

The Michigan Tradesman.

VOL. 5.

GRAND RAPIDS, WEDNESDAY, OCTOBER 26, 1887.

NO. 214.

SEEDS

Garden Seeds a Specialty.
The Most Complete Assortment
in Michigan. Don't Buy un-
til you get my prices.
ALFRED J. BROWN
Representing Jas. Vick, of Rochester.
16-18 N. Division St., Grand Rapids

BELKNAP Wagon and Sleigh Co.

MANUFACTURERS OF
Spring, Freight, Express,
Lumber and Farm
WAGONS!
Logging Carts and Trucks
Mill and Dump Carts,
Lumbermen's and
River Tools.
We carry a large stock of material, and have
every facility for making first-class Wagons
of all kinds.
Special attention given to Repairing,
Painting and Lettering.
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A. J. BOWNE, President.
GEO. C. PIERCE, Vice President.
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CAPITAL, - - - \$300,000.
Transacts a general banking business.
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And Shoe Store Supplies.
SHOE BRUSHES,
SHOE BUTTONS,
SHOE POLISH,
SHOE LACES.
Heelers, Cork Soles, Button Hooks, Dress-
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WHOLESALE DEALERS IN
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Grain and
Baled Hay.
25 Pearl Street,
GRAND RAPIDS, - MICH.
O. E. Brown, Gen. Mgr.



EATON & LYON,

Importers,
Jobbers and
Retailers of
BOOKS,
Stationery & Sundries,
20 and 22 Monroe St., Grand Rapids, Mich.

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We carry a full line of
Seeds of every variety,
both for field and garden.
Parties in want should
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GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

WHOLESALE AND RETAIL COAL and WOOD.

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CALL FOR
SCHUMACHER'S ROLLED OATS.
From the best White Oats.
Oatmeal, Parched Farinose and Rolled
Wheat in Original Packages.
To use these choice cereals is to learn how
to live.

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THE GREAT
Watch Maker
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44 CANAL ST.,
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Grandpa's Wonder Soap

THE BEST SELLING GOODS ON
THE MARKET.
MANUFACTURED BY
Beaver & Co., Dayton, Ohio.
SOLD BY
A. S. MUSSELMAN & CO.,
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STATE AGENT FOR
Fermentum!
The Only Reliable Compressed Yeast.
Manufactured by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Mich.
TELEPHONE 566.
Grocers, bakers and others can secure the agency for
this town on this Yeast by applying to above address.
None genuine unless it bears above label.

CHARLES A. COYE,

Successor to
A. Coye & Son,
DEALER IN
AWNINGS & TENTS
Horse and Wagon Covers,
Oiled Clothing,
Feed Bags,
Wide Ducks, etc.
Flags & Banners made to order.
73 CANAL ST. - GRAND RAPIDS.

PIONEER PREPARED PAINT.

We have a full stock of this well-known
brand of
MIXED PAINT
and having sold it for over SIX YEARS can
recommend it to our customers as be-
ing a First Class article. We sell it
On the Manufacturers' Guarantee:

When two or more coats of our PIONEER PRE-
PARED PAINT is applied as received in original
packages, and if within three years it should crack
or peel off, this failing to give satisfaction, we agree to
re-paint the building at our expense, with the best
White Lead or such other paint as the owner may se-
lect. In case of complaint, prompt notice must be
given to the dealer.
T. H. NEVIN & CO.,
Mfrs. & Corroders of Pure White Lead,
Pittsburg, Pa.
Write for prices and Sample Card to
Hazeltine & Perkins Drug Co.
Wholesale Agents, Grand Rapids.
Try POLISHINA, best Furniture Fin-
ish made.

SALT FISH

Bought and Sold by
FRANK J. DETTENTHALER,
117 Monroe St., Grand Rapids.
Oysters the Year Around

SHERWOOD HOUSE.

The Traveling Men's Favorite.
CHARLOTTE, - - MICH.
Re-fitted and Re-furnished.
Sample Rooms on First Floor.
First-Class in all its appointments.
M. F. BELGER, Proprietor.

WANTED.

Butter, Eggs, Wool, Potatoes,
Beans, Dried Fruit,
Apples and all kinds of
Produce.
If you have any of the above goods to
ship, or anything in the Produce line let us
hear from you. Liberal cash advances
made when desired.
Earl Bros., Commission Merchants,
157 South Water St., CHICAGO.
Reference: FIRST NATIONAL BANK, Chicago.
MICHIGAN TRADESMAN, Grand Rapids.

GRAND RAPIDS TO THE— FRONT

—AGAIN—
We are now supplying the Trade with our
new Brand of Soap
OF ALL KINDS.
"BEST FAMILY."
It is the LARGEST and BEST bar of
white PURE SOAP ever retailed at Five
Cents a bar. Respectfully,
Grand Rapids Soap Co.

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Proprietors of the
Valley City Show Case Mfg. Co.,
Manufacturers of
SHOW CASES.
Prescription Cases and Store Fixtures
SEND FOR CATALOGUES.
SEND FOR ESTIMATES.
3 West Bridge St., Grand Rapids.
Telephone 374.

POTATOES.

We give prompt personal attention to
the sale of POTATOES, APPLES, BEANS
and ONIONS in car lots. We offer best
facilities and watchful attention. Consign-
ments respectfully solicited. Liberal cash
advances on Car Lots when desired.
Wm. H. Thompson & Co.,
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FELSENTHAL, GROSS & MILLER, Bankers,
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PROPRIETOR OF
VALLEY CITY COLD STORAGE,
JOBBER OF
Butter, Eggs, Lemons, Oranges.
And Packer of
SOLID BRAND OYSTERS.
Facilities for canning and jobbing oysters
are unsurpassed. Mail orders filled promptly
at lowest market price. Correspondence
solicited. A liberal discount to the jobbing
trade.
217, 219 Livingston St.,
Grand Rapids.

To Cigar Dealers

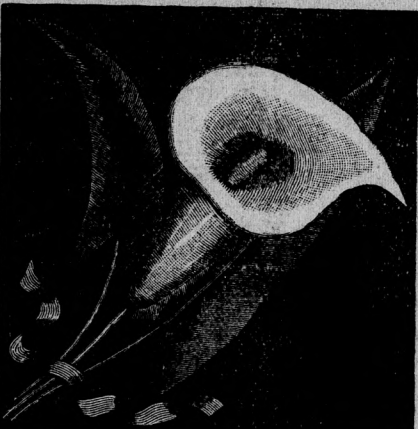
Realizing the demand for, and knowing
the difficulty in obtaining a FIRST-CLASS
FIVE-CENT CIGAR, we have concluded
to try and meet this demand with a new
Cigar called
SILVER SPOTS
This Cigar we positively guarantee a
clear Havana filler, with a spotted Sumatra
Wrapper, and entirely free from any arti-
ficial flavor or adulterations.
It will be sold on its merits. Sample or-
ders filled on 60 days approval.
Price \$35 per 1,000 in any quantities.
Express prepaid on orders of 500 and more.
Handsome advertising matter goes with
first order. Secure this Cigar and increase
your Cigar Trade. It is sure to do it.
GEO. T. WARREN & CO.,
Flint, Mich.

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

J. H. MYERS

Manufacturer of Harness and Collars
at Wholesale and Retail, 78 Canal street,
Grand Rapids, has the finest line to select
from in the city. Give him a call. None
but experienced workmen employed.

Telfer Spice Company,



SOLE MANUFACTURERS OF
ABSOLUTE SPICES,
—AND—
Absolute Baking Powder.
100 PER CENT. PURE.

Auxiliary Associations,

Wishing to procure outfits for their Col-
lection Departments, are invited to exam-
ine the following quotations, which are for
fine work on good quality of paper:
FULL OUTFIT--\$15.
30 Books Blue Letters, 50 in book.
500 Record Blanks.
500 Notification Sheets.
250 Last Calls.
500 Envelopes.
HALF OUTFITS--\$10.
500 Blue Letters, old style.
250 Record Blanks.
250 Notification Sheets.
125 Last Calls.
500 Envelopes.

In place of old style Blue Letter in above
outfit we can substitute 10 books Blue
Letter in latest form, as recommended by
the recent State convention, for \$12.50
Prices in other quantities furnished on ap-
plication
FULLER & STOWE COMPANY,
ENGRAVERS and PRINTERS,
49 Lyon St., Grand Rapids,

SEEDS

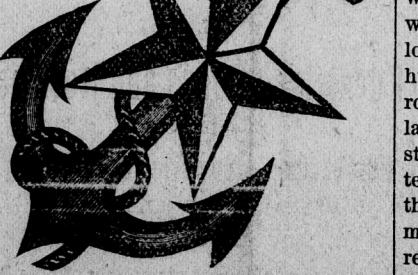
FOR EVERYBODY.
For the Field or Garden.
If you want to buy
**CLOVER OR
TIMOTHY SEED**
Or any other kind, send to the

Seed Store,

71 CANAL ST.,
W. T. LAMOREAUX.
Grand Rapids, Mich.

F. J. DETTENTHALER,

Jobber of
OYSTERS!
—AND—
SALT FISH.
Mail Orders Receive Prompt
Attention.
See Quotations in Another
Column.



THE DRUMMER'S GHOST.
Written Especially for THE TRADESMAN.
In the fall of '72, I was on the road for
Jones, Smith & Jones, wholesale boot and
shoe dealers of Chicago. For three months
previous to the time of which I write I had
been calling on the trade of Iowa and Ne-
braska, but on my arrival at the house one
Saturday in November, I was informed that
I should take Indiana and Ohio, next trip,
as Berger, whose territory it was, was ill
and unable to go out. Accordingly, I made
my preparations, fixed up a new line of
samples and started out the following Tues-
day.
Being a stranger to the merchants on this
route, my success was not phenomenal, and
I reached the little town of B—, in In-
diana, on a dark, drizzly November night,
thoroughly tired out and heartily discour-
aged. It was nearly nine o'clock when the
train steamed into the station. The depot
was situated half a mile from the town, and
there was no vehicle of any description to
convey myself and grips to a hotel. This
added not a little to my already great dis-
comfort; but, as nothing better offered, I
hired a surly-looking fellow—a Pole or Bo-
hemian I judged, by his conversation—to
carry my grips, and started out to walk
through the deep, sticky mud to the town.
Peter, the Polish tatterdemalion who es-
corted me, understood and spoke so little
English, that our conversation was extreme-
ly limited. His sallow face and sharp fea-
tures rendered him particularly unprepos-
sessing.
"Tell me, my worthy friend," I asked, as
we waded side by side through the mud, "do
you know Mr. Talbot, the hotel-keeper?"
"De old Starotsky."
"Good; but what can I do in your old Sta-
rotsky?"
"Die!"
"God forbid! that does not at all chime in
with my arrangements."
"Stone dead; die!"
"Why, what have I done?"
"American—no Pole."
"I am an American, certainly."
"Know that."
"What do you mean by dying then?"
"So, and so, and so!" And the fellow
thrust the air as though he clenched a dagger.
He then pointed to his heart, groaned
and rolled his eyes in a manner awful to be-
hold. I began to feel rather uncomfortable,
for Peter had by no means the look of one
beside himself; moreover, the hangers-on at
a railway station were seldom lunatics.
"I think we are at cross-purposes, my ex-
cellent friend," I at length remarked.
"What do you mean by 'die'?"
"Kill!" and he gave me a wild, sidelong
glance.
"How kill?"
"When night comes."
"When night comes—this very night?"
Your wits are wool-gathering."
"No understand."
I shook my head and desisted from any
further attempts at conversation. We evi-
dently could not make each other out. And
yet, there was fearful meaning in the scoun-
drel's words. I was well aware that this
part of Indiana was infested with a gang of
lawless men, sometimes called "White
Caps," and that several murders had been
laid at their door. What if the dun-
headed fellow had meant to convey a warn-
ing to me? I determined to divulge the
whole to the proprietor of the hotel—or
Starotsky, as the Pole called it—as soon as
we arrived. It was an old, weather-beaten
structure, situated on a dull, remote street.
Ere we reached it, I observed how each pas-
senger by cast a furtive glance at its time-worn
walls. My guide did the same; and, setting
my grips down on the steps, pointed to the
door and shuffled off without a word or ges-
ture of salutation.
As I entered the old hotel, I was puzzled to
know where to find Mr. Talbot, the landlord,
who, by the way, was an acquaintance of
mine. The house was quite spacious. The
creaking of the rusty door-hinges resounded
through the whole building, yet without
bringing anyone to ascertain who might be
there.
I discovered an apartment on my left,
opened the door and went in. The room
was evidently a bar-room, for on one side
was a long counter, and several suspicious-
looking black bottles stood on a shelf be-
hind it. As I stepped further into the
room, which was lighted by a dim kerosene
lamp, I discovered, to my horror, a coffin
standing on two wooden chairs in the cen-
ter of the room. If I be always polite to
the living, as travelling men always are, still
more so am I to the dead. I was about to
retire as gently as I could, when a parting
glance at the coffin showed me that its in-
habitant was none other than Mr. Tal-
bot, the landlord, who had been called on,
poor fellow, in his turn, to discharge that
great tax so perceptibly demanded of us by
that grim collector, Death. There he lay,
regardless alike of black bottle or dice-box,
although in life an ardent admirer of both,
calm and composed as though he had never
shared in the joys or sorrows of this life.
Indescribably shocked, I rushed from the
chamber of death and sought relief in the
long, gloomy corridor. What on earth was

THE DRUMMER'S GHOST.

I to do? Here I was, in a town of which I
had never even heard until sent there by my
firm, and no other hotel in the place! What
was I to do? Where to lay my head, or
how to find lodgings?
My gloomy reflections were here disturbed
by the creaking of a door on its rusty
hinges, whose harsh grating jarred strange-
ly on my nerves. A villainous-looking man
came up the stairs, contemplated me with a
broad grin of astonishment and at length
addressed me.
"Howdy? Do you want a room for the
night?"
"Yes," I replied; "after I have had some
supper, if you can supply me with it?"
"Oh, certainly," and without further par-
ley he took my grips and, signalling to me
to follow him, led me into a long room, in
the center of which was a long table, with
half-a-dozen rough-looking characters seat-
ed around it playing cards. After clearing
an end off, my supper was brought in by a
slouchy-looking girl, and I sat down among
the rough crew to eat. I was nearly fam-
ished, and, therefore, ate heartily of the
rough food prepared for me, notwithstanding
the glances of curiosity and surprise cast
in my direction. After supper, I enquired
of the man who seemed to act the part of
host, how the landlord met his death. His
reply, as follows, I have condensed as much
as possible:
Mr. Talbot had been passing the after-
noon playing cards and drinking with a party
of friends. The fumes of Indiana corn-
juice had mounted to the heads of the party.
Words grew high, blows were exchanged,
and one of the party dealt Mr. Talbot three
or four blows with a knife, any one of
which was of itself sufficient to have ex-
tinguished life. In order to avoid incurring
the penalties of Indiana justice, the guilty
parties had taken themselves off—whether
no one could tell. He explained to me, al-
so, that my friend Peter was a half-witted
fellow, and that his pantomimic gestures
referred, in all probability, to the fate of the
landlord. The narrative finished, he con-
ducted me up the rickety staircase to the
apartment provided for me. It was of large
dimensions and contained an old-fashioned
bedstead, an old table and two or three
dusty chairs. Suspended to the wall was
a shabby looking-glass, almost bereft of its
reflecting powers, in a quaint, old-fashioned
frame, while the wall itself was covered
with dingy, smoke-begrimed paper. I felt
by no means at ease in this lonesome old
barn, as I had a considerable sum of money
on my person, which I had collected on my
trip. But I kept my own counsel, partly
from sheer nervousness, and partly because
I did not wish to appear at all daunted at
being in such close proximity to a corpse.
Lebrecht lighted a lamp and bidding me
good-night, left me alone.
I doubted the honesty of the fellow and
almost determined to leave the hotel at once,
but I held back from very shame. Why
should I make him the confidant of my timi-
dity? I had no doubt that he would spend
the night in some room or other to keep
watch over the murdered body of his em-
ployer.
I do not believe in ghosts, but yet at
night-time I own to being somewhat appre-
hensive of their appearance. This may
seem to involve a paradox, but I only state
the facts. The death-like stillness of all
around, the time-worn paper that hung in
shreds around that dreary chamber, the con-
sciousness of a murdered body in the room
below, all conspired to fill me with awe and
apprehension. I wearied for repose, but
could find none. I examined the window
to ascertain if it could afford me egress in
case of necessity, but to my dismay I found
it securely boarded up on the outside, which
forbade all hopes of escape in that quarter.
Suddenly, the old hotel seemed awaken-
ing to life. I heard doors open and close,
steps at some little distance and the sound
of voices in animated conversation. I was
at a loss how to account for this rapid
change in the state of affairs, but I felt that
it boded me little good. It seemed as though
I heard a voice saying, "Tis you they seek!
Save yourself before it is too late!" I shud-
dered in every limb. Methought I saw the
murderous gang, how they thirsted for my
money and were planning the method of
my death. I heard their footsteps approach-
ing nearer and more near. Already they
had reached the door leading to my apart-
ment. They were muttering together in low
whispers. I sprang up, bolted and barred
the door, and, as I did so, became aware
that someone was endeavoring to open it on
the other side. I scarcely dared to breathe
lest my very breath should betray me. I
heard by their voices that they were the
men I had seen playing cards. I could de-
tect the words "blood," "death" and drum-
mer. My knees quaked, cold drops started
on my brow. Again was the attempt made
to open the door; but it seemed as though
the intruders wished to avoid confusion, for
I heard them depart, or rather glide, from
the door. Whether it were that the men
had aimed at my life, my property or whether
they had determined upon another mode
of attack, I resolved to extinguish my light,
in order that it might not betray me from
without. How could I tell but that one of

the ruffians might not fancy taking a shot at
me through the cracks in the boarded win-
dow?
Night is no friend to man, and man has
an instinctive dread of darkness, else
whence the terror of children, even before
they have been frightened by tales of goblin
grim and spectre dire? No sooner was I in
obscurity than all manner of horrors, possi-
ble and impossible, crowded upon me. I
flung myself upon my bed in the hopes of
sleeping, but the clothes seemed tainted
with the foul odor of dead men's graves. If
I sat up it was worse, for ever and anon a
rustling sound, as of some one near me,
caused me to shudder afresh. The form of
the murdered man, with his livid brow and
half-glazed eyes, seemed to stalk before me.
What prospects would I not have sacrificed
to be out of that horrible hole! And now
the bells tolled the
When church-yards yawn, and hell itself looks
out."

Each stroke vibrated upon my soul. In vain
I called myself a superstitious fool—a faint-
hearted dastard—it availed me nothing.
Unable, at length, to bear up longer, I
sprang from my seat, groped my way to the
door, unbolted and unbarred it and resolved,
albeit at the risk of my life, to gain the
street.
Merciful heavens! What did I behold as
I opened the door? I started and staggered
back. Little had I looked for such a grisly
sentinel! By the dim flickering of an old
lamp, I saw before me the body of the mur-
dered landlord, lying on his bier, even as I
had seen him in the room below. But now
I could perceive how his shirt, which had
previously been concealed, was dyed with
the big black gouts of blood. I strove to-
rally my senses, to persuade myself that the
whole was the mere phantasm of my over-
heated imagination; but as I stirred the cof-
fin with my foot, until the corpse seemed as
though about to move and unclosed its eyes,
I could no longer doubt the fearful reality of
the spectacle before me. Almost paralyzed
with fear, I staggered back into my room
and fell backward on the bed.
And now a confused noise proceeded from
the bier. Was the dead alive, for the sound
that I heard was of one raising himself
with difficulty? A low, suppressed moan
thrilled in my ears, and I saw before me the
form of the murdered man. He strode
through the door, entered my room, then
stalked awhile to and fro, and disappeared.
As I again summoned reason to my aid, the
spectre, or the corpse, or the living dead,
gave my reason the lie by depositing its
long, lank, livid length upon my bed and,
across my body, its icy shoulders resting up-
on my neck and nearly depriving me of
breath.

How I escaped with life, I can not explain
to the present hour. Mortal dread was up-
on me, and I must have remained a long
while in unconsciousness; for, as I heard,
from beneath my hideous burden, the clock
sound, instead of striking one—the signal
for spirits to vanish—it was striking two.
I leave the horrors of my situation to the
reader's imagination. The noisome smell
of the chamber-house in my nostrils and a
yet warm corpse struggling for breath, as
though the death-rattle were upon him,
while I was bemused with terror and the
hellish weight of the burden I bore. The
scenes in Dante's Hell fell far short of an-
guish such as I was then experiencing. I
was too weak or terror-stricken to disengage
myself from the corpse, which seemed as if
expiring a second time; for I conjectured
that, while senseless from loss of blood, the
wretched man had been taken for dead and
thrust forth into a coffin, and now lay
dying in good earnest. The scene was
less alike for life or death, and I was doom-
ed to be the couch whereon the fearful
struggle would terminate.

I strove to fancy that it was all a dream
and that I was laboring under an attack of
nightmare, but circumstances and surround-
ing objects were too strong to admit of any
such conclusion; still, I believe I should
have finally succeeded in convincing myself
that it was all a vision, had not an incident
more striking than any that hitherto pre-
ceded established, beyond a doubt, the fact
of my being broad awake. It was day-
break; not that I could perceive the light of
heaven, for the shoulders of my expiring
friend impeded my view, but I inferred so
from the stir in the street. I heard the
footsteps and voices of men just outside the
room. I could not make out the subject of
conversation, but I divined that they were
busy about the coffin. Now, beyond doubt,
they were looking for the dead man, and my
delivery was at hand; and so it proved, al-
though it happened after a fashion for which
I was but little prepared. One of the ex-
ploring party smote so lustily upon the form
of the dead or dying that he started up and
stood erect. Some of the blows lighted up-
on my hapless person with such effect as to
make me yell out most vigorously and take
a position directly in the rear of the defunct.
This new method of restoring the dead to
life proved so efficacious in the present in-
stance that I doubt whether the impossibility
of the dead were not preferable to the
acute perceptions of the living. I was now
conscious of the fact that the room was
filled with men. The timely castigation had
been administered by an officer appointed to
superintend the funeral. The landlord still
slept the sleep of death in his coffin, stand-
ing in the room next to mine, which I had
mistaken for the hall, whither it had been
conveyed by the drunken fellows of the
dining room, who had been ordered to carry
it to the landlord's own chamber, but instead
had brought it there and confided it to the
charge of one of their besotted comrades,
who had slumbered at his post and, awak-
ened probably by my entrance, had groped
his way, with all the instinct of one far gone
in liquor, to my bed and there slept off the
fumes of his notions.

Suffice it to say, I sold no goods in that
town and got home as quickly as possible,
where, on account of the fright received, I
was laid up for seven weeks with brain
fever.

RELUUF.

RELUUF.

The Michigan Tradesman.

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

H. A. STOWE, Editor.

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

WEDNESDAY, OCTOBER 26, 1887.

EDITORIAL CORRESPONDENCE.

Detroit, Oct. 19.—As the editor of a journal whose policy has been to bring about a harmonious feeling between the different markets of the State, I deplore the extreme position taken by one of the Grand Rapids dailies in its frequent references to the City of the Straits. That Detroit may have seemed to be old-foggyish in the past, I am not prepared to deny, but a day's visit with the men now at the helm in business affairs will convince the most skeptical that a spirit of enterprise is now a marked characteristic of Detroit business men. In view of this fact, I deplore the compromising statements continually made by the paper referred to, as such a course will unavoidably bring about an era of ill-feeling between the two cities, which cannot fail to result to the disadvantage of both markets.

As a young man, interested in the success of young men, I am pleased to note the tendency here toward shifting the burdens of business onto young men's shoulders. While hardly in keeping with Detroit's reputation for conservatism, it is a fact that more young men are managing large establishments here than ever before and that the ratio is increasing every year. Perhaps to this change may be attributed the absence of that public indifference which, it is claimed, once existed here, but I prefer to leave the affirmation of this supposition to those more familiar with the subject.

With all due respect to the older men, I think they will mostly agree with me that it is, generally speaking, the young men who set the stamp of enterprise on a town. Fertile in new ideas, they are content to allow their elders to put a veto on half their suggestions, while they carry the other half to a successful issue. Full of vim as well as ideas, confident of the success of their plans, cheerful in spite of rebuffs and reverses and elastic under defeat, the young men of the country present a distinct type, which is one of the most characteristic features of American progressiveness.

Buffalo, Oct. 20.—A city of grain elevators, iron factories, lumber and ship yards, coupled with unusual transportation facilities, both by water and rail—such are the features which commend Buffalo in the eyes of the stranger.

New York, Oct. 23.—The Englishman who comes to this country for the first time, takes a trip across the continent on a lightning express train, deriving all his information concerning the country from the people he chances to meet and talk with on his journey, and then goes home to write a critical analysis of American customs, meeds with merited derision at the hands of our people. Let I may be accused of being equally inconsistent, I shall not attempt any general references to the metropolises of the country, after having walked its streets scarcely more than a dozen hours for the first time.

One of the most frequent topics of conversation among grocery jobbers is the unwarranted advance in sugar made by the Sugar Trust. John T. Burgess, who bears the reputation of being one of the best posted men in the city on the grocery market, assures me that the present price of granulated is preposterous, considering the ruling prices for the raw product, and that there is no reason—aside from the artificial advance sustained by the refiners—why granulated should be sold above 6 cents from first hands.

Tea is dull and featureless, the market having apparently no strength. Japans have been in small demand. Amoy and Formosa are fairly steady, but English Breakfasts are without particular change.

The coffee men claim that the present condition of the market is a puzzle. The general tendency is downward—the dullness in this country has caused an actual decline abroad. Speaking in a general way, cassia is firm; pepper is easier; rice is dull and slow sale; Valencia and Malaga raisins are lower; currants are weaker; citron is dull; old Turkish prunes are dull and lower; filberts are higher; choice butter is scarce, but medium grades are plenty and dull; cheese is notably lower, both at home and abroad; canned goods are without change, except to-matoes, which are higher. E. A. S.

Gripsack Brigade.

J. B. Tanner, traveling representative for Perkins & Hess, spent a couple of days in Detroit last week.

J. R. Poore, representing Dwinell, Hayward & Co., Boston, put in a few days at this market last week.

Dave Kenyon has engaged to represent H. Kelly, of Auburn, N. Y., in Illinois and Iowa. He left for Auburn last Thursday to get his samples in shape.

Ed. Pike, formerly on the road for Welting & Carhart, has signed with Voigt, Herpolsheimer & Co., covering the same territory.

J. R. Hiltz, general dealer, Liberty, "Can't do without it." Olsson, Mont. druggist, Good Hart. "I can't do without THE TRADESMAN."

AMONG THE TRADE.

GRAND RAPIDS GOSSIP.

Wm. H. McConnell, dry goods dealer at 53 Monroe street, is closing out his stock at auction.

Cook Bros. have bought the grocery stock of Henry Van Voorhis, at 699 South Division street.

A. A. Goodwin, dry goods dealer on South Division street, has added a line of groceries. The stock was purchased here.

John Gezon, grocer at 38 Maple St., met with a serious accident last week. He attempted to alight from a moving horse car, and was thrown to the ground, striking head first.

Tanis & Bierema have opened a dry goods and boot and shoe store at Muskegon. Voigt, Herpolsheimer & Co. furnished the dry goods and Rindge, Bertsch & Co. the boots and shoes.

Albert Stryker, Jr., has purchased a half interest in the grocery business of M. C. DeJager, at 166 Ellsworth avenue, and the two will continue the business under the style of DeJager & Stryker.

AROUND THE STATE.

Crystal—Chas. Sweet, M. D., will open a drug store.

Breedsville—Jay P. Gilman, hardware dealer, is dead.

Downington—Jos. A. Bockstanz, hardware dealer, has sold out.

Muskegon—J. D. Vanderwerp succeeds the Muskegon Furniture Co.

York—F. E. Holcomb & Co. succeed Jas. Gauntlett, Jr., in general trade.

Lyons—R. E. Terrell, druggist, will move to Eldorado, Kas., November 1.

Morley—Lon. A. Pelton has completed the addition to his store building.

Lansing—M. E. Charles succeeds Charles & Plister in the grocery business.

Midland—Elmer Anderson, druggist, has been closed on chattel mortgage.

Jackson—R. F. Latimer, of Weeks, Latimer & Co., druggists, is deceased.

Portland—Pease & Dehn succeed J. M. Dinsmore in the harness business.

Chelsea—C. L. Wells succeeds Wells & Canfield in the flour and feed business.

Casnovia—R. K. Hesselstein & Son, hardware dealers, are going out of business.

Tawas City—M. E. Freedman, clothing dealer, has been closed on chattel mortgage.

Owosso—Murray & Terbush have opened a boot and shoe store in Sharpstein's new block.

East Jordan—D. C. Loveday, hardware dealer, is building a two-story brick store, 24 x 60.

Grovetown—J. E. McKay has bought the dry goods and grocery stock of James Alfred.

Colon—J. E. Chivers & Co. succeed Chivers & Young in the furniture and undertaking business.

Ishpeming—E. Robbins has bought the clothing and gents' furnishing goods stock of J. A. Koehler.

Hancock—N. B. Ongie succeeds Mrs. John Hoffenbacher in the bakery and confectionery business.

Lowell—C. R. Hine is closing out his boot and shoe stock and expects to be out of trade by Nov. 15.

Coopersville—Dell Wright, of Berlin, will engage in business there, occupying Rice & Lillie's store.

Mecosta—W. W. Weed has closed up his restaurant and bakery business and will seek another opening.

East Jordan—Harry Branch has bought Dr. Willard's drug stock and will move it to his store immediately.

Hastings—The statement that Levi Fowler has moved his boot and shoe stock to Lake Odessa was premature.

Muskegon—H. A. Spink, lately engaged in the grocery business at Whitehall, is now in the same trade at this place.

Mt. Pleasant—Jas. S. Allen, formerly engaged in the boot and shoe business at Midland, has moved to this place.

Lansing—A. M. Henry, formerly with L. C. Blood, has purchased J. W. Bliss & Co.'s stock and succeeds that firm in the grocery business.

Montague—D. E. Turner, of New Era, has lately opened a meat market in the building on Ferry street known as the Star Meat Market.

Lansing—F. P. Drulard has removed his meat market from Ottawa street to 119 Washington avenue and added provisions and canned goods.

Detroit—The Acme White Lead and Color Works, realizing that their present enlarged quarters will soon be too cramped for their rapidly growing business, have purchased nine acres of land near the D. & M. Junction four miles northwest of this city, on which site they propose to erect extensive factory buildings in the near future.

Manistee—Milton & McGuire, who came here four months ago from Ludington and opened a grocery store, have given a bill of sale to Peter A. Peterson, of Ludington, of whom they borrowed money to go into business.

Sprague, Warner & Co., of Chicago, hold a mortgage on the stock for \$500. The stock inventories \$1,200, barely enough to pay the mortgage and Peterson.

MANUFACTURING MATTERS.

Lowell—The Michigan Cutter Co. will sell and ship three thousand finished cutters this season.

Maple City—Charlie Weston has bought the sawmill of W. Thomas and will move it back on its former site.

Prescott Station—Alexander Henderson's shingle mill, which was recently destroyed by fire, is being rebuilt.

East Jordan—Palmer Bros. will have their sawmill in operation before winter.

Ishpeming—Will Johnson and H. A. Stark, formerly of Columbiaville, have entered in the sash and blind business.

Kalkaska—Kiddler & Dunham succeed Dunham & Richardson in the manufacture of crates, boxes and woodenware.

Bay City—The Bay City Engine and Machine Co. expect to have their new shops at Chattanooga, Tenn., ready early in November.

Standish—Cross & Dyer's mill will be operated during the winter, and a stock of 10,000,000 feet of logs will be put in.

Detroit—The Michigan Lubricator Co. is again increasing its facilities for manufacturing its lubricators and oils.

Scottville—Albert Vogle and Andrew Hengstler, of Ludington, have purchased Ames & Brown's sawmill at this place.

Northport—Copp & Co.'s planing mill is being pushed rapidly to completion. It will be wholly independent of the sawmill and in a building of its own.

Fremont—Kinsey Bros. will add to their foundry and machine business, machinery for the manufacture of peavey stocks, cant hook handles and all that class of goods.

Owosso—The Owosso Tool Co. is shipping four carloads of shovels per day, using every facility and working twelve and a half hours per day in their manufacture.

Lowell—The Star Cutter Co. sold 10,000 cutters last year. This season they make 18,000, 10,000 of which go to their headquarters in Chicago, the balance to the trade direct.

Menominee—The Ludington, Wells & Van Schaick Co. has under construction in its yards at the new mill three frame buildings, respectively 40 x 144, 52 x 96 and 40 x 96 feet in size, the first being for the storage of dry finished lumber and the others for lath and shingles.

Cheboygan—The Cheboygan Lumber Co. expects to have more lumber on its piers when navigation closes than in any previous year, there being 11,000,000 feet piled up that was saved by the thousand for other parties, who either could not get vessels or else could not find a satisfactory market.

Sheridan—Neff & Prestel have bought forty-seven forties of pine, hemlock and shingle timber in Clare county. They intend to erect a sawmill and shingle mill in the western part of Greenwood township, that county, on a spur of the Cadillac division of the Toledo, Ann Arbor & Northern Railway, and ship their products by rail.

Saginaw—Brown & Ryan, who ran their mill night and day all summer, have stopped night runs, stock having run out. They have 2,000,000 pieces back in the stream which they expect to receive in order to continue operations. As soon as it freezes up and Norway logs can be received by rail, the mill will commence cutting out special bills and will be operated all winter.

STRAY FACTS.

Traverse City—The fires in the Michigan pinneries are about all out.

Perrington—The business men offer \$2,000 bonus for a roller process mill.

Rockford—W. H. Keyser, of Toledo, has purchased the bank of James Dockery.

Ishpeming—The \$50,000 capital stock of the new State bank has all been subscribed.

Allegan—M. O. Walker, proprietor of creamery, has been closed under chattel mortgage.

Nashville—The fruit evaporator has been enlarged to a daily capacity of 900 bushels of apples, and is being run full tilt, day and night.

Muskegon—The Muskegon Boom Co. has rafted out 5,000,000 pieces up to date, as against 4,998,544 at a corresponding date last year.

Kalamazoo—The gas well is 2,020 feet deep and nary a smell of gas. However, it has developed the fact that Kalamazoo has sand—lots of it, too.

Muskegon—Wm. Morrison has a contract for banking some 3,000,000 or 4,000,000 feet of logs for the Dukey Lumber Co., on the State road east and south of Houghton Lakes.

Muskegon—Mill men at this place are now facing the fact that before long they will have to get logs elsewhere than from the Muskegon river, and are considering the plan of rafting across or down Lake Michigan from the north shore.

Saginaw—A. T. Bliss & Bro. have completed putting in 7,000,000 feet of logs in Clare county, which were sold to Saginaw parties and railed to that point. Haley & Covert are putting in 7,000,000 feet in the same county, which will be railed to Saginaw.

Chippewa Falls—John S. Owens, of Eau Claire, Wis., formerly of East Saginaw, has purchased from Grand Rapids parties, and from H. W. Early, of this place, their pine lands in Douglass and Bayfield counties, Wis.; the total consideration in the two deals being \$375,000.

East Saginaw—The enterprise of Muskegon lumbermen in organizing a business club and building a club house has started the Saginaw lumbermen and business men in the same direction, and a number of heavy lumbermen have taken hold of the project and propose to erect a large and handsome club house at this place.

West Bay City—Mosher & Fisher have 23,830,000 feet of lumber on dock, 6,642,000 feet of which they have sold. The stock is on the docks of the following firms: McLean, Son & Co., Myers; Carpenter & Co., Loderach; Miller Bros., Keystone; Heath & Co., Bay City, and at Cheboygan, Manistique and Muskegon. The firm will put in something like 40,000,000 feet of logs this winter.

Association Notes.

Since last issue, the following organizations have remitted for charters and dues: Ada, 6 members; Saugatuck, 27; Wayland, 20; Grand Lodge, 26; Carson City, 29.

At the last meeting of the Sparta B. M. A., the following officers were elected for the ensuing year: President, J. R. Harrison; Vice-President, L. A. Paine; Secretary, J. G. VanWinkle; Treasurer, S. H. Ballard; Attorney, C. H. Loomis; Executive Committee, C. M. Shaw, R. A. Hastings, Edson Robert.

At the last meeting of the Wayland Business Men's Association, the organization was changed over and is now under a State charter. The following officers were elected: President, C. H. Wharton; Vice-President, E. W. Pickett; Secretary, W. V. Hoyt; Treasurer, W. L. Heazlit; Executive Committee, W. H. Schuh, D. W. Shattuck, W. H. Bartholomew.

Caro, through her Association, is setting an example that other towns throughout the State may profitably follow. She has graveled and turpined one road leading north for three miles at a cost of \$700, and her business men have just put up \$500 cash to do the same by another leading northeast, the farmers along the line doing the grading. Caro people propose to keep this thing up until all roads leading to the enterprising town shall be good ones.

The Hannah & Lay Mercantile Co. has secured the steamer *Ossifrage* to take the place of the steamer *City of Grand Rapids* between Traverse City and Mackinaw, the latter steamer being disabled and having gone into winter quarters.

The Sick Editor.

Doctor (to professional nurse)—Well, how is he this morning?

Nurse—Weaker, doctor. Been very low all night, and now looks like he was comatose.

Doctor—How's his temperature?

Nurse—One hundred and two degrees.

Doctor—How's his circulation?

Editor (with a fearful yell)—Biggest in the State! Biggest in the universe! Want an affidavit?

Notice of the Restoration for Certain Lands to the Public Domain.

By instructions from the Honorable Secretary of the Interior under date of August 15, 1887, and by direction of the Honorable Commissioner of the General Land Office of the date of August 27, 1887, notice is hereby given that the indemnity withdrawal of the Flint & Pere Marquette Railroad Company has been revoked. That all the lands in the Reed City Land District within said indemnity limits of the grant of said Flint & Pere Marquette Railroad Company—except such lands as may be conveyed by approved selections—are thereby restored to the public domain, and open to settlement under the general land laws.

That on the 1st day of December, A. D. 1887, at 2 o'clock P. M., said lands will be open to filing and entry.

U. S. LAND OFFICE,
Reed City, Michigan, October 18, 1887.

NATHANIEL CLARK,
Register.

E. N. EITCH,
Receiver.

TUBS! TUBS! TUBS!

We have 150 doz. first quality wash tubs, which we will sell F. O. B. as follows: No. 3, \$3 per doz.; No. 2, \$4 per doz.; No. 1, \$5 per doz. Packed 1/4 doz. in bbl. with straw. Quality unsurpassed. Address

PIERSON'S BAZAAR, Stanton, Mich.

Stoneware, 6c. per gal. F. O. B.

POTATOES

I am receiving from the potato districts of Northern Michigan large quantities of choice potatoes that I offer to the trade of Southern and Eastern Michigan. Parties in want will receive prompt attention by addressing

W. T. LAMOREAUX.

71 Canal S.,

Grand Rapids, - Mich.

JACOB BROWN & CO.,

WHOLESALE

Furnishing Goods and Notions.

Manufactures of

Lumbermen's Supplies a Specialty.

WE CARRY A FULL LINE OF ALASKA SOOKS AND MITTENS.

193 and 195 Jefferson Ave., Cor. Bates St.

DETROIT, - MICH.

WANTED.

Parties Having Pine or Hardwood Lumber for Sale Can Find a Cash Market by Addressing Buyer, care "Michigan Tradesman," Grand Rapids, Mich.

JUDD & CO.,

JOBBERS OF SADDLERY HARDWARE AND FINE LINE Summer Goods.

108 CANAL STREET.

Michigan Business Men's Association.

President—Frank Hamilton, Traverse City.
First Vice-President—Paul P. Morgan, Keweenaw.
Second Vice-President—S. Laframboise, Owasco.
Secretary—J. W. Sprague, Greenville.
Treasurer—J. W. Sprague, Greenville.

Executive Board—President, Secretary, Geo. W. Hubbard, Flint; W. E. Kelsey, Ionia; Irving J. Olap, Allegan.

Committee on Trade Interests—Smith Barres, Traverse City; Chas. T. Bridgman, Flint; H. B. Fargo, Muskegon.

Committee on Legislation—Frank Wells, Lansing; W. E. Kelsey, Ionia; Neal McMillan, Rockford.

Committee on Transportation—J. W. Milliken, Traverse City; Jno. P. Stanley, Battle Creek; Wm. Rebec, East Saginaw.

Committee on Insurance—N. B. Blain, Lowell; E. Y. Hogle, Hastings; O. M. Clement, Cheboygan.

Committee on Building and Loan Associations—F. L. Fuller, Frankfort; S. E. Parkhill, Owasco; Will Emmert, Eaton Rapids.

Official Organ—THE MICHIGAN TRADESMAN.

The following auxiliary associations are operating under charters granted by the Michigan Business Men's Association:

No. 1—Traverse City B. M. A.
President, Geo. E. Steele; Secretary, L. Roberts.

No. 2—Lowell B. M. A.
President, N. B. Blain; Secretary, Frank T. King.

No. 3—Sturgis B. M. A.
President, H. S. Church; Secretary, Wm. J.orn.

No. 4—Grand Rapids B. M. A.
President, C. H. Smith; Secretary, F. T. Baldwin.

No. 5—Muskegon B. M. A.
President, H. B. Fargo; Secretary, W. C. Conner.

No. 6—Alba B. M. A.
President, C. H. Smith; Secretary, F. T. Baldwin.

No. 7—Dimondale B. M. A.
President, T. M. Sloan; Secretary, M. V. Widger.

No. 8—Eastport B. M. A.
President, F. H. Thurston; Secretary, Geo. Thurston.

No. 9—Lawrence B. M. A.
President, H. M. Marshall; Secretary, C. A. Stebbins.

No. 10—Harbor Springs B. M. A.
President, W. J. Clark; Secretary, A. J. Thompson.

No. 11—Kingsley B. M. A.
President, H. P. Whipple; Secretary, C. H. Camp.

No. 12—Quincy B. M. A.
President, C. McKay; Secretary, C. W. Bennett.

No. 13—Sherman B. M. A.
President, H. B. Sturtevant; Secretary, W. G. Shane.

No. 14—No. Muskegon B. M. A.
President, S. A. Howey; Secretary, G. C. Havens.

No. 15—Boyne City B. M. A.
President, R. E. Perkins; Secretary, J. F. Fairchild.

No. 16—Sand Lake B. M. A.
President, J. V. Crandall; Secretary, A. P. Comstock.

No. 17—Plainwell B. M. A.
President, M. Bailey; Secretary, J. A. Sibley.

No. 18—Owosso B. M. A.
President, W. A. Woodard; Secretary, S. Lamfrom.

No. 21—Wayland B. M. A.
President, C. H. Wharton; Secretary, M. V. Hoyt.

No. 19—Ada B. M. A.
President, D. F. Watson; Secretary, E. E. Chapel.

No. 20—Sauganuck B. M. A.
President, John F. Henry; Secretary, E. A. Phelps.

No. 22—Grand Lodge B. M. A.
President, W. E. Wilson; Secretary, W. R. Clarke.

No. 23—Carson City B. M. A.
President, P. A. Rockafellow; Secretary, C. O. Traak.

MISCELLANEOUS.

Advertisements will be inserted under this head for one cent a word or two cents a word for less than 25 cents. No advertisement taken for less than 25 cents. Advance payment.

Advertisements directing that answers be sent in care of this office must be accompanied by 25 cents extra, to cover expense of postage.

FOR SALE—Stock of drugs. Will invoice at \$1.00. Location in Central Michigan, in a town of 4,000 inhabitants. Good reasons for selling. Address 101, this office. 21c.

FOR SALE—One circular sawmill with top saw, arbor and saws, carriage and track saw, dust conveyor and log tumbler, all complete and good as new. Price \$275. A bargain. Address M. G. Terry, Monroe, Mich. 21c.

FOR SALE—General stock of goods. Will sell, in care of building, Good location, all complete and good as new. Price \$275. A bargain. Address J. C. Stitt, Dollarville, Mich. 21c.

FOR SALE—Nice country hotel. Highland Sta., Oakland Co., Mich. M. C. Chaffee, 21c.

FOR SALE—General store in village of Mt. Pleasant; dry goods, groceries, boots and shoes, crockery, and farm of 160 acres improved. Apply to John Maxwell, Mt. Pleasant, Mich. 21c.

FOR SALE—At a bargain. A clean stock of hardware and mill supplies. Address Wayne Choate, Agent, East Saginaw. 21c.

FOR SALE—Or exchange, platform spring peddling wagons, suitable for wholesale or retail trade. Address Welting & Carhart, 128 Jefferson avenue, Detroit, Mich. 21c.

FOR SALE—Desirable residence lot on Livingston street. Will sell on long time or exchange for good stocks, mortgages or other real estate. E. A. Stowe, Tradesman office. 21c.

FOR SALE—The best drug store in the thriving city of Muskegon. Terms easy. C. L. Brundage, Muskegon, Mich. 19c.

FOR RENT—Pleasant store at 19 West Fulton street, Boston block. Now used as dry goods store. Good location. Apply to 221 Mt. Vernon street. 20c.

WANTED—Salesmen. Five traveling salesmen; salary and expenses; no experience necessary. Address, with stamp, Palmer & Co., Winona, Minn. 21c.

WANTED—Agents to handle the new chemical Ink Erasing Pencil. Greatest novelty ever produced. Brases ink in two seconds, no abrasion of paper. 200 to 500 per cent profit. One agent's sales amounted to \$600 in six days; another \$32 in two hours. Territory absolutely free. Salary to good men. No ladies need answer. Sample 35 cents. For terms and full particulars, address the manufacturers, J. W. Skinner & Co., Onalaska, Wis. 21c.</

The Michigan Tradesman.

BACK TO HIS WAGON.

A Grocery Clerk Who Had His Ambition Shattered.

Written Especially for THE TRADESMAN.
But few people in this world have any idea how close I once came to being an admiral in the United States Navy. I shudder now as I think of it. I was at the time serving my country—and employer who run a grocery store in a hard town small by, in the capacity of captain and special pilot of a small but active grocery wagon.

But I was not satisfied with my position. I panted for a more stirring existence. I wanted to plunge into war and salivate a long and enthusiastic hankering for gore. There was not a boy in the town who could sit as far out on the end of the seat on the wagon as I could—and yet I was not happy. The country wanted a few admirals, and I wanted to be one of them. I wanted to walk the decks of our famous American men of war with my sword drawn up to my breast—and my salary up to date—and order the crew to never, under no circumstances, throw up the ship or words to that effect. Then I would write to the Secretary of the Navy and tell him how we had met them and we were theirs.

That does not sound just like the lines I want to quote, but it's near enough to allow the reader to catch on.

A vacancy existed at Annapolis, and the congressman from our district called for a competitive examination to fill the place. I responded. About half a dozen old back numbers sat on the board and pumped us applicants until I hadn't a single idea that I could lay hold of without hustling pretty hard to find it. I never attended a more one-sided conversation in my life than that one was. They would ask me a question and when I answered it I would ask then a couple, but they paid no attention to me.

They asked me about everything they could conveniently think of, beginning with asking my name, when I was born, what for, if I was ever sea-sick and how much of my internal system did I part with while looking over the side of the ship, and who mutilated the handsome proportions of William E. Patterson, Esq.

When I had sent a gleam of intelligence on all of these essential points into their brains, I was sent to the doctor, who had considerable merriment at my expense.

"Disrobe," said he.
"Doc," said I, as a heated bobtail flush made a round trip over my classic features, "I am only a boy, yet I will preserve my honor if I die in the attempt. I did not come here to be insulted. I have just fed that gang of old fossils in there with enough choice genus of wisdom to last them till the robins nest again, but before I will stand in all my naked beauty before you I will scorn the position I so much hanker after. I will leave the Navy to get along the best it can."

He explained that it was to prove my physical qualification that he asked me to submit to the examination, and I began to disrobe. In a few fleeting moments I stood in all my glowing beauty before him.

"Young man," said he, "I don't remember of ever having looked upon such a quaint, picturesque-looking piece of architecture as you are, nor have I ever seen such wild and irregular chunks cut in the atmosphere as are now executed by your anatomy. You are so constructed that you can cover more of the adjacent neighborhood than any person I ever saw of your size. I think you could spend a very happy day if, peradventure, you could have a family reunion of your feet. But, no, that is hardly possible as no arrangement could be made in regard special rates with railroads. Until I saw you, I held firmly to the orthodox belief that man was made in the image of his Creator—I think differently now. To what use do you intend to put that wild waste of shoulder blades and where under the blue vaulted dome did you find those misfit ears which extend so far out into the cruel world and how in the name of heaven do you keep what brains you have in your head when you gap or laugh? I never saw a better exhibition of the internal workings of the human system then when the top of your head flew back a minute ago and I knew you were enjoying a smile. With unrestricted freedom do your bones meander, in controversy to all physiological laws, about your make-up. The quiet, reserved demeanor of your left knee strikes me most painfully. The uniform that would fit you would also fit an adult flash of zig-zag lightning. You are truly a unique hunk of human nature—all that you lack to make a first class post mortem is a sheet and a board. Go, my boy, ere I take to hard drink. Give up the idea of being an admiral. Let our navy go down if it must, but let other men who do not possess such a peculiar design of structure as you do go down with it."

I quietly doubled my stocking so as to conceal a large and well-organized hole in the toe while I put on my shoes and clothes. I was sad and dejected and wished I was back on the grocery wagon again. Somehow or other I didn't hanker quite so much for warm gore as I once did, nor would I accept their dogged appointment, anyhow.

In passing out of the rooms, I took occasion to ask one of the Board if I succeeded in answering their questions. He said I did, although in many of them I differed somewhat with other authorities. When I said that Ben Butler discovered America, he thought I had given the world a histori-

cal curiosity which would be immeasurably enhanced if stuffed, so that future generations could see what fools God's green earth had fostered, and that when I said 1,700 pounds made a ton, I gave unconscious evidence of having been in the employ of a coal merchant and was, therefore, biased in my judgment. My answer, he said, showed that I possessed a gigantic intellect and it would be a shame to take it off to sea where it might get moldy, although, no doubt, the salt air would do me a power of good.

I accepted my old position on the grocery wagon. When I want to go to sea now, I roll and toss on the crest-covered waves and billowy billows which lash themselves into a fury in the zinc-lined bath tub. It only costs a quarter, with the two towels and no seasickness.

BEN HEAD.

M

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

U

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

Z

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

Z

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

Y

FURNITURE TO ORDER.

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

Wolverine Chair Factory,
West End Pearl St. Bridge.

BRAUTIGAM BROS.,

MANUFACTURERS OF
Cant Hook Handles, Whippetrees, Neck Yokes, Spinning Wheels and Job Turning Of All Kinds.
MAIL ORDERS SOLICITED.
NORTH DORR, - MICH.

Best
LACE to secure a thorough and useful education is at the GRAND RAPIDS (Mich.) BUSINESS COLLEGE. Address, C. G. SWENSBERG.

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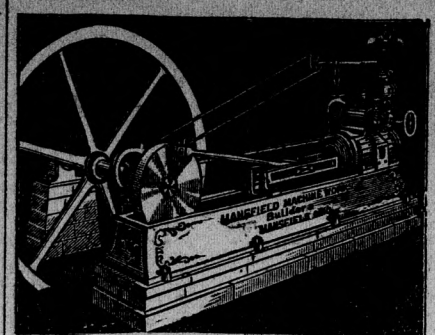
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The most practical hand Roaster in the world. Thousands in use—giving satisfaction. They are simple, durable and economical. No grocer should be without one. Roasts coffee and peanuts to perfection. Send for circulars.

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We Carry a Large Stock of all kinds of Dry and Salt Meats and

BUTTERINE.

We buy of First Hands and Will Not Be Undersold by anybody.

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CLOVER, TIMOTHY SEED and BEANS.

Parties Wishing to Buy or Sell above are Invited to Correspond.

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OYSTERS!

NO BETTER GOODS IN THE LAND

TRY THEM

13, 15, 17 South Ionia Street,

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Good Work, Guaranteed for Five Years, at Fair Prices.

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It will fit any pail, and keep the Tobacco moist and fresh until entirely used.

It will pay for itself in a short time.

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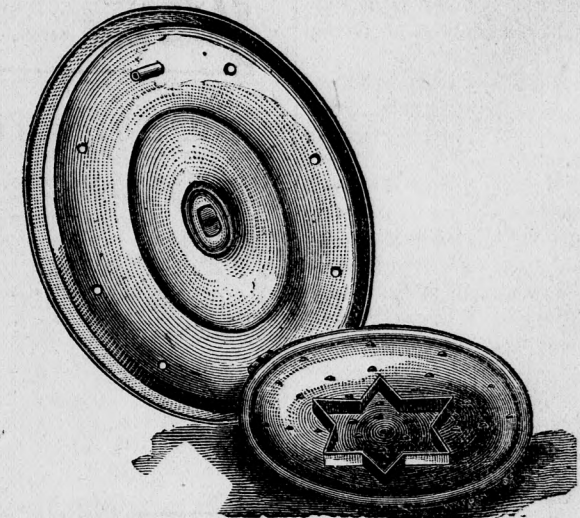
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Wholesale Crocers,

Sole Agents,

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SPRING & COMPANY,

JOBBERS IN

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JAPAN TEA---"Red Dragon" Chop.

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The Best Coffee on Earth. We Solicit Communications.

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The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BROS., Proprietors.

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

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

WEDNESDAY, OCTOBER 26, 1887.

LEISURE HOUR JOTTINGS.

BY A COUNTRY MERCHANT.
Written Especially for THE TRADESMAN.

While I was standing in my store door a few moments ago Slosser passed by, and although I nodded, and manifested a desire to recognize him I couldn't discover by any motion of Slosser that he acknowledged my existence.

Slosser is an agriculturalist who owns one hundred and twenty acres of fine land; one-third of which is recorded in his son's name, one-third in his wife's and the balance in his own.

I don't think that I'm unduly sensitive, but as Slosser has been "cutting" me steadily and persistently for the past twelve months the thing is becoming monotonous. I know what impels him to ignore me, and from long acquaintance with gentlemen of his character and habits. I can readily understand his reasons, and appreciate the disgust and contempt which an accidental view of me occasions him. But what I blame Slosser for is that he won't give me an opportunity to abjectly apologize to him, except in some public and conspicuous place. No man of the remotest sensibility likes to grovel in the dust before a fellow man, no matter how deeply he may have wronged him, when there are dozens of his neighbors in sight to witness his degradation, and when Slosser coldly and deliberately gives me to understand that my humiliation must be a matter of public comment I submit that he is unreasonably vindictive.

Will THE TRADESMAN kindly allow me to give my version of the difficulty that exists between Slosser and myself? I am aware that, at first glance, it may appear to be a trivial and unimportant matter, but as a combination of trivial and unimportant matters has an unmistakable effect in subduing and obstructing the sunshine of life, I may, possibly, by "rising to a personal explanation" be instrumental in averting some little spells of cloudy weather for others.

Nearly all men have their idiosyncracies and peculiarities and Slosser's peculiarity is an instinctive dislike for people whom he owes. Now I am not going to condemn him for this trait, or assert that it is a remarkably singular and noteworthy one, for it may be that nature and habit have rendered it almost impossible for him to conceal his feelings, and I know that he is only one amidst a multitude that have a chronic affection of the same kind. As I said before it's only Slosser's stubborn vindictiveness that I take exceptions to.

If Slosser had approached me in a straight-forward and business-like manner, and demanded credit, I should have politely but firmly refused him; but he didn't, and I claimed that the fact of our estrangement is due to him as well as myself. I knew him, by reputation, to be one of that class of gentlemen who take pride in remarking: "Well, what are you going to do about it?" "I'm execution proof!" "If you get it before I do, let me know!" and making expressions of a similar nature, and, under ordinary circumstances, I should have so conducted myself that Slosser and I would have continued on amicable terms, but the circumstances, while in one sense they were too ordinary, were such that I openly and advisedly accuse Slosser of deluding and entrapping me into the gulf that separates us.

But I suspect that I am becoming tiresome, and almost approaching the point of ill-temper. I don't want to do either; I merely want to show, calmly, dispassionately, and as a matter of warning to others, how I came to give Slosser a *casus belli*.

About fifteen months ago, Slosser who had, metaphorically speaking, just finished cutting a new notch on his stick of victims, happened to cast his eye on me, and "marked me for his own." He at once became one of my best cash customers. He praised my commodities and approved of the appearance of my store. He selected some specialties in my line and recommended them continuously to his neighbors. He put me on track of a couple of d. b.'s, but, as I now believe, privately warned them of the impending peril. He, in short, used every scheme and device to lay me under obligations to him.

And then Slosser gradually, and cautiously and skillfully, like a practiced angler, after a fish that has been often scratched by the hook, began the exhibition of his art. He obtained small credits and paid promptly. He extended his operations but kept his record untarnished, and then, after he had dissipated my distrust and made me believe him a malignant and misunderstood individual, he "struck" me for far more than all the profits that had accrued from his trade.

There is hardly a merchant of any extended experience that has not, to a greater or less extent, been victimized by the clan Slosser. It's members plan their operations so ingeniously, and approach their object

in such a variety of ways, that the most cautious trader often finds himself "circumvented." Recently, however, I have noticed that the raids of the clan are less frequent and less profitable, and if every member of the various business men's associations would do his duty faithfully it is very evident that their mission of legal plundering would be practically ended.

The other day a young fellow walked in to Jones's store and got a pretty large compound of various drugs mixed together in a bottle. Reaching for the package he said: "You'll have to put it down a few days, Mr. Jones!"

"Lemme see!" said the old man, reflectively, "'Aint your name Gowger?"

"Yes!"

"An' you're shet up a year or two fur borrowin' a cow?"

"Yes, but—"

"An' arterwards about twice as much longer fur a mistake in the title of a hoss?"

"Yes, but I've reformed!"

"Chaplin kind o' made you see the error of your ways, I s'pose?"

"Yes!"

"Say young feller, did you ever happen to read 'bout the niggers' reformin' down in Texas? No! Well you see they were havin' a pow'ful revival where this nigger lived, an' one night the preacher tackled the subje' of chicken stealin', an' shot so much fire an' brimstone at the pratie, that this partic'lar nigger got terr'ibly scared, an' he riz up in meetin' an' said that if the Lord would forgiv' 'im fur the chickens he'd took, he'd solemnly promis' to confine himself exclusively to sheep in the future."

"An' now, Gowger, you put me in min' of that darkey!" continued Jones, regarding the young man with manifest disgust, "only I b'lieve it's a cussed sight more like reformin' to change from chickens to sheep, than 'tis to quit stealin' cows an' hosses an' go to dead beatin'! The hoss thief has got to have suthin' like a little sand, but the beat's the sneakiest kind of a sneakin' coward!"

And in some respects I don't know but the old man was nearly correct.

CHASE BROTHERS PIANOS
GRAND RAPIDS MICH.
Buy of the manufacturer and save freight and dealers' commissions. Factory, 61, 63 and 65 South Front St. Office and salesroom, 92 Monroe street.

ST. CHARLES,
J. W. MORSE, Manager.
REED CITY, - Mich.

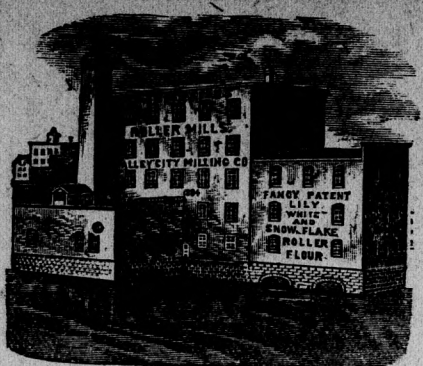


Fine Sample Rooms in Connection.

This spacious and admirably constructed New Brick Hotel is now open to the public. It is provided with all the Modern Improvements. The rooms are large, airy and pleasant, in suits or single, and newly furnished throughout. The design of management is to make this house one of comfort and pleasure to its guests.

The Traveling Public are cordially invited.

Valley City Milling Co.



OUR LEADING BRANDS:

Roller Champion,
Gilt Edge,
Matchless,
Lily White,
Harvest Queen,
Snow Flake,
White Loaf,
Reliance,
Gold Medal,
Graham.

OUR SPECIALTIES:

Buckwheat Flour, Rye Flour, Granulated Meal, Bolted Meal, Coarse Meal, Bran, Ships, Middlings, Screenings, Corn, Oats, Feed.

Write for Prices.

Grand Rapids, Michigan.

IN MAIL

Correspondence a merchant is judged largely by the quality of his

STATIONERY,

And if you are not supplied with

LETTER HEADS,
NOTE HEADS,
BILL HEADS,
STATEMENTS,
ENVELOPES,
CARDS.

Send to us for Samples and Prices.

CORRESPONDENCE SOLICITED.

Fuller & Stowe Company

49 LYON STREET,

Grand Rapids. - Mich.

"CANDEE"

Rubber Boots
WITH DOUBLE THICK BALL.
CANDEE RUBBER BOOTS GIVE DOUBLE WEAR ON THE BOTTOM. GREATEST IMPROVEMENT EVER MADE IN RUBBER BOOTS. TWO YEARS TEST.
Most economical Rubber Boot in the market. Lasts longer than any other boot and the PRICE NO HIGHER.
Call and examine the goods.
COMMON SENSE IDEAL DOUBLE THICK BALL.
FOR SALE BY

E. G. STUDLEY & CO., Grand Rapids.

Jobbers of

Rubber and Oil Clothing of all kinds, Horse and Wagon Covers, Leather and Rubber Belting and Mill and Fire Department Supplies. Send for price list.

FOSTER, STEVENS & CO.,

Wholesale Hardware.

With Additions Lately Made to Our Business, We now Think We have the

FINEST AND MOST COMPLETE HARDWARE STORE

In the State of Michigan.

Our Facilities for doing Business have been much Improved and we feel better able to meet all

MARKETS and PRICES.

We Solicit Orders or Inquiries for anything wanted in the line of Hardware.

FOSTER, STEVENS & CO.,

10 and 12 Monroe street, and 33, 35, 37, 39 and 41 Louis street,

Grand Rapids, - Mich.

P. STEKETEE & SONS,

JOBBERS IN

DRY GOODS,

AND NOTIONS,

88 Monroe St.,

AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,

GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers American and Stark A Bags } A Specialty.

AX HANDLES!

1 x Ax Handles	-	-	-	\$.75
2 x " "	-	-	-	1.25
3 x " "	-	-	-	2.00
4 x " "	-	-	-	2.50
3 x Dbl. Bit	-	-	-	1.50
4 x " "	-	-	-	2.25

C. & D. LANTERNS, OIL CANS AND TANKS,

And a General Line of

PAPER & WOODENWARE. CURTISS & DUNTON,

The Standard of Excellence KINGSFORD'S

Oswego "Pure" "Silver" Gloss STARCH.

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

THE PERFECTION OF QUALITY.

WILL PLEASE YOU EVERY TIME!

ALWAYS ASK YOUR GROCER FOR THESE GOODS.

VINDEX

THE BEST

5-C. CIGAR

In the World.

STRAIGHT HAVANA LONG FILLER,
SUMATRA WRAPPER.

CLARK, JEWELL & CO.,

Sole Agents for Western Mich.

BROWN, HALL & COMPANY

Have the Largest and Best Selected Stock of

FUR ROBES AND HORSE BLANKETS

IN THE STATE OF MICHIGAN.

PLUSH ROBES—\$1.25, \$1.50, \$2, \$2.50, \$3, \$4, \$5, \$6, \$10, \$15 and \$18 each.
FUR ROBES—\$4, \$5, \$6, \$7, \$8, \$10, \$12, \$15, \$20 and \$25 each.
FINE FUR ROBES—\$25, \$30, \$50, \$75, \$100 and \$125 each.

CHEAP SHAPED BLANKETS—65c., 75c., 85c., \$1, \$1.25, \$1.50, \$2.
CHEAP SQUARE BLANKETS—75c., 90c., \$1, \$1.25, \$1.50, \$2.
FINE WOOL SQUARE BLANKETS—\$1.50, \$2, \$2.50, \$3, \$4, \$5, \$6, \$8, \$10, \$12 and \$15 each.

SIZES—76x80, 84x90 and 90x96.

DISCOUNT TO LARGE BUYERS.

MAIL ORDERS SOLICITED.

Catalogue and Descriptive Price-List Mailed on Application.

You are Invited to Call and Examine Our Large Stock at

20 and 22 PEARL STREET,

GRAND RAPIDS, MICH.

Groceries.

Examination of Canned Goods for Lead and Tin.

As several cases of lead poisoning by canned fruit have been reported at different times, I have examined a few specimens for lead and tin, and before giving the results of the examination would make mention of a few of the ways and means by which lead enters the system, the symptoms and treatment of poisoning by the same.

The introduction of lead into the system may take place through the skin, the stomach, the lungs, and the mucous membranes in other parts; through the skin, as in the application of carbonate of lead ointment to burns where a large surface is involved; through the lungs, as certain occupations involve the inhalation; persons employed in the manufacture of lead paints, and also those employed in paper-staining, glazing, carding, grinding of colors, painting, plumbing shot-making. Lead poisoning has repeatedly occurred from sleeping in newly-painted rooms. Lead may be introduced through the stomach in various articles of food and drink. The colic of Potom was due to wine, and that of Devonshire to cider administered with lead to give it sweetness. In a garrison of United States soldiers, at Fort Delaware, numerous cases of lead poisoning occurred, which were found to be owing to the use of the water collected in cisterns from a large painted roof. Fountain soda-water often contains lead in considerable quantities. An epidemic colic in New Orleans was traced to lead contained in soda-water.

Professor Doremus, some years ago, demonstrated the presence of lead in considerable quantity in soda-water drawn from the fountains in New York city. Water distributed through lead pipes is not infrequently the cause of its introduction into the system. Lead is used sometimes to color confectionery, condiments, and other articles, in such quantity to produce poisonous effects. During the spring of 1886, in Orange County, N. Y., 213 cases of lead poisoning occurred. After considerable research, it was ascertained that lead was contained in the flour and meal used in that part of the country. The mill stones were old and constantly needing repair; the large cavities frequently forming were filled up with cement and lead instead of being filled with cement; the attrition of the grinding detached minute particles of lead, and these minute particles becoming mixed with the flour and meal were transformed into the carbonate by the process of fermentation and baking. Persons have become poisoned by eating of canned fruits, supposed to be due to lead, with which cheaper grades of tin are sometimes coated. Several years ago, a number of persons in Ohio were affected with a disease which for some time was regarded as a novel epidemic, and was called dry cholera. This disease presented the diagnostic character of lead colic and it was traced to the common use of a cheap kind of earthenware, into the glazing of which lead entered. Cases have been reported of lead-poisoning by means of collyria and vaginal injections.

Lead, by whatever source it enters the system, produces, if in sufficient quantity, symptoms and signs by which the physician is enabled to make a correct diagnosis. A few of the symptoms are: Pallor due to anemia, icteric hue of the skin, loss of appetite, constipation, metallic taste in the mouth, a peculiar fetor of the breath, muscular debility, pain in limbs, pain in abdomen which is usually in the region of the umbilicus. The pain is sometimes acute and lancinating, while at other times it is dull or aching. The abdomen is usually more or less tympanitic, but may be depressed; and is often resisting to pressure. Pressure may be well borne if made gradually and over considerable space, and often affords relief, while pressure with the ends of the fingers, or percussion of the abdomen is not well borne. More or less nausea, sometimes vomiting, scanty urine, and micturition sometimes difficult and painful. A marked characteristic is the bluish discoloration of gums at their junction with the teeth. The discoloration is attributed to the formation of lead sulphide, hydrogen sulphide being evolved from the decomposition of food beneath the margin of the gums and between the teeth.

The treatment of lead poisoning embraces palliative and curative measures. Anodynes given by mouth and rectum, conjoined with soothing applications to the abdomen, or given by mouth; warm baths are useful as a palliative measure; opium, in some form, the dose and its repetition to be regulated by the persistence and intensity of the pain; free purgation, saline, or other cathartics to be determined by condition of stomach. Alum has been administered with good success; one to two drams is administered during the day in a pilsan, to which forty or fifty drops of laudanum are added. The remedy now regarded as the most efficacious is the iodide of potassium. Assuming that the local manifestations of lead poisoning are due to the presence of an insoluble compound of lead in the tissues of the affected parts, it is claimed for the iodide of potassium the power of effecting the liberation of the lead from the tissue and its elimination from the system. The iodide is supposed to combine with the lead in the tissue, forming the soluble iodide of lead, which is eliminated through the urine. In the treatment of lead poisoning by iodide of potassium it is recommended to begin with moderate doses, gradually increased. Mel-sens recommends 5 grains three times a day at first, the quantity increased to a dram per diem if the remedy occasions no inconvenience.

The experiments which I have made would tend to prove that public opinion in regard to the liability of lead poisoning by the use of canned goods is an error. Although tin was found to be present, it was in such minute quantity that it could not be considered injurious.

*Paper read by A. H. Sippy before the St. Louis College of Pharmacy.

The Grocery Market.

Sugars are very firm, with a slight advance in some grades. Sugar syrups are from two to four cents higher than they have been, and New Orleans molasses about two cents. New imported Muscatels and London layers continue to arrive and are fine in quality and are not really high priced. New currants are nice stock, but rather high priced, as yet, and move slowly. No change in teas and coffees. Canned goods moving lively and firm in price. Cheeses steady. No advance since last quotations. Stock fine. The general tendency in the market is still upward. Candy very firm. Fruit and nuts steady.

F. Whellman, grocer, Lakeview: "It is a good paper."

Hides, Pelts and Furs.

A general dullness in hides, with a tendency to lower prices in near future. Scarcity of bark and high prices make tanners hold off, awaiting the outcome of this year's business, which has been fair only.

Tallow quiet, at lower prices. Wool slow to move. No push to trade and manufacturers still hold to the hand-to-mouth policy of buying, at same time having had large sales of cloth and good orders on their books.

Furs will open low, especially in muskrat, mink and skunk.

Anchor Brand.

Remember the "Anchor" brand when ordering oysters at this market. Bear in mind that but one dealer keeps this celebrated brand—F. J. Dettenhalter—and be sure to take no other. The "Anchor" always gives satisfaction.

"I regard the use of beer as the true temperance principle. When I work all day and am exhausted, nothing helps me like a glass of beer. It assists nature, you understand," said Remson to Benson. "It makes a fool of me," Benson replied. "Just so," exclaimed Remson; "that's what I say; it assists nature."

Leading Cigar Jobbers of Michigan.

Eaton & Christenson.

Wholesale Cigars,

Grand Rapids, - Mich.

STANTON, SAMPSON & CO.,

Manufacturers and Jobbers of

Men's Furnishing Goods.

Sole Manufacturers of the "Peninsular"

Brand Pants, Shirts and Overalls.

State agents for Celluloid Collars and Cuffs.

120 and 122 Jefferson Ave.,

DETROIT, - MICHIGAN.

COLGATE'S TAFFY TOLU.

A beautifully-decorated Metal Box, with

hazelle label pull, GIVEN FREE with every

dozen boxes of

COLGATE'S TAFFY TOLU.

Specially Designed for a Herbarium.

Suitable when empty for preserving, under proper

label, herbs, roots, seeds, spores, etc., etc.

Every stockholder as well as housekeeper, will find it

well adapted in size, material and finish for many useful

purposes.

COLGATE'S TAFFY TOLU is the original trade-marked

gum which has set the world a-choing. It sells

rapidly, pure, well, and always gives satisfaction.

Supplied by all jobbers, packed in above style, at 35

per dozen. Size, 8 1/2 x 4 1/2 x 7 1/2 inches.

COLGATE & McAFEE, Louisville, Ky.

Originators and Sole Proprietors.

N. B.—Include a dozen boxes in your next order. You

will find it the best \$3 investment you ever made.

MISCELLANEOUS.

Hemlock Bark—Tanners at this market are

paying \$4 for all offerings of good bark.

Ginseng—Local dealers pay \$1.00 to \$1.20 for

clean washed roots.

Rubber Boots and Shoes—Some manufacturers

authorize their agents to offer 40 per cent.

and 40 and 5 per cent, for first and second

quality, respectively, and some are authorized

to sell for 40 and 12 1/2 per cent., and 50.

COUNTRY PRODUCE.

Apples—Buyers are paying 40 to 50c per bu.

for winter fruit and selling at \$2.50 to \$3.25

per bu.

Beets—In good supply at 40c per bu.

Bean—Hand-picked mediums are very

scarce, readily commanding \$2.50 per bu.

Butter—Creamery is in good demand and

firmly firm at 22c. Dairy is active at 18c

to 22c.

Cabbages—\$4 to \$7 per 100, according to size.

Carrots—40c per bu.

Celery—20c to 30c doz.

Cheese—Jobbers are holding their stocks at

13c to 14c.

Cider—9c per gal.

Strawberries—Home grown, \$2 to \$2.50 per bu.

Cape Cod, \$2.25 per bu.

Dried Apples—Evaporated are rather weak,

for reasons given last week. Jobbers pay 35c

and hold 40c.

Eggs—Scarce and firm. Jobbers are paying

18c and holding at 20c.

Potatoes—There seems to be almost an entire

absence of demand in all markets, both

East and West. Shippers are paying 60c here

and 50c at the principal Northern buying

points, but large stocks are accumulating on

the hands, owing to the difficulty to unload

at present.

Seeds—Clover, mammoth or medium, \$1.50.

Timothy, \$2.20.

Wheat—No change. City millers pay 75c for

Laurel and 72c for Pulse and Clawson.

Corn—Jobbing generally at 50c in 100 bu.

lots and 47 1/2c in carlots.

Oats—White, 85c in small lots and 30c to 31c

in car lots.

Rye—40c to 50c bu.

Barley—Brewers pay \$1.20 cwt.

Flour—No change. Patent, \$3.00 per bu in sacks

and \$5.20 in wood. Straight, \$4.00 per bu in

sacks and \$4.20 in wood.

Feed—Screenings, \$14 per ton. Bran, \$14

per ton. Ship's, \$15 per ton. Middlings, \$16 per

ton. Corn and Oats, \$19 per ton.

WHOLESALE PRICES CURRENT.

These prices are for cash buyers, who pay

promptly and buy in full packages.

AXLES GRASS.

Crown, 80 Paragon, 25 pails, 3.10

Diamond, 80 Paragon, 25 pails, 3.10

Modoc, 4 doz., 2.50

AXLES GRASS.

Acorn, 1/2 cans, 2 doz. case, 75

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Herring, round, 1/2 bbl.

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Herring, round, 1/2 bbl.

Drugs & Medicines

State Board of Pharmacy.
Six Years—Jacob Jensen, Muskegon.
Three Years—James Vernon, Detroit.
Three Years—Oscar E. Schell, Ann Arbor.
Four Years—Geo. McDonald, Kalamazoo.
Five Years—Stanley E. Parkell, Owasco.
President—Geo. McDonald.
Secretary—Jacob Jensen.
Treasurer—Jas. Vernon.
Next Meeting—At Lansing, November 1 and 2.

Michigan State Pharmaceutical Ass'n.
President—Arthur Bassett, Detroit.
First Vice-President—G. M. Harwood, Petoskey.
Second Vice-President—H. E. Fairchild, Grand Rapids.
Third Vice-President—Henry Kephart, Spring Lake.
Secretary—S. E. Parkell, Owasco.
Treasurer—Wm. Dupont, Detroit.
Executive Committee—Geo. Gundrum, Frank Ingels, A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—At Detroit, October.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.
President—G. E. Skellette.
Vice-President—H. E. Fairchild.
Secretary—Frank H. Keott.
Treasurer—Henry E. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, M. B. Kimm, Wm. H. Van Leuven and G. H. Richmond.
Wm. Isaac Watts, Editor and Wm. L. White, Committee on Literature—John E. Peck, H. B. Fairchild and Hugo Thum.
Committee on Legislation—R. A. McWilliams, Theo. Kemink and W. H. Tibbs.
Committee on Pharmacy—W. L. White, A. C. Bauer and Isaac Watts.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Thursday evening, November 3, at the Tradesman's office.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER, 1883.
President—Frank Ingels.
First Vice-President—F. W. Perry.
Second Vice-President—C. C. Groves.
Secretary and Treasurer—F. R. Robert.
Assistant Secretary and Treasurer—A. B. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.
President, R. W. Dunlop; Secretary, R. M. Russell.

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

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

Charlevoix County Pharmaceutical Society.
President, H. W. Willard; Secretary, Geo. W. Crouter.

Ionia County Pharmaceutical Society.
President, W. R. Cutler; Secretary, Geo. Gundrum.

Jackman County Pharmaceutical Ass'n.
President, R. F. Latimer; Secretary, F. A. King.

Kalamazoo Pharmaceutical Association.
President, D. O. Roberts; Secretary, D. McDonald.

Mason County Pharmaceutical Society.
President, F. N. Ladimer; Secretary, Wm. Heysett.

Mecosta County Pharmaceutical Society.
President, C. H. Wagener; Secretary, A. H. Webber.

Monroe County Pharmaceutical Society.
President, S. M. Sackett; Secretary, Julius Weiss.

Muskegon County Druggists' Association.
President, K. C. Bond; Secretary, Geo. L. LeFevre.

Muskegon Drug Clerks' Association.
President, C. S. Koon; Secretary, Geo. L. LeFevre.

Newaygo County Pharmaceutical Society.
President, J. F. A. Balder; Secretary, N. N. Miller.

Oceana County Pharmaceutical Society.
President, F. W. Fincher; Secretary, Frank Cady.

Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.

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

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

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

Examination Questions of the Kansas Board of Pharmacy.

The following is one of the set of questions given at the recent meeting of the Kansas Board of Pharmacy, held for the examination of applicants for registration:

- 1 What is a pharmacopoeia?
- 2 What is distillation, evaporation, decantation, maceration, percolation?
- 3 What is a tincture? A liquor? A syrup?
- 4 To what does *prunus virginiana* owe its medicinal properties? Give working formula for making *syrupus prunus virginiana*.
- 5 Convert 100 cubic centimeters into apothecary's weight.
- 6 What is an emulsion? Give working formula for making an emulsion of castor oil.
- 7 What is an oleate? Do they possess any advantage over an ointment? Give an official oleate.
- 8 Give two official waters, with formula.
- 9 Give two official fluid extracts; medical properties and doses.
- 10 Give two official mixtures; medical properties and doses.
- 11 Why are drugs of different fineness directed to be employed in the process of percolation?
- 12 Give formula for the following tinctures: Compound tincture of gentian; camphorated tincture of opium; tincture of opium, and tincture of myrrh.
- 13 What action has organic matter on permanganate potassium pills made?
- 14 How is *spiritus mindererus* made? Give official name.
- 15 Why is castile soap directed to be used in preparing soap liniment; why would not other soap do as well?

CRITICISE THE FOLLOWING PRESCRIPTIONS:

16 R—Acetate potass., 3ss.
Ext. gentian, ʒi.
M. Ft. Pile No. XXX. Sig: Two pills three times daily.

17 R—Atropina, grs. x.
Morphia sulph., grs. xxx.
Acid sul. dil., ʒi.
Syr. simplex, ʒiv.
Sig: Teaspoonful every three hours.

18 R—Acid salicylicum, ʒi.
Aqua mentha, p. ʒi.
Glycerinum, ʒi.
Sig: Take one teaspoonful five times per day.

MATERIA MEDICA.

- 1 What is the common name for lycopodium? What are its uses?
- 2 What is *aspidium*? Its medical properties and dose?
- 3 From what is scammony obtained? Give medical properties and dose.
- 4 What is *sebum* and its uses?
- 5 From what is camphor obtained? What are its medical properties and official preparations?
- 6 From what is aconite obtained? What part is used? Give medical properties and dose. Name the active principle and dose.
- 7 From what is ipecac obtained? Describe the appearance of root. What are its medical properties and dose?
- 8 What plant produces castor oil? What portion of plant is used? Give official name.
- 9 From what is senna obtained? What are its properties and uses? What is the active principle?
- 10 Give official name for may apple. What are its properties and dose? What is podophyllin, and how obtained?
- 11 Give official name for rochele salts and eposon salts. From what are they obtained? Give their respective doses and uses.
- 12 Give medical properties and doses of scammony. What is the active principle?

13 From what is ergot obtained? Give medical properties and dose?

14 What are the preparations and uses of iodine? From what is it obtained? What is Lugol's solution, and how made?

15 From what is arsenic obtained? Give official preparations and dose, antidote for over-dose.

CHEMISTRY.

1 What are compatibles and incompatibles?

2 To what extent is oxygen heavier than hydrogen?

3 Give symbols for oxygen, hydrogen, nitrogen, carbon, potassium and antimony.

4 What difference is there between a sulphate, sulphite and sulphide?

5 What difference between sulphuric and sulphurous acid? What changes take place in each when exposed to the atmosphere?

6 How is bromine obtained? What are its properties and appearance? What compounds are formed with bromine and oxygen?

7 What is the difference between *carbo animalis* and *carbo ligni*?

8 How is iodide of potassium prepared? What is the composition of ammoniacal gas? Express in symbols.

9 What is meant by a deliquescent salt? By an efflorescent salt? Name two of each.

The applicants were allowed three hours to answer the questions, after which they were given fifteen specimens for identification. The average of 66% percent. was required in each branch.

The Drug Market.

Quinine tends steadily downward. There is little demand and large stocks. Opium is dull and weak. Morphia is steady. Balm copaiba has advanced and is tending higher. Cube berries are very firm, and likely to be higher soon. Calomel, corrosive sublimate and red precipitate have all advanced 3c. per pound. Insect powder has again advanced and very high prices will rule next season. Cocoa butter has advanced. Oil sassafras has declined.

The report of the proceedings of the Michigan State Pharmaceutical Association, just issued, fills 300 pages.

A customer entered a drug store in this city a few days ago and inquired for "porous plasters with holes in them."

VISITING BUYERS.

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

W H Hicks, Morley
S McMill & Co Byron Center
N W White, Hudsonville
Dr J S Hamilton, Martin
H Barry, Ravenna
C A Burrill, Big Rapids
C H Denning, Dutton
R A Hastings, Sparta
Neal McMillan, Rockford
C F Williams, Cascade
N V Wilson, Sand Lake
E S Rotford, Dorris
W H Wright, Island Center
Kremer & Bangs, Holland
C Tuxbury, Sullivan
Walton Bros, Lamont
Dr H C Peckham, Freeport
L N Fisher, Dorris
John Smith, Ada
H A. Combs
W C Murray, Lowell
W H Strunk, Forest Grove
H Cook, Bauer
H Van Noord, Jamestown
Martin Gezon, Jenisonville
John Kump, Zephren
G S Putnam, Fruitport
D W Shattuck, Wayland
G S Putnam, Fruitport
DeKlyder, Holland
J P Cordes, Alpine
F E Campau, Alaska
W H Joidens, Jamestown
M M Brooks, Austerlitz
Morley Bros, Cedar Springs
J K Hoyt, Hudsonville
C F Sears, Rockford
A Purchase, South Blendon
A A Paine, Englishville
M Munderhouse, Haden
A F Harrison, Sparta
M Heyboer & Bro, Drenthe
W H Wright, Island Center
P W Van Winkle, Shelby
J C Townsend, White Cloud
J Omler, Wright
A C Dindley, Crosby
G Ten Hoof, Forest Grove
G H Walbrink, Allendale
W S Root, Talmadge
S M Wright, Big Rapids
L Cook, Bauer
J C Benbow, Cannonsburg
John Gunster, Lamont
J L Rademaker, Reno
W F Mercer, Carlisle
R E Kennedy, Calenia
J H Mayoy, Grandville
O G Maxwell, Coopersville
John Kinney, Kinney
H H Brown, Lakeland, Wis
S R Crandall, Holland
Adams & Benedick, Cedar Springs
J S Comstock, Pienon
H Thompson, Canada Corners
P B Hunsicker, Woodland
H H Childs, Chatham
S Cooper, Jamestown
Nelson F Miller, Lisbon
Herder & Lahuis, Zealand
W J Miller, Muskegon
Schrock & Long, Clarksville
F J Kobe, Freesol

CHURCH'S Bug Finish!

READY FOR USE DRY. NO MIXING REQUIRED.

It sticks to the vines and finishes the whole crop of Potato Bugs with one application; also kills any Curculio, and the Cotton and Tobacco Worms.

This is the only safe way to use a Strong Poison: none of the Poison is in a clear state, but thoroughly combined by patent process and machinery, with material to help the very fine powder to stick to the vines and entice the bugs to eat it, and it is also a fertilizer.

ONE POUND will do as far as TEN POUNDS of plaster and Paris Green as mixed by the farmers. It is therefore cheaper, and saves the trouble and danger of mixing and using the green, which, needless to say, is dangerous.

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

Barlow & Star, hardware dealers at Coldwater, Mich., write as follows under date of May 14: "We used 100 pounds of 'Bug Finish' last year. It is rightly named 'Bug Finish,' as it finishes the entire crop of bugs with one application. We did not get a single bug, and saved three tons this year, as there is already a strong demand for it. Please send us ten barrels (5000 pounds) at once."

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

MANUFACTURED BY

Anti-Kalsomine Co., Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Balsam copaiba, calomel, corrosive sublimate, red precipitate, insect powder, cocoa butter.
Declined—Quinine, German, gum opium, oil sassafras, castor oil.

ACIDUM.
Aceticum, German, 80 10
Benzolium, German, 80 10
Citricum, 50 10
Hydrochlor, 30 5
Nitricum, 100 12
Oxalicum, 100 12
Salicylicum, 1 50 10
Tannicum, 1 40 10
Tartaricum, 50 10

AMMONIA.
Aqua, 10 deg, 30 5
18 deg, 40 5
Carbonas, 110 12
Chloridum, 120 14

BACCAE.
Cubebae, (po. 1 39), 1 00 10
Juniperus, 60 7
Xanthoxylum, 250 30

BALSAMUM.
Copaiba, 550 60
Peru, 21 50
Terabin, Canada, 50 10
Tolutan, 550 60

CORTEX.
Abies, Canadian, 18 10
Cassia, 18 10
Cinchona Flava, 18 10
Eucyonimus atropurp, 20 10
Myrica Cerifera, 20 10
Prunus Virgin, 20 10
Quillaja, grd, 12 10
Sassafras, 12 10
Ulmus Po (Ground 12), 10 10

EXTRACTUM.
Glycerirrhiza Glabra, 240 25
Haematox, 15 b boxes, 90 10
" 1s, 90 10
" 1/2s, 90 10
" 3/4s, 90 10

FERRUM.
Carbonate Precip, 20 15
Citrate and Quinia, 20 15
Citrate Soluble, 20 15
Ferrocyanidum Sol, 20 15
Solut Chloride, 20 15
Sulfate com, (bbl. 85), 140 7
" pure, 20 15

FLORA.
Arnica, 120 14
Anthemis, 40 10
Matricaria, 300 35

FOLIA.
Barosma, 100 12
Cassia Acutifol, Tinnivelly, 200 25
Cassia, 50 10
Salvia officinalis, 4s and 3s, 80 10
Ura Ursi, 80 10

GUMMI.
Acacia, 1st picked, 21 00
" 2nd, 20 00
" 3rd, 20 00
" Sifted sorts, 20 00
Aloe Barb, (po. 60), 50 10
" Cape, (po. 20), 12 10
" Socotrine, (po. 60), 25 10
Ammannia, 25 10
Assafoetida, (po. 20), 15 10
Benzoinum, 50 10
Camphore, 25 10
Catechu, 1s, 4s and 1/2s, 10 10
Euphorbium, po, 35 10
Galbanum, 75 10
Gamboge, po, 75 10
Guaiacum, (po. 45), 20 10
Kino, (po. 25), 20 10
Mastic, 20 10
Myrrh, (po. 45), 20 10
Opil, (po. 60), 100 10
Shellac, 180 25
Tragacanth, 300 35

HEBIA—In ounce packages.
Absinthium, 20 10
Eupatorium, 20 10
Lobelia, 25 10
Majorum, 25 10
Mentha Piper, 25 10
" Vir, 25 10
Rue, 25 10
Tansy, V, 25 10
Thymus, V, 25 10

MAGNESIA.
Calcined, Pat., 550 60
Carbonate, Pat., 200 22
Carbonate, K & M, 200 25
Carbonate, Jennings, 350 38

OLEUM.
Aberthium, 4 50 05
Amygdale, Dule, 450 50
Amygdale, Amara, 2 50 75
Anisi, 2 00 20
Aurant Cortex, 2 00 00
Bergamul, 2 50 00
Caliput, 00 10 00
Caryophylli, 00 10 00
Cedar, 350 65
Cinnamon, 750 80
Citronella, 75 10
Conium Mac, 350 65
Copaiba, 00 10 00
Cubebae, 12 00 12 50
Eucelhitos, 12 00 12 50
Euphorb, Subl, 1 20 00 12 50
Gaultheria, 2 50 25
Geranium, 5 10
Gossyp, Som, 2 50 25
Hedoma, 750 85
Juniper, 500 60
Limonella, 900 60
Limonis, 1 75 25
Lini, gal, 420 45
Mentha Piper, 2 50 33
Mentha Verid, 3 50 40
Morrbuae, gal, 800 10
Myrcia, 5 10
Olive, 1 00 00
Pisic Liquidia, (gal. 35), 100 12
Ricini, 1 90 00 1 90 00
Rosa, 750 100
Rosa, 5 10
Succini, 40 05
Sabalina, 00 10 00
Santal, 3 50 40
Sassafras, 500 55
Sinapis, ess, 5 10
Squid, 00 10 00
Thym, 400 50
Theobromas, 150 20

RESINA.
Biehomate, 120 15
Bromide, 420 45
Chloroform, 180 20
Iodide, 00 10 00
Prussiate, 250 28

ALKAL.
Althae, 250 30
Anchusa, 150 20
Arim, po, 25 10
Santal, 3 50 40
Gentiana, (po. 15), 100 12
Glycerirrhiza, (pv. 15), 100 12
Cyclonum, 750 10
Heliolebo, Alba, po, 150 20
Inula, po, 150 20
Ipecac, po, 750 10
Jalapa, pr, 250 30
Maranta, 20 10
Podophyllum, po, 150 18
Rhei, 750 10
" cut, 75 10
" pv, 750 18
Spirglia, 480 50
Sanguinaria, (po. 25), 350 40
Serpentaria, 400 45
Senega, 400 45
Suliaz, Officialis, H, 20 10
Scilla, (po. 35), 100 12
Syringopurp, Poetidis, po, 25 10
Valeriana, English, (po. 30), 25 10
" German, 150 20

SEMIN.
Anisum, (po. 20), 20 15
Apium (gravelous), 100 12
Bird, 1s, 40 5
Cardamom, 1 00 10 25
Coriandrum, 100 12
Cannabis Sativa, 30 4
Chenopodium, 100 12
Dipterix Odorate, 1 75 05
Foeniculum, 1 75 05
Foemgreek, po, 60 8
Lini, 340 4
Lycium, 340 4
Phalaris Canarian, 53 4 1/2
Rapa, 50 8
Sinapis, 110 12

SPONGES.
Florida sheeps' wool, carriage, 2 25 05 50
Nassau, do, do, 1 00
Yvette Art, do, do, 1 00
Extra Ye, do, do, 85
Grass, do, do, 75
Hard, for slate use, 75
Yellow Reef, do, do, 1 40

MISCELLANEOUS.
Ether, Spts Nitros, 3 F, 200 28
Ether, Spts Nitros, 3 F, 200 28
Alumen, 240 24
Carbonium, 320 4
Annato, 100 10
Antimoni, po, 40 5
Antimoni et Potass Tart, 550 60
Oxalicum, 100 12
Arsenicum, 100 12
Balm Gilead Bud, 380 40
Bismuth S. N., 150 20
Calcium Chlor, 1s, 1 1/2, 1 1/2, 150 20
Cantharides Russian, po, 20 10
Capsici Fructus, af, 20 15
Capsici Fructus, po, 15 10
Capsici Fructus, B. po, 14 10
Caryophyllus, (po. 35), 300 33
Carmine, No. 40, 50 10
Cera Alba, S. & F, 200 30
Cera Flava, 200 30
Coccus, 40 10
Cassia Fructus, 100 15
Centaria, 40 10
Cetaceum, 380 40
Chloroform, 100 10
Chloroform, Squibs, 100 10
Chloral Hydrate Cryst, 1 00 10 15
Chondria, 100 12
Cinchonide, P. & W, 100 12
Cinchonide, German, 60 15
Corks, see list, discount, per cent, 60 10
Cresatum, 20 10
Creta, (bbl. 75), 50 10
Creta prep, 50 10
Creta, precip, 50 10
Creta Rubra, 50 10
Crocus, 250 30
Flake, 20 10
Cupri Sulph, 24 10
Dextrose, 100 12
Ether Sulph, 680 70
Emery, all numbers, 50 10
Emery, po, 6 10
Erpota, (po. 75), 700 75
Flake White, 100 10
Galla, 20 10
Gambier, 70 8
Gelatin, Cooper, 15 10
Gelatin, French, 100 10
Glassware flat, 70x10 by box, 60x10, less, 40 10
Glue, Brown, 15 10
Glue, White, 15 10
Glycerina, 230 28
Grana Paradisi, 15 10
Humulus, 250 40
Hydrarg Chlor. Mite, 70 10
Hydrarg Chlor. Cor, 70 10
Hydrarg Oxide Rubrum, 80 10
Hydrarg Ammoniat, 70 10
Hydrarg Unguentum, 40 10
Hydrargyrum, 60 10
Iodoform, 1 00 10
Indigo, 750 100
Iodine, Resubl, 4 00 10 10
Iodoform, 1 00 10
Liquor Arsen et Hydrarg Iod, 100 12
Liquor Potass Arsenitis, 100 12
Lupulinum, 800 100
Lycopodium, 50 10
Macis, 80 10
Magnesia Sulph, (bbl. 14), 20 10
Mannia, S. F, 30 10
Morphia, S. P. & W, 3 50 30
Morphia, S. N. Y. Q. & C. Co., 3 50 30
Myristica, No. 1, 70 10
Nux Vomica, (po. 20), 15 10
Os. Sepia, 250 28
Parsley Seed, H. & P. D. Co, 25 10
Pisic Liq, N. C. 1/2 calls, doz, 60 10
Pisic Liq, quarts, 60 10
Piper Nigra, (po. 35), 80 10
Piper Nigra, (po. 35), 80 10
Potassa Bitart, pure, 40 10
Potassa Bitart, impure, 40 10
Potassa Nitrates, opt, 80 10
Potassa Nitrates, 70 9
Potassa Ipecaca, opt, 100 10
Pyrethrum, boxes, H. & P. D. Co, 100 10
Pyrethrum, pv, 80 10
Quassia, 80 10
Quinia, S. P. & W, 80 10
Quinia, S. German, 80 10
Rubia Tinctorum, 120 13
Saccharum Lactis, pv, 20 10
Salicin, 40 10
Sanguis Draconis, 40 10
Santonie, 40 10
Sapo, W, 120 14
Sapo, M, 80 10
Sapo, G, 15 10
Sedlitz Mixture, 25 10
Sinapis, 80 10
Sinapis, opt, 80 10
Snuff, Scotch, Do. Voes, 80 10
Soda Boras, (po. 9), 74 9
Soda et Potass Tart, 50 10
Soda Carb, 30 10
Soda, Bi-Carb, 40 10
Soda, Ash, 30 10
Spirits, 20 10
Spts. Ether Co, 50 10
Spts. Myrcia Dom, 60 10
Spts. Vini Rect, (bbl. 2 65), 60 10
Strengina, Crystal, 60 10
Sulphur, Subl, 240 3 1/4
Sulphur, Roll, 240 3 1/4
Tamarindis, 80 10
Terebenth Venice, 200 10
Theobromae, 30 10
Vanilla, 3 00 10 00
Zinci Sulph, 70 8

OILS.
Whale, winter, 70 75
Lard, extra, 80 61
Lard, No. 1, 80 61
Linseed, pure raw, 41 44
Lined, boiled, 44 47
Neats Foot, winter, strained, 50 60
Spirits Turpentine, 38 45

PAINTS.
Red Venetian, 13 20 3
Ochre, yellow Marseilles, 13 20 3
Ochre, yellow Bermuda, 13 20 3
Putty, commercial, 24 10
Putty, strictly pure, 24 10
Vermilion, prime American, 120 18
Venetian, English, 550 58
Green, Peninsular, 100 17
Lead, red strictly pure, 60 64
Lead, white, strictly pure, 60 64
Whiting, white Spanish, 30 30
Whiting, Gilders, 1 10
White, Paris American, 1 10
Whiting, Paris English, 1 10
Pioneer Prepared Paints, 1 00 10 1 00 10
Swiss Villa Prepared Paints, 1 00 10 1 00 10

VARNISHES.
No. 1 Turp Coach, 1 10 10 1 10 10
Extra Turp, 1 00 10 1 00 10
Coach Body, 2 75 00 2 75 00
No. 1 Turp Furniture, 2 75 00 2 75 00
Extra Turp Damar, 1 50 10 1 50 10
Japan Dryer, No. 1 Turp, 70 75

APPROVED BY PHYSICIANS.
Cushman's

MENTHOL INHALER.

In the treatment of Catarrh, Headache, Neuralgia, Hay Fever, Asthma, Bronchitis, Sore Throat and Severe Colds, stands without an equal.

Air Mentholized by passing through the inhaler held thoroughly applies this valuable remedy in the most efficient way to the parts affected. It sells readily. Always keep an open inhaler in your store and let your customers try it. A few inhalations will not hurt the inhaler, and will do more to demonstrate its efficiency than a half hour's talk. Retail price 50 cents. For Circulars and Testimonials address Dr. Cushman, Three Rivers, Mich.

Trade supplied by Hazeltine & Perkins Drug Co., Grand Rapids, and Wholesale Druggists of Detroit and Chicago.

THE LATEST DISCOVERY.
Dr. Leparie's Celebrated Preparation, Safe and Always Reliable. Indispensable to LADIES. Send a card for Sealed Circular.

CALUMET CHEMICAL CO., Chicago. Mention this paper.

HAZELTINE & PERKINS DRUG CO.,

TOBACCO.

Written Especially for THE TRADESMAN.
[Suggested by reading Frank Howig's late article to tobacco users.]
Tobacco I love as my very best friend,
Though vows have I made not a few
Never again to foolishly spend
Another red cent for a chew.

And then for a time, perhaps for a day
But oftener less than an hour,
Would I lay it aside, and then give away
To the filthy weed's magical power.

Though it causes full many times family jars
And rouses the ire of my wife,
To suck the sweet vapor of fragrant cigars,
Restores all the sunshine of life.

"Tis needless and hurtful," the doctors all
say.

"A nuisance," the ladies agree;
"From its soul-sickening odor the hog turns
away."
But that's all the better for me.

For if swine loved tobacco as well as a man,
They'd sharpen their noses anew
And root the dear luxury out of the land,
Then what in the world would I do?

So I'll thank the kind fates and nature's
main law,
That no reptile or beast ventures near,
To spoil with a ravenous tooth or a claw
Tobacco that I love so dear.

Let others sweet dainties sip, mumble and
chew,
And guzzle gin, coffee and tea;
But give me—O, give me the rich tobacco—
The weed is most precious to me.

C. H. BARLOW.

PICKED UP.

Written Especially for THE TRADESMAN.
"See that little man over there?"
"Which one?"

"That little white-haired man in the seat
next the open window."

"Well, what of him?"

"Well, sir, six years ago that man's hair
was black as an Indian's, when he went on
the road for — Bros., of Oshkosh—
clothing, you know. He had at that time
about ten thousand dollars of his own.
The firm asked him to travel on commis-
sion, and guarantee all accounts he sold.
Did he do it? That's what made his hair
gray. He is a poor man now."

"I hear Dash Blank is going back on the
road."

"That so? Why, I thought he'd quit for
good and gone into the furniture business!"

"Well, he had, but it's too quiet a life for
him, and he's going back to the old love,
with its late trains and hard drives, its
poor hotels and worries. I fancy an old
traveling man is just like those war horses
we read about. At the sound of a drum
they prick up their ears and prance. So
with us. Even after we have retired from
the road, the rattle of a 'bus on the street,
the whistle of an engine or the sight of a
gripsack start a sympathetic quiver in every
muscle. We are creatures of habit.

He had on the latest style of clothes, but
he was young, so very, very young and
fresh. He traveled for a very large house,
of course, and he sold more goods in a day
than most men did in two weeks—in his
mind. The older man with him had met
him in the depot and they had struck up a
speaking acquaintance. The train came,
they got aboard, our young friend threw
back a seat, with that easy grace that only
an old man on the road doesn't assume.
They seated themselves and Johnny Fresh
said:

"Let's see, where did you say you were
going?"

"To Chicago."

"Me too, Pete. Do you carry mileage?"

"No I have a—"

"Rats—is that so? Now, don't you ever
buy a ticket on this road again. I'll give
you a quiet tip—the fare from here to Chi-
cago is six dollars but I hand the Con. two
dollars and that fixes me. Where did you
buy your ticket?"

"I have no ticket, sir. I have a pass. I
am the general superintendent of the road."

An order, however small, is better than
three promises.

Three square meals a day and don't have
to use crutches. What more can you ask?

Two things that don't agree—whisky and
a successful traveling man.

The man who always tells you about his
big trade, generally changes houses once a
year, if not oftener.

Never tell one customer tales about
another. You can't tell when they may
meet.

Always sell your goods on their merits—
never on the demerits of other goods.

No wise traveler will rub his politics into
the face of his trade. You are not on the
road for that purpose.

Always be so well posted in the line you
handle as to be able to show your trade that
you understand your business. It is bad
policy to let your customers know more
about your goods than you do.

There are certain seasons of the year
when only the new men and old liars sell
"lots" of goods. LEO. A. CARO.

The Tea Articles.

No contributions have ever appeared in
THE TRADESMAN which have been copied
so widely and commented on so extensively
as the articles on the subject of tea, from
the pen of Henry Smith. Press of business
has prevented the writer from furnishing
any copy for this week, but an interesting
contribution will appear in next week's pa-
per as a continuation of the series begun
three weeks ago.

GLADSTONE, - MICH.

THE COMING COMMERCIAL METROPOLIS OF THE UPPER PENINSULA.

Its Magnificent Harbor

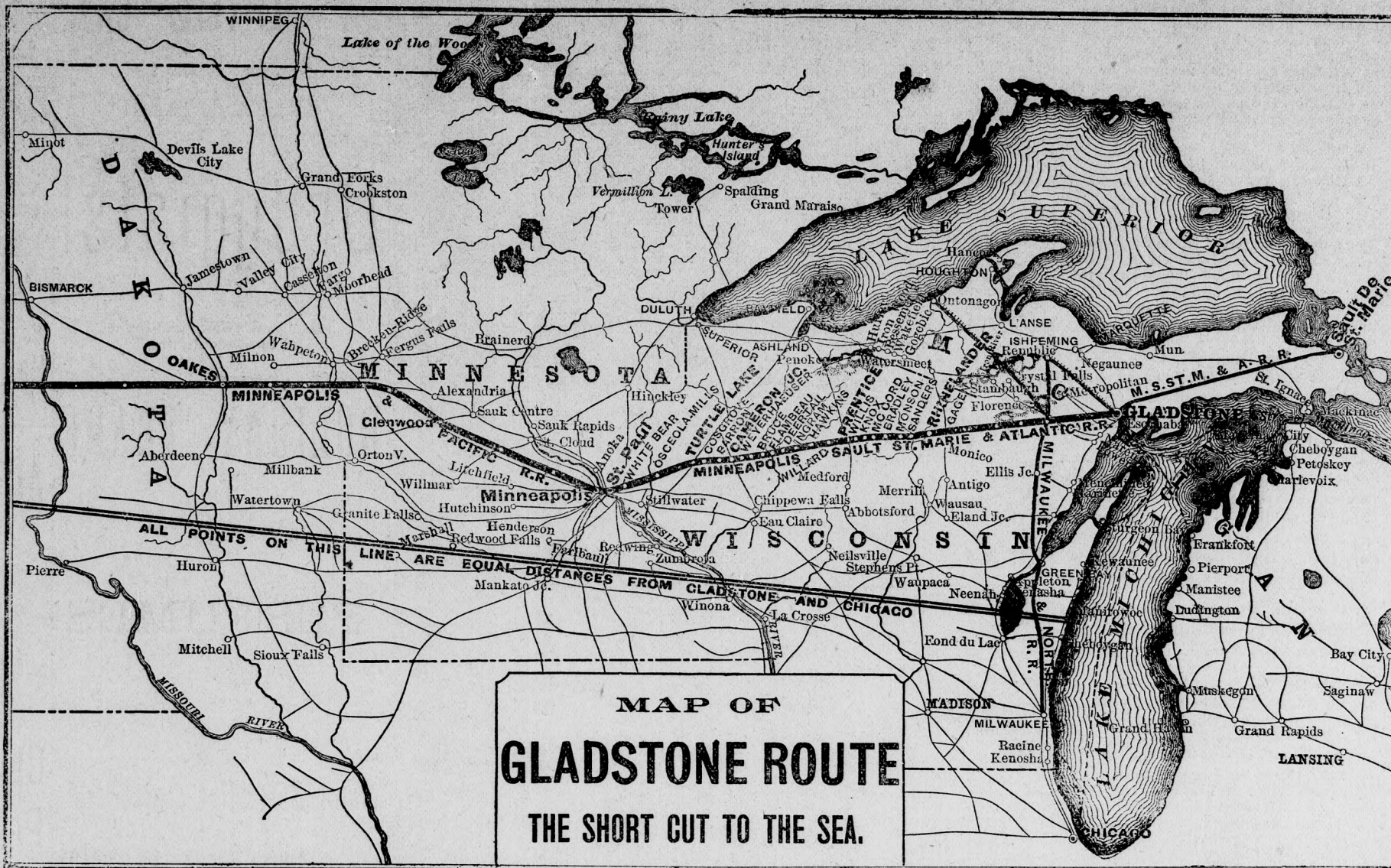
Has the undivided sup-
port of the well informed
mariners of the

GREAT LAKES

The policy being pursued
by the people of

GLADSTONE

Will make this point a
Redistributing Entrepot
of great importance.



What is Being Done.

The great Minneapo-
lis, Ste. Marie and At-
lantic Railroad Company
are now expending large
sums of money for docks,
warehouses, depots yards
and facilities to handle
the immense shipping
business already under
contract for the year
1888.

Large lumbering com-
panies are already pre-
paring to put in exten-
sive plants west of this
shipping point, on line
of this road, where mil-
lions upon millions of
Standing Pine, located
away from the streams,
will be cut and find its
outlay by the Gladstone
Route.

Vasts Forests of Hardwood, consisting of Maple, Elm, Poplar, Basswood, Birch and Butternut, remain untouched, awaiting the final opening of railroads tributary to this port, which will supply the raw material for IMMENSE WOOD-WORKING ESTABLISHMENTS, for which SITES WILL BE DONATED FREE.

The Indomitable Energy and Wealth of the Phenomenal cities of Minneapolis and St. Paul are a single item in the support of GLADSTONE. Its great Wholesale Merchants are contracting to ship their merchandise from the Eastern factories, and send their products to the East via. GLADSTONE, the "SHORT CUT TO THE SEA."

—FREE SITES—

WILL BE GIVEN TO EVERY LEGITIMATE MANUFACTURING ENTERPRISE!

WHETHER SMALL OR LARGE.

Machinery and outfits for sawmill will be transported free along the Gladstone route, where parties may wish to operate the coming season.

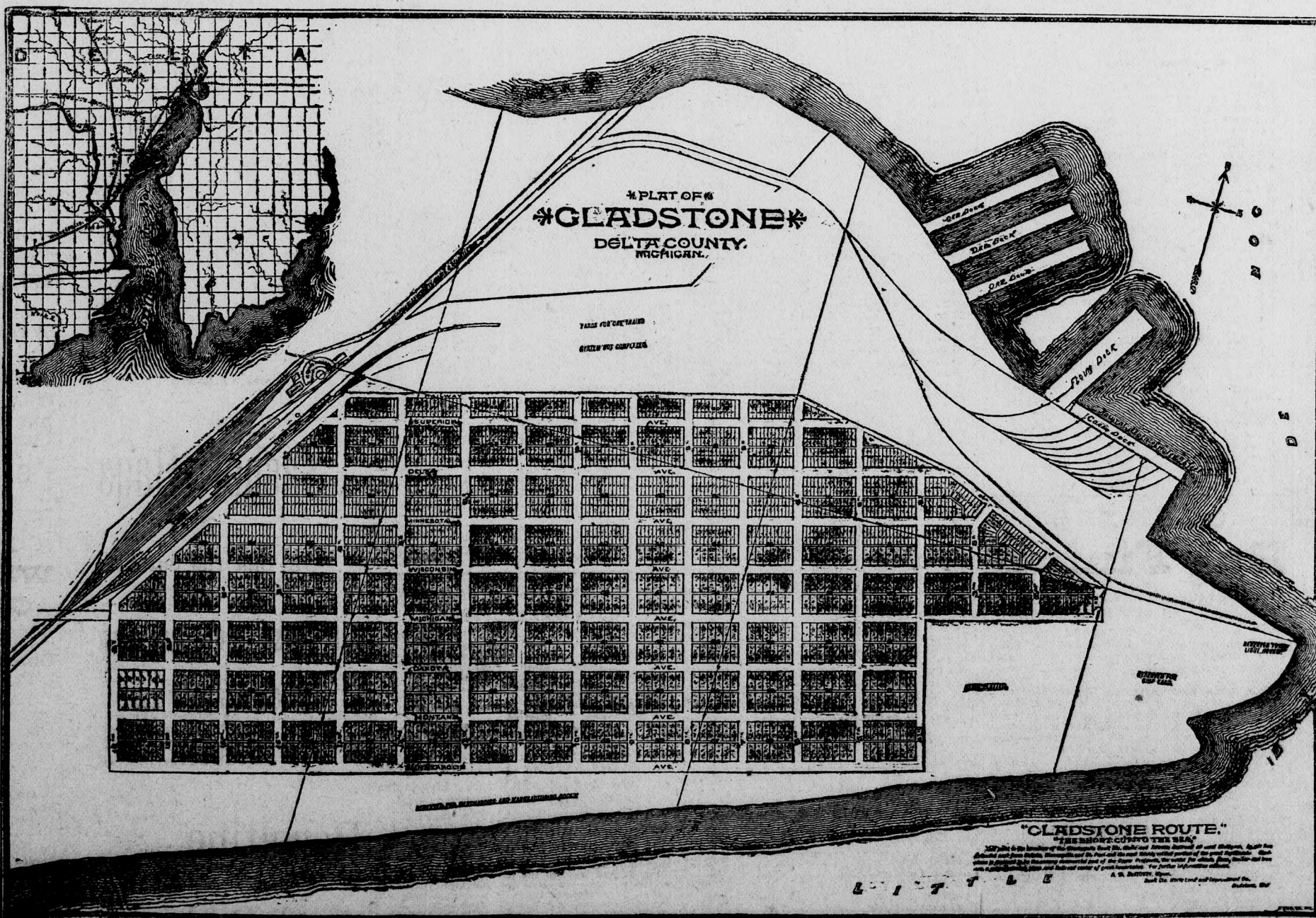
In the natural course
of events, the Corn,
Wheat, Flour and
products of the

Western Tributary Country

Will find its outlet
through this port, em-
ploying a large popu-
lation and vast era for
the proper handling
of this immense traf-
fic.

GLADSTONE, MICH.

Stands without a par-
allel. No port of the
North has direct
trunk lines leading to
the rich and Populous
West to build up its
commerce and add to
the interchange of
traffic and manufac-
turing which will re-
sult.



Every thoughtful rail-
road or business man
who knows of the great
and growing worth of
the Northwestern freight
traffic will support us in
our belief that we are
about through going
around by Chicago, and
that the active railroad
building in the Upper
Peninsula of Michigan
fully confirms the argu-
ment that the

GLADSTONE ROUTE

Will during the coming
season, be the popular
one, the Direct Route to
the East, for Summer
traffic by the Great Lakes
the short cut to New
England and the Atlantic
by all rail in the winter.

For Full Information, Maps of the Route, Plats of the Local Situation, Chances for Business, Character of Timber, and Sites for Manufacturing, call on or address

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