

The Michigan Tradesman.

VOL. 1.

GRAND RAPIDS, MICHIGAN, WEDNESDAY, APRIL 30, 1884.

NO. 32.



HEADQUARTERS!

—FOR—

Sporting Goods

—AND—

OUT DOOR GAMES,

Base Ball Goods,
Marbles, Tops,
Fishing Tackle,
Croquet, Lawn Tennis,
Indian Clubs,
Dumb Bells,
Boxing Gloves.

We wish the Trade to notice the fact that we are

Headquarters on these Goods

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

Our Trade Mark Bats

—ARE THE—

BEST AND CHEAPEST

In the Market.

Send for our New Price List for 1884.

Order a Sample Lot Before Placing a Large Order.

EATON, LYON & ALLEN,

20 and 22 Monroe Street,

GRAND RAPIDS, MICHIGAN.



C. S. YALE & BRO.,

—Manufacturers of—

FLAVORING EXTRACTS!

BAKING POWDERS,

BLUINGS, ETC.,

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



KEMINK, JONES & CO.,

Manufacturers of

Fine Perfumes,

Colognes, Hair Oils,
Flavoring Extracts,
Baking Powders,
Bluings, Etc., Etc.

ALSO PROPRIETORS OF

KEMINK'S

"Red Bark Bitters"

—AND—

The Oriole Manufacturing Co.

42 West Bridge Street,

GRAND RAPIDS, MICHIGAN.

MANUFACTURE OF SILK.

The Various Processes Through Which the Raw Product Passes.

The first process in manufacturing silk is to sort the raw silk into sizes, great care being required in every stage that the threads be equal in size, as inequality would produce a manufacture of uneven and unmanageable twist. It is then soaked in soapy water to dissolve the gum and render the thread pliable and elastic, the skeins are slipped upon octagonal wicker swift-reels, a dozen or more of which revolve on an axis fastened on the legs of each table. A thread from each reel-skein passes upward over a smooth metal or glass rod, fixed on the lateral edge of the table to its revolving bobbin, upon which it is wound. After this process the thread is guided between the continuous edges of two sharp steel knives, resembling scissors, which clean it of gummy lumps and clinging waste, to another bobbin; this process occasions considerable waste. The finer and more regular threads are now taken for making organzines, which are the warps of woven goods. Coarser threads are taken for trams or woofs. The most inferior are used for the manufacture of sewing-silks. Loose and broken ends are corded like cotton and spun into floss for embroidery.

The twisting or throwing process is done by passing the thread of raw silk from an upright bottom through the eye of a craned wire flyer, which rapidly spins with the top of the bobbin revolving above. This thread is called a "single," and for organzines receives from twelve to nineteen twists to the inch. Organzines or trams are made by twisting together two or three of these twisted threads in an opposite direction to the former single twist, at the rate of from ten to seventeen turns to the inch; the two threads having previously been wound parallel upon one bobbin. Organzines receive tight twistings, to induce strength and elasticity.

A swing of two twists to the inch sometimes saves five cents to the pound in the cost of labor, but may occasion greater loss in weaving. Two or three threads of raw silk twisted loosely two or four times to the inch is tram, thute or woof. In weaving, the woof has little or no strain upon it, and it fills up the warp better by being soft and loose. The twist in silk threads is set by dampening and drying. Skein sewing silk is made of three to ten threads twisted together, and two of these latter doubled. Sewing machine silk is trebly twisted. But-tonhole twist is the same, with a tighter twist. Twist in the single threads of sewing silks are ten to fifteen to the inch, and the doubled eight to twelve; the organzines are reeled into skeins of one or two thousand yards each, care being taken to make them of the exact length, as that compared with their weight determines the quality of goods to be woven.

The American sewing-silk machine is a great improvement over the old-fashioned one. By the aid of a few girls, the former at once doubles and twists the silk, and reels it into skeins of equal length; and it turns out one hundred and twenty-five pounds a week.

The cost of throwing raw silk into organzines is \$4 to \$5 a pound, a great proportion of that going to labor. Trams cost less. After weighing, the threads go to the dyer, who is charged with the weight, also with the number of skeins. As the manufacturer knows how much of each color should be returned, little fraud or error can happen.

Up to the time the silk goes to the dyer, there is a loss of three to nine per cent. from cleaning, breaking, etc. It loses eighteen to twenty-five per cent. of the weight in dying by the boiling off of the worm gum, which is made up greatly by surcharging with sugar or dye. In the dye house the silk skeins are tied to prevent tangling, and boiled for four or five hours in coarse linen bags, by which the humpy colors obtain a lustre. Yellowish colors are counteracted to pure white by the use of a little blue dye. This white dyeing costs less than any other; the bright greens are the most expensive. Colors are cheapened in the weight by the addition of three ounces of sugar to twelve of silk. Drabs and slate are dyed with sumach. Blacks are dyed with nitrate of iron and cutch, and also logwood, a bluish shade, especially for velvets, being desirable. It is said that surcharging can be carried to the extent of trebling the weight of the silk. After dyeing, the skeins are dried on bars in a close-steamed room, and then lustered by passing over hot cylinders. Sewing-silk is sorted by wringing, and tied into skeins for sale. Trams and organzines are then rewound upon bobbins, and then rewound to give a proper tension to the thread before weaving.

Fremont Facts.

From the Indicator.

Ed. Bradford expects to go into business for himself pretty soon.

The Fremont groceries are well stocked with goods, and there is no better place in northern Michigan to buy them than here.

It is hard times when many trams are chattel-mortgaged to buy feed in order that they may live or be sold at ruinously low prices.

An Era of Low Prices.

From the New York Sun.

The prevailing depression in the prices of stocks is not an exceptional phenomenon. It extends to the most important agricultural and mineral productions of the country, and, indeed, affects the industries of the whole world.

Wheat, which at the beginning of 1880 brought in the New York market \$1.55 a bushel, and in 1882 sold at \$1.43 a bushel, is now selling at about \$1, and of course flour has fallen in a corresponding ratio. Other cereals show a similar decline—rye from \$1 a bushel to 65 cents a bushel; Indian corn from 75 and 70 cents a bushel to about 58 cents, and oats from 50 cents to 35 cents.

The fall in pork and lard and the causes of it have already been discussed by us. Mess pork, which was quoted at \$18.50 a barrel a year ago, is now \$16.50, and lard has dropped from 11 cents a pound to 8½ cents.

Our other great staple, cotton, is an exception, however, remaining at about the same level, of between 11 and 12 cents a pound, at which it has stood for the past four years. Petroleum, too, maintains itself at about the same price it has been bringing all along.

Metals, on the other hand, are more decidedly depressed than breadstuffs and provisions. Pig iron has fallen from \$35 per ton to about \$20, and steel rails from \$90 to about \$34. Copper, which used to bring about 25 cents a pound, is so slow of sale at 14 cents that the Calumet and Hecla Copper Mining Company, which produces 20,000 tons a year, and has for seventeen years paid uninterrupted dividends amounting to \$20,000,000 upon an actual capital of \$1,200,000, has just been obliged to interrupt its pleasing habit. Lead, which not long ago sold at 6 cents a pound, can now be bought at 4 cents, and tons of it are stored away, to wait for an advance.

Coal for the present is kept up, but only by a restriction of production, and with every prospect of a decided fall in price very soon.

Raw sugar, which for several years has fluctuated between 6 cents and 7 cents a pound, is now in abundant supply at about 5½. Refined sugar has correspondingly declined from between 8 cents and 9 cents a pound to about 7 cents.

Without going into details about clothing and other manufactured articles, it is notorious that they are all cheaper than they have been for a long time past, with no probability of immediate improvement.

This widespread depression is, fortunately, not due to any financial catastrophe. It is simply the return swing of a pendulum which vibrates between excess and deficiency. A supply scanty in proportion to consumption makes prices high; high prices, while they check consumption, stimulate the production of an increased supply; an increased supply lowers prices; and low prices again, while they increase consumption, diminish production, and so tend to correct themselves. The present state of the markets, therefore, cannot be expected to last forever; it will be followed sooner or later by an advance, and this in turn by another decline. Ebb and flow, like night and day, are as inevitable in the commercial as in the physical world.

Imitation Stained Glass.

Among the many uses of the printing press, none is more novel than the production of imitation stained glass. Designs for any pattern desired are engraved on wood. The blocks of wood are placed on an old-fashioned hand press, and then are inked with oil colors compounded with special reference to the use for which they are intended. Then a sheet of very thin hand-made porous-paper is laid on, and a prolonged impression given, in order that the color may thoroughly permeate the paper. Each color is, of course, printed at a separate impression. Having completed the printing process, the different pieces of paper which compose the design are soaked in warm water half an hour, taken out, the water sponged off, and then coated on one side with a thin cement. A similar coat of cement is given the glass to which the paper is to be applied, and then the paper is laid on in place, and varnished over. The plain glass window becomes at once, to all appearances, a window of stained glass. The effects of the lead lines, the irregular pieces of colored glass, the heads of saints and soldiers, the antique, or the modern Japanese designs are all to be had as brilliant in color as any imitation can be expected to be of the genuine glass. The glass thus prepared costs about one-tenth as much as genuine stained glass, and can, when it requires it, be washed without fear of injuring the surface.

It is stated that sackcloth or canvas can be made as impervious to moisture as leather by steeping it in a decoction of one pound of oak bark with fourteen pounds of boiling water, this quantity being sufficient for eight yards of stuff. The cloth has to soak twenty-four hours, when it is taken out, passed through running water and hung up to dry.

WILD CAT BANKING.

Reminiscences of the Days When a Peck of Money Did Not Amount to Much. From the Detroit Times.

"Wild cat banking days?" Yes, I had some little experience of how business was done in those times," said Mr. William A. Butler yesterday. "Banks used to be started on a capital of land; it was assessed at a certain value, generally about 10 times what it was worth, and the bank allowed to issue a proportion of the amount in notes. On paper the scheme was perfection, all the safe-guards imaginable, but it was all on paper. You see, we fellows came from the east and imagined that fortunes were to be made out here, but people didn't have any money to do business with. So this wild cat money was issued, and as soon as a man got some of it he was mighty anxious to change it [with a laugh]. The man who could change it quickest was the fellow who came out best. I remember one funny instance. At the time I was keeping a store I had some bills to pay in New York. I had lots of wild cat money but unfortunately it was no good down east. I had a neighbor of the name of Ellmore who was in about the same fix. He proposed collecting all the money he could get on one bank and getting it exchanged. He was pretty sanguine about the success of his scheme, but I wasn't; at any rate I told him we would try it. Ellmore got all his money on a Lapeer bank, and I got mine on three wild cat banks in Pontiac. We drove out next day and Ellmore left me at Pontiac to go to Lapeer. I did what I could and managed to get \$200 or \$300 for all the notes I held; the bank wouldn't pay any more. When Ellmore returned, I asked him how he had made out and he said he had got his notes redeemed in full. I was surprised to hear this because the Lapeer bank was considered the meanest in the whole state. He said he had a draft on Detroit which would be paid all right. When he got to Detroit he took his draft to get it cashed, and soon afterwards I saw him come up to his store with a handkerchief full of money; he must have had a peck of it. Well, sir, the man on whom the draft was drawn had paid him all in Lapeer banknotes, the same thing that he had so industriously collected and taken out to the bank."

"How long did wild cat banks flourish?" "From about 1837 to about 1839, if I remember rightly. At first the notes circulated a little in neighboring states, but afterwards the act creating the banks was declared unconstitutional and they collapsed. Men who have had any experience of that kind of currency are now so anxious to see the present system retained and not have an unsecured medium."

"I had the honor of being teller of the Detroit city bank in 1837," said D. C. Holbrook. "That was quite a respectable institution, having a capital of \$42,000 in gold and silver and \$8,000 more deposited with the bank of Michigan. But I guess about \$10,000 started all the rest of them, and was taken about from place to place as it was needed. A great many banks were started on \$500 and a lot of old nails; the nails were put in the bottom of the drawer and the money on top, so that everybody might see the bank had some capital."

They Wanted Cocoanuts.

From the Detroit Free Press.

The other day a Michigan Avenue grocer had about 250 cocoanuts piled up in front of his doors. To-day he hasn't a single one. The other day, he thought he was stuck for about \$25. To-day he realizes that he has made more clear profit on cocoanuts than any other retailer in Detroit.

The grocer was reading his paper about some one down East who smuggled whisky by filling cocoanuts with it, and he finished the article, drew down his left eye and called out to his clerk:

"Thomas Jefferson Bangs, go out and buy me a gallon of mean whisky."

He selected six or eight cocoanuts, poured out the milk, refilled them with whisky, and before night they were sold or given away. At seven o'clock next morning an employee of a lively stable called in and asked:

"Have you any cocoanuts?"

"Yes, a few."

"I want to buy ten to send to my brother in the country."

He had scarcely gone when a woman came in and said she was hungry for a cocoanut pie, and she took six of the nuts along. Then a boy came along and bought four, and before three o'clock that afternoon the entire lot had disappeared. The only purchaser who returned was a colored hotel waiter, who hung around for a spell and then said:

"Dey wasn't nuffin' but milk in der coker-nut I bought."

"Nothing but milk, you rascal!" roared the grocer. "Do you imagine that Nature is going to grow a big nut like that for five cents and fill it with kerosene oil to boot?"

A Cadillac correspondent, who is a lumber dealer, writes: Have been away on a two weeks' trip to Erie, Cleveland, Toledo, Columbus and around central Ohio. Lumber and shingles are picking up and moving quite rapidly in said region.

How He Advertised Without Cost.

A hardware man lately took the agency for a new kind of ice-box for preserving cold victuals. It was a pretty good thing, he thought, and it was only necessary to enlighten the public regarding its real merits and indisputable advantages over everything else of the kind, to cause a tremendous rush of customers eager to purchase; so he counselled with himself, and soliloquized thusly:

"That refrigerator must be brought before the people, and I'm the man to do it. Don't talk to me about your newspaper advertisements. I'll show you how to advertise without cost. You don't catch me paying a paper for advertising; not I. I'm too old for that, and I'll show folks a new idea." Then he laughed a satisfied laugh, and at once set about making a practical test of his new method of diffusing information. He mixed up a pot of black paint, procured several large sheets of card-board and after much experimenting and repeated attempts, finally succeeded in producing two signs that read as follows:

"Fifty dollars to the man who can prove that any two things put into this ice-chest will taste one of the other."

He had a refrigerator run out to the curb-stone, hung a sign over each side, and retired indoors to await the expected rush of customers. People passed up and down the street, jostled each other in their hurry, glanced at the ice-box and its signs, and went on. After some hours of disappointed hopes and expectations the dealer saw a pedestrian halt, calmly peruse the wonderful announcement, and rather hesitatingly advance to the door.

"Do you mean it?" he inquired in an anxious tone, pointing over his shoulder to the signs.

"Yes-sir-ee," emphatically responded the dealer.

"Put up your money!" insinuated the stranger.

"No, sir," replied the dealer, in pompous style, "my word is as good as the cash."

"All right, I'll take you," responded the stranger, as he departed. Some time after he returned with a box under each arm.

"Stick to your agreement?" he queried. "Of course I will," answered the dealer, wondering what it the name of Christopher Columbus the man had in view.

The stranger set his boxes down on the sidewalk, and a crowd began to collect. He told the dealer that he was afraid that he (the dealer) would back out of the bargain, but the latter asserted his readiness to put up the stamps if necessary. The stranger opened a box, lifted a cat out and placed her in the refrigerator; then he opened the other box and took therefrom a wire cage containing a rat.

"Now, mister," said he, "you just shut that door in a hurry when I flop the rat inside, and I'll go you another fifty that 'one will taste of the other' in less'n five minutes."

The crowd yelled, and the dealer slammed the refrigerator door and slid into the store, with a remark about fools and swindlers. He still refuses to recognize the stranger's claim to the fifty dollars—but has taken his signs in.

Patents Issued to Michigan Inventors.

Charley Boonsiepe, Detroit, calipers. Isaac DeGraff, Detroit, engine.

John Desmond, assignor of one-half to J. Carey and C. Rutson, Jackson, steam emptying ash-pans.

Wallace Dingman, Battle Creek, harvester.

Job Estes, Sterling, potato digger.

Eugene M. Farr, North Muskegon, horse cleaner.

Walrer C. Gifford, Brooks, leather and cloth varnish.

James H. Glover, Detroit, capsule machine.

Eli M. Holcomb, Bay Springs, and F. E. Miller, Eveline, car-brake attachment.

Edward Heyde, East Saginaw, lumber trimming machine.

Barnard A. Kaufmann, assignor to Globe Tobacco Co., Detroit, cigarette.

Argus McDonald, Au Sable, canal boat.

Izaac VanKersen, Kalamazoo, blind-slat lock and operator.

Willis Vandercrook, Mason, two-wheeled vehicle.

The Supreme Court has decided that an American citizen is not obliged to pay duty on wearing apparel intended for his own use or for that of his own family on the vessel with him, if such apparel be suitable for the season, and not in excess of his and their "reasonable wants, in view of their means, habits and station in life, even though such articles had not been actually worn." This is the result of a suit brought by Mr. Astor, of New York. He paid high for justice but he got it.

The manufacture of needles and pins constitutes one of the most flourishing industries in Germany. The eight manufactories of Isenrohn alone consumed in 1883 no less than 600 tons of wire, employing also a working force of some 800 males and 700 female and juvenile operatives besides seven steam engines and four water wheels of 230-horse power.

SHOES AND CHARACTERS.

A Cobbler Presents the Science of Shoeology.

A Troy, N. Y., newspaper has published a report of an interview between a shoemaker of that city and one of the newspaper attaches, who applied to the man of the last and waxed-end for repairs, and meanwhile elicited his views on the meaning of the way in which different people wore their shoes and destroyed them by use. After passing through the sieve of a reporter, although in this case the reporter did not spare himself, it may be well to read between the lines to get at the shoemaker's meaning, who, as a practical observer, must have exceptional opportunities from his bench to judge of balance and unbalance in "understandings." He is a plain-spoken man, as most of his class are, and utters his opinions with an oracular emphasis which is not lost in the reporter's version. He said, in reply to the newspaper man's question:

"Yes, sir; they (worn shoes) beat palmistry all hollow. Take yourself, for instance; in your shoe I see vacillation, irresolution, fickleness, a tendency toward negligence or evasion of unpleasant duties, occasional spells of moroseness. Show me any person's foot-covering after two months' wear, or often less than that, and I will tell you that person's character. If both heel and sole are evenly worn level the wearer is a clear-headed, decisive business man, a valuable and trustworthy employee, or an excellent wife and mother. If the outside sole is cut through, the wearer, if a man, is inclined to be adventurous, unreliable, and spasmodic in all his acts; if a woman, she is predisposed to boldness and wayward tendencies. If the inside of the sole is cut through, it indicates weakness and vacillation in a man and modesty in a woman. For instance, a certain merchant in this city whom I posted concerning this curious method of character reading sends to me whenever he wants a new clerk, and he has received several of my customers on my recommendation. He says that shoeology beats phrenology all hollow."

"A few months ago there came into my shop a stranger having a pair of shoes with the outsides of the soles worn through and the toe somewhat cut away, while the hull was nearly as good as new. I said to my wife, after he went away, 'That man's a sneak,' and so he was. The very next day a boy came up from the police station to get the shoes, and said the wearer had been arrested on a clear case of sneak thieving."

"A certain young man who has patronized me for years was keeping company with two girls, also customers of mine. I noticed that one of them wore out her shoes on the outside of the sole first, while the other stepped squarely and wore down both shoes alike. I've always had a liking for the young fellow, and knowing he was wavering between the two girls, I took him aside one day and showed him the shoes of his flames and told him what I have told you. The result was he married the square-stepper and is happy, while the other girl disgraced herself and has gone to ruin."

"Do I believe that character can be moulded by keeping the shoes properly soled and heeled? Well, it has its influence. The gait of a person is as closely connected with his disposition as the expression of his countenance, though not so easily read by most persons. To continue to wear a shoe which is run over badly only tends to confirm the habit in the person's walk."

"I can also tell something of a person's tendencies by the size of the shoe, the breadth of the sole, the condition of the buttons and strings, the amount of wear on the toe, the condition of the lining, etc. I would not advise a friend to marry a girl who squeezes a four foot into a number two shoe, for such a one is apt to prove vain, affected and frivolous."

"Boots are but little worn by gentlemen of the present day, save in a few exceptional cases where the occupation of the wearer renders it necessary for health and comfort. The rage is all for button and laced shoes, though this winter the elastic side gaiter has enjoyed a new lease of life. The buckle gaiters are entirely out of date, and are no longer kept in stock by dealers. Cloth-top shoes are being slowly worked out of the trade, while cloth button boots for ladies are not at all worn. Welted shoes are now made with improved machinery, and, with a sigh, 'custom work will soon become one of the lost arts.'"

"Rubbers are very poor this year, and wear out rapidly. This is due to the fact that manufacturers are buying up the old worn-out stock, remelting and moulding the second time. Gum which has once been fashioned into a shoe and worn in all sorts of weather, until the grit of the streets is ground into its very substance, lacks the toughness and purity of the gum fresh from the tree, and easily breaks under a slight strain."

"Your job is done, sir; sorry I couldn't give you a better character, but truth is truth, and I never flatter."

A Portland woman hit a man with an egg because he kissed his hand to her. Served him right. Next time he'll know enough to kiss the woman.

The Michigan Tradesman.

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

E. A. STOWE, Editor.

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

WEDNESDAY, APRIL 30, 1884.

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

"TOO THIN FOR ANYTHING."

Above is the heading of an article recently published by a trade paper, issued in a small city in the western part of the State. The article referred to makes some ridiculous statements, and refers entirely to the advertisement of Jas. E. Davis & Co., on our last page. This paper states that "the quantity of a few items mentioned, amounts to more than the entire stock carried by this house." In the first place, this firm do not state these quantities as carried in stock but "offer in lots to suit purchasers," and in conversation with a reporter of our paper today state that they can fill any order for *any one* of the items, or all, in the quantities named. Again, the statement that "the aggregate amount of the combined articles mentioned amount to more than their entire stock." This latter statement shows how little this small city knows about the immensity of Detroit stocks.

The fact of the matter is, that this western city is struggling to become a competitor of Detroit, and is mad because Detroit can fill orders for large quantities of goods, whereas they have to put up with catch penny trade. We think "bragging" a good thing especially when it can be backed up with facts, and regret that this small town is not large enough to "brag," for then it would be carried too far without a doubt. It is probably unnecessary to mention, that we understand this paper is controlled by a wholesale drug house in that town, which probably accounts for the jealous appearance of the article referred to. —Detroit Commercial.

The above attack on Western Michigan in general, and Grand Rapids in particular, is the first piece of original composition of any length that has appeared in the *Commercial*, since it published a salutatory, eight months ago. This fact explains the animus of the attack, and the antipathy of the *Commercial's* publishers for Grand Rapids, explained in another column, is the only excuse the paper can have for giving place to such rubbish. The publishing of the screed, as original editorial matter, sets the stamp of authority upon it, and indicates that the *Commercial* coincides with the opinions expressed.

The article quoted was not written in the office of the paper, however, but emanated from the wholesale drug house of Jas. E. Davis & Co. The writer does not pretend to answer our strictures on sensational advertising, but beats around the bush in boyish fashion, attributing to THE TRADESMAN a statement it never made, and instituting a comparison that is as misleading as it is ridiculous.

The insulting allusion to the dealers who buy at this market as "catchpenny trade" may be the means of ingratiating the Detroit paper and jobbing houses in the hearts of Western Michigan merchants, but such is not the usual course taken to attract trade. THE TRADESMAN maintains that the dealers who buy at this market are as shrewd and reliable business men as can be found anywhere, possessing just as much discretion and credit as their brethren in the eastern part of the State. That they choose to buy in Grand Rapids instead of sending their favors to Detroit is no reason why they should be classed as "worthless," and the accusation cannot fail to receive the condemnation of all fair-minded, honorable men.

The insinuation that THE TRADESMAN is "controlled by a wholesale drug house" here is on a par with the other statements contained in the article. We are willing to leave such a charge in the hands of our readers, and allow them to judge for themselves. In this connection, however, a few words regarding THE TRADESMAN's policy may not be out of place. It was started as an independent paper—as the organ of the retailer, not the jobber—and has followed out that line of action. It is, and always has been, the property of the present proprietors. No one has, or ever has had, a mortgage or lien on the establishment, nor has either partner ever given notes for financial assistance—in short no support of any kind has been solicited or received, outside the legitimate channels of newspaper publishing. The advertisements that have appeared, and now appear, in our columns, were taken solely on the strength of circulation. Every advertiser is given to understand, plainly and unmistakably, that the placing of an advertisement in THE TRADESMAN does not include the right to dictate the editorial policy of the paper, nor entitle him to any especial consideration. This policy, indicated in the beginning and carried out with scrupulous exactness, has proven to be a wise one, and to it may be attributed the unparalleled success of the paper. It is unnecessary to add that the same independence that has characterized THE TRADESMAN in the past will be maintained in the future, and every issue of the paper will be a standing rebuke to unwarranted insinuations by envious rivals.

Although the Detroit *Commercial* insists that the dealers of Western Michigan are "catchpenny trade," Detroit jobbers use every possible inducement to secure a portion of the wholesale orders given by this same "catchpenny trade."

Dealers of Western Michigan, how do you like to be called "catchpenny trade?"

Strange that Detroit jobbers should have such a fondness for the "catchpenny trade" of Western Michigan!

Grand Rapids sends considerable quantities of goods to the Northern Peninsula and to Indiana and Ohio. "Catchpenny trade," you know.

The leading Detroit furniture houses make a specialty of Grand Rapids furniture. They must be "catchpenny trade," or else their home paper is mistaken.

Gentlemen of Western Michigan, you are not merchants in the proper sense of the term. You are "catchpenny trade." At least the Detroit *Commercial* says you are.

Webster defines "catchpenny" as "something worthless." The Detroit *Commercial* says that the dealers who buy goods at this market are "catchpenny trade." The inference is obvious.

The Grand Rapids furniture and hard wood manufacturers send their products to every state and territory in the United States, and to every foreign country. Is that "catchpenny trade," also?

"The next Detroit drummer that crosses my threshold will be shown the door quicker'n lightning," said a Big Rapids merchant, the other day. "I can stand a good deal, but no one can spit on me and expect me to stand still while they rub it in."

Every warehouse along the line of the D. G. H. & M. Railway bears a sign on which is painted "Grand Rapids Plaster," and a drive around Detroit discloses numbers of such signs. But then the *Commercial* says that these dealers are "catchpenny trade."

The Detroit *Commercial* has one subscriber in Western Michigan. THE TRADESMAN has 2,200. The *Commercial* says that the dealers in the western half of the State are "catchpenny trade." THE TRADESMAN maintains that they are the peers of the merchants in any locality, in any State.

AMONG THE TRADE.

IN THE CITY.

A. W. Roth, druggist at 249 Jefferson avenue, has sold out to a gentleman named Dexter.

Pettingill & Young have sold their drug and grocery stock to Holland & Ives, both formerly of Rockford.

J. D. Peterson has engaged in the drug business at Salt River. Hazeltine, Perkins & Co. furnished the stock.

Hiram Wolford has engaged in the grocery business at Boyne City. Shields, Bulkeley & Lemon furnished the stock.

W. R. White, of the Thomson & Taylor Spice Co., Chicago, wandered around among the Grand Rapids trade on the 24th.

C. N. Hyde, a general dealer at Alba for about two weeks, has sold out to Roseboom & Co., of Chicago, who will continue the business.

R. L. Willett, successor to Willett & Eaton was at this market last week sorting up his stock. Spring & Co. furnished the dry goods.

Alfred W. Fisher, formerly engaged in the grocery business on South Division street, has gone on the road for C. G. McCulloch & Co.

Geo. A. Miller, a young man of good business qualifications, has gone on the road for F. J. Lamb & Co., covering the northern trade of that house.

N. W. Crocker has engaged in the grocery business at a settlement three miles from Byron Center. Fox, Musselman & Loveridge furnished the stock.

Dr. M. A. Ross, druggist at the corner of West Fulton and Jefferson streets, has sold out to Dr. J. D. Bowman, of Benton Harbor, who will continue the business.

Frank W. Warren, formerly of the firm of McCowan & Warren, Hesperia, had added a line of crockery to his grocery business. H. Leonard & Sons furnished the stock.

Mr. Jas. N. Bradford, the principal facts in whose eventful life are set forth on another page, was a member of the Twenty-sixth Michigan Volunteers, instead of the Sixth, as erroneously stated.

The Berkey & Gay Furniture Co. have lately received two hotel orders from North Carolina, and Nelson, Matter & Co. have received the largest hotel order that ever came to this market, to furnish a new hotel at New York City.

The Newman matter comes up in the Circuit Court next Monday for final settlement, Assignee Robinson having made an application for the distribution of the proceeds of the estate and for the release of himself and bondsmen from further obligation in the matter.

Assignee Robinson made application in the Circuit Court Thursday for the sale of

the entire assets of Chickering & Kysor to Daniel McCoy for \$60,000. The motion was granted, the proceeds were ordered distributed among the creditors on the basis of 40 per cent. of the amount of their claims, and Mr. Robinson and his bondsmen were discharged from further obligation.

AROUND THE STATE.

R. Willett succeeds Willets & Seaton in general trade at Altona.

John Kopf has engaged in the retail furniture business at Lowell.

Eisenhood, & Erb have engaged in the bakery business at Hastings.

Miss A. H. Roffe, druggist at Augusta, is succeeded by Douglass & Eddy.

Wm. Tuttle is erecting a new building, 20 x 41 feet in size, at Milton Junction.

S. P. Mikesell has engaged in the grocery and provision business at Charlotte.

H. S. Phillips has engaged in the grocery business at Mill Grove, Allegan county.

O. C. Williams is closing out his stock of furniture at Life Lake, and will "go west."

U. C. Brackney has withdrawn from the firm of Grand-Gerard & Co., at Big Rapids.

F. A. Kough succeeds Kough & Thurston in the hoop manufacturing business at Moline.

E. C. Raber has closed out his jewelry stock at Whitehall and retired from business.

Oscar Lewis has started a boot and shoe store at Ironton. He was formerly at Boyne Falls.

Pfaff, Rosebourn & Co. succeed Geo. E. Hubbard in the hardware business at Grand Haven.

C. R. Paige has bought H. Whiting's stock of boots and shoes at Traverse City, and is closing it out.

S. M. Rinnets, formerly engaged in the drug business at St. Louis, died at the Kalamazoo Insane Asylum on the 25th.

Duff Jennings & Co., grocers at Sheridan, who recently became embarrassed and made out assignment papers, have found it unnecessary to file them, having adjusted affairs satisfactorily and resumed business.

There are 23 new buildings in process of construction at Elmira at the present time. The town is going ahead with wonderful rapidity. The latest move is a proposition to bore for oil, which will probably be put into effect without delay.

STRAIT FACTS.

The St. Joseph knitting factory employs 450 hands.

Geo. B. Donnelly has started a bedspring factory at Traverse City.

Dexter & Noble have just completed a fireproof office at Elk Rapids.

Nearly six tons of maple sugar has been marketed at Saranac this season.

Midland wants a pail factory, a sash, door and blind factory and a lumber yard.

E. H. Foster, of Fife Lake, is building a warehouse to accommodate his increasing business.

J. H. Eppink has sold his store building at Graafschap to the new firm of Notier, Mulder & Baven.

Buchanan will manufacture this year 3,000 garden gloves, 1,000 windmills, 9,000 dozen zinc horse collar pads, and 100,000 bedsteads.

Sparta Sentinel: Our merchants are considering the plan of adopting a strictly cash basis for the conduct of their business in the future.

Emmet County Democrat: The maple sugar season still lasts, and more maple sugar will be made in Emmet county this spring than in any previous season.

Fife Lake has fair prospects for a hard-wood mill and manufactory, as \$600 has been pledged to Geo. H. Green, formerly foreman of Chickering & Kysor's mill, and he will soon begin to repair the Fish Bros' mill for that purpose.

Up to His Old Tricks.

From the Whitehall Forum.

C. Low Fastier, an alleged pill-slinger, who lately bought out Ruggles' drug store, took too much of his own whisky on Saturday, got on the rampage, choked his sister and kicked his son out of doors and created a cyclone of no small dimensions. His nerves were somewhat unstrung, as a matter of course, and he went for a bottle of brouide of potassium, but got hold of aniline dye, vermillion color, instead, and after a full dose of this latter mixture, he looked like a combination of Scar-faced Charley and Sitting Bull. We understand there is a warrant out for Fastier's arrest.

Cheese Making in the Holland Country.

The cheese factories at Drenthe, Jamestown, Vriesland (Fairview), Zeeland (Amber) and North Holland (Union) have all resumed operations for the season, and the first products of these excellent establishments are due here in about two weeks. These factories were all built by Mr. F. J. Lamb, of this city, who still owns the Amber factory. The Jamestown factory was formerly located at Hudsonville.

One of the most interesting exhibitions ever held in this country will be that which opens on the 2nd of next September in Philadelphia, under the auspices of the Franklin Institute. It will be, perhaps, the most complete exhibition of electrical devices ever held, and will be attended by visitors from all parts of the world.

"I belong to one of the first families of the city," said a boasting youth. "Yes," was the reply of the tailor. "Your family, I have been informed, is always the first in asking credit when a new storekeeper starts in your neighborhood."

MISREPRESENTED.

Detroit Jobbers Angry Over the Sentiment Imputed to Them.

For the purpose of ascertaining whether the contemptible fling at Grand Rapids and the retail trade of Western Michigan, imputed to Detroit jobbers by the *Commercial* of the 19th, was the expression of an opinion existing in reality, or only the vaporings of an unrecognized and unreliable penny-a-liner, the editor of THE TRADESMAN visited Detroit last Friday, and spent the day among the jobbing houses of that city. The generous welcome accorded him on every hand was in itself a sufficient refutation of the thought that Detroit looks upon Grand Rapids with petty jealousy and covets the trade that this market has succeeded in winning and holding. Nearly every jobber expressed himself as surprised at the rapid growth of our jobbing and manufacturing interests, and all were willing to admit that every step forward had been gained by legitimate and honorable means. To a man, they all expressed unmingled indignation at the *Commercial's* sweeping reference to the retail dealers of the western half of the State as "catch penny trade," declaring that such an accusation was the result of ignorance and malice, and did not voice the sentiment of Detroit.

"The *Commercial* is supposed to represent the wholesale trade of this city," said a leading drug jobber, "but it misrepresents every house of standing here when it deals Western Michigan a stab under the fifth rib. We have some customers in the Western part of the state, who divide their favors between us and Grand Rapids; but if we ever get an order from that region again I shall be greatly mistaken. In endeavoring to injure Grand Rapids, the *Commercial* has turned the weapon upon us, and to that cause must we attribute the loss of trade that must inevitably ensue."

"I look upon the *Commercial* article as a direct insult to the retail trade of Western and Northern Michigan," said a prominent grocery jobber. "So far as our house is concerned we look upon Grand Rapids as a legitimate competing market, and freely admit that she has fairly earned the prestige she enjoys as a distributing center. I should not be surprised if the thrust at the dealers who buy at your city costs Detroit thousands of dollars worth of trade, as no dealer cares to be called 'catch-penny,' especially when there is no truth in the charge, and no ground for the accusation."

"Your city has several jobbing houses that would reflect credit on Detroit," said another jobber, "and the *Commercial's* reference to Grand Rapids as a 'small town' is either the result of ignorance or jealousy. It is a matter of common report with our travelers that the *Commercial* can obtain no foothold wherever THE TRADESMAN circulates, and perhaps a knowledge of this fact actuated the writer in making the statement. One thing is certain, it will do Detroit infinitely more harm than any of us realize at the present time."

"How is THE TRADESMAN regarded throughout your territory?" asked a drug jobber of their Western Michigan traveler. "As a great deal better paper for Grand Rapids than the *Commercial* is for Detroit," was the reply.

"I can explain the *Commercial's* antipathy to Grand Rapids," said a grocery jobber. "Mr. Wilby, the principal proprietor, formerly did quite a brokerage business with your jobbing houses, and used to brag about the amount of goods your market got away with. All of a sudden he changed his tactics, and began running down your city, claiming that all the jobbers there were going into the retail business. It does not look well for a man to change his mind so suddenly, and on our first opportunity we took pains to ascertain the cause for the change in opinion. We found that the Grand Rapids jobbers refused to buy of the houses represented by Mr. Wilby unless they placed their goods in the hands of the local brokers, which they did. This, of course, cut off quite a slice from Mr. Wilby's income, and ever since he has been bitter as quinine against the town."

The above are a few of the many opinions expressed on the subject in hand, but those given serve to show that the *Commercial's* wholesale condemnation of this market, and the retailers who buy here, is not shared by this jobbing trade of Detroit, with one single exception. The general opinion was that the trade had been misrepresented, and in a way that would do Detroit infinite harm.

A visit was also paid to the *Commercial* office, situated in a brokerage establishment at 97 Jefferson avenue. The publishers are R. C. Wilby & Co., one of the firm being a broker and the other a printer. Both denied the authorship of the article in question, claiming that it originated outside the office, as indicated in another column.

The day spent in Detroit was fruitful of many pleasant acquaintances and renewals of friendship. The metropolis of Michigan is a city in which every citizen of the State may take a just degree of pride. Her manufactory, jobbing and retail houses, public and private buildings, level streets and street car lines, rail and water transportation, and the many other features that have served to attract and hold the population and business she now enjoys, and not surpassed by those of any other city in the country. Detroit is the city of Michigan, all things considered, but there are other places in the State which are doing just as much—or more—in proportion to their population to develop the latent resources of the country. And among the latter, Grand Rapids stands at the head.

The year 1884 bids fair to be one of the most prosperous California has ever seen.

COUNTRY PRODUCE.

Apples—Very scarce and poor in quality. Baldwins and Russets readily command \$4 @ \$4.50, and extra fancy \$5.

Asparagus—\$1.50 per doz. bunches.

Bailed Hay—Scarce and firmer at \$15 @ \$16 per ton.

Barley—Scarce and firmer. Best quality now readily commands \$1.35 per 100 lbs.

Beets—Scarce any call for them. Selling at \$3 per bbl. and \$1 per bu.

Butter—Choice dairy rolls are worth 25c, and prime packed the same. Elgin creamery 25 @ 30c.

Butterine—Best quality is still in good demand at 18c @ 20c.

Beans—Handpicked are a trifle firmer at \$2.25 and unpecked are not much moving at \$1.75 @ \$2. But few in market, and not much moving.

Barley—Choice \$1.30 per 100 lbs.

Buckwheat—None moving. Out of market.

Cabbages—Southern new, \$8.50 per crate of about 4 dozen.

Cheese—Skim 10c @ 11c. Full cream is active and firm at 14 @ 15c.

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

Clover Seed—Choice medium firm at \$6 @ \$6.50 per bu. and mammoth in fair demand at \$6.75 per bu.

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

Cucumbers—Mississippi stock \$1.25 per doz.

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

Eggs—Jobbing readily at 16c, and tolerably firm at that price.

Green Onions—30 @ 35c per dozen bunches.

Honey—In comb, 18c per lb.

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

Lettuce—Hothouse stock selling readily, with good demand, at 20c per lb. It is likely to be scarce and higher during the next ten days as the first crop is entirely exhausted.

Maple Sugar—In consequence of a light crop, the price is up 1c, and is scarce at that price. Choice pure readily commands 13c @ 14c. The adulterated article readily commands 11c.

Onions—Firmer and scarcer. Choice yellow command 75 @ 85c per bu. in sacks, and \$2.50 per bbl. Bermuda stock brings \$2 per crate.

Pieplant—Hothouse stock in fair demand at 6c @ 7c per lb.

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

Peas—Holland \$4 per bu.

Parasols—Moving slowly at \$3 per bbl and \$1 per bu.

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

Radishes—40c per dozen bunches.

Ruta Bagas—Out of market.

Seed Oats—White English Sovereign, 75c.

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

Squash—Southern white readily command \$2.50 per box of 40 lbs. net.

Timothy—Choice is firmly held at \$1.50 @ \$1.75 per bu.

Vegetable Oysters—40c per dozen bunches.

Wax Beans—\$4 per box. Green, \$3.50.

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

VISITING BUYERS.

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

J. M. Wade, Luther.
J. H. Passage, Greenville.
A. S. McIntyre, St. Louis.
T. K. Van Wirt, & Co., Alba.
Christian Pfeifle, Lake P. O.
Wm. E. Watson, of W. G. Watson & Son, Coopersville.

Nelson Daniels, Waconia.
E. W. Pickett, Wayland.
E. M. Barber, Hubbardston.
Poland & Wenzell, Woodville.
Geo. S. Curtiss, Edgerton.
F. C. Selby, Volney.
J. E. Bevins, LeRoy.
J. L. Davis, Hopkins.
F. P. Hopper, Fremont.
R. L. Willett, Altona.

Fred Ramsey, White Cloud.
Geo. W. Franklin, of White River Log Boom Co., Alletton.
C. E. Coburn, Pierson.
P. B. Newton, of Steele & Newton, Advance.

F. C. Brisbin, Berlin.
D. W. Shattuck, Wayland.
A. G. Chase, Ada.
Byron McNeal, Byron Center.
Terrance O'Laughlin, Big Rapids.

W. F. Rice, Alpine.
Wagner & Wells, Eastmanville.
C. Duncombe, Hartford.
E. Hogan, White Pigeon.
I. J. Quick & Co., Allendale.
F. G. Thurston, Lisbon.

Waite Bros., Hudsonville.
Norman Harris, Big Springs.
Barker & Lehnen, Pierson.
D. S. Peacock, Bridgton.

Carroll & Fisher, Dorset.
Paine & Field, Englishville.
Heck & Goodman, Burnip's Corners.
Jacob Bart, North Larr.

Mr. Spring, of Spring & Lindley, Bailey.
Calvin Durkee, Lakeview.
Geo. W. Bartlett, Ashland Station.
Dr. D. W. Conine, Wexford.

Hiram Wolford, Boyne City.
Geo. W. Sharer, Cedar Springs.
B. Ballou, Cadillac.
C. C. Bailey, Fife Lake.

C. E. Kellogg, Jenisonville.
Joseph Newman, Dorset.
Walter Struik, Forest Grove.
H. DeKline, Jamestown.

K. B. Wightman & Son, Hastings.
R. Steffen, Jamestown.
Mr. Wells, of Wagner & Wells, Eastmanville.

O. F. Conklin, Ravenna.
Mr. Walling, of Walling Bros., Lamont.
J. E. Thurkow, Morley.
C. W. Armstrong, Bowen's Mills.

L. E. Paige, Paige & Anderson, Sparta.
W. W. Pierce, Moline.
M. H. McCoy, Grandville.
Wm. Toan, Cedar Springs.
T. W. Provin, Cedar Springs.

C. N. Hyde, Alba.
C. Porter, Chaucney.
Chas. Cole, Ada.
H. E. Deming, Dutton.
J. D. F. Pierson, Pierson.

Nagler & Beeler, Caledonia.
M. V. Wilson, Sand Lake.
D. P. Kilpatrick, Woodland.
Mr. Purdy, of Purdy & Hartings, Sparta.
C. H. Adams, Otego.

E. H. Botsford, Dorset.
Dr. Oliver, of Holland & Ives, Rockford.
Dr. G. B. Nichols, Martin.
G. F. Richardson, Jamestown.

The above merchants, who are the equals of the patrons of any market in all the points that determine the commercial standing of dealers, are "catchpenny trade," according to the Detroit *Commercial*.

Tomato Cans Put to New Uses.

From the Commercial Enquirer.

The gathering of old tomato cans pays handsomely. They are sent to Newark, where fifteen cents a hundred is paid for them. The number found daily in the garbage boxes of this city is tremendous, now that quart cans retail at eight and ten cents a piece. The Newmark man puts the empty cans into a furnace, where the solder softens so that they can be rolled into plates. The plates are blackened and polished, and used by trunk makers to bind the edges of trunks and cover up defects in wood-work. The original price paid for the old cans is fully returned in the sale of the solder that falls from the cans into a receptacle beneath the furnace through a grating on which the cans are heaped.

An Old Saw Reset.

Plumber—Have you Mr. Rich's bill made out yet?

Clerk—Yes, sir; but I want to make another one. There is a big mistake in it.

Plumber—What sort of a mistake?

Clerk—The bill should be \$13.17, but I got the figures transposed, and made it out for \$31.17.

Plumber—Are you sure the 17 cents is right?

Clerk—Oh, yes; perfectly correct.

Plumber—Then never mind about making any change. Take care of the pennies and the dollars will take care of themselves.

Geo. Reed is erecting a new store building at Milton Junction, and will shortly engage in the grocery business. John Caulfield is getting out the new stock this week.

The rag trade of the country reaches about \$30,000,000 a year, and there are 2,000 rag pickers in New York City alone.

Late Business Changes.

Elk Rapids—Lyman Carns, grocer, sold out to Milton B. Long; A. B. Daugherty, tobacconist and confectionary, sold out to S. M. Chaffee.

Indian River—Daniel Keeney, shingle manufacturer, assigned to Geo. P. Langdon.

Portland—C. S. Walcott, restaurant and groceries, sold out to Mariah Disbrow; N. Crittenden, meat market, sold out to Estep & Talmadge.

Drugs & Medicines

TALKS WITH DRUGGISTS.

Discourse on Drugs in General and Patent Medicines in Particular.

From the Detroit Journal.

"Give me 10 cents worth of laudanum," said a pale-faced young woman, with a haggard expression as she entered a Woodward avenue drug store, "for the toothache."

"We don't sell laudanum without a physician's prescription. I can let you have something which will cure the toothache."

"No, I want laudanum," replied the girl, leaving the store.

Said the druggist, turning around to a reporter who happened to be present, "They come in like that every day. It is possible if this girl had got the drug she might have gone home, taken it, went to bed and never woke again in this world. I never take chances."

"Yours is a responsible business?"

"Yes. People make a practice of running in with two or three prescriptions, and all want them at once. I have before me a row of bottles, half of which are poison. They walk impatiently up and down, and must 'catch the next car.' They don't reflect to what extent life is in my hands. Should I get rattled 'as likely as not I would take down poison. The oldest druggists are apt to make mistakes. Opium and rhubarb look and are labeled alike, and mistaking one for the other has often ended in death."

"Who buys patent medicines?"

"Everybody. Many people have an idea that patent medicines are no good. In a great many cases they are right. Some of the best medicines have first been used in country homes. Neighbors receiving benefit from them have urged their being put on the market. The suggestion has been acted upon, and the small beginning afterwards becomes a fortune to the inventor. Many good medicines lose their hold on the public through the short-sightedness of their manufacturers. To effect a small saving they reduce the quality of perhaps the most important drug, and the whole medicine eventually plays out."

"What is the principal ingredient in the largely advertised kidney remedies?"

"Take buchu for instance. This is the old standard drug for kidney troubles the world over. In fact most patent medicines have the same elementary basis, according to the disease they are put up for. Now there are the blood remedies whose names are legion. Corydalis, Golden Seal, Culvers, Mandrake and Sarsaparilla is the formula for all of them. They vary but little. The only material difference is that one is advertised more than the other, and the sales run accordingly. Sagacious and persistent advertising will sell anything. I could put up slops, or colored water, advertise it well and secure it a big sale; yes, and be flooded with testimonials too. It's all in the printer's ink."

"Who buys patent medicines?" said the reporter, stepping into another drug establishment and accosting the clerk.

"Everybody—rich and poor."

"As a rule what virtue is there in them?"

"Physicians to-day don't prescribe medicines equal to some of these old remedies. Some of these I consider invaluable. One in particular is as standard as quinine. The trouble with the new ones put on the market is that they are got up more with the object of making money than having in themselves any particular virtue. Some of these sold at \$1.50 represent 25 per cent. on their cost, while the old remedies, as a rule, afford a smaller margin to the manufacturer."

Another druggist interviewed, asked the question:

"Did you ever hear of a medicine warranted to cure every form of complaint or money refunded?"

The reporter had not heard of it.

"Well, you may laugh, but that's the best patent medicine on the face of the earth. They distinctly instruct me to refund the money where people are not entirely satisfied. You would be surprised to learn how few have come back for their money. I have sold 1,000 bottles and only refunded on 10. The explanation of this is a simple one. The remedy acts as a cathartic on the system, and 5 per cent. would be a big average where this does not reach the supposed disease. At first I thought it was a big humbug, but I have changed my mind. If people would keep their systems in regular order there would be very little demand for patent medicine."

The Question of Quoting Patents.

C. E. Blakely, Coopersville: "I am glad you have omitted the price list of patent medicines from THE TRADESMAN. I believe it better for the retail druggists that it be omitted, as in some cases it might injure their prices."

M. Fordham & Co., Elmira: "It is with pleasure I note the change made in leaving out the patent medicine quotations, as every dealer in them has quotations, and they do not fluctuate in value."

How to Harden Cast-Iron.

Cast-iron may be hardened as follows: Heat the iron to a cherry red, then sprinkle on it cyanide of potassium and heat to a little above red, then dip. The end of a rod that had been treated in this way could not be cut with a file. Upon breaking off a piece about half an inch long it was found that the hardening had penetrated into the interior, upon which the file made no more impression than upon the surface. The same salt can be used to caseharden wrought iron.

Protecting the Retail Druggists.

From the Oil, Paint and Drug Reporter.

The Campion plan of protecting the retail druggists against cutters in the sale of patent medicines is now in force as regards fifteen of the leading proprietors. Their price lists, terms of sale, and contracts will be sent to every wholesale and retail druggist in the country as soon as they issue from the hands of the printers, which will be but a very few days at the most. It appears, from all that we can learn, that a number of proprietors who have not yet assented to the Campion plan, have been prevented from so doing, by the feeling that they were slighted by the originators of the scheme in not being invited to full fellowship at the outset. For this reason they are arrayed in an attitude more or less antagonistic to the plan and are seeking to amend it, in a manner which its friends believe would be, at this time, fatal to its success. The originators of the Campion plan explain that they found it impossible to include all the proprietors in their initiatory movements, and, therefore, only sought to secure enough of the foremost firms to insure the character of the undertaking before putting it into organized form. This, it seems to us, is entirely reasonable and should dispel any feeling to which a seeming slight might have given rise. The opposition is, however, apparently kept alive by one or two proprietors who have heretofore been conspicuous in their opposition to "imitations," to which they have always manifested more than necessary sensitiveness. The wholesale rebate plan has brought into existence some absurd stipulations on the part of proprietors, to which jobbers have more or less generally assented, but it will be a mistake to suppose that the proprietors, by the Campion plan or any other scheme of protection, can buy the allegiance of the retailers to any such extent as was contemplated by some of the provisions proposed. It is eminently proper that proprietors should guard against the deliberate substitution of other goods when their own are called for, but they cannot hope to prevent a retailer from using legitimate arguments to favor the sale of any preparation which, through a pecuniary interest or a belief in its superiority, he may choose to give the preference. The co-operation of the wholesale and retail drug trade is of vast consequence to the patent medicine interest, and merits its encouragement to the extent of whatever action may be necessary to render the sale of patents profitable to the druggist. The protection thus far asked for is no more than a fair reciprocation of the advantages afforded by having these goods regularly handled by the drug trade, and the quasi endorsement of their merits which that trade thus accords. But it is unreasonable to suppose that for this or a further protection the drug trade will give its unqualified endorsement, either to one nostrum as against another, or to any of them as against the professional skill of the physician and the dispensing pharmacist. It is early yet for the patent medicine man to assert or attempt a control of pharmacy; the progress of scientific education and growth of professional pride rather tend to an opposite result.

Will the Campion Plan Afford Relief? From the Pharmaceutical Record.

If anything promises well, this does. It is a reasonable plan; it appears to be a feasible plan; it is an honorable plan. If it is expected to abolish at once the low prices that have been of late charged for proprietary goods, such expectation will be a disappointment, for this is not possible. Many of the cutters have laid in large stocks of goods, and they may be able for some time to continue the old figures. It will only be when they wish to renew their supplies of such goods as are on the Campion plan that they will feel the pressure on those special articles.

The number of manufacturers that have already entered in this project is about fifteen, but they represent some of the largest and most popular proprietary interests and articles now before the public. This number will doubtless increase rapidly, and a brief time will probably see a large portion of the leading articles of this class upon the same schedule.

To insure the popularity of this plan with the manufacturers, it seems desirable that the retail druggists should not only do their part cheerfully, but maintain the project and urge it for acceptance with makers of such articles as it would be desirable to embrace in such a schedule. It will need patience to see its beneficial influence, and persistence in keeping up the schedule prices to realize the permanence of the relief it promises.

"An English physician states that he has known one of his prescriptions to be made up without his order to his patient more than 300 times. He was paid for only one prescription." So says one of the American medical journals. It may astonish that hungry English physician and his friends to learn that other tradesmen have a similar grievance. Our tinker says he sold a saucepan which has been used 300 times, but that he was only paid for it once. He, however, we are pleased to say, has the good grace to be thankful that he was paid that once; why should physicians expect to be paid 300 times over for the commodities they have to sell?

The Italian Government offers a prize of \$2,000 to the inventor of the most practicable method for the transmission of electricity to a distance. Competition open to the world.

New Processes for Chilling Oils.

The old process for chilling paraffine and other oils for pressing has, during the past few years, been superseded by a number of improved methods, two of which recently coming under our notice were worthy of description.

In one case the chilling apparatus consists of a heavy wooden vat, about 20 feet high by 4 feet diameter having at its bottom a perforated plate about 1 foot in diameter and being provided at some distance from the top with an inlet pipe. Through this pipe water from a contiguous tank of salt and ice is pumped into the vat, and a suitably placed outlet insures a constant circulation of the water through the vat. The temperature of this water can be reduced to 8 deg. F., but generally ranges from 15 to 20 deg. F. The oil, at a temperature of about 70 deg. F., is forced into the vat through the perforated plate, and is immediately chilled by contact with the cold water, to the surface of which it rises in the form of solid shot. As these pellets of grease accumulate on the surface of the water in sufficient mass, they are shoveled into a tub and thence go to the press. There is a great saving in time and labor by the use of this process, and a perfect chilling of the oil to whatever temperature may be desired. Its only drawback is said to be that by contact with the salt water the oil becomes impregnated with salt to an extent that is perceptible in the wax but not in the oil. This, the manufacturers using this method say, they find no drawback to the sale of their wax, but if it were they could readily remove the objection by simply melting the wax and allowing the salt to precipitate. The consumption of ice in this machine is very small.

Another rapid and economical process of chilling consists of a revolving iron cylinder of about four and a half feet diameter and seven or eight feet long. Through this cylinder is a constantly circulating stream of water from melting salt and ice, pumped from a tank near by. Nearer the upper surface of the cylinder, and inclined toward it, is a trough or plate, upon which the oil is forced and over which it spreads, flowing on to the cylinder in a thin sheet. As this is carried around by the cylinder it solidifies, and as the revolution is completed the film is scraped from the cylinder and falls into hoppers leading to the press room below. The process is a continuous one and requires no more attention than to maintain the supply of salt water to the interior and oil to the exterior of the cylinder. The amount of work which a cylinder of the dimensions stated is capable of doing, is marvelous, and the saving of labor and ice and the comfort of the workmen by this process, as well as the one previously described, are items of great consequence to the manufacturers of pressed oil.

Hints About Corks.

From the Monthly Magazine of Pharmacy.

A cork should always be as far as possible adapted not only to the bottle or jar it is intended "to stop," but also to the fluid or substance intended to be preserved. Thus, very volatile liquids can be kept far better without material loss with the aid of a really good cork properly prepared for its work, than if a glass stopper of the average badly fitting kind be employed. We will presume that everybody nowadays knows how to soften corks by "pressing," boiling, etc., and also how to select good ones. If good, sound corks, after being thoroughly "soaked," be immersed for a few hours in water at 140° F., containing about one-half per cent. of gelatine and four or five per cent. of glycerine, and are then taken out and dried carefully, it will be found that the loss of any volatile fluid, such as chloroform, ether or petroleum spirit, kept in bottles stopped with corks so treated will be comparatively insignificant.

Corks are discolored and rendered friable by various chemical solutions—nitric acid, fuming of iodine, and the permanganates being among the worst offenders in this respect; they may be protected and rendered proof against the action of acids, alkalis, and oxidizing agents, by (after "softening" in the usual way) drying them and allowing them to digest, at about 120° to 140° F., in a mixture of seven parts of vaseline and two parts of white paraffine wax until, when pressed under the warm fluid, no air bubbles are emitted from them. After being gently wiped and allowed to cool, the corks are ready for use, and they will then be found to resist corrosive liquids in the cold.

Pulverized Vaccine Matter.

From the Medical and Surgical Reporter.

Another important discovery by Dr. Reissner promises to do away with all scarcity of vaccine matter in the future. It offers few difficulties, and every country physician can provide himself with a practically unlimited quantity of the purest animal vaccine virus, at a nominal expense.

A calf is vaccinated with pure virus, and after five full days the pustules are taken off with a pair of forceps, and shaped with a lancet and pressed so as to obtain all the fluid lymph contained. The lymph is spread on glass plates and placed in a sulphuric acid desiccator, where it remains one or two days. It is then taken out, pulverized in a mortar, and replaced in the desiccator until wanted, when it is mixed with a little water or glycerine.

Thus prepared the virus from one calf will vaccinate 2,000 to 3,000 persons. The calf is as well as ever in a few days, and the physician is provided with the purest of bovine virus for an indefinite period.

The insurance adjusters have finished their work at Hubbardston.

WHOLESALE PRICE CURRENT.

Hazeltine, Perkins & Co. quote as follows for quantities usually wanted—for larger amounts write them for quotations:

Advanced—Castor Oil.
Declined—Alcohol.

ACIDS.	
Acetic, No. 8.....	10 @ 10
Acetic, C. P. (Sp. grav. 1.040).....	30 @ 35
Carbolic.....	35 @ 35
Citric.....	3 @ 5
Nitric 36 deg.....	11 @ 12
Oxalic.....	14 1/2 @ 15
Sulphuric 66 deg.....	3 @ 4
Assafoetida.....	3 @ 4
Benzoic, English.....	15 @ 20
Benzoic, German.....	12 @ 15
Tannic.....	15 @ 17

AMMONIA.	
Carbonate.....	16 @ 20
Muriate (Powd. 22c).....	15 @ 15
Aqua 16 deg or 3f.....	6 @ 7
Aqua 18 deg or 4f.....	7 @ 8

BALSAMS.	
Copaiba.....	50 @ 50
Peru.....	2 @ 20
Tolu.....	60 @ 60

BARKS.	
Cassia, in mats (Powd 20c).....	12 @ 12
Cinchona, yellow.....	15 @ 15
Elm, select.....	13 @ 13
Elm, ground, pure.....	15 @ 15
Elm, powdered, pure.....	15 @ 15
Sassafras, of root.....	10 @ 10
Walnut Chocoma.....	12 @ 12
Bayberry powdered.....	18 @ 18
Hemlock powdered.....	30 @ 30
Wahoo.....	12 @ 12
Soap ground.....	12 @ 12

BERBERIS.	
Cubeb, prime (Powd \$1 20).....	21 @ 20
Juniper.....	6 @ 7
Prickly Ash.....	1 @ 11

EXTRACTS.	
Licorice (10 and 25 lb boxes, 25c).....	27 @ 27
Licorice, powdered, pure.....	37 1/2 @ 37 1/2
Logwood, bulk (12 and 25 lb boxes).....	9 @ 9
Logwood, 1/2 lb boxes.....	12 @ 12
Logwood, 25 lb boxes.....	12 @ 12
Logwood, 1/4 lb boxes.....	15 @ 15
Logwood, ass'd.....	14 @ 14
Fluid Extracts—25 per cent. off list.	

FLOWERS.	
Amnia.....	10 @ 11
Chamomile, Roman.....	25 @ 25
Chamomile, German.....	25 @ 25

GUMS.	
Aloe, Barbadoes.....	60 @ 75
Aloe, Cape (Powd 24c).....	15 @ 15
Aloe, Socotrina (Powd 60c).....	15 @ 15
Ammoniac.....	25 @ 30
Arabic, extra select.....	60 @ 60
Arabic, powdered select.....	50 @ 50
Arabic, 24 picked.....	40 @ 40
Arabic, 34 picked.....	35 @ 35
Arabic, sifted sorts.....	30 @ 30
Asafoetida, prime (Powd 30c).....	35 @ 40
Benzoic.....	55 @ 60
Camphor.....	25 @ 25
Catechu, 16 1/4 lbs, 1/4 lb boxes.....	13 @ 13
Catechu, 1/2 lb boxes.....	35 @ 40
Galbanum strained.....	80 @ 80
Gamboge.....	90 @ 100
Guaiac, prime (Powd 45c).....	35 @ 35
Kino (Powdered, 30c).....	10 @ 10
Mastic.....	40 @ 40
Myrrh, Turkish (Powdered 47c).....	40 @ 40
Opium, pure (Powd \$5.50).....	4 @ 5
Shallac, Campbell's.....	35 @ 35
Shallac, Bland's.....	25 @ 25
Shallac, native.....	25 @ 25
Shallac, bleached.....	33 @ 33
Tragacanth.....	30 @ 30

HERBS—IN OUNCE PACKAGES.	
Hoarhound.....	25 @ 25
Lobelia.....	25 @ 25
Peppermint.....	25 @ 25
Rue.....	40 @ 40
Sage.....	24 @ 24
Sweet Majoram.....	35 @ 35
Tanzy.....	25 @ 25
Thyme.....	30 @ 30
Wormwood.....	25 @ 25

IRON.	
Citrate and Quinine.....	6 @ 40
Solution mur., for tinctures.....	20 @ 20
Sulphate, pure, crystalline.....	7 @ 7
Citrate.....	7 @ 7
Phosphate.....	65 @ 65

LEAVES.	
Buchu, short (Powd 25c).....	12 @ 11
Senna, Italian, bulk (1/4 and 1/2 lb boxes).....	18 @ 20
Senna, Alex. natural.....	30 @ 30
Senna, Alex. sifted and garbled.....	22 @ 22
Senna, powdered.....	22 @ 22
Senna tinnivell.....	10 @ 10
Uva Ursi.....	10 @ 10
Benedictina.....	35 @ 35
Foxglove.....	30 @ 30
Henbane.....	35 @ 35
Rose, red.....	2 @ 35

LIQUORS.	
W. D. & Co.'s Sour Mash Whisky.....	2 @ 25
Distillers' Favorite Rye.....	1 @ 25
Whisky, other brands.....	1 @ 10
Gin, Old Tom.....	1 @ 15
Gin, Holland.....	2 @ 15
Gin, Blackberry.....	2 @ 15
Catappa Wines.....	1 @ 25
Port Wines.....	1 @ 35

MAGNESIA.	
Carbonate, Patterson's, 2 oz.....	23 @ 23
Carbonate, Jennette's, 2 oz.....	23 @ 23
Carbonate, E. & Co.'s solution.....	2 @ 25
Calcined.....	70 @ 70

OILS.	
Almond, sweet.....	45 @ 50
Amber, rectified.....	2 @ 20
Bay oil.....	2 @ 50
Bergamont.....	18 1/2 @ 20
Castor.....	2 @ 20
Croton.....	75 @ 75
Cajuput.....	1 @ 25
Cassia.....	1 @ 25
Cedar, commercial (Pure 75c).....	40 @ 40
Citronella.....	1 @ 25
Cloves.....	1 @ 25
Cubebs, P. & W.....	8 @ 80
Ergoster.....	1 @ 10
Geranium oil.....	75 @ 75
Hemlock, commercial (Pure 75c).....	50 @ 50
Juniper wood.....	2 @ 20
Juniper berries.....	2 @ 20
Lavender flowers—French.....	2 @ 20
Lavender garden do.....	1 @ 100
Lavender spike do.....	1 @ 100
Marjoram.....	1 @ 85
Lemon, Sanderson's.....	2 @ 200
Lemongrass.....	80 @ 80
Origanum, red flowers, French.....	1 @ 25
Origanum, No. 1.....	1 @ 20
Pennyroyal.....	2 @ 20
Peppermint, white.....	2 @ 25
Rose oil.....	9 @ 75
Rosemary.....	1 @ 50
Sandal Wood, German.....	8 @ 80
Sandal Wood, Turkish Dark.....	3 @ 30
Sassafras.....	10 @ 10
Tanzy.....	2 @ 25
Wintergreen.....	4 @ 50
Wormwood, No. 1 (Pure \$5.50).....	2 @ 20
Savin.....	2 @ 20
Cod Liver, filtered.....	1 @ 10
Cod Liver, best.....	3 @ 30
Cod Liver, H. P. & Co.'s, 16.....	2 @ 20
Oliver, "Sublime Italian".....	2 @ 20
Salad.....	65 @ 67
Rose, Ihmsen's.....	9 @ 75

POTASSIUM.	
Bismuth.....	15 @ 15
Bromide, cryst. and gran. bulk.....	35 @ 35
Chlorate, cryst (Powd 23c).....	1 @ 40
Iodide, cryst. and gran. bulk.....	1 @ 40
Prussiate yellow.....	30 @ 30

ROOTS.	
Alkanet.....	25 @ 25
Aithia, cut.....	17 @ 17
Arrow, St. Vincent's.....	47 @ 47
Arrow, Taylor's, in 1/4s and 1/2s.....	15 @ 15
Calamus, peeled.....	18 @ 18
Calamus, German white, peeled.....	23 @ 23
Elecampane, powdered.....	13 @ 13
Gentian (Powd 17c).....	13 @ 13
Ginger, African (Powd 16c).....	35 @ 35
Ginger, Jamaica bleached.....	30 @ 30
Golden Seal (Powd 40c).....	20 @ 20
Hellebore, white, powdered.....	1 @ 10
Peccary, B. P. powdered.....	37 1/2 @ 37 1/2
Jalap, powdered.....	12 @ 12
Licorice, select (Powd 12 1/2c).....	15 @ 15
Licorice, extra select.....	35 @ 35
Rhei, from select to choice.....	1 @ 50
Rhei, powdered E. I.....	1 @ 50
Rhei, choice cut cubes.....	2 @ 20
Rhei, choice cut fingers.....	2 @ 20
Serpentina.....	60 @ 60
Seneka.....	40 @ 40
Sarsaparilla, Honduras.....	60 @ 60

Sarsaparilla, Mexican.....	18 @ 18
Squills, white (Powd 35c).....	10 @ 10
Valerian, English (Powd 30c).....	25 @ 25
Valerian, Vermont (Powd 28c).....	20 @ 20

SEEDS.	
Anise, Italian (Powd 20c).....	13 @ 13
Bird, mixed in lb packages.....	5 @ 5
Canary, Smyrna.....	5 1/2 @ 5 1/2
Caraway, best Dutch (Powd 19c).....	11 @ 12
Cardamom, Aleppee.....	2 @ 20
Cardamom, Malabar.....	2 @ 20
Celery.....	20 @ 20
Coriander, best English.....	12 @ 12
Fennel.....	15 @ 15
Flax, clean.....	3 1/2 @ 3 1/2
Flax, pure grd (bbl 34c).....	4 @ 4 1/2
Foenugreek, powdered.....	8 @ 8
Hemp, Russian.....	5 @ 5 1/2
Mustard, white (Black 10c).....	8 @ 8
Quince.....	1 @ 100
Rape, English.....	7 1/2 @ 8
Worm, Levant.....	14 @ 14

SPONGES.	
Florida sheep's wool, carriage.....	2 @ 25
Nassau do do do.....	2 @ 25
Velvet Extra do do.....	1 @ 10
Extra Yellow do do.....	85 @ 85
Grass do do.....	65 @ 65
Hard head, for slate use.....	7 @ 7
Yellow Reef, do do.....	1 @ 40

MISCELLANEOUS.	
Alcohol, grain (bbl \$2.27) gal. ref.....	2 @ 35
Alcohol, wood, 95 per cent ex. gal.....	1 @ 50
Andryne Hoffman's.....	50 @ 50
Arsenic, Donovan's solution.....	12 @ 12
Arsenic, Fowler's solution.....	12 @ 12
Annatto 1 lb rolls.....	50 @ 50
Blue Soluble.....	2 @ 25
Bay Rum, imported, best.....	2 @ 25
Bay Rum, domestic, H. P. & Co.'s.....	2 1/2 @ 3 1/2
Alum, ground (Powd 9c).....	3 @ 4
Annatto, prime.....	4 @ 32
Antimony, powdered, coml.....	4 1/2 @ 4 1/2
Arsenic, white, powdered.....	6 @ 7
Balm Gilead Buds.....	40 @ 40
Beans, Tonka.....	7 @ 25
Beans, Vanilla.....	7 @ 25
Bismuth, sub nitrate.....	1 @ 15
Blue Pill (Powd 70c).....	45 @ 45
Blue Vitriol.....	7 1/2 @ 9
Borax, refined (Powd 12c).....	2 @ 25
Cantharides, Russian powdered.....	2 @ 50
Capsicum Pods, African.....	18 @ 18
Capsicum Pods, African pow'd.....	20 @ 20
Capsicum Pods, American do.....	18 @ 18
Carmine, No. 40.....	4 @

The Michigan Tradesman.

A MERCANTILE JOURNAL, PUBLISHED EACH WEDNESDAY.

E. A. STOWE & BRO., Proprietors.

OFFICE IN EAGLE BUILDING, 3d FLOOR.

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

WEDNESDAY, APRIL 30, 1884.

Overstocking Country Stores.

One great cause of ill success in conducting the business of a country store is the tendency on the part of some dealers to load up their shelves and counters with goods for which there is no local demand. In this way many get their money tied up. The goods lie about the store until they get stale, dusty or shop-worn, and when finally disposed of will scarcely bring a moiety of their original cost.

It is a great temptation to a merchant to buy goods below their quoted value. He does not always stop to consider whether they are such things as customers are likely to call for. They please his eye and the persuasive drummer convinces him that they are cheap and the money passes out of his possession, perhaps never to return to him again.

In buying goods always consider first what the demands of customers are likely to be. Never buy a large amount of fancy goods because they are offered to you at half price. The very fact of their being on the market at a low figure is often an indication that they are either going out of fashion or that they have ceased to be a novelty. Buy cautiously, even in staple goods, unless you have positive reasons for believing that they are going to immediately advance, and never, under any circumstances, assume liabilities far beyond your ability to meet if a sudden decline should come.

I have been in country stores where the attic was full of unsalable goods—"traps" that had been laid aside to decay because they were not in demand and because the space they occupied below was needed for other commodities. These things in some instances, cost hundreds of dollars, and what they were ever bought for is a mystery to a practical business man.

It is better not to over-stock country stores, but rather to send to market frequently, for fresh, attractive and new-style goods. With the present railroad and transportation facilities and the promptness in filling orders by jobbing houses, a country merchant can do a large business on a comparatively small amount of capital, and without taking any serious risks. He can please his customers better, and with a proper system he need not suffer much inconvenience by sending frequent orders and receiving small consignments.

Half of the retail grocers who fail in business get into financial trouble by investing in unsalable goods. Shop-worn goods do not make an attractive display. Sell them at any price and get them out of the way before they become a dead loss. They disfigure a store, and they give a frowny appearance to better things that surround them.

Buy cautiously, carefully and for your customers, and determine in the start in trade not to accumulate an unsalable lot of odds and ends that represent a large investment that cannot be sold at any price.

Silence is Golden.

From the Commercial Enquirer.

A great deal of injury can be done a man's business by careless remarks and gossip, either on his own part or that of his clerks. This is true in no business more than that of the dealer in groceries. He naturally in the course of his business becomes more or less familiar with the private affairs of most of his customers. He should see to it that neither himself nor his employees make an improper use of the knowledge that they have thus obtained. By indulging in talk about such matters they possibly gain the good will of some gossiping female customer, but they will disgust all right-minded people and probably lose the trade of the persons of whom they have spoken disparagingly.

We will give you an instance in point. A friend of ours told it to us and as he related it to us was about as follows: A German boy of about fifteen, who had only been a short time in this country and spoke English imperfectly, was sent daily by the grocer to our friend's house for orders. He was smart and obliging and everybody liked him. One day while waiting to receive an order he said to the lady of the house in his peculiar English, "Der ish a man vat owes ush a pig pill, more as forty tollar. He ish drunk all the dime und von't pay it, but de ole woman ish goot und ve'll ket it vrom her."

Our friend's wife, of course, thought it was none of her business, and did not make any reply to the boy. She thought over the matter, however, and that evening suggested to her husband that it would be advisable to change their grocer, as there was no telling whom the boy might gossip about when led on by some inquisitive and unscrupulous person. The gentleman talked the matter over for a while and finally decided to inform the boy's employer of his talkative propensities before taking extreme measures. The boy is as dumb as an oyster now, but there can be no telling how much damage his long tongue may have done before it was stopped.

Horn & Eldredge, grocers at Byron, have retired from business.

One of the Greatest of Speculators.

Phil. D. Armour is of sturdy Scotch Presbyterian stock. He was born in one of the central counties of New York, on a farm among the hills. It was the highest ambition of his boyhood days to earn money enough to buy the farm adjoining his father's.

When the gold fever broke out he was still a mere stripling; but, full of youthful enthusiasm, he started for California, driving a wagon across the plains and mountains. He remained there three or four years, and in that time saved a few thousand dollars. He had cash enough to buy that farm and settle down. He had no sooner reached home than he experienced a sudden revulsion of feeling. The streets of the village looked narrow, cramped, and dull. The house looked mean and dingy. He only remained on the farm two or three days, and then took himself to Cincinnati. Later he drifted to Milwaukee, and at the close of the war he sold a great lot of pork at \$40 a barrel, and bought it in again at \$18 to \$19, realizing a profit of about a million. To-day he ranks as the wealthiest man in Chicago, being rated by his friends at \$25,000,000 to \$30,000,000.

Failures for the First Quarter.

The record of business failures in the United States for the first quarter of 1884 is very unsatisfactory, indicating a large increase over the previous years. The total for the first three months amounts to 3,320. With the record of the past five years as a guide, it is estimated that the failures for 1884 may exceed the heaviest on the list—1878. On the other hand, it is gratifying to note that these failures were generally among small merchants, eighty-four per cent. of them representing enterprise employing a capital of \$5,000 or less, there being only twelve failures between \$250,000 and \$500,000, and three over the latter sum. "Notwithstanding the lengthy list of failures for the first quarter," says *Bradstreet's*, "it must not be overlooked that the list has been materially declining for some weeks, and during this period, with no noteworthy exception, there have been no really heavy failures, and as a commercial panic is defined as a time when solvent firms fail, we are drifting further and further from the nearest approach we have had to a panic."

The area at present sown to winter wheat in the United States is about 27,000,000 acres, which is 2,000,000 acres more than that of the last census. The increase is about 1,500,000 on the Pacific coast and 750,000 in the Southern States. There is a small increase in the Middle States, and a slight decrease in the Ohio Basin.

CARPETS AND CARPETINGS.

Spring & Company quote as follows:

TAPESTRY BRUSSELS.	
Roxbury tapestry.....	@ 90
Smith's 10 wire.....	@ 90
Smith's extra.....	@ 85
Smith's B Palisade.....	@ 70
Smith's C Palisade.....	@ 65
Higgins' ***.....	@ 82½
Higgins' ***.....	@ 70
Sanford's extra.....	@ 82½
Sanford's Cornets.....	@ 65

THREE-PLY.	
Hartford 3-ply.....	@ 1 00
Lowell 3-ply.....	@ 1 00
Higgins' 3-ply.....	@ 1 00
Sanford's 3-ply.....	@ 97½

EXTRA SUPERS.	
Hartford.....	@ 77½
Lowell.....	@ 82½
Other makes.....	@ 77½
Best cotton chain.....	@ 62½

ALL WOOL SUPERFINES.	
Best 2-ply.....	57½ @ 60
Other grades 2-ply.....	52½ @ 55

WOOL FILLING AND MIXED.	
All-wool super 2-ply.....	50 @ 55
Extra heavy double cotton chain.....	42½ @ 45
Double cotton chain.....	35 @ 40
Heavy cotton and wool, double.....	30 @ 32½
Half d/1 chain, cotton & wool, 2-ply.....	27½ @ 32½
Single cotton chain.....	19 @ 25

HEMPS.	
3-ply, 4-4 wide, extra heavy.....	27½ @ 30
B, 4-4 wide.....	@ 22
Imperial, plain, 4-4 wide.....	@ 18½
D, 3-3 inches.....	@ 17

OIL CLOTHS.	
No. 1, 4-4, 5-4, 6-4 and 8-4.....	@ 45
No. 2, do.....	@ 37½
No. 3, do.....	@ 30
No. 4, do.....	@ 25

MATTINGS.	
Best all rattan, plain.....	@ 62½
Best all rattan and cocoa, plain.....	@ 52½
Napier A.....	@ 50
Napier B.....	@ 40

CURTAINS.	
Opaque shades, 38 inch.....	@ 15
Holland shades, B finish, 4-4.....	@ 18
Pacific Holland, 4-4.....	@ 10
Hartshorn's fixtures, per gross.....	@ 36
Cord fixtures, per gross.....	@ 10

MILLINERY GOODS.

J. J. Van Leuven quotes as follows:

HATS.	
Cantons.....	Per doz 2 25 @ 3 00
Milans.....	4 00 @ 6 00
Fine Milans.....	9 00 @ 12 00
Superfine Milans.....	15 00 @ 18 00
Chips.....	5 00 @ 12 00

BLACK CRAPE.

Samuel Courtland & Co.'s brand.	
4-4.....	per yard 50¢ 75
4-4.....	85¢ 1 05
4-4.....	1 50 @ 2 00
5-4.....	1 75 @ 2 50
5-4.....	2 75 @ 3 00
6-4.....	3 25 @ 4 50

RIBBONS.	
Satin and GG, all silk, extra heavy, all colors.....	1 00
No. 4.....	1 25
No. 5.....	1 50
No. 7.....	1 50
No. 9.....	1 85
No. 12.....	2 25
No. 16.....	2 75

Second quality, all colors.	
No. 4.....	40
No. 5.....	50
No. 7.....	70
No. 9.....	85
No. 12.....	90
No. 16.....	1 10

MICHIGAN COMMERCIAL TRAVELERS' ASSOCIATION.

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

LIST OF OFFICERS:
President—RANSOM W. WILEY, of Detroit.
President—CHAS. E. WELBY, of Detroit.
President—CHAS. E. WELBY, of Detroit.
L. W. ATKINS, Grand Rapids; I. N. ALEXANDER, Lansing; U. S. LORD, Kalamazoo; H. E. MEER, Bay City.
Secretary and Treasurer—W. N. MREDDITH, Detroit.
Board of Trustees, For One Year—J. C. PONTIUS, Chairman, R. A. MUNGER, H. K. WHITE, For Two Years—D. MORRIS, A. W. CULVER.

THIS SPACE IS RESERVED FOR

ARTHUR MEIGS & CO., Wholesale Grocers,

55 and 57 Canal Street,
Grand Rapids, Michigan,

PROPRIETORS OF THE CELEBRATED BRANDS

Red Fox & Big Drive Plug Tobacco,

The Best in the Market.

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

Arthur Meigs & Co.

Candy

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

Oranges

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

Lemons

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

Nuts

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

Peanuts

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

PUTNAM & BROOKS

FOX, MUSSELMAN & LOVERIDGE,



WHOLESALE GROCERS,

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

—WE ARE FACTORY AGENTS FOR—

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

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

—WE MAKE SPECIAL CLAIM FOR OUR—

Tobaccos, Vinegars and Spices!

OUR MOTTO: "SQUARE DEALING BETWEEN MAN AND MAN."
CORRESPONDENCE SOLICITED.

F. J. LAMB & COMPANY,

—WHOLESALE DEALERS IN—

Butter, Cheese, Eggs,

Apples, Onions, Potatoes, Beans, Etc.

NO. 8 AND 10 IONIA STREET,

GRAND RAPIDS. - MICHIGAN.

A. B. KNOWLSON

—WHOLESALE DEALER IN—

AKRON SEWER PIPE,

Fire Brick and Clay, Cement, Stucco,

LIME, HAIR, COAL and WOOD.

ESTIMATES CHEERFULLY FURNISHED.

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

SPRING & COMPANY

—WHOLESALE DEALERS IN—

FANCY AND

STAPLE DRY GOODS

CARPETS,

MATTINGS,

OIL CLOTHS,

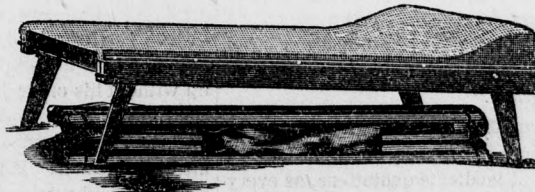
ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids, - - - Michigan.

M. B. Church "Bedette" Co.,

Manufacturer of THE "Bedette."



PATENTED JUNE 15, 1883.

This invention supplies a long felt want for a cheap portable bed, that can be put away in a small space when not in use, and yet make a roomy, comfortable bed when wanted. Of the many cots that are in the market there is not one, cheap or expensive, on which a comfortable night's rest can be had. They are all narrow, short, without spring, and in short no bed at all. While THE BEDETTE folds into a small space, and is as light as anything can be made for durability, when set up it furnishes a bed wide and long enough for the largest man, and is as comfortable to lie upon as the most expensive bed. It is so constructed that the patent sides, regulated by the patent adjustable tension cords, form the most perfect spring bed. The canvas covering is not tacked to the frame, as on all cots, but is made adjustable, so that it can be taken off and put on again by any one in a few minutes, or easily tightened, should it become loose, at any time from stretching. It is a perfect spring bed, soft and easy, without springs or mattress. For warm weather it is a complete bed, without the addition of anything; for cold weather it is only necessary to add sufficient clothing. The "BEDETTE" is a household necessity, and no family after once using, would be without it. It is simple in its construction, and not likely to get out of repair. It makes a pretty lounge, a perfect bed, and the price is within the reach of all.

Price—36 in. wide, by 6½ ft. long, \$3.50; 30 in wide, by 6½ ft. long, \$3.00; 27 in. wide, by 4½ ft. long, cover not adjustable, \$2.50. For sale by furniture dealers everywhere. If not for sale by your dealer it will be sent to any address on receipt of price.

The Michigan Tradesman.

PENCIL PORTRAITS—NO. 11.

J. N. Bradford, Better Known as "Brad."

James N. Bradford was born at Stony Creek, Oakland county, this State, Nov. 23, and shortly afterward removed with his 1844, parents to Orion, in the same county. There he remained until seven years of age, when his parents removed to Grand Rapids, where they lived six years, removing to Ravenna to run a hotel, and work a new farm. Brad. worked on the farm summers, and attended the district school winters, until August 11, 1862, when he enlisted, as a private, in the sixth Michigan Volunteers, following the fortunes of his regiment until the close of the war. He then returned to Muskegon, and for the next three years, followed the lakes summers, and worked in the lumber woods winters. In 1869, he entered into partnership with his brother, L. C. Bradford, and under the firm name of Bradford Bros., carried on a general mercantile business at Ravenna, buying out his brother's interest in 1870, and removing it to Muskegon, where he located in business on Pine street. In 1872, he formed a co-partnership with D. G. Carpenter, which continued until 1873, when they launched out in the lumber business, Brad. selling out his interest, shortly afterward, to Thomas and Uriah Culbert. He then entered the employ of Wm. Martin, at that time proprietor of the Muskegon City Mills, where he remained three years, serving as clerk, book-keeper, and general hand. He then removed to Fremont Center, where he conducted a general business for Mr. Martin, two years under the firm name of J. N. Bradford & Co., at the expiration of which time the stock was removed to Muskegon. Brad. then entered into partnership with Peter Neil, engaging in the grocery business, disposing of his interest the following spring, and heading toward the silver mines of Colorado, where he arrived June, 1879, spending several months roaming around among the different mining camps. His next move was to engage in the tobacco and cigar business, at Denver, selling out, shortly afterward, to wander through Kansas and Missouri. He landed at Grand Rapids, Nov. 4, 1879, and immediately entered the employ of Arthur Meigs & Co., then doing business on Pearl street. At that time, Meigs was buying hay and grain in Indiana, and selling them to the Northern trade, and Brad. was dispatched to the Hoosier State to do the buying. His first move involved the firm in a lawsuit, one man refusing to carry out his contract, although afterward compelled to pay \$517 and costs, and recognize the fact that the contract was binding. Jan. 1, 1870, Brad. returned to the house, and occupied the numerous positions of shipping clerk, billing clerk, salesman and porter, taking a trip every two weeks to Muskegon and the other towns on the Big Rapids branch. The next spring he took his grips and carried them over the G. R. & I., as far north as Tustin, the F. & P. M., and east on the D., G. H. & M. Two years ago his route was changed so as to include all towns on the C. & W. M., north, but retaining the territory on the D., G. H. & M., east. This trade he continues to visit with the regularity of clock-work.

Mr. Bradford's chief strength as a salesman lies in his ability to make friends and hold them. He handles as many—and probably more—customers than any other traveler out of this market, and sells the same men year after year. He is a thorough groceryman, understands his line, and takes pains to post himself on changes and other points bearing on the business. He is, moreover, a careful salesman, being a good judge of the character and responsibility of his trade, and is an exceptionally successful collector, making comparatively few losses.

On the Easel—W. H. Downs, L. M. Mills.

Proof Positive that Stanwood is Alive.

A Stanwood correspondent writes: Stanwood is a small town, but she is not asleep by any means. There are a new grist mill, a town hall, and a county house and asylum in process of construction at the present time, and several new dwelling houses, all of which serve to make business lively. What we want now is some good-humored man to start a hotel, as we have no regular stopping place. There is not a better point on the line of the G. R. & I. than this for a hotel. Mr. Tucker has a building for sale that would make a desirable hotel. We also want a hard wood manufactory of some kind, as there is plenty of hard beech and maple in the vicinity going to destruction every day. You can judge that we are not asleep when every business man in town takes THE TRADESMAN.

Fulfills What Its Name Implies.

From the Buffalo Mercantile Review. A recent addition to our exchanges may be mentioned as THE MICHIGAN TRADESMAN. This comparatively new journal thoroughly fulfils what its name implies, being a carefully edited paper, giving a pithy weekly digest of the trade transactions of its section and state, and original articles of considerable thought and ability on matters of mercantile interest, as well as useful legal points, and decisions of value to every business man. The growing and important town of Grand Rapids, where our new contemporary is published, is to be congratulated on possessing such a bright and faithful reflector of its commercial doings, and the proprietors, the Messrs. Stowe, have our sincere good wishes in their enterprise.

It is estimated that the peanut crop in the South this year will be worth \$3,000,000.

All Sorts.

J. W. Holmes, Remus, has gone into T. C. Gardner's old stand.

Meerchaum has been discovered in some parts of North Carolina.

Owen & Tubbs, grocers at Charlotte, are succeeded by Eaton & Tubbs.

H. S. Lay, druggist at Petoskey, has sold his stock to S. A. Barber & Co.

A 3,000,000 a day match factory will soon be started at Owosso by Gus A. Fass.

Charlotte expects to get a seamless knit hosiery factory that will employ 100 operators.

Mrs. A. Tracy will shortly engage in the millinery and fancy goods business at Muskegon.

Full and complete line of summer silks, all styles, qualities and prices at Voigt, Herpolsheimer & Co.'s.

Ezra Carrier and Chas. E. Lockwood will engage in the agricultural implement business at Traverse City.

The largest assortment of parasols west of New York at Voigt, Herpolsheimer & Co.'s. All styles and shades.

Voigt, Herpolsheimer & Co. offer to the trade an exceptionally complete assortment of summer shawls, all styles, sizes and prices.

D. J. Adams, a mechanic, of Kitteny, Me., claims to have discovered a process by which copper can be welded as perfectly and as securely as iron.

The St. Louis Manufacturing Co. is numbered with the past. The amounts paid in have all been returned less pro rata expense. The town was divided, hence the failure.

There are twelve manufactories of artificial teeth in the United States, which make 10,000,000 of these useful articles per annum. They are made of feldspar, kaolin and rock crystal.

Three hundred carloads of elm square timber are being shipped from Reed City to Traverse City, where they will be loaded on vessels and taken to Europe for ship building.

Seven Leavenworth doctors were gathered around a man who fell on the sidewalk. Four called it sunstroke, and the others said it was a fit. Along came a small boy and proved it was banana-peel.

A Saginaw correspondent writes: The lumber market is very active, sales aggregating several million feet being reported each day for several days past. But few dry lots remain over from last year's cut. Full market prices are obtained.

In a recent report of the commissioner of agriculture he states that "the rate of the wheat yield is increasing in the districts where mixed farming and recuperative methods obtain, and decreasing in the region of consecutive crops of spring wheat." The soil, as well as all other things earthly, comes under nature's laws of rest and repairs.

This country makes one-fifth of the iron and one-fourth of the steel in the world, and furnishes one-half of the gold and one-half the silver of the world's supply. Taking all the mining industries of the world, the United States represents 36; Great Britain, 33, and all other nations 31 per cent. of the total. Anglo Saxondom, therefore, represents 69 per cent. of the mining industry of the earth.

Good Words Unsolicited.

Fred Kern, general merchandise, Frankfort: "I like it."

Geo. E. Herrick, lumber, Cadillac: "It is O. K., with lumber quotations. Just what I have been wanting."

E. Gillett, general dealer, Clear Water, "I am very thankful that I have had the opportunity of reading the valuable TRADESMAN. I cannot do without it."

A Lost Opportunity.

"How is the Cadillac Manufacturing Co.?" asked a reporter of THE TRADESMAN of Editor Rindge the other day. "Where it started," was the reply. "Thus does Cadillac allow an exceptional opportunity to slip through her fingers, besides permitting the impression to go abroad that her citizens have not enough public spirit or faith in the future of the place to justify investments that could not fail to immediately benefit the town."

Status of the Stewart Matter.

John B. Roosevelt, assignee for Wm. H. Stewart, at Round Lake, presents the following report of receipts and disbursements:

RECEIPTS.
Stock of goods, appraised value.....\$350
Store building.....100
Accounts receivable.....50
\$500

DISBURSEMENTS.
Stock of goods remaining on hand.....\$350
Paid for attorney's fees.....150
Paid for labor.....150
Store building.....100
Accounts receivable.....50
\$800

Application will be made in the Circuit Court at Cadillac May 12 for the allowance of the account and the discharge of the assignee, and the release of his bondsmen. Roosevelt asks for \$150 as his compensation.

FOSTER, STEVENS & CO.,

—WHOLESALE—

HARDWARE!

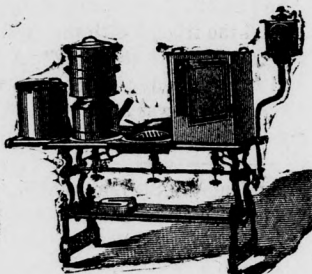
10 and 12 MONROE STREET,

GRAND RAPIDS, MICHIGAN.

WE SOLICIT THE DEALER'S TRADE,

And NOT the Consumer's.

We are Manufacturer's Agents for the



Crown Jewel Vapor Stove!

And quote factory prices. Send for catalogue

We are Manufacturer's Agents for



Jewett's Bird Cages

And quote factory prices. Send for catalogue

We are Manufacturer's Agents for



Jewett's Filters,

And quote factory prices. Send for catalogue

We are also Headquarters for

Grand Rapids Wheelbarrows and

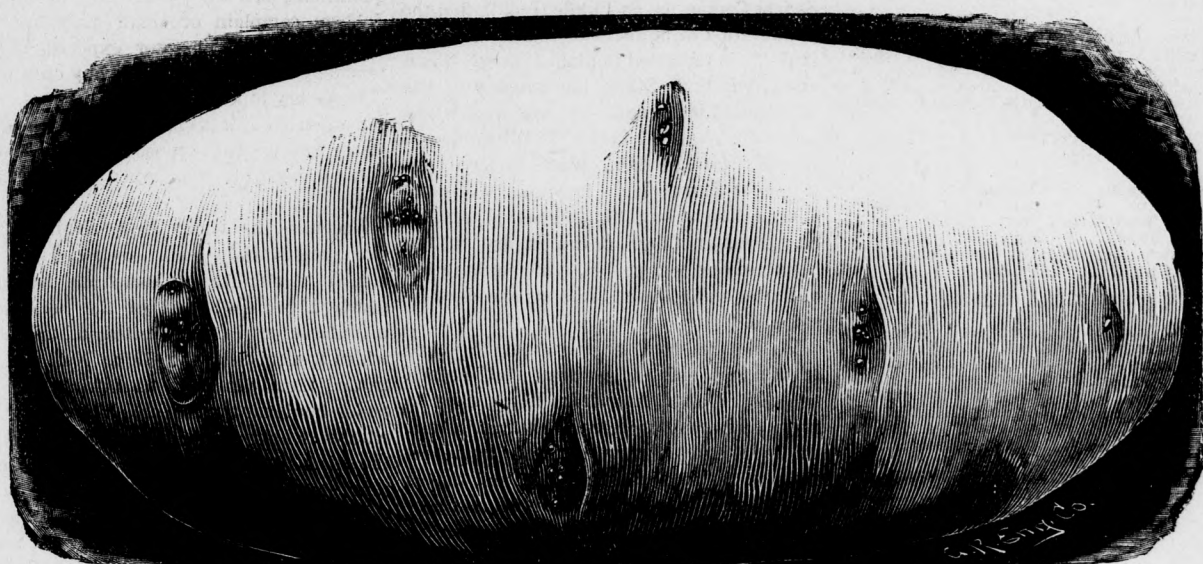
Bacon & Priestly Express Wagons,

All of which are sold at factory prices. We would be pleased to send catalogue to those wishing to buy.

We are carrying to-day as large a stock, and filling orders as complete, as any house in Michigan.

Foster, Stevens & Co.

THE "WHITE STAR"



POTATO.

To Gardeners and Farmers.

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

YIELDING FAR BETTER THAN ANY OTHER VARIETY KNOW

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

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

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

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

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

FOR FULL PARTICULARS AND TERMS TO DEALERS, ADDRESS

O. W. BLAIN & CO., General Agents,

Produce Commission Merchants, Fruits, Vegetables, Etc.,

152 Fulton Street, GRAND RAPIDS, MICHIGAN.

Also have 2,500 bushels of the Celebrated White English Sovereign Oats—a sure crop—50 to 90 bushels per acre. Price, 75c per bushel.

U. FEETER,

36 South Division Street, Grand Rapids, Mich.

Dealer in

All Kinds of Country Produce

—Also—

STAPLE AND FANCY GROCERIES,

CANNED AND DRIED FRUITS.

EGGS AND BUTTER

A Specialty. Pays Cash on Receipt of Property.

Buyers of Eggs by the Crate or Barrel will be supplied at the lowest Wholesale

Price with Sound, Fresh Stock. This House

does not handle Oleomargarine, Butterine or

Suine.

Telephone Connection.

A. H. FOWLE,

HOUSE DECORATOR

—And Dealer in—

FINE WALL PAPER

Window Shades, Room Mouldings,

Artists' Materials!

Paints, Oils, Glass, Etc.

37 No. IONIA STREET, SOUTH OF MONROE.

Special designs furnished and Estimates given for interior decoration and all kinds of stained and ornamental Glass work.

STEAM LAUNDRY

43 and 45 Kent Street.

A. K. ALLEN, Proprietor.

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

Orders by Mail and Express promptly attended to.

RISING SUN YEAST



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

PERKINS & HES

—DEALERS IN—

Hides, Furs, Wool & Tallow,

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

ALBERT COYE & SONS,

—Manufacturers and Jobbers of—

Awnings, Tents,

Horse, Wagon and Stack Covers,

Flags, Banners, Etc.

All Ducks and Stripes Kept Constantly on Hand.

73 Canal Street.

GRAND RAPIDS, MICHIGAN.

Send for Prices.

A. A. CRIPPEN,

WHOLESALE

Hats, Caps and Furs

54 MONROE STREET,

GRAND RAPIDS, MICHIGAN.

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

GRAND RAPIDS Flower Pots & Hanging Vases

MANUFACTURED FOR

H. LEONARD & SONS,

GRAND RAPIDS, MICH.

HAND OR MACHINE MADE POTS FOR SALE BY THE PACKAGE OR RE-PACKED TO ORDER.

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

SEEDS

—FOR THE—

FIELD AND GARDEN,

—AT—

WHOLESALE AND RETAIL,

—AT THE—

SEED STORE,

91 Canal St., Grand Rapids, Mich

W. T. LAMOREAUX, Agent.