

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 23, 1884.

NO. 31.

YOU CAN BUY

Withers Dade & Co's

Old Fashioned, Hand Made,
Sour Mash

WHISKEY

—ONLY OF—

**Hazeltine, Perkins
& CO.**

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

Druggists' Favorite Rye

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

KEMINK, JONES & CO.,

Manufacturers of

**Fine Perfumes,
Colognes, Hair Oils,
Flavoring Extracts,
Baking Powders,
Bluing, Etc., Etc.**

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

42 West Bridge Street,

GRAND RAPIDS, - MICHIGAN.



HEADQUARTERS!

—FOR—

Sporting Goods

—AND—

OUT DOOR GAMES,

Base Ball Goods,

Marbles, Tops,

Fishing Tackle,

Croquet, Lawn Tennis,

Indian Clubs,

Dumb Bells,

Boxing Gloves.

We wish the Trade to notice the fact that
we are

Headquarters on these Goods

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

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, - MICHIGAN.

OUR DRUMMER'S INVESTMENT.

Stayville, Oct. 10th.

Glamorgan, Checkup & Co.,
Crampton, P. D.
Spooners can't pay. Suits pending. Invol-
ed. Willing to give us stock settlement. Shall
I accept, or press claim full amount?
(Sig.) G. TWISTER.

This is the wording of a telegram which a
young red-faced messenger brought into our
office about three o'clock in the afternoon of
the day it was dated, and which he handed to
Glamorgan, our senior, at the same time
opening a small book and saying:

"No. twenty-seven on that line, sir,"
pointing to a line in the receipt-book.

Glamorgan receipted the message, and
calmly tore off the wrapper inclosing the
gram. He then read the message, I should
think, about three times, and commenced
making a phrenological examination of his
comprehensive powers as he walked over to
my table and laid the paper before me, say-
ing:

"Well, here's a message from Twister,
but I can't make out what the fellow
means."

Now, Twister is the gentlemanly employe
who represents our firm to the country mer-
chants, and occasionally looks after collections.
He had been sent over to Stayville to see
why our customer at that place was so dilatory
about his remittances.

I picked up the telegram and commenced
reading. "Spooners—can't—pay.—Creditors
—urging—settlement.—Suits—pending—
Involved.—"

"There," said Glamorgan. "What do you
suppose he means by 'involved'?"

"Involved," why," said I, "I suppose
Spooners has got mixed up in some specula-
tion and is going to bust."

"Well, go on," said Glamorgan, "read the
rest of it."

"Willing—give—us—stock—settlement.—
Shall—I—accept—or—press—claim—full—
amount—?" Then I began to go through the
familiar phrenological finger movement, and
at last, "Humph, well, don't know, Glamor-
gan, but I expect Spooners has offered to
secure our claim, to some extent, anyway, by
turning over stock," and I looked up just
in time to catch sight of a peculiar motion of
Glamorgan's face, caused by the eyebrows
drooping and the upper lip quivering slightly
as he twisted his fire-red mustache.

"I don't know what to say about this,"
said the senior, and he turned half around
to speak to the book-keeper. "Say, Carr,
will you see how much Spooners, of Stayville,
owes us?" and we paused for a reply.

"Forty-six hundred seventeen dollars and
twenty-nine cents," promptly came back the
reply.

"Jerusalem!" muttered Glamorgan, "does
he owe so much as that?"

"Oh, yes!" I said, "I supposed it was
something near five thousand dollars."

"Jimmy, won't you run up stairs and ask
Mr. Clemens to come down here," said Glamor-
gan to the office-boy; and then turning to
me he remarked, "I'd like to see what
George's ideas are about this thing."

Clemens, although represented by the Co.
in our firm name, was senior to both Glamor-
gan and myself when it came to straiten-
ing out complicated bad debts and carrying
a general balance-sheet in the head. A few
words only had been passed when Clemens
came down from the second floor, where he
had been superintending the selection of
goods for filling orders.

"Well, Clemens," said Glamorgan,
"Spooners of Stayville is busted, or is go-
ing to, and Twister wants instructions about
securing our account. Here's the dispatch."

Clemens read the message, and looking
edgewise across the table at me said, half
smiling: "I believe he's your customer, isn't
he, Checkup?"

"Yes," said I, "he's credited to me, but I
haven't known much about him for more
than a year. He was all right then. I think
we had better direct Twister to do the best
he can. If he can't get money, to take
stock; and if he has to do that, it ought to
be shipped here immediately."

"Very well," said Glamorgan, "then you
had better wire him at once."

I hastily dashed off the following:
Crampton, Oct. 10.

To G. Twister, Stayville.

Make best arrangement possible. Accept
goods, if that is best can be done, and ship im-
mediately.

[Sig.] GLAMORGAN, CHECKUP & CO.

"Here, Jimmy," said Clemens, "run over
to the telegraph office with this message. Be
spry now, and get back here as quickly as
possible." And away sped the instructions
to our anxious drummer at Stayville.

"Spooners owes us about forty-five hun-
dred, doesn't he?" said Clemens, giving me
a quizzing look as he glanced over the tele-
gram for the eleventh time.

"Yes," I said, "forty-six hundred and
something, Carr told us a few minutes ago."

"Well, I suppose Twister will get it se-
cured in some way," responded Glamorgan
with a sort of relief that gave Clemens and
myself to understand that, perhaps, we were
fortunate in being able to get something,
even though he did not expect the account
would be collected in full.

"I think it would, perhaps, have been
well," said Clemens, "to have telegraphed
Twister for more definite information, and

for some particulars as to Spooners' debts
and resources."

"Well, the message has gone now," said
Glamorgan, "and in the morning we will
probably have from Twister a letter which
will explain matters."

I nodded assent to Glamorgan's remark,
and we separated as quickly as possible,
each seeming to have important business re-
quiring attention just then; though, had
Twister's message reported a sale through
which we were to clear five hundred or a
thousand dollars, I presume neither of us
would have felt so strongly disposed to be
free from the other's presence.

The morning came, but with it no fur-
ther news from Stayville. Another mail
was due in the afternoon, and that was
awaited with impatience, by me at least,
and I imagined from looks and mutterings
that Glamorgan and Clemens were both
somewhat anxious. However, no letter
came, nor did the wires bring us any fur-
ther intelligence. Just what were the
thoughts of my partners as to the long si-
lence I do not know, but I consoled myself
with the idea that our drummer was closing
up matters with the Stayville customer, and
that all was probably going right, else fur-
ther calls would come for instructions. That
my imaginations were, in a sense correct, you
will presently see.

The morning of the 12th came, and about
nine o'clock a small black-headed youth
came sauntering into the office with the air of
a Vanderbilt, handing Clemens a telegram
which he read, as follows:

Stayville, Oct. 11th.

Glamorgan, C. & Co.
Shipped goods to-day. Finish here in morn-
ing, and go to Buckton.

TWISTER.

This was indeed a true relief, and there
was a more cheerful tone in and around the
office of Glamorgan, Checkup and Clemens
during the remainder of that day than
were the articulations of the day that pre-
ceded it.

It was about five o'clock, and we were
making preparations to leave, when Carr,
who had just commenced balancing-up and
checking his cash, sang out:

"Mr. Glamorgan, will you step here a mi-
nute?" Glamorgan opened the door leading
into the outside office, and there we saw a
long, country-like chap wearing a black
slouch hat, with pants in his boot tops and
a long pole in his hand.

"Is this Mr. Glamorgan?" he said.

"Yes, sir, that's my name," said Glamor-
gan, eyeing the stranger closely, as if ex-
pecting to recognize in his features some old
acquaintance whom he had met in Texas,
when he was living in the West.

"I came through from Stayville with your
goats that Mr. Twister shipped, and I s'pose
they ought to be unloaded to-night," drawled
out the stranger.

"You came through with what?" inquisi-
tively asked Glamorgan.

"Your goats," was the reply.

"My goats, why I don't know anything
about goats; you must be mistaken."

And at that Clemens and I hastened into
the room to get a good look at the stranger.

"Well, yew telegraphed Mr. Twister that
if he took goats of Mr. Spooners for what he
owed, you wanted 'em shipped here immedi-
ately, didn't ye?" And the late arrival from
Stayville twisted his long pole around, pok-
ing Clemens in the ribs, and peering very
emphatically into Glamorgan's face.

"Checkup, what do you suppose this
means? Did you telegraph Twister any-
thing about goats?" and Glamorgan looked
at me as though I had possibly made a terri-
ble blunder.

"Goats," said I, "why no, of course not
I telegraphed him to accept goods, if that
was the best he could do, and, as you sug-
gested, ship here immediately."

"Well, gentlemen," said the tall man from
Stayville, "I'll tell ye how 'twas. Spooners
got stuck on buying more'n a thousand goats
to fill a contract, and the party couldn't
take 'em. Then, when your drummer got
your message' he said he'd take the goats,
and got me to come over on the train with
'em. There ain't only four car loads of
'em."

"My Heavens!" screeched Clemens, "what
are we to do with four car loads of goats?
It's an exasperating joke. You see the tele-
graph operator has written the word 'goods'
so that it looked like goats, and has misled
Twister."

"Yes, that's so," said Glamorgan; "either
that, or the operator here has mistaken
the word in Checkup's message and sent it
'goats.'"

"But now, since we have the goats," said
Carr, "what shall be done with them? They
must be taken care of to-night."

"Yes," said Clemens, "and to-morrow we
will publish a circular, announcing in our
business a department of masonic supplies
and paraphernalia."

Carr made the entry:
Masonic Supplies,
To Spooners.

Glamorgan said something about his
hopes that in the future, when telegrams
were sent by the firm or its employees, they
would be followed immediately with letters,
giving particulars, and repeating the exact
wording of the message.

Clemens said, "That's so," and we all
nodded an endorsement.

CLAY PIPES.

**A Meerschmump Pipe for \$500 and a Clay
Pipe for a Cent.**

From the Detroit Free Press.

Mayence is about as far up the
Rhine as tourists go in the steamers. It has
a cathedral remarkable for its ugliness to
the ordinary observer and for its beauty to
the architect. Going from the river front
leading to the square on which the cathedral
stands, is a narrow, winding street with
tall houses and a slit of narrow sky over-
head.

At the corners are some of the most won-
derful pipe stores in the world.

These places are lined and hung and fes-
tooned with pipes of every description.
There are the long Rhine pipes with their
chromed China bowls and meerschmump
pipes of every variety. Perhaps the most
wonderful pipes to be seen there are those
from the Black Forest with bowls as big as
your head. These bowls are of the knot of
some tree, and they are carved with all sorts
of fantastic devices, the favorite being
hounds and hunter chasing a deer.

Leading from one of these pipe shops is a
very narrow, creaky and uncertain stair-
way winding up to the roof. As it nears the
top it becomes narrower, creakier and more
uncertain, and a rope dangling down is the
only thing the climber has to guide him in
his upward journey. In the very top room
with a window projecting over the mossy,
red, tile-steep roof sits one of the most ex-
pert pipe-makers on the Rhine. He has a
little work-bench fixed almost in the win-
dow, and attached to it is a small lathe and
a vise. Chunks of white meerschmump are on
a shelf, and the table is covered with the
white dust that comes from the turning and
carving. From that high window is a view
of the muddy Rhine and the long bridge of
boats which stretches across it. This work-
man at odd times comes down to the ordi-
nary pipe work—the Nubian's head, the
bowl in the claws of a fowl, and the other
conventional shapes that meerschmump pipes
in the tobaccoist's windows have made us
familiar with, but his general work is much
ahead of that.

He is an artist in his way—a portrait
artist. Before him at this time was a por-
trait of President Garfield, and with the
bowl of the future pipe fixed in the vise he
was fashioning with minute chisels the mass
of meerschmump into a sculptured head of the
dead President. This particular pipe had
been ordered from America, and it was to cost
a big amount; just how much the American
was to pay for it the German couldn't say,
and how much the carver was to receive he
wouldn't say. Anyhow, before it reached
the smoker's hands there were several large
profits to be made, and no doubt the small-
est was that of the artist who made it. It
seemed that quite a large business was done
in this style of portraiture. Some photos of
handsome young ladies were there, and
pipes were to be made with the features
copied. It seemed rather a shady compli-
ment to pay to the girls, as their faces were
sure to become any thing but the lily color
they would be when they left the carver's
hands.

There were few specimens of this work-
man's skill in the little attic room, for it
was a work-shop and not a show-room; but
in the shops below could be seen his work—
surly heads of Bismarck, the side whisk-
ers and military mustache of the Emperor,
the face of Unser Fritz, "bearded like a
pard," heads of Gladstone and Beaconsfield
to catch the English tourist, and heads of
dashing beauties with rakish Gainsborough
hats for any one that wished to buy. The
German was a worker and not a talker. He
was silent and industrious, and while he
carved he pulled away at a very huge and
very ordinary pipe, that required to be filled
at least once a week if he smoked incessant-
ly. As the hatter never wears a good hat,
so the maker of the most expensive pipes in
the world smoked one of the cheapest.

As near as could be gathered from his
rather gruff remarks the meerschmump was
quarried in the chunks we saw it and a large
specimen was exceedingly rare. The lumps
when soft could easily be pressed together
like any other piece of clay, but the pressure
would spoil the porousness of it and it
would not color. The chips of the meersch-
mump that were too small to make little
pipes or cigar-holders of were kneaded to-
gether and a sort of cheap meerschmump pipe
made, that the dealer on the off streets in
England could sell at a very low figure and
yet be quite truthful in their assurance that
they were genuine meerschmump, while as
the time-honored pun has it they were a
mere sham instead, and would under no
provocation color. The nice thing about
these pipes is that the ordinary smoker can-
not tell the cheap from the dear.

However, there are cheaper pipes made
than those by the stolid carver of Mayence,
who once made a pipe that cost \$500. De-
troit makes a pipe that sells at wholesale for
about the fifth of a cent, and at retail for a
cent, which is somewhat cheaper than meersch-
mump even in Germany. There are three
of these clay pipe factories in Detroit. Amer-
ica used to get its clay pipes mostly from
Scotland, there being some large factories
in Glasgow; but now all the cent pipes want-
ed are made in the United States. As may

be imagined, the process of making "clays"
is mechanical.

There is no margin for nice ornamenta-
tion on a one cent pipe. In the first place
the clay comes from Woodbridge, New Jer-
sey, where it costs \$3.50 a ton. The freight
then costs \$5 a ton, and by the time the clay
is at the factory it is worth \$10. So far all
attempts to find pipe clay nearer at hand
have been unsuccessful. If any Michigan
or Ohio farmer reads this and thinks he has
pipe clay on his farm let him put a chunk of
it in the fire. If it burns red it won't do;
if it turns white the pipe factories of Detroit
will be glad to hear from him, and the
chances are his fortune will be made. It is
rather curious that no one has ever tried red
clay pipes. They are used in Turkey and
on the south shore of the Mediterranean,
where they certainly know something about
smoking.

There are six men and two girls working
at the Joseph Campau avenue factory. One
man takes the moist lumps of clay and with
one lump in each hand rapidly rolls them
into the shape of a club with a spindle
handle and a heavy end. The dexterous
manner in which he works with both hands
at once would please Charles Reade, the
champion of ambidexterity. Three men
work at their machines and turn these soft
clays of clay into the shape of pipes with
great rapidity. Each man makes about 2-
440 pipes a day. They take the clay club;
dip a long needle in a mixture of kerosene
and fish oil; run the needle into the stem of
the future pipe; rub the clay with the oil
mixture; chuck it into the steel mold;
squeeze down a lever that presses out the
hollow of the bowl. When released it is the
blue semblance of a clay pipe, and all these
processes together take about a second and
a half. Next the pipes are partially dried
and then turned over to a couple of girls,
who give them a sort of finishing polish.

They are next allowed to dry and are pack-
ed in earthenware crocks. These crocks are
placed in the furnace and about 50,000 pipes
burnt at once. They come out pure white,
and are then packed up in cases holding 288
pipes, which are sold for sixty-five cents.

Put all this information in your pipe and
smoke it.

BUSINESS LAW.

**Brief Digests of Recent Decisions in Courts
of Last Resort.**

Sale of Personal Property.

The Indiana Supreme Court in a recent
case (Dwiggins vs. Clark, decided March 8)
laid down as follows the law regarding the
choice of remedies at the option of the ven-
dor in the case of a sale of personal prop-
erty at a stated price where the vendee re-
fuses to accept it: 1. The vendor may store
or retain the property for the vendee and
sue him for the entire purchase price. 2.

He may sell the property, acting as agent
of the vendee for this purpose, and may re-
cover the difference between the contract
price and the price obtained on such resale.

3. He may keep the property as his own,
and recover the difference between the
market price at the time and place of deliv-
ery and the contract price.

Chattel Mortgage—Rights of Assignee.

To a bill to foreclose a chattel mortgage a
defense was made by the assignee for the
benefit of creditors of the mortgagor. He
claimed that the mortgage was void as to
him because it was not recorded in the
county where it was made before the assign-
ment to him was delivered. In this case,
Shaw vs. Glen, the Court of Chancery of
New Jersey gave the complainants a decree.

The chancellor, in the opinion said: The
mortgage was clearly valid as against the
mortgagor, when he made the assignment,
notwithstanding it had not been recorded ac-
cording to law; and the assignee took his
title to the property, subject to the equities
to which it was subject in the hands of his
assignor. Such is the rule as to assignees
in bankruptcy; he is not bound by the fraud-
ulent conveyances of his assignor; but in
cases unaffected by fraud he is bound by
the equities to which the property assigned
was liable when it came to his hands from
his assignor.

**Partnership—Statute of Limitations—Ac-
counting.**

In the settlement of partnership accounts
it was attempted to shut out the claim of
one of the firm for money paid by him on
behalf of the firm, on the ground that he
was barred by the statute of limitations.

In this case, Turner vs. Holloway, the
Court of Appeals of Maryland decided that
the claims should be allowed. Judge Bryan,
in the opinion, said: 1. Partners have a lien
on the partnership property for the pay-
ment of the partnership debts, and it is in
consequence of this lien that the joint credi-
tors are paid, and not by reason of any in-
dependent right which such creditors pos-
sess. Whether the firm is solvent or insol-
vent is not material; the rights of the part-
ners do not depend upon that. It is only in
subordination to this right of the partners
that the claims of the creditors are permit-
ted to be presented. 2. The plea of limita-
tions can not avail against a claim of one
partner for money paid out for the firm.

Attachment of Funds Held by Executors.

The Supreme Court of Nevada, in the
case of Norton vs. Haydon, wherein a credi-
tor of a bank which had a judgement
against an estate attached the amount due
in the bonds of the executor, ruled that when
no order for distribution to creditors has
been made an executor or administrator is
not answerable to the process of attach-
ment. It would tend to distract and em-
barrass these officers, if, in addition to the
ordinary duties which the law imposes, of
themselves often multiplied, arduous and
responsible, they were drawn into conflicts
created by the interposition of creditors of
legatees, and compelled to withhold pay-
ment of legacies without suit; to suspend in-
definitely the settlement of estates; to at-
tend, perhaps, to numerous rival attach-
ments; to answer interrogatories on oath;
and to be put to trouble and expense for the
benefit of third persons, no way connected
with the estate, nor with the duties of their
trust. It has been decided that money in
the hands of a prothonotary or sheriff can
not be intercepted by a creditor of the party
entitled to it; but it must be paid over to
himself only. The case of an executor or
administrator is analogous to that of a
sheriff or prothonotary. He has the funds
in his hands as an officer or trustee author-
ized by law; and if a new party were al-
lowed to levy on it by attachment, there
would be no end of disputes and lawsuits;
and no business would be certain of being
brought to a close in a reasonable time.
These funds must travel only the path
pointed out by the laws relating to the de-
cedents' estates in their various branches,
and can not be diverted out of that path
without interfering with statutory regula-
tions, and violating some of the most im-
portant provisions of the acts of Assembly.

Signs of the Times.

From the Northwestern Grocer.

While the business interests of the coun-
try at large are by no means what could be
desired there are indications which seem to
point to better conditions in the future. One
of the hopeful signs is the large number of
corporations being formed for the prosecu-
tion of large manufacturing business in var-
ious lines. This is shown by the weekly re-
ports of the Secretaries of State of licenses
issued to parties to organize under general
state laws for incorporations. Shrewd, far-
seeing, practical men see that with cheap
labor it is a favorable time to engage in lines
of manufactures for which our increasing
population, with its ever new and increasing
demands. Those who are taking the initia-
tory steps in these new enterprises are not
enthusiasts who go it blind, but see in the
conditions a favorable time for the employ-
ment of their capital in productive enter-
prises.

A well conducted trade journal is now an
absolute necessity to each section of the
country, whose well-being it voices and pro-
tects; for it is not the medium for making
announcements of all new manufactures,
latest and novel processes, changes in busi-
ness arrangements, ventures, etc., with many
other incidents peculiar to trade and com-
merce?

A curious anomaly is that potatoes can be
laid down in Boston by carloads from cer-
tain sections of the West at ten cents per
bushel lower than they can be brought from
Maine. This is due to through competition
in freight rates.

"No," said a West Side grocer, "Brown's
trade doesn't amount to much. A pretty
large family; but then, you know, they don't
keep a hired girl."

The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

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

WEDNESDAY, APRIL 23, 1884.

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

Reader, if you have already paid your subscription to THE TRADESMAN, pass this over without notice, as it does not concern you. But if you are still in arrears, you are hereby gently reminded that the extra expense involved in the late enlargement, and the outlay rendered necessary in keeping the paper to its present standard, are good and sufficient reasons why we should hear from you without delay. THE TRADESMAN is cheap at \$1 per year, and at that price it is necessary that every subscriber respond promptly, in order to avoid absolute loss. We do not ask \$2 for a \$1 paper, with the expectation of collecting pay from half those receiving it, thus compelling that class to make up the deficiency created by the delinquents. Every man must pay for THE TRADESMAN or do without it.

A new feature is added this week in the shape of a series of biographical articles entitled "Successful Merchants," the intention being to present such subjects only as have attained a competency in legitimate mercantile pursuits. In connection with a brief recital of the principal events in the life and business career of each tradesman, particular attention will be paid to points bearing on the question of business success, and to the principles which have enabled each to obtain a financial foothold. Such a presentation of commercial careers, rightly carried out, cannot fail to be of inestimable value to young and inexperienced merchants, as well as to those older in experience who have not improved their opportunities for money-making, as it will bring directly to their attention the reasons to which successful men attribute their success, and enable them to formulate principles which should be their guiding star.

PUBLISHING CHATTEL MORTGAGES.

Collins, April 17, 1884.
EDITOR TRADESMAN: I notice that the Detroit Commercial makes a practice of publishing the record of every mortgage, placed on the property of dealers, but not in one instance have I noticed where it has mentioned the fact of such removal. It looks to me that the publishing of such records is detrimental to the interests of such dealers who have found it necessary to secure such loans, that it is a direct thrust at their interests, and ought to meet the disapproval of every fair-minded man.

What is the opinion of the TRADESMAN? SUBSCRIBER.

With all due respect for our neighbors of the Commercial, we cannot but coincide with the conclusion of our correspondent. In our opinion, it is the province of the trade paper to build up trade, not tear it down. Chattel mortgages are frequently given in times of pressing necessity, only to be discharged a day or a week afterward. Before the news of their filing has been spread abroad, they are frequently taken up. The only authority for the publications are the reports of the mercantile agencies and even the agencies sometimes make mistakes and send out false reports. So long as these errors are confined to the agencies' subscribers, with whom the agent is in constant communication, no particular harm is likely to ensue. But when a false report is sent broadcast over the country, beyond the hope of contradiction, much evil may possibly result. It may be that the Commercial is endeavoring to cover a more extended field than THE TRADESMAN, but for ourselves we do not care to run both a newspaper and a mercantile agency for \$1 a year.

New Bank at Coopersville.

Mr. O. F. Conklin, of the firm of O. F. & W. P. Conklin, of Ravenna, and Wm. G. Watson, of the firm of Wm. G. Watson & Son, Coopersville, have formed a co-partnership under the firm name of Conklin & Watson, for the purpose of engaging in the banking business at Coopersville. The business and fixtures of the present banking house of W. A. Fallas & Co. have been purchased and the new institution will occupy the same building in which the present bank is located. This departure is an auspicious omen for Coopersville, as the new concern will command a capital amply sufficient to meet the demands of the business men of the place, an advantage not possessed by the present bank.

The Victim of a False Report.

A cruel report gained wide circulation last week—not through the columns of THE TRADESMAN, however—that H. T. Reed, of White Cloud, town treasurer, was a defaulter, in consequence of which his stock was attached by his bondsmen. The origin and utter untruth of the canard will be understood by the following explanation from Mr. Reed himself:

In regard to my business trouble I have told it over. It was maliciously reported on the Saturday before election that I was short, in order to defeat me for re-election. The new treasurer qualified on the 11th inst., and on the 14th inst., I paid over all moneys due the township and have the treasurer's receipt for the same.

AMONG THE TRADE.

IN THE CITY.

H. DeVries, groceryman, has sold out to M. Elenbaas, son of A. Elenbaas.

G. Roys, of G. Roys & Co., has returned from a six weeks' trip through Indiana and Ohio.

John D. Mangum, traveling agent for Welling & Carhart, is working the Jackson trade this week.

Sam Beecher, formerly with Ira C. Hatch, later with Clerk, Jewell & Co., has returned to Hatch's employ.

C. L. Ballard has engaged in trade at a small settlement near Cadillac. He will buy his stock in this city.

W. E. Harned, representing Cushman Bros. & Co., trimmings, New York, visited the trade here last week.

Lee & Hoban have engaged in the grocery business at Muskegon. Shields, Bulkley & Lemon furnished the stock.

Frank Leonard, of H. Leonard & Sons, is accompanying Joe Reed on a fortnight's visit to the northern patrons of the firm.

Hanink & Vrugink have engaged in the grocery business on Grandville avenue. Fox, Musselman & Loveridge furnished the stock.

I. Gibson & Son, formerly at West Campbell, now located at Petoskey, purchased a complete grocery stock of Arthur Meigs & Co. this week.

J. T. Avery, traveling representative for Jennings & Smith, left Tuesday for an eight weeks' northern trip, Cheboygan being the objective point.

It is rumored that Arthur Meigs & Co. and the Grand Rapids Packing Co. will occupy the new Gilbert block on Ottawa street when completed.

The Dr. R. Stocum stock at Rockford was bid in by his brother, Jonathan Stocum, of Sauborn, Iowa, who will continue the business in his own name, with D. R. as manager.

H. Leonard & Sons have put in two new crockery stocks during the past week, one for Greenwood & Ball, Grandville, and the other for the Chippewa Lumber Co., at Chippewa Lake.

Schepers & Schiphorst, the Holland druggists who recently assigned, contemplate offering their creditors a settlement on the basis of 40 per cent, providing their friends enable them to raise the wind.

Martin L. Sweet states that the report that he is out \$8,000 in consequence of the recent drop in wheat is wholly without foundation. THE TRADESMAN gave the report as such, assuming no responsibility as to its truth or falsity.

B. D. Hawes and Fred E. Hall, book-keeper and shipping clerk, respectively, for Putnam & Brooks, have formed a co-partnership under the firm name of Hawes & Hall, and engaged in the egg business at 69 Canal. They retain their connection with the old firm for the present.

Wm. Winegar and O. H. Simonds have formed a co-partnership under the firm name of Winegar & Simonds, and purchased the milling properties, store and stock of Dudley & Robinson—formerly Winegar & Peck—at Alba. Mr. Winegar will attend personally to the management of the business.

Clark, Jewell & Co. furnished two new grocery stocks during the past week, one for Seville & McAulay, who have just engaged in the grocery business at Edgerton, and the other for Bickford & Starr, successors to Bickford & Shults in the grocery and meat market business at Harbor Springs.

N. G. Burt, of Cross Village, was in the city last week, conferring with his creditors. He has sufficient funds to meet all claims against him at 35 per cent, which offer has been accepted by the houses here on condition that Hannah, Lay & Co. fare no better. In case Mr. Burt is able to make an arrangement with the latter, he will resume business again in a few days.

Richard Morgan, of Aurora, N. Y., was in town several days last week, visiting his son, Christopher Morgan, of the firm of Morgan & Avery. Mr. Morgan is the present proprietor of the famous Morgan store at Aurora, which was founded by his father in 1801, and with which he has been identified for about 35 years. He visited Grand Rapids for the first time 37 years ago.

Frank Friedrich, who started in the boot and shoe business at Traverse City a little more than a year ago without a day's experience, and who has now the leading trade in that line in that city, was married on the 17th to Miss Emma Brosch, one of Traverse City's fairest daughters. The happy couple went to Detroit on a wedding trip, and cards received by the trade here announce that they will be "at home" to their friends on and after the 26th.

Mr. D. E. Stearns, who was engaged in the dry goods business at Big Rapids for several years, and who has been identified with the

Broadhead Worsted Mills, Jamestown, N. Y., for some time past, now has the supervision of five states for that institution, Michigan, Illinois, Missouri, Kansas and Nebraska. Aside from the trade visited by him, there are four other men directly under his charge, the latest addition to the force being Vernor Wooley, of Big Rapids, who is making his maiden trip through Illinois, and meeting with exceptional success.

STRAY FACTS.

Muskegon has an \$18,000 brewery in prospect.

Marshall's capitalists are discussing a door-knob factory project.

Jas. Shepard has engaged in the dry goods business at Mancelona.

Max Jennings has sold his jewelry business at Stanton to L. Corey.

Inlay City citizens have subscribed nearly \$4,000 for a cutter manufactory.

Jas. B. Taylor, of Shelby, will engage in the manufacture of brick at Hart.

Cromie & Chaffee, meat dealers at Elk Rapids, are succeeded by S. J. Cromie.

Fenn & Stevenson, dealers in groceries at Stanton, are succeeded by Fenn & Earle.

Howard City will have a cigar factory in operation by May 1, employing five men.

The Pentwater Furniture Co. is shipping a carload of goods per day on the average.

The washboard factory at West Bay City turns out about 2,500 washboards per day.

New York parties will start a manufacturing institution at Owosso that will employ 300 men.

A fruit and vegetable drying establishment is to be started at Hudson by Messrs. Eastman & Brady.

The King & Amplett block at Lowell is to be converted to hotel uses, and L. W. Davis, of Muir, made landlord.

The Elmira Gazette states that that place "possesses the best of natural facilities for the establishment of an iron furnace."

Chas. E. Bailey has removed his saw mill from Fife Lake to a point six miles north of Elk Rapids, between the lake and the bay.

Ed. Bennett and D. E. Cooke have formed a co-partnership at Cadillac, under the firm name of Bennett & Cooke, and engaged in the jewelry business.

A number of prominent business men of Kalamazoo, having been interviewed by the Telegraph, report the prospects for a good trade the coming season as being excellent.

At Reed City, S. E. Carmany has formed a partnership with L. D. Strickland, a Chicago capitalist, for the manufacture of wheelbarrows, handles, and other kinds of wooden ware.

Richard H. Hughes, a prominent groceryman at Flint, has made an assignment to John Van Vleet. He has been in business for a number of years and his failure was a great surprise.

A commercial traveler tried to commit suicide at East Saginaw Tuesday night, by springing in front of the "cannon-ball express." Railroad employees saved his life. He was subject to epileptic fits and wanted to die before passing through the one which he felt approaching.

S. P. Creasinger, of Maple Rapids, is collecting in the amounts due to him as fast as possible, and paying his debts at 100 cents on the dollar. It appears that he did not fall from need of assets, but he had put his money into such property that he could not make a circulating medium of it.

New Stock Company

J. J. Adams, of Bellaire, is organizing a stock company with \$10,000 capital, for the purpose of engaging in the manufacture of the Harriman patent adjustable writing table, an ingenious contrivance that can be attached to any desk or table. The stockholders are mostly residents of Chase, and the factory will be located wherever it seems most advantageous, to be determined hereafter. It is the intention to push the manufacture and sale of the article as fast as its merits warrant.

Spruce butter tubs are the best; hemlock makes a sweet tub; acids from the oak color the butter and injure its appearance; white ash gives the butter a strong flavor if kept long, and increases the liability to mold; maple smells and cracks badly. Soak all tubs four to six days in brine before using.

An easy way to detect oleomargarine is to cut the "butter" with a smooth-bladed knife. Oleomargarine will, when cut, present a perfectly smooth surface, whereas genuine butter when cut with a knife will present numerous small holes, from which water will be seen oozing.

Berlin has one drug store to every 16,266 inhabitants; Breslau one to every 13,000 and Cologne one to every 11,000. A Chicago writer expresses surprise at these figures, for his is a large German city, yet it supports a drug store for every 1,500 inhabitants.

A Canal street storekeeper conceived and executed the plan of putting up the sign, "Admission Free," over the door of his store, and his place has been crowded ever since. The average human being does love a free show.

The match factory at Gainesville, Ga., is now turning out 300 gross of matches per day, everything from Georgia material except the chemicals, and part of them are Georgia productions.

The best "Orange county butter" sold in New York markets comes from Illinois. Next to Illinois, Iowa ranks as the best butter producing state. New York leads in cheese-making.

SUCCESSFUL MERCHANTS—NO. 1.

Wm. G. Watson, of Coopersville, for 25 Years a General Merchant.

Wm. G. Watson was born at Saratoga, N. Y., in 1830, the fifth of eleven children. In 1831 his parents removed to Edwards, St. Lawrence county, where he lived until 1864. He received his education—"what little I got," as he expressed it—in the common schools of the place, and in 1856 was married and engaged in business at South Edwards, carrying a general stock. He started with little capital, and without any previous knowledge of the business, but a three years' career at that place found him substantially better off than when he began. In June, 1859, he removed his stock and business to Edwards, a better trading point, occupying a larger building and carrying a heavier line. In 1864, he again removed his stock and business to Hermon, a still larger town and tributary to a better trading community, where he remained three years, selling out in 1866, to remove to Iowa, where he spent the winter, coming to Michigan the following spring to engage in general trade at Coopersville. His brother, James, was a silent partner for four years, and in 1871 he and H. W. McBryer were admitted to general partnership, the firm name being changed to W. G. Watson & Co. In 1873, McBryer retired, and the firm name was changed to W. G. & J. Watson. Two years later, Jas. Watson sold his interest to J. E. Rice and W. E. Watson, and the firm name was made Watson, Rice & Co. Three years later, J. E. Rice retired, and for one year W. G. & W. E. Watson were at the helm. In 1878, he sold the business to L. M. Ferguson and W. E. Watson, and took a needed respite from business cares, improving the interval to settle up the accumulated accounts of years and erect two-story brick buildings. Sept. 1, 1881, he formed a co-partnership with his son, D. O., under the firm name of W. G. Watson & Son, engaging in general trade on an extensive scale, which business he still pursues, giving it the same scrupulous supervision that has characterized his life work, leaving the details of the business to be attended to by his son. Not content with the laurels gained in the mercantile business, he is about to engage in the banking business at Coopersville, having formed a co-partnership with another successful merchant from a neighboring town, for that purpose.

The ratings of the mercantile agencies, and the reputation Mr. Watson bears among business men, are sufficient proofs that he has attained more than the ordinary success attendant upon an active business career. One peculiarity of his life is that he has never failed, and he has never embarked in an enterprise that did not bring about returns on the right side of the ledger, although there has been years when the profits were very small. He attributes his success to two reasons—economy and strict attention to business, and his advice to young merchants is "Get a start, and save what you make." These maxims, rigidly adhered to, have enabled many men to ascend the top round of the financial ladder, and a proper observance of them cannot fail to benefit any beginner in any business.

PENCIL PORTRAITS—NO. 10.

William Logie, Better Known as "Will."

Wm. Logie was born at Flamboro West, Canada, in 1851, and about a year afterward removed with his parents to St. Marys, Canada, where he obtained his early education, removing to Grand Rapids in 1865 to enter the employ of the then firm of Whitley, Rindge & Co. as "general useful." He continued in this capacity for some time, developing into a first-class salesman, and gradually getting an insight of the wholesale business. So valuable were his services to the firm that he was admitted to partnership January 1, 1878, at which time the firm name was L. J. Rindge & Co., although afterward changed to Rindge, Bertsch & Co. A month later, he took the road, taking the G. R. & L., and the C. & W. M., north, the D., G. H. & M., west, and the Michigan Central. He has since changed his route so as to include all available towns on the G. R. & L., from Sturgis to the Straits, the F. & P. M., east and west, the L. S. & M. S., from Otsego to White Pigeon, and the Michigan Central, as far south as Eaton Rapids. He sees his trade every 45 days, is always welcomed as a friend, and seldom departs without an order—in fact there are but two days in his six years' experience on the road in which he did not make a sale. Another peculiarity of his career as a traveler is that he has not been laid up a day by sickness. He is punctuality personified, making his appointments rain or shine, and disregarding difficulties that would baffle a less determined spirit. He is an active member of the Michigan Commercial Travelers' Association, and for three years past has held the position of chairman of the Railway Committee, being highly esteemed by the members of the Association, and all the boys on road for that matter, for his courtesy, charity and uniform kindness.

On the Esau—J. N. Bradford, W. H. Downs, L. M. Mills.

The exportation of oleomargarine oil increased last year over '82 by 66 per cent, while the export of artificial butter declined 10 per cent. This would seem to indicate two things. 1. That the Dutchmen are using a good deal of oleo to cheapen and enrich their butter and so spoiling at once our foreign market for butter and butterine. 2. That butterine is principally consumed at home, spoiling our home market for butter. Butter is whip-sawed between butterine and oleo.

COUNTRY PRODUCE.

Apples—Stock light, and market not very well supplied. Baldwins and Russets readily command \$4.50 and \$4.50, and extra fancy find frequent sale at \$5.

Bailed Hay—Firm at \$14 7/8 ton.

Barley—Scarce and firm. Best quality now readily commands \$1.35 7/8 100 lbs.

Beets—In fair demand at \$3 7/8 bbl. and \$1 7/8 bu.

Butter—Good dairy rolls are firm at 22 1/2 and packed from 10c up. Elgin creamery, 25@30c.

Butterine—Active at 18@20c for choice.

Beans—Handpicked are a trifle firmer at \$2.25 and unpicked are not much moving at \$1.75@2. The market is looking up to a considerable degree.

Barley—Choice \$1.30 7/8 100 lbs.

Buckwheat—None moving. Out of market.

Cheese—Skim 11@12 1/2 c. Full cream is active and firm at 14@15c.

Cider—Difficult to fill orders. Ordinary stock is entirely exhausted, and sand refined has advanced to \$7.50 7/8 bbl.

Clover Seed—Choice medium weaker at \$6 @ \$6.50 7/8 bu. and mammoth in fair demand at \$6.75 7/8 bu.

Corn—Local dealers stand in readiness to supply carload lots of Kansas corn at from 45@60c 7/8 bu. It is all of the same quality, but the former price is for damp, and the latter for dry stock.

Dried Apples—Quarters active at 7@9c 7/8 lb, and halves 8@9c. Evaporated dull and slow at 12 1/2@14c.

Eggs—Jobbing at 15c, and tolerably firm at that price. Picklers are picking them up at 14c, as they are better at this time of the year, and are kept more easily, than when put down during warm weather.

Green Onions—30c@40c 7/8 dozen bunches.

Honey—In comb, 18c 7/8 lb.

Hops—The Michigan crop is almost completely exhausted. Good command 20@22c, and fair 15@18c 7/8 lb.

Lettuce—Hothouse stock selling readily, with good demand, at 20c 7/8 lb.

Maple Sugar—In consequence of a light crop, the price is up 1c, and is scarce at that price. Choice pure readily commands 14c.

Onions—Firmer and scarcer. Choice yellow command 75@85c 7/8 bu. in sacks, and \$2.50 7/8 bbl. Bermuda stock brings \$2.50 7/8 crate.

Pieplant—Hothouse stock in fair demand at 10c 7/8 lb.

Potatoes—Still a drug and likely to remain so. There are vast quantities in the market, and large amounts still lie in pits. Burbanks are sold in small quantities at 40c, and Rose at 30c@35c.

Peas—Holland \$4 7/8 bu.

Parasprings—Moving slowly at \$3 7/8 bbl and \$1 7/8 bu.

Poultry—Chickens and fowls are firm, and readily command 16@17c and 15@16c, respectively. There are no ducks and geese in market, and a few turkeys, which find ready sale at 16c.

Radishes—50c 7/8 dozen bunches.

Ruta Bagas—Selling readily at 65c 7/8 bu., and \$2 7/8 bbl.

Seed Oats—White English Sovereign, 75c.

Seed Potatoes—White Star, \$1; Selected Burbanks, 50c; Early Ohio, 50c; Beauty of Hebron, 50c.

Timothy—Choice is firmly held at \$1.50@1.75 7/8 bu.

Vegetable Oysters—50c 7/8 dozen bunches.

Wheat—Local dealers are paying 75@80c for No. 2 Clawson and 95c for No. 1. Lancaster commands \$1@1.05.

VISITING BUYERS.

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

J. L. Handy, Alton.
J. J. Adams, Bellaire.
H. C. Smith, Chase.
T. Stafford, Ravenna.
S. L. Alberts, Ravenna.
H. M. Bleacher, Chase.
Fred Ramsey, White Cloud.
C. G. Jones, Olive Center.
R. G. Beckwith, Hopkins.
Geo. Carrington, Trent.
F. O. Lord, Howard City.
Jessie McIntyre, Fremont.
David Cornwell, Monterey.
Geo. Thompson, Edgerton.
Geo. S. Curtis, Edgerton.
Graham & Sweeney, Hopkins.
W. F. Stuart, Sand Lake.
F. E. Davis, Berlin.
D. E. McVean, Kalkaska.
Payne & Field, Englishville.
A. J. Belcher, Manton.
G. J. Shackleton, Lisbon.
Wisler & Co., Mancelona.
A. Giddings, Sand Lake.
Wm. Parks, Alpine.
W. E. Watson, Mancelona.
A. W. Stickles, Cadillac.
S. Bitley, Pierson.
F. C. Brisbin, Berlin.
J. Marlatt, Berlin.
I. Glupker, Zutphen P. O.
S. S. Holcomb, Coral.
Walter H. Struik, Forest Grove.
G. Bron & Ten Hoer, Forest Grove.
J. C. Benbow, Cannonsburg.
Dr. S. J., of C. E. & S. J. Koon, Lisbon.
S. M. Geary, Maple Hill.
W. B. Geary, Hudsonville.
G. P. Stark, Cascade.
Nagler & Beeler, Caledonia.
B. McNeal, Byron Center.
E. L. Van Ostrand, Allegan.
O. W. Messenger, Spring Lake.
Dr. J. R. Hathaway, Howard City.
J. B. Quick, Howard City.
R. B. McCulloch, Berlin.
Blakely Bros., Fife Lake.
J. D. F. Pierson, Pierson.
Dr. J. Graves, Wayland.
Dibble Bros., Burnip's Corners.
A. Norris & Son, Casnovia.
C. E. Clark, Lowell.
F. O. Lord, Howard City.
T. W. Provin, Cedar Springs.
Geo. W. Sharer, Cedar Springs.
N. G. Burt, Cross Village.
J. J. Quick & Co., Allendale.
S. N. Wright, Big Springs.
John Smith, Ada.
C. E. Blakely, Coopersville.
Mrs. A. Carpenter, Ludington.
C. F. & R. C. Dewey, Cedar Springs.
Mrs. C. F. Bosworth, Lowell.
Mrs. M. H. Hower, Lowell.
Mrs. Frank Torrent, Chase.
Mrs. A. Colby, Rockford.
Mrs. Mattie Sprague, Grand Haven.
Mrs. N. P. Haskins, Middleville.
Mrs. C. Slade, Wayland.
Mrs. M. B. Schryer, Manton.
E. Smith & Co., Big Rapids.
Mrs. F. E. Hoyt, Petoskey.
H. Minderhout, Hanley.
W. W. Mokena, Grafschaps.
F. Den Uyl, Holland.
Green & Green, Byron Center.
Paton & Andrus, Shelby.
C. Cole, Ada.
S. Frost, McBrides.
G. S. Putnam, Fruitport.

S. T. Colson, Alaska.
Henry Koopman, Falmouth.
C. H. Deming, Dutton.
S. C. Fell, Howard City.
Fox & Fisher, Zealand.
Mrs. M. E. Snell, Wayland.
Mrs. Mattie Sprague, Grand Haven.
Mrs. S. A. Colby, Rockford.
Mrs. Ada Gardner, Sparta.
Mrs. Frank Torrance, Chase.
Mrs. M. A. Morrill, Sparta.
Lane & Bolter, Caledonia.
E. S. Hipkins, Blanchard.
R. Carlyle, Rockford.
Geo. A. Sage, Rockford.

LUMBER, LATH AND SHINGLES.

The Newaygo Company quote f. o. b. cars as follows:

Uppers, 1 1/2 and 2 inch.....	45 00
Uppers, 1 inch.....	35 00
Selects, 1 1/2 and 2 inch.....	38 00
Fine Common, 1 inch.....	30 00
Shop, 1 inch.....	20 00
Fine, Common, 1 1/2, 1 3/4 and 2 inch.....	32 00
No. 1 Stocks, 12 in., 12, 14 and 16 feet.....	15 00
No. 1 Stocks, 12 in., 18 feet.....	16 00
No. 1 Stocks, 12 in., 20 feet.....	17 00
No. 1 Stocks, 10 in., 12, 14 and 16 feet.....	15 00
No. 1 Stocks, 10 in., 18 feet.....	16 00
No. 1 Stocks, 10 in., 20 feet.....	17 00
No. 1 Stocks, 8 in., 12, 14 and 16 feet.....	15 00
No. 1 Stocks, 8 in., 18 feet.....	16 00
No. 1 Stocks, 8 in., 20 feet.....	17 00
No. 2 Stocks, 12 in., 12, 14 and 16 feet.....	13 00
No. 2 Stocks, 12 in., 18 feet.....	14 00
No. 2 Stocks, 12 in., 20 feet.....	15 00
No. 2 Stocks, 10 in., 12, 14 and 16 feet.....	13 00
No. 2 Stocks, 10 in., 18 feet.....	14 00
No. 2 Stocks, 10 in., 20 feet.....	15 00
No. 2 Stocks, 8 in., 12, 14 and 16 feet.....	13 00
No. 2 Stocks, 8 in., 18 feet.....	13 00
No. 2 Stocks, 8 in., 20 feet.....	14 00
Coarse Common or shipping culls, all widths and lengths.....	9 00
A and B Strips, 4 or 6 in.....	35 00
C Strips, 4 or 6 in.....	28 00
No. 1 Fencing, all lengths.....	15 00
No. 2 Fencing, 12, 14 and 16 feet.....	15 00
No. 2 Fencing, 16 feet.....	12 00
No. 1 Fencing, 4 inch.....	15 00
No. 2 Fencing, 4 inch.....	12 00
Norway C and better, 4 or 6 inch.....	20 00
Bevel Siding, 6 inch, A and B.....	18 00
Bevel Siding, 6 inch, C.....	14 50
Bevel Siding, 6 inch, No. 1 Common.....	9 00
Bevel Siding, 6 inch, Clear.....	20 00
Piece Siding, 2x4 to 2x12, 12 to 16 ft. mill 50@120	
\$1 additional for each 2 feet above 16 ft.	
Dressed Flooring, 6 in., A, B.....	36 00
Dressed Flooring, 6 in., C.....	29 00
Dressed Flooring, 6 in., No. 1 common.....	17 00
Dressed Flooring, 6 in., No. 2 common.....	14 00
Beveled Ceiling, 6 in., \$1 00 additional.	
Dressed Flooring, 4 in., A, B and Clear.....	35 00
Dressed Flooring, 4 in., C.....	26 00
Dressed Flooring, 4 or 5 in., No. 1 common.....	16 00
Dressed Flooring, 4 or 5 in., No. 2 common.....	15 00
Dressed Ceiling, 4 in., \$1 00 additional.	
XXX 18 in. Standard Shingles.....	3 50
XXX 18 in. Thin.....	3 40
XXX 16 in.....	3 40
C 6 in. C 8 in. 18 in. Shingles.....	2 00
No. 2 or 5 in. C 8 in. 16 in.....	1 75
Lath.....	2 10

Drugs & Medicines

The Discovery of Peruvian Bark.

Henry M. Lyman in the Atlantic Monthly.

Two hundred and fifty years ago the city of Lima was the splendid capital of the Spanish empire in South America. Full of convents and churches,—monuments of the age of faith,—it was the principal office of the Holy Inquisition, the seat of the Archbishop of Peru, and the home of the Spanish viceroy, whose authority was recognized from Patagonia to the Isthmus of Panama. Here were the costly buildings of the oldest university in America, founded in 1576. From the ranges of the Andes that towered above each other behind the city, a continual procession of slaves and beasts of burden brought to the royal treasury silver and gold from the mines of Potosi and of Pasco. Seven miles across the plain, upon the shore of the great Pacific Ocean, lay the seaport town of Callao, whence sailed the galleons, laden with silver and gold and precious stones, bound to Acapulco and Manila and the Spice Islands beyond the western sea; bringing back in return the silks, teas, and costly wares of India, China, and Japan. Within the narrow limits of the capital was concentrated an amount of wealth at that time unsurpassed by any of the royal cities of Europe. It is recorded that in the year 1681 the viceroy rode through the streets over a pavement of solid silver ingots, on a horse whose mane was strung with pearls and whose feet were shod with gold. To this center of luxury came the Spanish grandees who had found favor with their sovereign, for the avowed purpose of enriching themselves as rapidly as possible. It was a ruthless system of legalized robbery and oppression, coining the life-blood of the enslaved people into glittering pieces of eight and shining doubloons, with which, so soon as his voracious hunger was somewhat appeased, the adventurer hurried home to Europe, only to make room for another tyrant, more eager, more rapacious, and less merciful than the first.

In the year 1638, the Count of Chinchon held his court in the vice-regal palace beside the river Rimac. The countess was grievously sick, prostrated by one of the miserable *calenturas* of the country,—an ague, which would not yield either to the ministrations of the physicians, or to the prayers of the archbishop and all his clergy. It was a serious matter, for the noble lady had lost all her bright color, and was visibly wasting to a mere shadow of her former self. The court doctors, the surgeon-general of the army, and the chief surgeons from the ships of war at Callao had been summoned in frequent consultation, no doubt; but the countess was none the better. Some of the older residents may have thought that the case was not without hope, for it was whispered abroad that there were native remedies, sometimes in use among the Indian slaves, by which such distempers might be healed. But the situation was delicate. Spanish etiquette was exceedingly punctilious, and when the court doctors and the surgeons from the army and navy had pronounced an opinion, who might gainsay their doctrine?

In the midst of this dilemma the chief magistrate of the province of Loxa made his appearance at court. Eight years before he had himself wrestled with this same malignant ague, and had been healed by the administration of a bitter powder, procured from the Indians who dwell among the mountains in his province. The pious monks of the convent at Loxa, moreover, had long possessed the secret of this remedy, having recorded its virtues as far back as the year 1600, when one of the brethren had been cured at the hands of an Indian disciple. Armed with this experience, the *corregidor* went straight to the viceroy, and urged a trial of the remedy which he had used with such advantage. Of course this raised a commotion at once. Out of the past we seem to hear voices arguing and protesting. "Poisonous! Why, have I not swallowed whole handfuls of the stuff, and do I look like a man who has made the acquaintance of poison? Is there not a sufficient number of slaves, upon any one of whom the drug can be tried at a moment's notice? Have not the holy fathers at Loxa pronounced in favor of the remedy? Yea, verily, has not this very package been duly blessed by the father superior himself, before I came from home?" Such reasoning overcame all opposition, at last. The countess received the bitter draught and was healed. It is not difficult to imagine the triumph of the man of laws; let us draw a veil of decent sympathy over the features of the fashionable physicians of Lima, leaving them in shadowland to justify their ignorance and their discomfort. No doubt they were equal to the occasion.

In due course of time, the Count of Chinchon had filled his coffers, and another grandee reigned in his stead. Returning to his estates in Spain, the countess carried with her the strangely bitter powder that had made her whole. Whenever any one of her friends was prostrated with the calentura, she would bring forth her store, and would recite the narrative of her wonderful cure. The pious Jesuit fathers, also, sent specimens of the medicine to the general of their order, by whom it was properly investigated and accredited; so that during the lifetime of the next generation the substance became tolerably well known as the "Jesuits' powder." In aristocratic circles it was commonly called the "countess' powder;" and after the year 1670, when Cardinal Lugo sanctioned its use in the treatment of malarial fevers at Rome, it was considered the proper thing among all true believers to

speak of it as the "cardinal's powder." Among the learned, however, it was known as the *Pulvis febrifugus orbis Americani*, or the *Pulvis peruvianus*, or the *Cortex peruvianus*, as it is called in a controversial pamphlet of the year 1663, of which the Latin title page may be translated: *The rehabilitation of Peruvian bark, or the defense of China, against the belchings of John Jacob Chifflet and the groans of Vopiscus Fortunatus Plemp, eminent physicians*. For the drug was not universally received as the heaven-sent blessing which its enthusiastic friends would have it appear. Some of the most learned professors in the medical schools of Italy decried its use, probably because of the variable quality of the barks that were sent from Peru, and the crude methods of preparation then in vogue. At any rate it is certain that the reputation of the drug did not make great headway, and the remedy seemed likely to fall into disrepute. In London it had encountered great opposition, for the reason that it had been introduced to notice, not by the leaders of medical opinion, but by a practitioner of inferior rank, named Tudor or Talbot. Originally an apothecary in Cambridge, this man had learned the value of the newly discovered "Jesuits' bark," and had devised an improved method for the exhibition of its remedial virtues. He removed to London about the year 1670, and was soon embroiled with the leading physicians of that city. In those days the privileges of the College of Physicians were so jealously guarded that an apothecary who treated fevers with more success than the regularly anointed doctors was looked upon as a wild beast, to be slaughtered without mercy. Evelyn records in his diary a conversation with the Marquis of Normanby "concerning the *Quinquina* which the physicians would not give to the King (Charles II.), at a time when in a dangerous ague it was the only thing that could cure him (out of envy because it had been brought into vogue by Mr. Tudor, an apothecary) till Dr. Short, to whom the King sent to know his opinion of it privately, he being reputed a Papist (but who was in truth a very honest good Christian) sent word to the King that it was the only thing which could save his life, and then the King injoin'd his physicians to give it to him, which they did, and he recovered." Being asked by this Lord why they would not prescribe it, Dr. Lower said it would spoil their practice, or some such expression, and at last confessed that it was a remedy fit only for Kings." According to Stille, the jealousy excited by the success of the despised apothecary was so great that he was obliged "to seek the protection of the court, and the king actually issued a mandate to the College, forbidding them to molest or disturb him in his practice." But the diarist commemorates another occasion when the remedy was administered without avail. On Monday, February 2, 1665, King Charles had been surprised in his bed-chamber with an apoplectic fit. He was immediately bled by his attending physician. "This rescu'd his Majesty for the instant, but it was only a short reprieve." On Thursday hopes of recovery were signified in the public Gazette, but that day, about noon, the physicians thought him feverish. This they seemed glad of, as being more easily allowed and methodically dealt with than his former fits; so they prescribed the famous Jesuits powder: but it made him worse, and some very able doctors who were present did not think it a fever, but the effect of his frequent bleeding and other sharp operations us'd by them about his head, so that probably the powder might stop the circulation, and renew his former fits, which now made him very weak. Thus he passed Thursday night with great difficulty, when complaining of a pain in his side, they drew 12 ounces more of blood from him; this was by 6 in the morning on Friday, and it gave him relief, but it did not continue, for being now in much pain, and struggling for breath, he lay dozing, and after some conflicts, the physicians despairing of him, he gave up the ghost at half an hour after eleven in the morning, being 6 Feb. 1665."

But before this sad conclusion, Dr. Talbot had achieved another splendid triumph,—this time, in France. Louis the Fourteenth had been stricken down, in the year 1670, by an incurable ague. In vain the doctors of the court had essayed to break the fever; it would not down at their bidding. When every one was in despair, there came an Englishman, from London, who said that he had that in a little bottle which would cure his most Christian majesty. It was the apothecary Talbot, whose fame secured for him admission to the chamber of the king, where he obtained permission to administer the secret remedy which he carried. His majesty drank and was cured.

What was the medicine which had accomplished such a marvel? It was liquid, fiery, dark, and very bitter. More than this no one could tell. The curiosity of the king was thoroughly roused. Dr. Talbot shrugged his shoulders, and hinted that the knowledge might be had for a sufficient compensation. After considerable haggling the secret was purchased for the sum of forty-eight thousand livres, and an annuity of two thousand francs, a large remuneration when we take into consideration the value of money at that time as compared with the present. The title of Chevalier was also conferred upon the doctor, and his recipe was given to the world. It was an alcoholic or vinous tincture of Peruvian bark. An official description of the medicine was published by order of the king, and La Fontaine composed a poem in honor of

the event. Peruvian bark was for a time more fashionable in Paris than it had ever been at Madrid, and its properties became gradually known throughout the greater part of Europe. Many years, however, seem to have elapsed before its value was generally acknowledged, for in the year 1740 another conspicuous example of the ignorance or timidity of the medical profession regarding the use of the bark was presented in the case of a most illustrious personage. Frederick the Great, riding hither and thither, from one end of his kingdom to the other, during the months of a rainy summer, was suddenly seized with a fever. It proved to be an "agueish, feverish distemper," a "quartan ague, it seems; occasionally very bad," but Frederick struggles with it; will not be cheated of any of his purposes by it. We accordingly find him writing, September 6th, to his friend Voltaire, whom he had intended to visit:—

MY DEAR VOLTAIRE,—In spite of myself, I have to yield to the quartan fever, which is more tenacious than a Jansemit; and whatever desire I had of going to Antwerp and Brussels, I find myself not in a condition to undertake such a journey without risk. I would ask of you, then, if the road from Brussels to Cleve would not to you seem too long for a meeting; it is the one means of seeing you which remains to me. . . . Let us deceive the fever, my dear Voltaire, and let me at least have the pleasure of embracing you."

Whereupon Voltaire "at once decided on complying. . . . Arrives, sure enough, Sunday night (September 11th); old Schloss, of Moyland, six miles from Cleve; moonlight, I find,—the harvest moon." "I was led into his majesty's apartment," writes Voltaire. "Nothing but four bare walls there. By the light of the candle, I perceived, in a closet, a little truckle-bed, two feet and a half broad, on which lay a little man muffled up in a dressing gown of coarse blue duffel: this was the king, sweating and shivering under a wretched blanket there, in a violent fit of fever. I made my reverence, and began the acquaintance by feeling his pulse, as if I had been his chief physician. The fit over, he dressed himself, and took his place at table, (where we) discussed, naturally in a profound manner, the immortality of the soul, liberty, fate, the Androgynes of Plato, and other small topics of that nature."

Some talk there may have been also of the experience of the *Grand Monarque* with the ague, and of the manner of his cure; but if so, nothing came of it then, for we find Frederick impatiently shaking through the month of September and far along into October, begging for "quinquina," and bitterly reviling his physicians because they would neither give him the drug of which he had heard, nor cure him of the fever, having nothing better than Pyrmont water to offer for his relief.

Thus the weeks dragged wearily on, the king growing "lean and broken down, giving up court life at Berlin, and taking refuge in his country-seat at Reinsberg, when, says Carlyle, one Tuesday forenoon, October 25, 1740, express arrives, "direct from Vienna five days ago; finds Friedrich under eclipse, hidden in the interior, laboring under his ague-fit: question rises, Shall the express be introduced, or be held back? The news he brings is huge, unexpected, transcendent, and may agitate the sick king. Six or seven heads go wagging on this point. They decide, 'Better wait!'" "They wait, accordingly; and then, after about an hour, the trembling-fit over, and Fredersdorf having cautiously preluded a little, and prepared the way, the dispatch is delivered." The Emperor of Austria was dead. "Friedrich kept silence; showed no sign how transfixed he was to hear such tidings; which, he foresaw, would have immeasurable consequences in the world." He arose from his bed, dressed himself, and sent at once for the general of the army and for the chief minister of state. No more trifling with Pyrmont water now, but immediate prescription by the king himself of Peruvian bark in good round doses, which were taken with such effect that the ague was driven out "like a mere hiccup,—quite gone in the course of next week; and we hear no more of that importunate annoyance" during the remainder of Frederick's life.

Still, in spite of all these brilliant triumphs, the general introduction of Peruvian bark progressed but slowly. The frightful wars which sundered the different nations and the backward state of chemistry and pharmacy were, no doubt, the principal causes of this delay. The extreme bitterness and bulkiness of the dose as formerly given must also have constituted no inconsiderable barrier to the general recognition of the virtues of the drug. It was not before the year 1820 that final success crowned the effort to separate its alkaloids from the inert constituents of the bark. I well remember the curious interest with which, when a very small boy, I watched the good family physician as he prepared at my mother's bedside his first dose of the new French medicine, quinine. It was an ordinary acid solution, illuminating the water into which it was dropped with a most beautiful tinge of fluorescent blue,—but oh, how bitter! Even after this great pharmaceutical victory, ancient prejudices lingered long. But these are now for the most part traditions of the past, and, after a trial of two hundred and fifty years, we have exalted the once-despised *pulvis ignotus* into a panacea for almost every ill to which flesh is heir,—a great and durable triumph, slowly but surely won.

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Logwood, 1/58460065493236116728147390288752414027527925792768 lb.	12 @ 12
Logwood, 1/116920130986472233456294780577504828055055851585536 lb.	12 @ 12
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Logwood, 1/3741444191567111470601432978480154497761787250737152 lb.	12 @ 12
Logwood, 1/7482888383134222941202865956960308995523574501474304 lb.	12 @ 12
Logwood, 1/14965776766268445882405731913920617991047149002948608 lb.	12 @ 12
Logwood, 1/29931553532536891764811463827841235982094298005897216 lb.	12 @ 12
Logwood, 1/59863107065073783529622927655682471964188596011794432 lb.	12 @ 12
Logwood, 1/119726214130147567059245855311364943928377192023588864 lb.	12 @ 12
Logwood, 1/23945242826029513411849171062272988785675438404717728 lb.	12 @ 12
Logwood, 1/47890485652059026823698342124545977571350876809435456 lb.	12 @ 12
Logwood, 1/95780971304118053647396684249091955142701753618870912 lb.	12 @ 12
Logwood, 1/191561942608236107294793368498183910285403507237741824 lb.	12 @ 12
Logwood, 1/383123885216472214589586736996367820570807014475483648 lb.	12 @ 12
Logwood, 1/766247770432944429179173473992735641141614028950967296 lb.	12 @ 12
Logwood, 1/1532495540865888858358346947985471282283228057901934592 lb.	12 @ 12
Logwood, 1/3064991081731777716716693895970942564566456115803869184 lb.	12 @ 12
Logwood, 1/6129982163463555433433387791941885129132912231607738368 lb.	12 @ 12
Logwood, 1/12259964326927110866866775823883770258265824463215476736 lb.	12 @ 12
Logwood, 1/24519928653854221733733551647767540516531648926430953472 lb.	12 @ 12
Logwood, 1/49039857307708443467467103295535081033063297852861906944 lb.	12 @ 12
Logwood, 1/98079714615416886934934206591070162066126595705723813888 lb.	12 @ 12
Logwood, 1/196159429230833773869868413182140324132253191411447627776 lb.	12 @ 12
Logwood, 1/39231885846166754773973682636428064826450638282294525552 lb.	12 @ 12
Logwood, 1/78463771692333509547947365272856129652901276564589051104 lb.	12 @ 12
Logwood, 1/156927543384667019095894730545712259305802553129178102208 lb.	12 @ 12
Logwood, 1/313855086769334038191789461091424518611605106258356204416 lb.	12 @ 12
Logwood, 1/627710173538668076383578922182849037223210212516712408832 lb.	12 @ 12
Logwood, 1/1255420347077336152767157844365698074446420425033424817664 lb.	12 @ 12
Logwood, 1/2510840694154672305534315688731396148892840850066849635328 lb.	12 @ 12
Logwood, 1/5021681388309344611068631377462792297785681700133699270656 lb.	12 @ 12
Logwood, 1/10043362776618689222137262754925584595571363400267398541312 lb.	

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

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

WEDNESDAY, APRIL 23, 1884.

TRADE FICTIONS.

Where the Blame for Counterfeit Brands Rests.

The fictions of trade are numerous, and by no means the least singular in its characteristics. Thousands upon thousands of articles are dealt in and pass current among dealers, who thus sanction the lie they bear upon their face, although able to controvert its every statement. The dealer contracts with his local packer for Chicago hams and lard, and straightway they are laid at his door, labeled Chicago, though packed and cured in some suburb of his own city; French mustard, Crosse & Blackwell pickles, and genuine Worcestershire sauce are put up in every city in the union; French sardines are packed in Maine; Russian caviar is prepared in large quantities in Salem, N. J.; and Holland herring are no longer exclusively derived from the land of Scheldt; sardelles may be put up anywhere, and resemble nothing else than old fish bait done over. The list is susceptible of continuance almost to infinity, as there is not an article which achieves popularity, or a brand which is not seized upon by the trade and counterfeited, so as to profit by the high reputation the genuine article may have won. The protest against this petty form of fraud should come from the consumer, he being the real sufferer, being made to pay for an imitation brand the full price at which the genuine article is sold; while the difference in quality and consequently in value is quite marked, as that between a genuine coin and the base metal of its counterfeit. There are several reasons why the consumer does not avail himself of his prerogative of protest—one of which is that he does not suspect the trick until it is too late to return the goods, and the pettiness of his purchase would invest a complaint with an appearance of meanness, and rather than to appear in so unpleasant a light he suffers the injustice and changes his grocer. The manufacturer turns out the goods frequently to actual order, and the dealer who orders them does so in deference to the requirements of his trade; as the retailer will not pay the price demanded for the genuine article while he can obtain the spurious at a figure so much smaller to swell his profits.

The American Corn Crop.

While we are in the midst of a wheat panic, attention is called to the singular fact that there is rarely a surplus of corn in this country, and that a deficiency in this crop is really more seriously felt than a deficiency in any other crop. The corn crop of the United States, declared by the Commissioner of Agriculture "the most valuable of all crops of the country, next to grass," in the year 1882 was 1,617,000,000 bushels, two-thirds of it raised in the Western States, and three-tenths in the Southern. Illinois heads the list of States with 182,000,000 bushels; then come Iowa with 175,000,000 bushels; Missouri with 170,000,000 bushels; Kansas with 144,000,000 bushels; Indiana with 107,000,000 bushels; Ohio with 93,000,000 bushels; Nebraska with 82,000,000 bushels; Kentucky and Tennessee with 75,000,000 bushels each; Texas with 63,000,000 bushels; Pennsylvania with 43,000,000 bushels; Georgia with 36,000,000 bushels; Virginia with 35,000,000 bushels; North Carolina and Arkansas with 34,000,000 each, and other States with smaller amounts. The highest yield per acre was in Montana, 36 bushels—a fact which will probably surprise some of our Mississippi Valley corn growers. Next to Montana come Nebraska with 35 bushels per acre; Kansas, 34 bushels; Vermont, 34 bushels; Minnesota, 32 bushels; Pennsylvania, 31 bushels; Ohio, 31 bushels; Indiana, 31 bushels; Michigan, 30 bushels; Wisconsin, 29 bushels; Missouri, 29 bushels; California, 28 bushels. The smallest yields per acre were in Florida, 9 bushels; South Carolina, 12 bushels; Georgia, 13 bushels; Alabama and North Carolina, 14 bushels. Corn, like grass, is raised almost wholly for home consumption. It is the staple grain of the country, and constitutes the chief living of the domestic animals of the land. Forty-four per cent. of the crop is fed to cattle and swine for meat-making in the counties where it is grown; twenty-eight per cent. is fed to work animals; eight per cent. is used for human food. Only about twenty per cent. is shipped from the counties where it is raised, and only about five per cent. is exported.

A Mistaken Policy.

From the Traverse Bay Eagle.

The dealer who marks his goods above his regular selling price and then advertises to be selling out at cost, when he really only falls to his old price, may catch a few, but only a few, and may safely calculate he will never catch that few again.

A recent private meeting of the barbed wire fence manufacturers is said to have resulted in a consolidation of all the makers in the country, under the name of the National Barbed Wire Company. The announcement caused an advance of one cent per pound on the price of wire as fixed by the meeting.

NOVEL SWINDLE.

Time the Perpetrator Was Gathered In. From the Petoskey Democrat.

A man representing himself to be an agent for Butterick's patterns, was in town last Saturday and swindled Mrs. Passage, Mrs. Butler and the Misses Boynton out of eleven dollars each. Since then letters have been received by the parties from Grand Rapids stating that he could not forward goods until the 18th and asking them to be patient. On the outside of each envelope was written, "Sent here under cover to be forwarded." The same game has been played upon unsuspecting dressmakers in other portions of the State, probably by the same human being, and it is time he was gathered in.

Another Field of Operation.

From the Hart Argus.

A very neat swindle, although on rather a small scale, was perpetrated on one of our merchants last week. A party representing himself to be the general agent for Butterick's patterns at Toledo, called on different parties in town and proposed to send a case containing patterns worth \$250, with an agency, and to allow the party fifty per cent. for selling; the only money to be paid being \$3 for advertising matter. Mr. W. E. Thorp, who has had the agency for Butterick's patterns for Hart, upon hearing of the transaction, suspecting that the party was not all right, wrote the general agent at Detroit and received a telegram as follows: "He is a swindler. Arrest him!" But, alas, it was too late. The bird had flown.

Patents Issued to Michigan Inventors.

Elizabeth Bateson, Detroit, ash sifter.

A. S. Croxton (deceased), Cedar Springs, stump extractor.

Benjamin Field, Dinley, balanced steam engine.

E. H. Hague, Jackson, paint.

Jacob Howell, Jackson, vehicle spring.

Joseph E. Hunt, Jackson, locomotive ash pan.

J. Krehbiel, Detroit, capsule machine and capsule drying rack.

P. Kutsche, Grand Rapids, dust arrester.

M. A. Ladd, Springwells, attachments for anvils.

J. G. Livingston, Bowne, hay and grain elevator.

C. E. Mask, Flint, car coupling.

P. H. McWilliams, Detroit, shifting truck.

Arilla D. Ordway, Reed City, sash fastener.

H. E. Stover, St. Louis, shade fixture.

J. J. Travis, Carson City, carriage top fastener.

Dull Times.

From the Philadelphia Call.

Canadian Hotel Keeper—I don't see how we are going to get along. The house is about empty, yet it is impossible to reduce expenses. Look over the American papers and see what the news is.

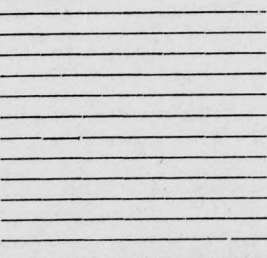
Hotel Clerk—I have looked over them. There has not been a big defalcation in the United States for two weeks.

Canadian Hotel Keeper—My stars! we will be ruined. I never knew the times to be so dull!

It is the usual practice to serve potatoes in a porcelain dish with a close-fitting cover. In ten minutes the best potatoes, however carefully cooked, are thus utterly spoiled. They should be placed in a wooden dish or served in a porcelain dish with towels above and below to absorb moisture.

How Lines Increase Height.

A fact which has had great influence upon the appearance (as regards size) which an object presents, is the presence of lines on it. Ladies understand this, and by the judicious employment of stripes influence their apparent figure to a remarkable degree. The annexed illusion shows a square space divided horizontally by a series of lines. The height and width of this space are precisely equal, as may be proved by measuring them with a pair of compasses, but to the eye they appear very unequal:



ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

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

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, - MICHIGAN.

Send for Prices.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

THIS SPACE IS RESERVED FOR

ARTHUR MEIGS & CO., Wholesale Grocers,

55 and 57 Canal Street,

Grand Rapids, Michigan,

PROPRIETORS OF THE CELEBRATED BRANDS

Red Fox & Big Drive Plug Tobacco,

The Best in the Market.

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

Arthur Meigs & Co.

Candy

We manufacture all our stock and can always give you the best goods.

Oranges

We buy in large lots from first hands and ship only in full car lots. We handle 20,000 boxes of Oranges and

Lemons

Lemons in a season and our facilities for buying and handling are unsurpassed.

Nuts

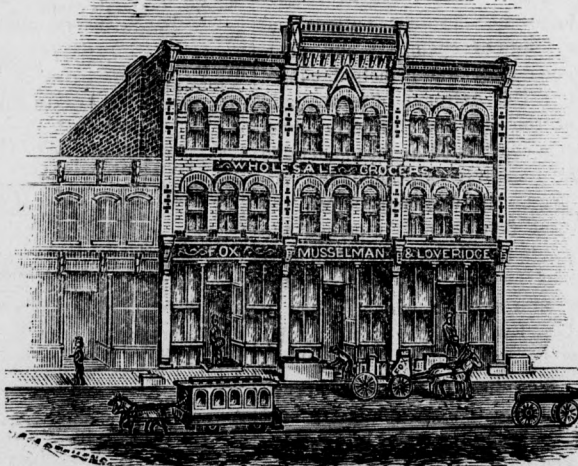
We carry a heavy stock of Brazils, Almonds, Filberts, Walnuts, Pecans and Cocoa Nuts, and will sell against any market.

Peanuts

We lately bought eight car loads of the best re-cleaned and hand-picked Tennessee and Virginia Nuts, and are prepared to fill the largest orders.

PUTNAM & BROOKS

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

44, 46 and 48 South Division Street, Grand Rapids, Mich.

—WE ARE FACTORY AGENTS FOR—

Nimrod, Acorn, Chief, Crescent & Red Seal Plug Tobaccos.

Our stock of Teas, Coffees and Syrups is Always Complete.

—WE MAKE SPECIAL CLAIM FOR OUR—

Tobaccos, Vinegars and Spices! OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."

CORRESPONDENCE SOLICITED.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

A. B. KNOWLSON,

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

Office 7 Canal Street, Sweet's Hotel Block. Yards—Goodrich Street, Near Michigan Central Freight House.

SPRINC & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTING,

OIL CLOTHS,

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

THE DEAREST TOBACCO

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

THE PUBLIC IS NOT SLOW TO LEARN THIS FACT

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

—THE REMARKABLE SALE OF—

LORILLARD'S PLUG TOBACCOS

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

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

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

Better Satisfaction or Represent Better Value for the Money

THAN THE BRANDS OF OTHER MAKERS.

"CLIMAX," with Red Tin Tag, is their Best Brand.

ALABASTINE!



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



FOR SALE BY—
ALL Pain Dealers.

—MANUFACTURED BY—
THE ALABASTINE COMPANY

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

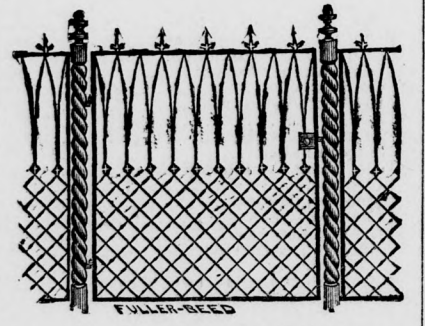
F. J. DETTENTHALER
Successor to H. M. Bliven.

—WHOLESALE—
OYSTERS

AND CANNED GOODS.
Agent for Farren's Celebrated "F" Brand Raw Oysters.

117 MONROE STREET,
GRAND RAPIDS, - - - MICH.

Grand Rapids Wire Works



Manufacturers of All Kinds of

WIRE WORK!
92 MONROE STREET.

JOHN MOHRHARD,
—WHOLESALE—

Fresh & Salt Meats
109 CANAL STREET,
GRAND RAPIDS, - - - MICHIGAN.



SEED CORN

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

W. T. LAMOREAUX, Agent,
91 CANAL STREET,
GRAND RAPIDS, - - - MICHIGAN.

Growth of Our Exports for a Decade.

The marked business feature of the day is a general awakening regarding the great underlying facts of the Nation's industry and trade. It is seen that outside forces must be reckoned with as never before in relation to the position of that primary industry, agriculture. Nothing possesses so wide an interest as the state of the bread supply. Ordinarily cheaper bread only brings good cheer. In the long run this will be true of the present situation, but for the day a deal of disturbance is possible owing to the very close interdependence of all industries. As the Northwestern farmer has come to be primarily a wheat grower so the great railroads are in great part wheat carriers, and all industries are more or less directly dependent upon the condition of railway business. At this time it is worth while to recall just what part the food products of the farm had in the growth of our exports in the decade from 1870. The total goods exports of the country in 1870 were \$455,000,000, and in 1881 the total was \$883,000,000, an increase of \$428,000,000. The exports of wheat increased from \$68,000,000 in 1870 to \$212,000,000 in 1881. Over 33 per cent of the total increase in exports for the decade was wheat. Forty-six per cent was made up of bread stuffs, and taking other things into account, over 78 per cent of the increase was made up of food products. From 1873 to 1883 about one-fourth of our agricultural exports was wheat and flour. As showing the growing interdependence of nations as regards the supply of food, it has been stated that one-half of the world's carrying trade is engaged in transporting food. This further shows the need this country has of paying closer attention to its foreign trade relations.

The Spruce Gum Trade.

That there is something substantial behind the numerous jokes of chewing gum and boarding schools is seen in the fact that the annual yield in Maine of spruce gum merely is reckoned at \$125,000. The gum is chiefly obtained in the region about Moosehead Lake, although some of it comes from Aroostook, Canada and Mirimichi. Numbers of men make a business of gathering gum during the winter months. With a toboggan loaded with a camp outfit they strike out into the forest and are often gone from home weeks at a time. The gum is hauled to some central point from the logging camps and from thence is sent to the markets. The gum is not sold raw to any large extent to druggists for medicinal purposes. By far the largest portion is manufactured into chewing gum. Two methods are commonly employed. One is to mix the raw gum with resin by a secret process, and the other is merely to refine the gum by steam. One Bangor concern is said to manufacture and ship out of the State ten tons of gum annually. It makes one's jaws tired to think of it. A Portland manufacturer caters to the wants of the elastic-jawed youth of the land to the extent of over \$70,000 per year. The gum business is also carried on in Lewiston and Rockland and a few other places in the Dirigo State. Maine virtually monopolizes the spruce gum business. Compounds of questionable character known as white gum and elastic, or india rubber gum are made elsewhere. The leading gum markets are Boston, New York, Pennsylvania, Michigan and Minnesota.

Failed to Corner the Rubber Market.

Another illustration of the folly of one man trying to control any one of the world's industries is found in the failure of Vianna, of Havre, a man who tried to corner the rubber market and in this way manipulate for his own selfish ends the trade of two continents in one of the most useful of all articles. Ever since 1879 he has been at it, buying up the whole visible supply, squeezing the shorts, and pulling the old wires that now have turned and strangled him. It was in October, 1882, that the beginning of the end came. The world's supply of rubber was held by "Baron de Gondoriz"—a title purchased by Vianna, of the Portuguese Government. He demanded of the American manufacturers an exorbitant price for his rubber. The Americans objected, formed an association, and resolved to close their mills until the corner was broken. Although the price reached \$1.20 after January 1, 1883, it soon began to decline, and by the close of the year had reached ninety-six cents. It was impossible for Vianna to withstand such a heavy depreciation as this, and he failed.

What a mine of gold the telephone patents have proven to those who hold them! The annual meeting of the Bell Telephone Company was held in Boston the other day. The earnings for the year were \$2,295,594, against \$1,576,031 for the previous year. Dividends have been paid of \$1,051,479, and \$334,441 has been carried to the surplus account, leaving a balance to the income account of \$348,884. The chief source of revenue is still from the rental of telephones, the receipts from which were \$1,695,678. In addition to the cash purchases of interests of local companies \$9,998,850 has been received in the stock of those companies for licenses issued. The holdings in those companies now amount to about \$19,000,000. The business of nearly all licensed companies is reported to be in a prosperous condition. The Bell Telephone Company's affairs in Canada are in good condition, and 6 per cent dividends are paid upon its capital of \$1,000,000.

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

The exports of cotton goods from New York during the month of February amounted to 7,939,445 yards, against 7,289,015 last year, an increase of about 9 per cent., which was effected mainly in colored descriptions. A considerable fall in prices is shown in the class from the fact that the total value of the increased shipment of colored goods was nearly 8 per cent. less than in the same month last year, the rate per yard being this year 7 3/4 c as compared with 8 1/4 c last year. The total shipments since Jan. 1 differ but slightly from those of the previous year.

While escorting a lady home the other evening a popular doctor attempted to relieve her cough and sore throat by giving her a lozenge. He told her to allow it to dissolve gradually in her mouth. No relief was experienced, and the doctor felt quite chagrined the next day when the lady sent him a coat button, with a note, saying he must have given her the wrong kind of lozenge, and he might need this one.

A young lady while visiting at Jacksonville, Florida, painted a plaque, which, she remarked to a friend, she would have to send to Boston to be "fired," as there was no place in the vicinity of Jacksonville where such work could be done. Said the gentleman friend: "If you think there isn't any place for firing china in this town you'd better take a look at Henry Parker's back yard."

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

Mr. Jas. Jeffries states that he has preserved, uninjured by long keeping, the essential oils of orange, lemon, etc., by adding to each fluid ounce of the oil 1 dram aq. destill and 1 dram glycerine. He says this mixture works better as a preservative than alcohol or anything else he ever tried, in fact he has found alcohol to fail entirely.

They are using paper instead of wood in Germany in the manufacture of lead pencils. The paper is steeped in an adhesive liquid, and rolled around the core of lead to the required thickness. After drying, it is colored to resemble an ordinary cedar pencil. The pencils thus made sell in London at 75 cents a gross.

TIME TABLES.

Michigan Central—Grand Rapids Division.

DEPART.
*Detroit Express..... 6:05 a.m.
*Day Express..... 12:30 p.m.
*New York Express..... 6:30 p.m.
*Atlantic Express..... 9:30 p.m.
ARRIVE.
*Pacific Express..... 6:45 a.m.
*Local Passenger..... 11:20 a.m.
*Mail..... 3:55 p.m.
*Grand Rapids Express..... 10:25 p.m.
*Daily except Sunday. *Daily.
The New York Fast Line runs daily, arriving at Detroit at 12:35 a. m., and New York at 10 p. m. the next evening.
Direct and prompt connection made with Great Western, Grand Trunk and Canada Southern trains in same depot at Detroit, thus avoiding transfers.
The Detroit Express leaving at 6:05 a. m. has Drawing Room and Parlor Car for Detroit, reaching that city at 11:45 a. m., New York 10:30 a. m., and Boston 3:05 p. m. next day.
A train leaves Detroit at 4 p. m. daily except Sunday with drawing room car attached, arriving at Grand Rapids at 10:25 p. m.
J. T. SCHULTZ, Gen'l Agent.

Detroit, Grand Haven & Milwaukee.

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

Grand Rapids & Indiana.

GOING NORTH. Arrives. Leaves.
Cincinnati & G. Rapids Ex. 9:02 p.m. 9:50 a.m.
Cincinnati & Mackinac Ex. 9:22 a.m. 4:45 p.m.
Ft. Wayne & Mackinac Ex. 3:57 p.m. 7:15 a.m.
G'd Rapids & Cadillac Ac. 7:15 a.m.
GOING SOUTH. Arrives. Leaves.
Mackinac & Cincinnati Ex. 4:05 p.m. 6:32 a.m.
Mackinac & Ft. Wayne Ex. 10:25 a.m. 12:32 p.m.
Cadillac & G'd Rapids Ac. 7:40 p.m.
All trains daily except Sunday.
SLEEPING CARS.
North—Train leaving at 4:35 o'clock p. m. has Woodruff Sleeping Cars for Petoskey and Mackinac City. Train leaving at 9:50 a. m. has combined Sleeping and Chair Car for Mackinac City.
South—Train leaving at 4:32 p. m. has Woodruff Sleeping Car for Cincinnati.
C. L. LOCKWOOD, Gen'l Pass. Agent.

Chicago & West Michigan.

Leaves. Arrives.
*Mail..... 10:15 a.m. 4:00 p.m.
*Day Express..... 12:50 p.m. 10:45 p.m.
*Night Express..... 8:35 p.m. 6:10 a.m.
*Mixed..... 6:10 a.m. 10:15 p.m.
Pullman Sleeping Cars on all night trains. Through parlor car in charge of careful attendants without extra charge to Chicago on 12:50 p. m. and through coach on 10:15 a. m. and 8:35 p. m. trains.
NEWAYGO DIVISION. Leaves. Arrives.
Mixed..... 6:00 a.m. 5:15 p.m.
Express..... 4:10 p.m. 8:30 p.m.
Express..... 8:30 a.m. 10:15 a.m.
Trains connect at Archer avenue for Chicago as follows: Mail, 10:20 a. m.; express, 8:40 p. m. The Northern terminus of this Division is at Baldwin, where close connection is made with F. & P. M. trains to and from Ludington and Manistee.
J. H. PALMER, Gen'l Pass. Agent.

RINDGE, BERTSCH & CO.,

MANUFACTURERS AND JOBBERS OF

BOOTS & SHOES,

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

Our Goods are Specially Adapted for the Michigan Trade.

14 and 16 Pearl Street, Grand Rapids, Mich.

JENNINGS & SMITH,

PROPRIETORS AND MANUFACTURERS OF



Jennings' Flavoring Extracts

AND DRUGGISTS' AND GROCERS' SPECIALTIES.

20 Lyon Street, GRAND RAPIDS, MICHIGAN.

CLARK, JEWELL & CO.,

WHOLESALE

Groceries and Provisions,

83, 85 and 87 PEARL STREET and 114, 116, 118 and 120 OTTAWA STREET,

GRAND RAPIDS, - - - MICHIGAN.

Spring and Summer Hats and Caps

—I WOULD CALL THE ATTENTION OF MERCHANTS TO MY—

Spring Styles of Fine Hats,
Spring Styles of Wool Hats,
Spring Styles of Stiff Hats,
Spring Styles of Soft Hats,
Wool Hats \$4.50 to \$12 per Dozen,
Fine Hats 13.50 to \$36 per Dozen,
Straw Hats for Men,
Straw Hats for Boys,
Straw Hats for Ladies,
Straw Hats for Misses.

Hammocks Sold by the Dozen at New York Prices!!

—LARGE LINE OF—

Clothing and Gent's Furnishing Goods,

Cottonade Pants and Hosiery.

DUCK OVERALLS, THREE POCKETS, \$3.50 PER DOZEN AND UPWARDS.

Call and get our prices and see how they will compare with those of firms in larger cities.

I. C. LEVI.

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

Fruit & Produce at Wholesale

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

Careful Attention Paid to Filling Orders.

M. C. Russell, 48 Ottawa St., G'd Rapids.

Castor Machine Oil.

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

OHIO OIL COMPANY

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

Hazeltine, Perkins & Co., Grand Rapids.

J. J. VAN LEUVEN,

WHOLESALE

Millinery

—AND—

FANCY GOODS

LACES,

Real Laces a Specialty.

Gloves, Corsets, Ribbons, Fans, Hand Bags,

Pocket Books, Ruchings, Yarns,

Silks, Satins, Velvets,

Embroidery Materials, Plumes, Flowers,

Feathers & Ornaments, Stamped Goods.

STAMPING PATTERNS

70 MONROE STREET,

GRAND RAPIDS, - - - MICHIGAN.

WESTFIELD WHIPS

L. H. BEALS & SON,

MANUFACTURERS.

—AND—

OFFICE

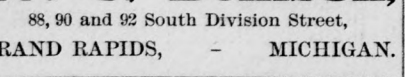
—AND—

SALES ROOM

NO. 4 PEARL STREET,

GRAND RAPIDS, MICH.

G. ROYS & CO., Gen'l Agents.



PORTABLE AND STATIONARY

ENGINES

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

W. C. Denison,

88, 90 and 92 South Division Street,

GRAND RAPIDS, - - - MICHIGAN.

JORDAN

Pneumatic Washer

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

H. CLUFF.

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

MOSELEY BROS.,

Wholesale

Clover, Timothy and all Kinds Field Seeds

Seed Corn, Green and Dried Fruits, Oranges

and Lemons, Butter, Eggs, Beans, Onions, etc.

GREEN VEGETABLES AND OYSTERS.

122 Monroe Street, Grand Rapids, Mich.

The Michigan Tradesman.

PEOPLE WHO TASTE.

How a Grocer Divides His Profits With Careless Customers.

From the Philadelphia Times.

"Does this sort of thing go on all day?"
"All day?" Yes, and all the week and all the year."

"Can't you stop it?"

"No more than I can turn a wheelbarrow into a coach and four. It's part of the business and we've got to grin and bear it, though it costs us a deal of money."

The reporter had been standing in a Market street grocery store for twenty minutes or so, talking to one of the firm. During that time six or eight persons had come in, ostensibly as purchasers. Near the door was a tray filled with white grapes, all in fair condition but off the stems, and a placard on the tray bore this seductive line: "Only 10 cents a pound." A keg stood on one side, in which could be seen delicious bunches of the same delicious fruit peeping out of their ground-cork bed. The reporter had noticed that every person who came in had taken from one to three of the loose grapes, which they munched with the utmost coolness, while three or four of them had extended their raid to the keg and broken off one of two grapes from some of the handsomest bunches. Then, with an of-course-you-know-it's-all-right air, they turned to the clerks and inquired the price of the best "Mocha and Java, mixed," or "Extra sugar."

"Have you ever made an estimate of what this costs you in a year?" inquired the reporter.

"Never; but I should say at least a hundred dollars."

"A hundred dollars! Lucky if you get off with ten times that sum. I've got half an hour to spare and as this thing is becoming interesting I'll take a seat and make a note of everything taken in that time. Afterwards you can give me the prices and we'll see just what you are losing by it."

The reporter was hardly seated before a small boy entered. Strange to say, he passed by the grape tray and approaching the counter asked for a gallon of molasses. While the clerk went to fill the jug the boy sidled up to a barrel of crackers standing open before him and began his lunch. He ate fifteen crackers by actual count and as the clerk returned hastily rammed a handful—say twelve more—into his pocket. The next customer was a gentleman of color, who wanted a box of shoe blacking. To amuse himself while he waited for his change, he gnawed at an apple taken from a barrel near him. As he left the store he added three grapes to the apple. A well-dressed man and a little girl now came in, though not together. The man had heard a good deal about their California champagne and was thinking of buying a case. Would they mind opening a bottle? He was somewhat fastidious in the matter of wines and would hardly feel like buying a whole case without first sampling it. The bottle was opened, a glass was produced and the man speedily got on the outside of half a bottle. He pronounced the bouquet exquisite and the flavor prime; would call in a day or two and take the case—a clear beat. In the meantime the little girl went for a stack of dates and ate half a dozen while waiting to be attended to. She mixed three white grapes with her dates as she left.

The next visitor was a stout lady in a seal-skin, who had with her a girl of sixteen and a boy of eight. She stopped at the grape-tray and took a taste of three. "These grapes are very cheap, Lucy," she said; "see? only ten cents a pound. Try 'em."

Lucy ate four and Johnnie was not to be left—he ate six; total, thirteen. A box of fancy knick-knacks stood open on the counter and Johnnie captured an elephant and a bear. The old lady went the round of the store with the young tasters in her wake, and it was all the reporter could do to keep track of their sampling. He set it down in round figures at twenty-five cents' worth; it was not a penny less.

A German who came for cheese ate two Moravian pretzels; another small boy, who asked for a pound of sugar, deftly transferred a handful of almonds from a keg into his pocket; two handsome young ladies, who ordered preserved peaches, took each a bunch of raisins, and a young swell bought a box of cigars and nibbled at two knick-knacks, pulling off two big round grapes from a bunch in the keg as he sauntered out.

The half hour was now up and the reporter and the grocer figured up the losses. Here is the result:

Small boy—crackers.....	07
Colored gentleman—apples and grapes.....	03
Well-dressed man—bottle champagne.....	\$1 00
Little girl—dates and grapes.....	04
Stout lady—miscellaneous.....	25
German—pretzels.....	02
Small boy, No. 2—almonds.....	05
Young ladies—raisins.....	10
Swell—knick-knacks and grapes (a fine bunch of the latter spoiled).....	20
Total.....	\$1 76

"There," said the reporter, "you have a loss of \$1.76 in half an hour and the figures are your own. Of course, the champagne beat does not come around every day and we'll deduct \$1 for him. That leaves 76 cents—a pretty good half hour's leak. You have a fair run of business for, say, eight hours a day. If the sampling is as brisk every half hour as I have just seen it your loss is \$22.16 a day, or \$3,793.92 a year of 212 business days. But we'll say this estimate is just double what it should be—that will be reasonable, will it not? Well, your loss for the year is, therefore, \$1,896.96."

"I'm blessed if I don't believe your right, though I never figured it up before. But what can we do? We must show our goods in a tempting way, in order to sell them, and we'll simply have to stand the loss for the sake of the advertising it gives. Do we ever say anything to the samplers? Oh, we can't well do that. Sometimes it develops into downright stealing and then we speak quick enough. There was a very nice old gentleman, a sort of friend of ours—he's dead now—who used to come in here every day or two to have a chat. He always managed to get near the ginger-snap box while talking and the whole time he stayed he munched ginger snaps. One day we caught him filling his pockets as well as his mouth and after he was gone we wrote him a line about it. He never entered the store afterwards."

"How about the holiday season? Your losses by tasting must be considerably above the average, then?"

"Yes. We have a greater display of goods than the tasting and sampling are enormous. We always have some extra fine raisins for Christmas and their sale depends on the 'style'—that is, the neat attractive arrangements in the boxes. Somebody comes along and pulls two or three raisins from the upper layer and the whole effect is ruined. That is a loss to us of fifty per cent. of the price of the box. It's the same with the finest bunches of grapes—pull one grape off the stem, it mutilates the bunch and the price falls at once. The people who do it don't think about it, of course, but that don't help us. We've got to put up with lots of things we don't like and, as I said before, we must grin and bear it. Don't go yet; you've forgotten something."

"What?"

"Take a grape or two?"

All Sorts.

Grayling is having quite a business boom and is growing rapidly.

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

E. McNamara has engaged in the boot and shoe business at Traverse City.

Irrvig Force succeeds C. W. Ives in the meat business at Cedar Springs.

Mrs. Chettie Phillips has engaged in the millinery business at Elk Rapids.

Baker & Loomis, druggists at Harbor Springs, have dissolved, Loomis succeeding.

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

Mrs. W. E. Hardy and Mrs. Lamson have engaged in the millinery and dressmaking business at Harbor Springs.

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

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

The salt industry of Manistee is assuming gigantic proportions. Several new wells are now going down, and a number are being contemplated.

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

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

Harbor Springs Independent: We understand that Mr. Cox, brother of A. A. Cox, will open up a grocery in the building next to Eaton & Co.'s hardware, before long.

It has been suggested that the most effective way to ruin the Mormons would be to send out a score of milliners to set up a magnificent establishment filled with expensive finery for women.

M. B. Lang, who has been connected with the grocery department of Dexter & Noble's store at Elk Rapids for several years, will engage in the grocery business on his own account about May 1.

"Do you paint yet?" asked an old friend of a feminine artist, whom she had not seen before for many years. "Yes," was the answer, "I still paint. I paint the children red and I put it on with my slipper."

An experienced married man of Muskegon says: "If there is one time more than another when a woman should be entirely alone, it is when a full line of clothes comes down in the mud."

"Yes, I am really sorry," said the henpecked husband; "sorry to know that our forests are being so rapidly destroyed. When they are gone I'm afraid they'll make broomsticks of iron."

San Domingo has a mountain of salt four miles long, and supposed to weigh nearly 900,000,000 tons. The salt is pure, and so clear that print may be read through a block of it a foot thick. Next!

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

One gentleman had laid the foundation of a fortune by planting 100,000 coconuts in Florida; among the features of this enterprise was the purchase and importation to his plantation of 3,000 cats to be turned loose against the rats and vermin.

HAZELTINE, PERKINS & COMPANY, WHOLESALE DRUGGISTS,

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

IMPORTERS AND JOBBERS OF

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

And Druggists' Sundries. Also Manufacturers of

Fine Pharmaceutical & Chemical Preparations.

U. FEETER,

36 South Division Street, Grand Rapids, Mich.

Dealer in

All Kinds of Country Produce

—Also—

STAPLE AND FANCY GROCERIES.

CANNED AND DRIED FRUITS.

EGGS AND BUTTER

A Specialty. Pays Cash on Receipt of Property.

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

Telephone Connection.

SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich.

W. T. LAMOREAUX, Agent.

GRAND RAPIDS

Flower Pots and Hanging Vases

MANUFACTURED FOR

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

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

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



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

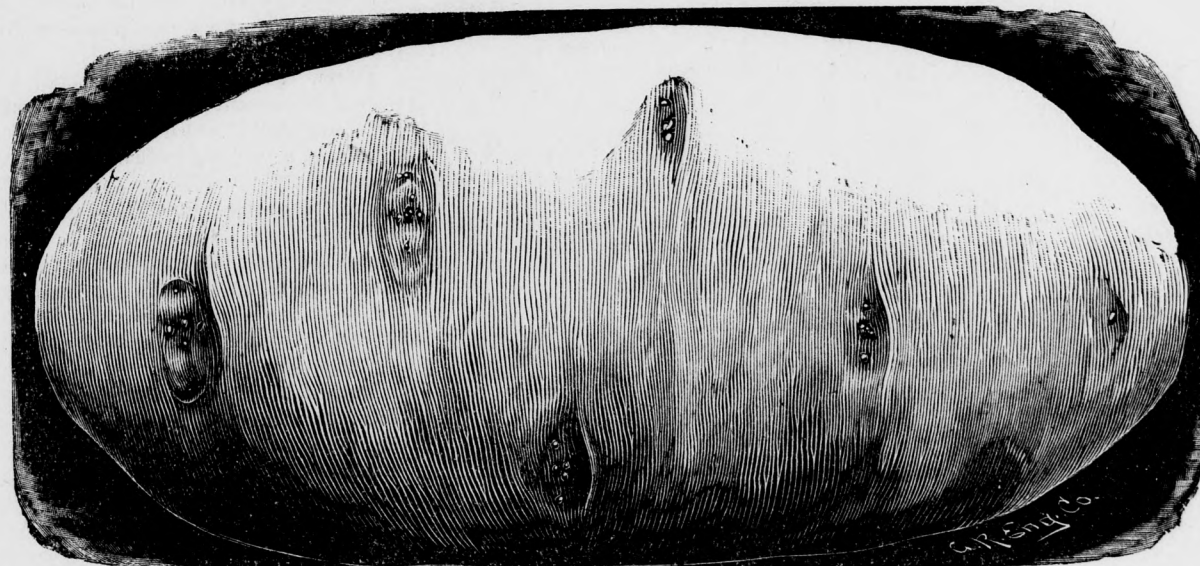
BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



THE "WHITE STAR"



POTATO.

To Gardeners and Farmers.

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

YIELDING FAR BETTER THAN ANY OTHER VARIETY KNOWN

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

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

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

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

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

FOR FULL PARTICULARS AND TERMS TO DEALERS, ADDRESS

O. W. BLAIN, General Agent,

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

A. A. CRIPPEN,

WHOLESALE

Hats, Caps and Furs

54 MONROE STREET,

GRAND RAPIDS, MICHIGAN.

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

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

Incorporated Dec. 10, 1877—Charter in Force for Thirty Years.

LIST OF OFFICERS:

President—RANSOM W. HAWLEY, of Detroit.
Vice-Presidents—CHAS. E. SNEDEKER, Detroit;
L. W. ATKINS, Grand Rapids; L. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEYER, Bay City.
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WALL PAPER & WINDOW SHADES

At Manufacturers' Prices.

SAMPLES TO THE TRADE ONLY.

House and Store Shades Made to Order.

68 Monroe Street, Grand Rapids.

NELSON BROS. & CO.

PERKINS & HESS,

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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