were it not for the proverbial modesty of pharmacists, we might go further, and claim that every known science—theology and law not excepted—are embraced in that of pharmacy.

Since Adam's fall, in which, according to the theologians, "we sinned all," we know that mankind, and womankind, too, have been more or less subject to aches and pains and manifold forms of disease. I presume that since that time there has been quite as much danger of an attack of colic from an unrestricted diet of green apples as there ever was before. It seems self-evident that one of the earliest and most pressing needs of humanity was a knowledge of remedies with which to combat pain and disease, and as remedies had to undergo preparation of some kind before they were administered, it follows that the art of pharmacy must have preceded that of our race, and even up to a period not very remote, pharmacy and medicine were twin sisters, and pharmaceutical literature in its beginnings was so closely interwoven with medicine, chemical and astrological lore, and absurd and fantastic superstitions, that it is next to impossible to speak of one without the other. In the earliest ages, as is now the case with our own aborigines and with savage tribes in other lands, pharmacy and medicine, together with the little literature appertaining to them, such as it was, was entirely in the hands of the priesthood.

The earliest piece of pharmaceutical literature is what is known as the "Papyrus of Ebers." This is a collection of written formulas for the preparation of medicines, which was used by the Egyptian priesthood, and dates back, as nearly as can be ascertained, to the 16th century, B. C., or about the time of the exodus of the Hebrews. This papyrus may be regarded as the first Pharmacopoeia of which we have any knowledge. It is, of course, quite unlike the more pretentious ones of to-day, but is, to all intents and purposes, a Pharmacopoeia.

The word "apothecary," or the word so translated, occurs first in the 30th chapter of the book of Exodus. It is there used in reference to the preparation of an anointing oil or ointment, and a perfume used by the Jewish priesthood in their ministrations. The oil is mentioned as "an ointment compounded after the art of the apothecary," and the perfume as "confection after the art of the apothecary." Pharmacy seems to have been first recognized as a separate branch of study towards the beginning of the fourth century B. C., when we find that it was made a distinct branch of medical study in the school of Alexandria, in Egypt.

This would be about the time of Hippocrates, the father of medicine, who like all physicians at that time, was of necessity a pharmacist as well. It is a singular fact that through all the changes of time, and vicissitudes of conflicting theories, quite a number of the remedies of Hippocrates occupy a prominent place in the materia medica of to-day.

The materia medica of pharmacy in the earlier ages consisted largely of remedies of a vegetable origin. Thus we find it stated in the Bible that "the leaves shall be for the healing of the nations." This naturally resulted in a closer investigation of the characteristics of vegetable life, and may be regarded as the beginning of the study of botany, one of the sciences so closely related to pharmacy as to be, in fact, an integral part of it. Thus we find that in the earlier part of the first century Dioscorides, of the school of Alexandria, traveled through Asia Minor, Greece and Italy, and described and named more than 5,000 plants. Dioscorides is the first great teacher of pharmacy of whom we have any record, for although pharmacy had already been taught as a separate branch of medical study for over 400 years, it was not until his time that investigations in pharmacy were pursued with any degree of system. He is also said to have been the first writer who exposed frauds in the preparation of medicines.

Following Dioscorides, the next great name is Galen, who was a graduate of the school of Alexandria, and flourished during the latter part of the second century. His theory was that the properties of all medicines are derived from what he calls their elementary or cardinal qualities, viz., heat, cold, moisture, and dryness. Each of these qualities was again sub-divided into four degrees, and a medicine, according to his notion, is hot or cold in the first, second, third or fourth gradation. If the disease be hot or cold in any of these four degrees a medicine possessed of a contrary quality, and in the same proportionate degree of elementary heat or cold must be prescribed. This is emphatically the doctrine of opposites. Absurd and fantastic as these theories may appear in the light of to-day, some idea of the hold they had on the medical mind may be formed from the fact that they swayed the schools for over thirteen centuries. We find a key to Galen's method of physic, embodied in Nicholas Culpepper's translation of the Dispensatory of the London college of physicians, printed in 1651.

According to Galen, opium was cold in the fourth degree, and therefore required some correspondingly hot medicine to moderate its frigidity. This theory seems to be still applied to the confection of opium of the U. S. P. 1870. The name of Galen comes down to us in pharmaceutical literature, where it will probably live for many years to come, in the word "galenical."

Pharmacy and materia medica, the first essentials of practical medicine, led not only to the study of botany, but almost simultaneously to that of chemistry. The

first students of chemistry we have are the alchemists—those men, who in the pursuit of the *ignis fatuus* of the Elixir of life, the philosopher's stone, and the transmutation of base metals into gold, developed facts, and prepared the field for the stupendous achievements made by chemistry proper in the last two centuries.

Alchemy, the parent of chemistry, was the offspring of astrology, and up to the third century was so closely identified with religion that it may be regarded as a part of it. During the third and fourth centuries, however, it began an independent existence. The earliest alchemist of whom we have any record was Geber, a Greek by birth, but who afterwards became an Arabian prince. He lived towards the close of the eighth century. He was acquainted with the process of distillation. He also made corrosive sublimate, and red precipitate, and prepared precipitated sulphur after a method strictly analogous with that in use to-day. These are merely a few out of the number of chemical preparations with which he was acquainted. According to Dr. Johnson his name has come down to us and become a part of our language, in the word "gibberish" (geberish), supposed to be derived from the obscurely figurative and metaphorical character of the language used by him to describe, or rather to veil his alchemical process. As a sample of his style of expression, he says: "Bring me the six lepers, that I may cleanse them," by which he means the conversion of the six metals, silver, mercury, copper, iron, tin and lead, the only ones then known, into gold.

From the middle of the eighth to the middle of the thirteenth century A. D., the caliphate of Bagdad in the east, and Cordova in the west were the great centers of learning, and during that period we are indebted to the Arabs for a more full development of pharmacy. They were the fathers of chemical pharmacy, and to them are due the first official prescriptions recording the preparation and mixture of different remedial agents. The first public apothecary shop of which there is any record was founded in Bagdad by the caliph Almansor, in 754 A. D., and the Arabian apothecaries of the twelfth century were under the direction of the government, and subject to strict supervision in regard to the quality and price of medicines. A Pharmacopoeia published by Abul Hassan was their standard authority. In this century we have the first mention of Alcohol in an Arabian physician named Albulcasis. It is interesting to know that in these early days physicians were not permitted to have any share of gains with apothecaries, nor to merchandise with them as to prices, and were required to inform the authorities whenever an apothecary falsified a drug.

From the first to the eighteenth century there are many noted names more or less associated with pharmaceutical literature, but we can only mention a few, and those in a very casual manner. In the first century we have Celsus, a noted physician and man of great learning; also, Menerates II, who is credited with the discovery of diachylon, or lead plaster; Phazes and Avicenna in the eleventh century, who were the first to introduce pharmaceutical preparations into their works or made any improvement in the mode of conducting pharmaceutical process; Roger Bacon, a Franciscan monk, in the thirteenth century, who laid the foundations of chemical science in Europe, and whose discoveries were regarded as so extraordinary that he was excommunicated by the Pope, and imprisoned ten years for supposed dealings with the devil; Arnoldus de Villa Nova, also of the thirteenth century, who is accredited with being the first to introduce tinctures into the medical practice; Basil Valentine, a Benedictine monk, about the fifteenth century, who was the first to introduce antimony into medicine, and who, if report be true, killed several of his brother monks in experimenting on them with the new medicine, hence the name of the metal, or antimoine (anti-monk). He was also the first to discover ammonia and the mode of its preparation for sal-ammoniac. He also noted the production of ether from alcohol.

In the sixteenth century we have that remarkable man and prince of empirics, Paracelsus, or, as he termed himself, "Philippus Theophrastus Bombastus Paracelsus de Hohenheim—a man who produced a greater revolution in materia medica by the introduction of chemical remedies for internal use into medical practice than any who had preceded him. Armed with mercury, antimony, lead and opium, remedies that are regarded as of no mean potency to-day, he set out to conquer disease in all its forms. He was elected professor of chemistry in Basel in 1527. This was the first chair of professorship of chemistry established in Europe. In the seventeenth century we have Van Helmont, a man of irrepressible zeal and indefatigable industry, who spent fifty years of his life in torturing by every chemical experiment he could devise, almost everything in the animal, vegetable and mineral kingdom. In this century we also have Glauber, the discoverer of hydrochloric acid, whose name comes down to posterity in Glauber Salts. We also have Riverius, the author of that curious compound "the universal body of physic," and that serious joker, Nicholas Culpepper, general student in physic and astrology, and translator of the Dispensatory of the London college of physicians.

Subsequently, the names connected with the literature of pharmacy become so numerous that it would be useless to attempt to give them separate mention.

The term Pharmacopoeia first appears as a distinct title in a work published at Basel in 1561 by Dr. A. Foes, which does not appear to have come into general use until the beginning of the seventeenth century.

The first work really worthy to be called a Pharmacopoeia was published at Nuremberg, under the sanction of its senate, in the year 1542. For this we are indebted to Valerius Cordus, a young student, who during a transient visit to that place accidentally produced a collection of medical receipts which he had selected from the works of the most esteemed writers, and with which the physicians of Nuremberg were so highly pleased that they urged him to print it for the benefit of the apothecaries. To this casual circumstance we owe the introduction of Pharmacopoeias.

Prior to this time the works principally used by the apothecaries were the "Treatises on Simples" by Avicenna and Serapion, the "De Synonymis" and "Quid pro Quo," of Simon Jannensis; the "Antidotarius" of Nicolaus de Salerno, containing galenical compounds alphabetically arranged, and the "Liber Servatoris" of Bulchazim ben Aberazerim, consisting of preparations made from plants, animals and minerals.

(Concluded next week.)

Sunday Closing at Big Rapids.
The druggists of Big Rapids have all agreed to close their stores on Sunday and open them only in case of requests for filling prescriptions.

WHOLESALE PRICE CURRENT.

Advanced—Nothing.	Declined—Quinine, P. & W. and German.
ACIDIUM.	
Aceticum	82 10
Benzonum	80 00
Carbolicum	10 45
Citricum	6 85
Hydrochlor	3 25
Nitricum	10 12
Oxalicum	11 13
Salicylicum	1 85 00
Tannicum	1 40 00
Tartaricum	5 00 50
AMMONIA.	
Aqua, 16 deg.	3 25
" 18 deg.	4 25
Carbonas.	11 13
Chloridum	12 14
BACCAR.	
Cubebae (po. 1 00)	1 00 10
Juniperus	8 25
Xanthoxylium	25 30
BALSAMUM.	
Copaiba	4 85 50
Peru	6 10
Terabin, Canada	5 00 55
Tolutan	4 00 45
CORTEX.	
Abies, Canadian	18
Benzoin	18
Cinchona Flava	18
Euonymus atropurp.	18
Myrica Corifera, po.	12
Prunus Irgina	12
Quillaja, grd.	12
Sassafras	12
Ulmus	12
Ulmus Po (Ground)	12
EXTRACTUM.	
Glycyrrhiza Glabra	24 25
" po.	3 35
Haematox, 15 boxes	9 10
" 18	12
" 18	12
" 18	12
" 18	12
" 18	12
FERRUM.	
Carbonate Precip.	15
Citrate and Quinia	23 50
Citrate Soluble	80
Ferrocyanidum Sol.	15
Scut. Chelidonia	14 25
Sulphate, com'l, (bbl. 85)	7
" pure	7
FOLIA.	
Barosma	10 12
Cassia Acutifolia, Tinnivelly	35 50
" " "	35 50
Salvia officinalis, 1/2 and 1/2	10 12
Ura Ursi	8 10
GUMMI.	
Acacia, 1st picked	21 00
" 2nd	20 00
" 3rd	19 00
" Sifted sort	65
" po.	75 00
Aloe, Barb, (po. 60)	5 00 60
" Cape, (po. 20)	60
" Socotrina, (po. 60)	60
Ammoniac	25 30
Assafoetida, (po. 30)	15
Benzoinum	50 25
Camphora	25 30
Catechu, 1/2, 1/4, 1/8, 1/16	13
Euphorbium, po.	35 10
Galbanum	75 80
Gamboge, po.	35
Guaiacum, (po. 40)	35
Kino, (po. 25)	20
Mastic	61 25
Myrrh, (po. 45)	40
" (po. 75)	50 00 25
Shellac	18 25
" bleached	25 30
Tragacanth	30 75
ABSINTHIUM.	
Absinthium	25
Eupatorium	20
Lobelia	23
Majoran	23
Mentha Silvestris	25
" Vir.	25
Rue	20
Tanacetum, V.	25
Thymus, V.	25
MAGNESIA.	
Calcined, Pat.	55 00
Carbonate, Pat.	28 00
Carbonate, K. & M.	20 25
Carbonate, Jennings	35 36
OLEUM.	
Absinthium	4 50 25 00
Amygdalae, Dulce	45 50
Amygdalae, Amarae	7 25 75
Anisi	2 00 30
Aurant Cortex	62 00
Berberis	3 00 25
Cajuputi	90 00 10
Caryophylli	62 30
Cedar	33 65
Celastrum	61 30
Cinamonum	90 00 10
Citronella	75
Conium Mac.	35 65
Copaiba	16 10
Coriandrum	8 50 20 00
Execchithos	90 00 10
Erigeron	1 20 1 30
Gaultheria	2 25 35
Geranium	10 10
Gossipii, Sem, gal.	5 75
Hedeoma	90 00 10
Juniperi	50 00 10
Leucanthemum	90 00 10
Limonis	1 75 2 25
Lini, gal.	42 45
Mentha Piper	2 75 3 80
Mentha, Vir.	5 00 10
Myrica, gal.	80 00 10
Myrica, 5.	50
Olive	1 00 2 75
Pice Liquida, (gal. 35)	10 12
Ricini	1 45 1 60
Rosmarini	75 00 10
Rosae	65 00
Succini	40 00 45
Sabina	90 00 10
Santal	3 50 4 00
Sassafras	42 45
Sinapis, ess.	65
Sinapis, gal.	40 50
Thyme	40 50
Thyme, opt.	60
Theobromas	15 20
POTASSIUM.	
Bichromate	13 15
Bromide	42 45
Chlorate, (Po. 20)	18 20
Iodide	3 00 25
Prussiate	25 28
RADIX.	
Aithae	25 30
Anopodii, 30	15 20
Arum, po.	25
Calamus	20 50
Galium, (po. 15)	10 12
Glycyrrhiza, (pv. 15)	10 12
Hydrastis Canadian, (po. 35)	15 20
Hellebore, Alba, po.	15 20
India, po.	15 20
Jalapra, pr.	2 00 30
Maranta, 1/2	35
Podophyllum, po.	15 20
Rheo	7 50
" cut	61 75
" pv	75 00 35
Spigelia	45 50
Sanguinaria, (po. 25)	35 40
Scilla	35 40
Senega	40 45
Smilax, Officinalis, H.	40
" Mex.	40
Scilla, (po. 35)	10 12
Symplocarpus, Foetidus, po.	25
Valeriana, English, (po. 30)	25
" German	15 20
SEMEN.	
Anisum, (po. 22)	17
Frumenti, D. F. R.	1 75 2 00
Bird's, (po. 20)	4 6
Carul, (po. 20)	12 15
Cardamom	1 00 1 25
Coriandrum	1 00 1 25
Cumabini, Sativa	4 6
Cydonium	7 50 10
Chenopodium	10 12
Dipteris, (po. 20)	1 75 2 00
Foeniculum	6 8
Poenogreek, po.	6 8
Lini	3 4 4
Lini, ryd.	3 4 4
Abusina Canarian	3 4 4
Rapa	6 8
Sinapis, Albu.	8 9
" Nigra	11 12
SPIRITUS.	
Fruentum, W. D. & Co.	2 00 2 50
Fruentum, D. F. R.	1 75 2 00
Juniperis Co. O. T.	1 75 2 00
Juniperis Co.	1 75 2 00
Saccharum A. E.	1 75 2 00
Spt. Vin. Galli	1 75 2 00
Vini Oporto.	1 75 2 00
Vini Alba.	1 75 2 00

Florida sheeps' wool, carriage	2 25	2 50
Nassau do do	2 00	2 00
Velvet Ext do do	1 10	1 10
Extra Y do do	85	85
Grass do do	65	65
Hurd do do	75	75
Yellow Reef, do do	1 40	1 40
MISCELLANEOUS.		
Ether, Spts Nitros, 3 F.	20 25	20 25
Ether, Spts Nitros, 1 F.	30 32	30 32
Alumen	2 40 3 4	2 40 3 4
Alumen, ground, (po. 7)	1 50	1 50
Annatto	5 50 6 0	5 50 6 0
Antimoni, po.	4 6	4 6
Antimoni et Potass Tart.	5 50 6 0	5 50 6 0
Argent Chlor, 5	5 6	5 6
Arsenicum	5 6	5 6
Balm Gilead Bud.	3 80 4 0	3 80 4 0
Bismuth S. N.	2 15 2 20	2 15 2 20
Calcium Chlor, 15, (5% H. & 12)	6 2	6 2
Cantharides Russian, po.	6 2 0	6 2 0
Capsic Fructus, af.	6 15	6 15

