

The Michigan Tradesman.

WHEREAS:

Written Especially for THE TRADESMAN.
"Look here!" broke forth the bald-headed man, and then he blushed, even to the little spaces not concealed by the long lock so carefully brushed out over his bald pate, to find the eyes of the other three stonily riveted on his right hand, with which he had just then mechanically slipped a pedro from the bottom of the deck. "I was just thinking," he began again. "Well, if you're thinking," broke in the man with the specs, "is the reason you and your partner always hold a pedro when you deal, I move that from now out we have no thinking when we play pedro!"

"I was just wondering," imperturbably went on the bald-headed man, "which is the most injurious to traveling men, women, whisky or cards?"

"Women!" said the tall passenger, who was a bachelor.

"Whisky!" cried the weak-eyed man with the red nose.

"Cards!" said a man who looked like a Roman Catholic priest, but who really sold beer for a Toledo brewing concern.

"From the bottom of my heart, I believe that cards are the most to blame for men who go wrong," said the bald-headed man. "It is a great temptation for a man who loves cards, and is fascinated by the excitement of 'skinning' five cards to see if he has drawn the right one to fill his flush, to set down to a poker table with his employer's money in his own pockets. If he sits down with ever so good intentions and wins, all is right for that one time, but he spends his winnings freely. If he loses, a 'ten' or a 'twenty' taken from his collections may win back his own 'stuff'—and it may eventually land him in Canada or in jail."

"But," argued the man with the specs on, "my dear boy, if he had not been a drinking man, he would not be so foolish as to use his employer's money. In nine cases out of ten, you will find that the men who play cards for money are men who also drink; and, further than that, I firmly believe that a man who drinks has a shorter life 'on the road' than a man who gambles. I admit that to sit up nights unites a man for business, but you must also admit that a man with a head full of whisky is in far worse shape to transact the business of his employers than a man whose head may ache but who is sober. More than that, the man who gambles is oftentimes able to conceal his vice from his associates—that is, until the inevitable end comes and he is a defaulter or an embezzler. But the man who drinks! How can he remove the signs? The trembling hand, the reddened eyes and nose, the ever-predominant clove or mint smell are too plain. Then come the shabby clothes, the unshaven face, the empty order book and—"

"You can trace all these things to women," broke in the tall passenger; "all of them! When a man on the road has a 'mash' in every town, when he bores the life out of his companions by telling them of this married woman or that dining-room girl he has crashed, then begins his downfall. Fine clothes, presents, money—all are needed to keep up one's reputation as a lady-killer, and soon his salary is not enough. What follows? He gambles. He loses oftentimes, and, filled with agony and remorse, he takes to drink! Do you fellows ever think, when one of these puppies with dude bangs and perfumed handkerchiefs sits beside you and tells you of his mashes, of your own women-folks at home? Has such a 'masher' no mother, who, at least it is hoped, is a married woman? Has he no sister, who may one day be insulted by the lecherous stare of just such another 'blood' as he? Fellow-sojourners, women, the stay of our homes, the beginning of our lives and the tender thought of all honest men, are the fault, not the cause, of more men going wrong than whisky and cards put together! If some of them did not encourage men to flirt with them, many men would not flirt at all. And I firmly believe that some women are born, just as Minerva was, fully armed at all points. Some have been ruined by men, and from other men they exact a most terrible revenge. Men on the road who are married and have homes and families have no business with this terrible pastime—flirtation. It can only lead to shame and dishonor."

And here someone observed that they had passed Bangor and the committee of the whole arose and a motion was duly made and carried that they get off at McDonald, go to the Buster House and play double-pedro at a quarter a corner, ten cents a "set up," until the train came back. Adjourned sine die.

LEO. A. CARO.

M. de Lesseps has sunk a billion of francs in digging a useless and hopeless ditch at the Isthmus of Panama. Nearly all of this great sum—a fifth of the war indemnity exacted by Germany in 1871—has come out of the pockets of small investors in France. Is the country going to "throw good money after bad?" No more can be got on the credit of the stock or bonds of the canal company; but the great projector thinks he could replenish his empty treasury if the government would allow him to appeal to the gambling instinct in his countrymen and their neighbors by means of a great lottery. It was alleged that President Carnot was not unfavorable to the proposal, but the French ministry has now refused to sanction it, and the whole project appears to be "at the end of its string."

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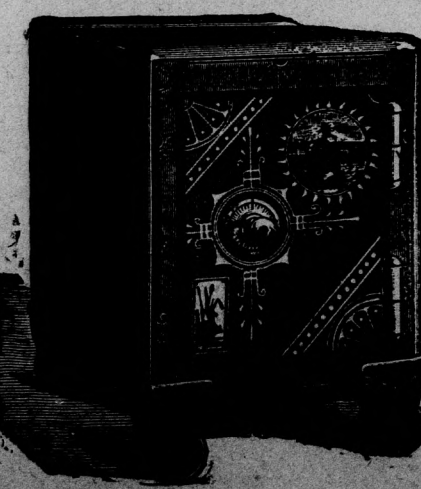
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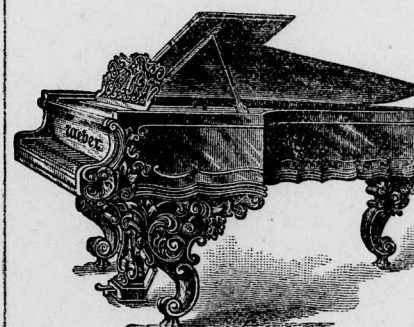
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Written Especially for THE TRADESMAN.
If the titular deity, who is said to preside over sundry observances that are peculiar to the Fourteenth day of February, would mingle a little practical business with the verbose sentimentality, gush and foolishness of the anniversary, he would find himself in much greater favor with individuals who have passed the age of sentimentality, gush and foolishness. Now, I don't object to St. Valentine's suggesting combinations of hearts, and arrows, and cupids, and vine-trellised cottages, and gondolas, and flower gardens, and rose-tinted skies to bread-and-butter misses and half-fledged youngsters, but if he would divert the time employed in persuading people to send glaring and hideous caricatures—which rarely possess the merit of humor, and are nearly always calculated to distort and ridicule real or alleged defects—to persuading parties to make the day an occasion for dissipating a portion of the gloom and depression of life, he would certainly add enormously to the ranks of his devotees.

If, for instance, the saint could by some process induce a portion of the great body of delinquents, to make the Fourteenth of February an occasion for surprising and delighting struggling and almost discouraged tradesmen, by sending them valentines enclosing the amount of their accounts, how many of those depressed dealers would welcome the day with eagerness and delight. Then, again, he might arrange affairs so that, on this occasion, now devoted almost exclusively to rather mawkish sentiment, unthinking foolishness and, often, studied anonymous impertinence, the anxious office seeker should receive his commission; the veteran his long-delayed pension; the expectant heir the notification of his inheritance; the principal in a lawsuit his announcement of victory; the minister his "call" to new and richer pastures; the lawyer his most important "brief" of the year; and divers and sundry other impecunious, anxious and expectant parties, missives, in the shape of valentines, that would dissipate their monetary troubles and dispel their anxiety.

A couple of years ago, on the evening of the Thirteenth of February, Deacon Crossgrain, our neighbor Smiley, and myself, were seated around a comfortable fire, manufacturing huge wreaths of smoke, and discussing various matters, when Crossgrain's three children entered the store and began importuning the old man for some money to buy valentines. Now Crossgrain, in modern parlance, is "well heeled," but nothing is more distasteful to him than the purchase of articles that could not be classed as "necessities," and when an unsatisfactory compromise had been effected with the youngsters, and they had departed, the Deacon exclaimed:

"Of all the senseless and ridiculous customs that the human family is afflicted with I class this valentine business the greatest. I can see some sense and perhaps a partial return for the expense in the observance of some of the holidays, but who ever heard of an individual that receive any real benefit or of even lasting satisfaction through the distribution of Uncle Sam's mails on the Fourteenth of February?"

"I have!" said Smiley, promptly: "although not perhaps in exactly the sense you intend. In '65 I came out of the army considerably demoralized in health, and with an excess of lead about my anatomy. Finding farming impossible I sold my forty acre patch and invested it in a small trading business, and for three or four years paid expenses and kept my credit in fair shape. But during these years my family increased and my trade began to decrease, and in the early part of February, 1870, I found myself involved to that extent that I could see no way to extricate myself from my financial difficulties. To add to my troubles my wife and two children were taken sick, and a heavy doctor's bill accumulated; three or four of my heaviest creditors moved West without settling up, and an alleged friend, whose note I had endorsed, left the matter for me to adjust.

"On St. Valentine's day, about eleven o'clock the sheriff attached all my property. The physician and several other local creditors were speedily on hand clamoring for their dues, and my total cash assets were inside of ten dollars.

"I have no excuse for cowardice, or deficiency in manhood, except the fact that my wounds and disability, added to my other troubles, so completely unnerved and depressed me that I could, by no process of reasoning, convince myself that I was of the remotest use to the world, my family or myself; and I deliberately formed a resolution to depart at once by the 'poison route.' After making what must have seemed an exceptionally affectionate visit to the sick ones, I went into our humble parlor, laid down upon the lounge, and was deliberately preparing for the 'shuffling off' process, when my little six-year-old burst into the room and exclaimed eagerly:

"Oh papa! I've been over to the post-office to see if I'd got a valentine, and just see what a pretty one somebody's sent me; and here's two for you, but I'm 'fraid papa they ain't nice like mine!"

"I listlessly opened one of the envelopes

and a draft dropped out. The letter was dated in a Western mining town, and was written by my old comrade F—, the reckless spendthrift and irresponsible major of the —st. It reminded me of a fact that had occurred to me numberless times; that I had in '64 lent him \$300, and it informed me that he had reformed and was prosperous beyond expectation and that he enclosed me, with thanks and undying regards, a draft to cover the loan, with compound interest to date.

"Under certain circumstances, gentlemen, money is a wonderful tonic, and my desire for self-extermination rapidly evaporated. The other enclosure was from the pension office at Washington. It informed me that my application, which had been 'holding fire' for years, had been favorably passed upon, and in it was inclosed a draft on the New York Sub Treasury for several hundred dollars. Altogether my 'valentines' more than covered all my indebtedness, and laid the foundation for an, eventually, successful business.

"There, Crossgrain! Your challenge induced me to refer to a matter—I mean the poison episode—of which even my family is ignorant, and, of course, I expect that the confession will not be made public. The circumstance is somewhat antiquated, but neither of you would like to have such a matter, ancient as it is, made the subject of old woman's gossip the balance of your lives."

Smiley may accuse me of making his secret public, but he can't accuse me of giving his real name.

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Four Years—Otto E. Erickson, Ansonia.
Five Years—Stanley E. Parkell, Orono.
President—Geo. McDonald.
Secretary—Jacob Jensen.
Treasurer—James Vernon.
Next Meeting—At Grand Rapids, March 7 and 8.

Michigan State Pharmaceutical Ass'n.
President—Arthur Bassett, Detroit.
First Vice-President—Wm. M. Harwood, Potosi.
Second Vice-President—H. B. Fairchild, Grand Rapids.
Third Vice-President—Henry Kephart, Berrien Springs.
Executive Committee—Geo. Gundrum, Frank Ingla.
A. H. Lyman, John E. Peck, E. T. Webb.
Local Secretary—James Vernon, Detroit.
Next Meeting—Detroit, September 4, 5, 6 and 7.

Grand Rapids Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.
President—H. E. Locher.
Vice-President—J. W. Hayward.
Secretary—Frank H. Escott.
Treasurer—Henry B. Fairchild.
Board of Censors—President, Vice-President and Secretary.
Board of Trustees—The President, John E. Peck, Geo. G. Steketee, A. F. Hazeltine and F. J. Wurzburg.
Committee on Trade Matters—John Peck, F. J. Wurzburg, W. H. Tibbs.
Committee on Pharmacy—J. W. Hayward, Theo. Kemink, W. H. Van Leuwen.
Committee on Pharmacology—W. L. White, John Muir, K. E. Kimm.
Regular Meetings—First Thursday evening in each month.
Annual Meeting—First Thursday evening in November.
Next Meeting—Detroit, September 4, 5, 6 and 7.

Detroit Pharmaceutical Society.
ORGANIZED OCTOBER 9, 1884.
President—Frank Ingla.
First Vice-President—J. W. Perry.
Second Vice-President—J. J. Crowley.
Secretary and Treasurer—Henry Kephart.
Assistant Secretary and Treasurer—A. B. Lee.
Annual Meeting—First Wednesday in June.
Regular Meetings—First Wednesday in each month.

Central Michigan Druggists' Association.
President, J. W. Dunlop; Secretary, R. M. Russell.
Berrien County Pharmaceutical Society.
President, H. M. Dean; Secretary, Henry Kephart.
Clinton County Druggists' Association.
President, D. O. Roberts; Secretary, D. McDonald.
Charlevoix County Pharmaceutical Society.
President, H. W. Willard; Secretary, Geo. W. Crouther.
Ionia County Pharmaceutical Society.
President, W. E. Culler; Secretary, A. H. Wobler.
Jackson County Pharmaceutical Ass'n.
President, C. B. Colwell; Secretary, C. E. Foote.
Kalamazoo Pharmaceutical Association.
President, C. O. Roberts; Secretary, D. McDonald.
Mason County Pharmaceutical Society.
President, F. N. Latimer; Secretary, Wm. Heysett.
Meosota County Pharmaceutical Society.
President, C. H. Wagner; Secretary, A. H. Wobler.
Monroe County Pharmaceutical Society.
President, S. M. Sackett; Secretary, Julius Weiss.
Muskegon County Druggists' Association.
President, E. C. Rogers; Secretary, Geo. L. LeFevre.
Muskegon Drug Clerks' Association.
President, C. B. Koon; Secretary, Geo. L. LeFevre.
Newaygo County Pharmaceutical Society.
President, J. A. Balder; Secretary, A. C. Clark.
Ocean County Pharmaceutical Society.
President, F. W. Fincher; Secretary, Frank Cady.
Saginaw County Pharmaceutical Society.
President, Jay Smith; Secretary, D. E. Prall.
Tuscola County Pharmaceutical Society.
President, E. A. Ballard; Secretary, C. E. Stoddard.
Manistee County Pharmaceutical Society.
President, W. H. Willard; Secretary, A. H. Lyman.

Grand Rapids Pharmaceutical Society.
At the regular monthly meeting of the Grand Rapids Pharmaceutical Society, held at THE TRADESMAN office last Thursday evening, the following communication was presented:

We, the undersigned retail druggists of Kent and Barry counties, do hereby signify our desire to join the Grand Rapids Pharmaceutical Society and comply with its rules and regulations, provided every retail druggist in above counties will also join:

Nagler & Beeler, Caledonia.
C. E. Williams, Caledonia.
J. W. Armstrong, Brown's Mills.
Severance & Rich, Middleville.
W. O. Clark, Middleville.
J. A. Baughman & Buel, Hastings.
E. H. Lathrop, Hastings.
W. J. & L. L. Holloway, Hastings.
W. H. Goodyear, Hastings.
D. E. Waters, Freeport.
H. O. Peckham, Freeport.
D. B. Kilpatrick, Woodland.
L. E. Benson & Co., Woodland.
John Q. Look, Lowell.
Yeiter & Look, Lowell.
Clark & Winegar, Lowell.
Hunt & Hunter, Lowell.
W. L. White moved that the communication be accepted and the persons who signed the same be invited to join the Association at the next meeting. Also that the druggists at Ada, Rockford, Cedar Springs, Sand Lake, Berlin, Coopersville, Grandville and Jenisonville be extended a similar invitation by the Secretary. The motion was adopted.

President Locher announced the following standing committees:

On Trade Matters—John Peck, F. J. Wurzburg, W. H. Tibbs.
On Legislation—J. W. Hayward, Theo. Kemink, W. H. Van Leuwen.
On Pharmacy—W. L. White, John Muir, M. B. Kimm.

It was decided to hold the regular meetings in the afternoon, instead of the evening, for a time, in order that the out-of-town members may be able to attend the meetings.

Following the transaction of other unimportant business, the meeting adjourned.

Protecting American Oil of Peppermint.
A. M. Todd in Oil, Paint and Drug Reporter.

The prospects for oil of peppermint have improved. An attempt to trade on the good name which American peppermint has achieved by importing the Japanese imitation and bottling it in United States bonded warehouses in packages imitating American brands, was recently made, and an order secured from the Secretary of the Treasury to that effect by New York parties. In granting this request, the Secretary of the Treasury was undoubtedly not aware of the real intent of the matter, which could hardly be looked upon as anything else than one of the worst systems of adulteration. As the Japanese oil is sold under the name of "Peppermint," he was probably not aware that it is the product of a plant vastly different from the true American peppermint, *mentha piperita*.

The Japanese oil is produced from a totally distinct plant, *mentha arvensis*, which is more related to the pennyroyal than to peppermint. The leaves of the plant have an odor of pennyroyal in a high degree, the flowers, also, having the same cup-shaped form as the pennyroyal, and being likewise disposed at the axils. The true peppermint, both American and English, flowers only at the extremities of the stems, the flowers being conical in form. Regarding the relative value of the Japanese plant, *mentha arvensis*, I refer to Drs. Hanbury and Flückiger, the highest authorities in the world, who, in the latest edition of the "Pharmacographia," page 485, say as follows: "One grower of peppermint known to us (at Michigan) was compelled to abandon the cultivation, owing to the enormous increase of *mentha arvensis*, which could not be separated and which, when distilled with the peppermint, ruined the flavor of the latter."

Foreseeing that the effect of the above mentioned order would be injurious to the good name of the American oil, I addressed the Secretary of the Treasury, stating the facts in the case and the pernicious effects arising from the use of his order. So soon as the real facts in the case were known to the Secretary, he promptly issued an order revoking his former one.

It will be interesting to learn what will be the next move made by the adulterators in this country. They may possibly adopt the plan which a party in Liverpool is using, who is advertising "New American oil of peppermint, splendid crop! 108 6d per lb. sterling, or if sold is remitted with order, 10s per lb." Knowing that it was impossible for him to sell the genuine article at these prices, I ordered a bottle through the editor of the *Chemist and Druggist*, London. I found it to contain not even a trace of genuine peppermint, but the Japanese variety with an extremely rank odor. It was more rank than the notorious "Michigan Peppermint," so-called, purporting to come from "Evan, Michigan, Co., U. S." It is to be hoped that the journals of our country will, by denouncing such swindles, help to maintain a high reputation which has been secured for the American industry by many years of toil and watchfulness.

VISITING BUYERS.

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

L. R. Rogers, Irving
W. Forrester, P. A. Wagoner, New Holland
Baker & Baker, Roder & Roder, Canada Cor.
J. H. Runnels, Corning
Frank Jensen, Marion
J. Williams, White Cloud
S. J. Martin, Sullivan
O. Trumble, West Olive
H. Forgard, Muskegon
Houghtaling & Lichty
A. Purchase, St. Blenden
John Farrows, St. Blenden
H. Dalmann, Alton
De Henry Lever, Newaygo
J. C. Bannard, Bridge
J. W. Pessiak & Bro., Hol.
J. W. Robinson, St. Blenden
C. P. Pratt, Moline
G. M. Huntley, Reno
P. Muller & Co., Grafton
F. E. Darby, Kalkaska
A. W. Blain, Burton
J. W. Messenger, Spring
L. K. Lake
Dr. J. Koon, Lisbon
Geo. E. Harris, Ashland
D. E. Waters, Freeport
C. Tuxbury, Sullivan
H. B. Bannard, Grand Haven
Wm. H. Childs, Rockford
M. Gezon, Jenisonville
N. W. Haddonville
C. W. Fenton & Co., Bailey

The Drug Market.

The three staples, quinine, opium and morphia, are without change, but are weak and prices are unsettled. Balsam copaiba continues to harden in price. The supply is very light and very little is coming forward. Balsam fir is advancing. Gum camphor is very firm at the advance. Po. gum gamboge has advanced. Oil spearmint has declined. Alcohol has advanced again 2c. The Trust is "getting there."

Michigan Board of Pharmacy.
MUSKEGON, Feb. 1, 1888.

DEAR SIR: A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held in new Royal Arcanum hall, 74 Waterloo street, Grand Rapids, Tuesday and Wednesday, March 6 and 7, 1888.

Candidates for the registered pharmacist certificate will please report at the hall at 9 o'clock, Tuesday morning, March 6. The examination will occupy two days. Candidates for the assistant pharmacist's certificate will please report at the hall at 9 o'clock, Wednesday morning, March 7. This examination will occupy one day.

Yours respectfully, JACOB JESSEN. Sec'y.

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

FOR SALE!

A drug stock in the lively and booming town of St. Ignace. Population 3,000. Apply to J. H. Thompson & Co., Detroit, Michigan.

D. D. COOK,
Proprietor of the
Valley City Show Case Factory,

Manufacturer of
SHOW CASES
Prescription Cases and Store Fixtures.

OF ALL KINDS.
SEND FOR CATALOGUES.
My Prices are Lower than any of My Competitors. Estimates Furnished on Application.

38 West Bridge street, Grand Rapids.
Telephone 374

**PECKHAM'S
CROUP REMEDY**

Is now put up in two sizes, retailing for 25c and 50c.
25c size, per doz. \$3.00
50c " " " " " 5.00

Peckham's Croup Remedy is prepared especially for children and is a safe and certain cure for Croup, Whooping-Cough, Colds, and all bronchial and pulmonary complaints of childhood.

Druggists make no mistake in keeping Peckham's Croup Remedy in stock.
Trade supplied by
Hazeltine & Perkins Drug Co., Grand Rapids.
Farrand, Williams & Co., Detroit.
James E. Davis & Co., Detroit.
Peter Van Schaack & Sons, Chicago.

DR. H. C. PECKHAM,
Freeport, Mich.

Peckham's Croup Remedy is the most reliable and satisfactory proprietary medicine I handle. My sales are constantly increasing.
W. H. Goodyear, Druggist, Hastings, Mich.



TRADE SUPPLIED BY THE
Hazeltine & Perkins Drug Co.
GRAND RAPIDS, MICH.
And the Wholesale Druggists of Detroit and Chicago.

Acme White Lead & Color Works,
DETROIT, MICH.



Manufacturers of the Celebrated
ACME PREPARED PAINTS,
Which for Durability, Elasticity, Beauty and Economy are Absolutely Unsurpassed.

F. J. WURZBURG,
WHOLESALE AGENT,
Grand Rapids, Mich.

**THE IMPROVED
American Pocket Battery,**
FOR PHYSICIANS AND FAMILY USE.

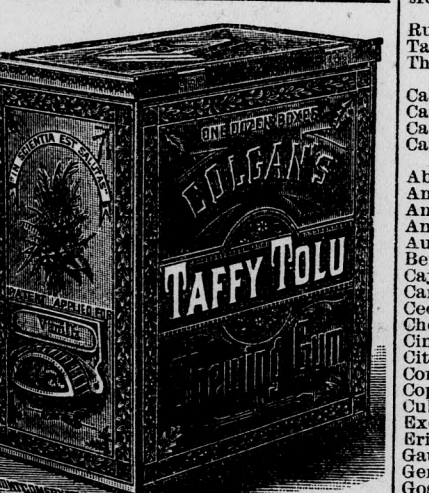


Points of Superiority: Portability, Power, Durability, Compactness, Strength of Current, Patent Hard Rubber Revolving Cell, Water Tight, Convenience, Can be Carried in the Pocket Charged.

Price \$10. Dis. to the Trade.

The Electro Medical Battery Co.,
KALAMAZOO, MICH.

Hazeltine & Perkins Drug Co.,
Manufacturers' Agents,
GRAND RAPIDS, MICH.



A beautiful, decorated Metal Box, with dozen boxes of

COLGAN'S TAFFY TOLU.

Specially Designed for a Herbarium.

Suitable when empty for preserving under proper label, herbs, roots, s. e. s. spices, papers, etc., etc. Every storekeeper as well as housekeeper, will find it well adapted in size, material and finish for many useful purposes.

COLGAN'S TAFFY TOLU is the original trade-marked gum which has set the world a-choing. It sells rapidly, pure well, and always gives satisfaction. Supplied by all jobbers, packed in above style, at \$3 per dozen. Size, 8 1/2 x 4 x 7 1/2 inches.

COLGAN & McAFEE, Louisville, Ky.
Originators and Sole Proprietors.

N. B.—Include a dozen boxes in your next order. You will find it the best \$3 investment you ever made.

WHOLESALE PRICE CURRENT.

Advanced—Alcohol, gum gamboge, po. Declined—Oil spearmint, German quinine.

acetum	80 10	Chenopodium	100 12	Sanguis Draconis.	100 12
aceticum, German	80 10 10	Dipterix Odorata.	1 75 1/2	Santonine.	100 12
arbitrium	450 50	Eucalyptus.	1 75 1/2	Sapo, W.	100 12
carbonas	450 50	Foenugreek, po.	1 75 1/2	Sapo, M.	100 12
chloridum	450 50	Lin.	1 75 1/2	Sapo, G.	100 12
citricum	100 12	Lobelia.	1 75 1/2	Selditz Mixture	100 12
oxalium	100 12	Palmaria Canarian.	3 1/2 1/2	Sinapis, opt.	100 12
phosphoricum dil.	100 12	Rapa.	1 75 1/2	Sinapis, opt.	100 12
salicylicum	1 70 1/2 25	Sina, Alba.	1 75 1/2	Snuff, Maccaboy, Do.	100 12
sulphuricum	1 15 25	Sina, Nigra.	1 75 1/2	Snuff, Scotch, Do.	100 12
tannum	450 50 33	Spiritus.	1 10 1/2	Voos.	100 12
tartarum	450 50 33	Frumentum, W. D. Co.	2 00 25	Soda Borax, (po. 11).	100 12
aqua, 16 deg.	30 5	Frumentum, D. F. R.	2 00 25	Soda et Potass Tart.	100 12
carbonas	110 13	Frumentum.	1 10 1/2 50	Soda Carb.	100 12
chloridum	110 13	Juniperia Co. O. T.	1 75 1/2 75	Soda, B-Carb.	100 12
citricum	120 14	Juniperis Co.	1 75 1/2 75	Soda, Ash.	100 12
oxalium	120 14	Sacharum N. E.	1 75 1/2 75	Soda Sulphas.	100 12
phosphoricum dil.	120 14	Sps. Vin. Gall.	1 75 1/2 75	Sps. Ether Co.	100 12
salicylicum	2 00 25 25	Vini Oporto.	1 75 1/2 75	Sps. Myrica Dom.	100 12
sulphuricum	2 00 25 25	Florida sheeps wool.	2 25 1/2 50	Sps. Myrica Imp.	100 12
tannum	2 00 25 25	Nassau sheeps wool.	2 25 1/2 50	Sps. Vini Rect. (bbi).	100 12
tartarum	2 00 25 25	Carriage.	2 25 1/2 50	Strychnia Crystall.	100 12
aqua, 16 deg.	30 5	Velvet extra sheeps.	2 00	Sulphur, Subl.	100 12
carbonas	110 13	Extra yellow sheeps.	1 16	Sulphur, Roll.	100 12
chloridum	110 13	Carriage.	1 16	Tamarindus.	100 12
citricum	120 14	Carriage sheeps wool.	2 00	Terebenth Venice.	100 12
oxalium	120 14	Hard for slate.	2 00	Theobromae.	100 12
phosphoricum dil.	120 14	Yellow Reef, for slate.	2 00	Vanilla.	100 12
salicylicum	2 00 25 25	Use.	1 40	Zinci Sulph.	100 12
sulphuricum	2 00 25 25	Uss.	1 40	Whale, winter.	100 12
tannum	2 00 25 25	Accacia.	1 40	Lard, extra.	100 12
tartarum	2 00 25 25	Zingiber.	1 40	Lard, No. 1.	100 12
aqua, 16 deg.	30 5	Perri Iod.	1 40	Linseed, pure raw	100 12
carbonas	110 13	Aurant Cortes.	1 40	Neat's Foot, winter	100 12
chloridum	110 13	Rhei Arom.	1 40	Spirits Turpentine.	100 12
citricum	120 14	Sinax Officialis.	1 40	PAINTS.	100 12
oxalium	120 14	Senega.	1 40	Red Venetian.	100 12
phosphoricum dil.	120 14	Sellae.	1 40	Ochre, yellow Mars.	100 12
salicylicum	2 00 25 25	Sellae, Co.	1 40	Ochre, yellow Ber.	100 12
sulphuricum	2 00 25 25	Tolutan.	1 40	Putty, commercial.	100 12
tannum	2 00 25 25	Prunus virg.	1 40	Putty, strictly pure.	100 12
tartarum	2 00 25 25	Acornitum Nappella R.	1 40	Vermilion prime Am.	100 12
aqua, 16 deg.	30 5	Aloes.	1 40	Vermilion, English.	100 12
carbonas	110 13	" and myrrh.	1 40	Green, Peninsular.	100 12
chloridum	110 13	Arnica.	1 40	Lead, red strictly pur.	100 12
citricum	120 14	Erroxyanthum Sol.	1 40	Lead, white, strictly	100 12
oxalium	120 14	Solut Chloride.	1 40	pure.	100 12
phosphoricum dil.	120 14	Solut Chloride.	1 40	Whiting, white Span.	100 12
salicylicum	2 00 25 25	Sulphate, com'l.	1 40	Whiting, Gliders.	100 12
sulphuricum	2 00 25 25	FLORA.	1 40	White, Paris Amer'n.	100 12
tannum	2 00 25 25	Arnica.	120 14	Whiting, Paris Eng.	100 12
tartarum	2 00 25 25	Antihelm.	450 50	Pioneer Prepared.	1 00 1/2
aqua, 16 deg.	30 5	Matricaria.	300 35	Faints.	1 20 1/2
carbonas	110 13	FOLIA.	100 1/2	Swiss Villa Prepared.	1 00 1/2
chloridum	110 13	Barosma.	100 1/2	VARNISHES.	100 12
citricum	120 14	Cassia Acuta.	100 1/2	No. 1 Turp Coach.	1 10 1/2
oxalium	120 14	Nelly.	100 1/2	Extra Turp.	1 10 1/2
phosphoricum dil.	120 14	Salvia officinalis.	100 1/2	Coach Body.	2 75 1/2
salicylicum	2 00 25 25	Ura Ursi.	80 10	No. 1 Turp Furn.	1 00 1/2
sulphuricum	2 00 25 25	Acacia, 1st Gummi.	210 25	Extra Turp Damar.	1 55 1/2
tannum	2 00 25 25	" 2nd.	210 25	Turp.	700 75
tartarum	2 00 25 25	" 3rd.	210 25		
aqua, 16 deg.	30 5	" 4th.	210 25		
carbonas	110 13	" 5th.	210 25		
chloridum	110 13	" 6th.	210 25		
citricum	120 14	" 7th.	210 25		
oxalium	120 14	" 8th.	210 25		
phosphoricum dil.	120 14	" 9th.	210 25		
salicylicum	2 00 25 25	" 10th.	210 25		
sulphuricum	2 00 25 25	" 11th.	210 25		
tannum	2 00 25 25	" 12th.	210 25		
tartarum	2 00 25 25	" 13th.	210 25		
aqua, 16 deg.	30 5	" 14th.	210 25		
carbonas	110 13	" 15th.	210 25		
chloridum	110 13	" 16th.	210 25		
citricum	120 14	" 17th.	210 25		
oxalium	120 14	" 18th.	210 25		
phosphoricum dil.	120 14	" 19th.	210 25		
salicylicum	2 00 25 25	" 20th.	210 25		
sulphuricum	2 00 25 25	" 21st.	210 25		
tannum	2 00 25 25	" 22nd.	210 25		
tartarum	2 00 25 25	" 23rd.	210 25		
aqua, 16 deg.	30 5	" 24th.	210 25		
carbonas	110 13	" 25th.	210 25		
chloridum	110 13	" 26th.	210 25		
citricum	120 14	" 27th.	210 25		
oxalium	120 14	" 28th.	210 25		
phosphoricum dil.	120 14	" 29th.	210 25		
salicylicum	2 00 25 25	" 30th.	210 25		
sulphuricum	2 00 25 25	" 31st.	210 25		
tannum	2 00 25 25	" 32nd.	210 25		
tartarum	2 00 25 25	" 33rd.	210 25		
aqua, 16 deg.	30 5	" 34th.	210 25		
carbonas	110 13	" 35th.	210 25		
chloridum	110 13	" 36th.	210 25		
citricum	120 14	" 37th.	210 25		
oxalium	120 14	" 38th.	210 25		
phosphoricum dil.	120 14	" 39th.	210 25		
salicylicum	2 00 25 25	" 40th.	210 25		
sulphuricum	2 00 25 25	" 41st.	210 25		
tannum	2 00 25 25	" 42nd.	210 25		
tartarum	2 00 25 25	" 43rd.	210 25		
aqua, 16 deg.	30 5	" 44th.	210 25		
carbonas	110 13	" 45th.	210 25		
chloridum	110 13	" 46th.	210 25		
citricum	120 14	" 47th.	210 25		
oxalium	120 14	" 48th.	210 25		
phosphoricum dil.	120 14	" 49th.	210 25		
salicylicum	2 00 25 25	" 50th.	210 25		
sulphuricum	2 00 25 25	" 51st.	210 25		
tannum	2 00 25 25	" 52nd.	210 25		
tartarum	2 00 25 25	" 53rd.	210 25		
aqua, 16 deg.	30 5	" 54th.	210 25		
carbonas	110 13	" 55th.	210 25		
chloridum	110 13	" 56th.	210 25		
citricum	120 14	" 57th.	210 25		
oxalium	120 14	" 58th.	210 25		
phosphoricum dil.	120 14	" 59th.	210 25		
salicylicum	2 00 25 25	" 60th.	210 25		
sulphuricum	2 00 25 25	" 61st.	210 25		
tannum	2 00 25 25	" 62nd.	210 25		
tartarum	2 00 25 25	" 63rd.	210 25		
aqua, 16 deg.	30 5	" 64th.	210 25		
carbonas	110 13	" 65th.	210 25		
chloridum	110 13	" 66th.	210 25		
citricum	120 14	" 67th.	210 25		
oxalium	120 14	" 68th.	210 25		
phosphoricum dil.	120 14	" 69th.	210 25		
salicylicum	2 00 25 25	" 70th.	210 25		
sulphuricum	2 00 25 25	" 71st.	210 25		
tannum	2 00 25 25	" 72nd.	210 25		
tartarum	2 00 25 25	" 73rd.	210 25		
aqua, 16 deg.	30 5	" 74th.	210 25		
carbonas	110 13	" 75th.	210 25		
chloridum	110 13	" 76th.	210 25		
citricum	120 14	" 77th.	210 25		
oxalium	120 14	" 78th.	210 25		
phosphoricum dil.	120 14	" 79th.	210 25		
salicylicum	2 00 25 25	" 80th.	210 25		
sulphuricum	2 00 25 25	" 81st.	210 25		
tannum	2 00 25 25	" 82nd.	210 25		
tartarum	2 00 25 25	" 83rd.	210 25		
aqua, 16 deg.	30 5	" 84th.	210 25		
carbonas	110 13	" 85th.	210 25		
chloridum	110 13	" 86th.	210 25		
citricum	120 14	" 87th.	210 25		
oxalium	120 14	" 88th.	210 25		
phosphoricum dil.	120 14	" 89th.	210 25		
salicylicum	2 00 25 25	" 90th.	210 25		
sulphuricum	2 00 25 25	" 91st.	210 25		
tannum	2 00 25 25	" 92nd.	210 25		
tartarum	2 00 25 25	" 93rd.	210 25		
aqua, 16 deg.	30 5	" 94th.	210 25		
carbonas	110 13	" 95th.	210 25		
chloridum	110 13	" 96th.	210 25		
citricum	120 14	" 97th.	210 25		
oxalium	120 14	" 98th.	210 25		
phosphoricum dil.	120 14	" 99th.	210 25		
salicylicum	2 00 25 25	" 100th.	210 25		
sulphuricum	2 00 25 25	" 101st.	210 25		
tannum	2 00 25 25	" 102nd.	210 25		
tartarum	2 00 25 25	" 103rd.	210 25		
aqua, 16 deg.	30 5	" 104th.	210 25		
carbonas	110 13	" 105th.	210 25		
chloridum	110 13	" 106th.	210 25		
citricum	120 14	" 107th.	210 25		
oxalium	120 14	" 108th.	210 25		
phosphoricum dil.	120 14	" 109th.	210 25		
salicylicum	2 00 25 25	" 110th.	210 25		
sulphuricum	2 00 25 25	" 111th.	210 25		
tannum	2 00 25 25	" 112th.	210 25		
tartarum	2 00 25 25	" 113th.	210 25		
aqua, 16 deg.	30 5	" 114th.	210 25		
carbonas	110 13	" 115th.	210 25		
chloridum	110 13	" 116th.	210 25		
citricum	120 14	" 117th.	210 25		
oxalium	120 14	" 118th.	210 25		
phosphoricum dil.	120 14	" 119th.	210 25		
salicylicum	2 00 25 25	" 120th.	210 25		
sulphuricum	2 00 25 25	" 121st.	210 25		
tannum	2 00 25 25	" 122nd.	210 25		
tartarum	2 00 25 25	" 123rd.	210 25		
aqua, 16 deg.	30 5	" 124th.	210 25		
carbonas	110 13	" 125th.	210 25		
chloridum	110 13	" 126th.	210 25		
citricum	120 14	" 127th.	210 25		
oxalium	120 14	" 128th.	210 25		
phosphoricum dil.	120 14	" 129th.	210 25		
salicylicum	2 00 25 25	" 130th.	210 25		
sulphuricum	2 00 25 25	" 131st.	210 25		
tannum	2 00 25 25	" 132nd.	210 25		
tartarum	2 00 25 25	" 133rd.	210 25		
aqua, 16 deg.	30 5	" 134th.	210 25		
carbonas	110 13	" 135th.	210 25		
chloridum	110 13	" 136th.	210 25		
citricum	120 14	" 137th.	210 25		
oxalium	120 14	" 138th.	210 25		
phosphoricum dil.	120 14	" 139th.	210 25		
salicylicum	2 00 25 25	" 140th.	210 25		
sulphuricum	2 00 25 25	" 141st.	210 25		
tannum	2 00 25 25	" 142nd.	210 25		
tartarum	2 00 25 25	" 143rd.	210 25		
aqua, 16 deg.	30 5	" 144th.	210 25		
carbonas	110 13	" 145th.	210 25		
chloridum	110 13	" 146th.	210 25		
citricum	120 14	" 147th.	210 25		
oxalium	120 14	" 148th.	210 25		
phosphoricum dil.	120 14	" 149th.	210 25		
salicylicum	2 00 25 25	" 150th.	210 25		
sulphuricum	2 00 25 25	" 151st.	210 25		
tannum	2 00 25 25	" 152nd.	210 25		
tartarum	2 00 25 25	" 153rd.	210 25		
aqua, 16 deg.	30 5	" 154th.	210 25		
carbonas	110 13	" 155th.	210 25		
chloridum	110 13	" 156th.	210 25		
citricum	120 14	" 157th.	210 25		
oxalium	120 14	" 158th.	210 25		
phosphoricum dil.	120 14	" 159th.	210 25		
salicylicum	2 00 25 25	" 160th.	210 25		

The Michigan Tradesman.

HIS FIRST TRIP OUT.

Written Especially for THE TRADESMAN.

BLOWUP, Feb. 2, 1888.

EDITOR TRADESMAN—I am at last launched on the tide of life in the shape of a railway train and a couple of ill-looking grips, in the guise of an innocent traveling man just starting out on his maiden trip.

I don't know what evil genius could have entered the purity of my mind and induced me to renounce the joys of a six-dollar-a-week clerkship to plunge into the awful vortex of railway horrors, hard beds and ill-conditioned fleas usually comprised in the happy lot of a commercial pilgrim. Of one thing, however, I am morally and physically positive—never again, after these samples are safely stowed away in their receptacles at home, will I be caught in the humane employment of endeavoring to sell pure goods at half the cost of impure to the unwary merchant.

I left the house in an ecstasy of delight. My very blood danced in my veins like sparkling champagne, as through my brain flitted glorious visions of full order-books, full—well, never mind that—I've got it in my grip yet, and it isn't half empty, either.

My first—and I can gladly say my last—trip leads me to minister to the wants of the shrewd merchants of the Upper Peninsula. Like a conqueror on his way to battle went I out. Like a lamb led to the slaughter, or a Shanghai rooster after a rain, go I back.

The first place at which I rendezvoused is called Blowup, presumably through some ancient Indian legend, as it is a mining town and explosions of giant powder are frequent. As I left the train, I wandered artlessly toward the hotel, dreaming happy thoughts of the ray of light I was bringing to Blowup, when my reveries were suddenly interrupted in a rude manner by my person coming in contact with an obstruction—in other words, a full-grown barrel of salt planted carefully in the middle of the street. I stopped immediately—that is, as soon as I reached the ground—and commenced awhile with nature. When I had recovered my breath and sample cases, which I had carelessly laid down when I stopped, I uttered a prayer for guidance and at last reached the hotel. After a large lap-dog of the bull variety had made my acquaintance and had taken an appetite-restorer from the young and tender veal of my lower limb, I hobbled gracefully into the bar-room. The landlord was there—very much so. As I left the depot, I thought probably the inhabitants of the town had been snowed in and the only food they had was onions. I now discovered my error. It was the landlord; and, if odor would convey sound, he certainly had no use for a telephone in his hostelry. It has since been told me that this individual ground the coffee and pounded the steak for breakfast with his breath. This is not hard for me to believe, for I saw him drive a nail with it at forty rods.

The hour being late for a traveling man to be out—8:30 p. m.—I went to my room immediately after tea and made a desperate effort to retire. I soon found this to be a hopeless task. I am not naturally cruel or sanguinary, and the conflict in which I engaged for about half an hour completely unnerved me. Thinking discretion the better part of valor and, being of a strangely retiring disposition, I left the fl—them in undisputed possession of my downy pine board with one-blanket attachment. One great and overpowering reason for my leaving them masters of the field was the horrible thought that I might be spirited away in the night, leaving the landlord under the impression that I had jumped my board-bill, thus creating a bad precedent for the house for which I travel.

Returning to the bar-room, I told the landlord that the bed was so very soft and captivating that I feared to yield myself to its seductive influence, as I might not be able to arise as early as I ought in order to call on my customers, and therefore begged the privilege of sitting in a chair in the office for the balance of the night. I would not, for worlds, have injured the landlord's tender sensibilities, and I will own that my reluctance in this regard was partly through fear of the awful cyclone of his breath. The cold, clammy perspiration comes to my intellectual forehead as I think of that breath! Often in my dreams I can see its phantom shape stalking with terrible grandeur and fragrance before my eyes.

I was awakened in plenty of time for breakfast, but breakfast was not so prompt, and when at last it was served I most heartily wished it had forever stayed away. Being voraciously hungry, in a momentary fit of insanity I advanced on the enemy. My fate was soon decided. After devouring a shingle nail thoughtlessly mixed in the buckwheat man-killers, I sent a hinge of broiled sole-leather after it. My reason for this was that I had discovered that the trap-door of my stomach was sadly in need of a new hinge, and I hoped, in this way, to get it replaced at no extra expense to the house by having the landlord breathe on me and complete the hinge by driving the nail. At first, the doctor was convinced that the only hope of saving my life was by tunneling through the side of my neck to the sole-leather, but a fortunate chance saved me this painful operation. The landlord, in his anxiety for what I owed him and my life, in some way placed about three-eighths of an inch of his breath in my mouth. It wended its solitary way into my throat and, with the instinct of a drowning man, the

leather gripped the breath and together they were pulled out.

I am about to go out among the guileless merchants of Blowup and save their customers many hundreds of dollars by selling goods at prices of which they never dreamed. The thoughts which crowd my wandering mind are too painful at this time to write further of my adventures, but I hope to tell you of my wonderful success next week.

Until then, I ask you to cherish me in your memory, and if you don't hear from me, see that my grave is at least four feet and a half under snow the year around, and inform my creditors of my whereabouts.

Yours, crushed to earth, but to rise again,
F. O. B.

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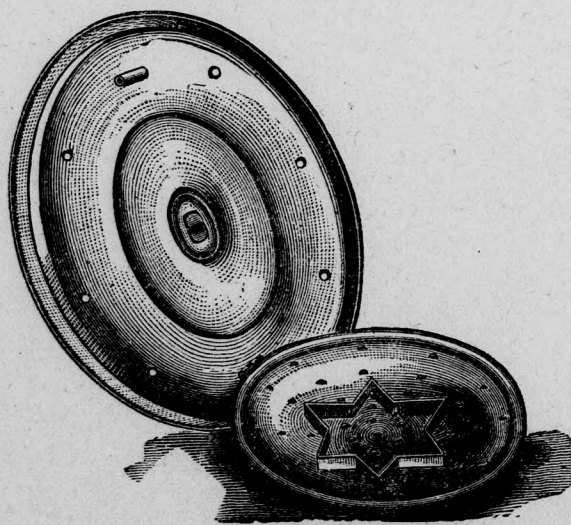
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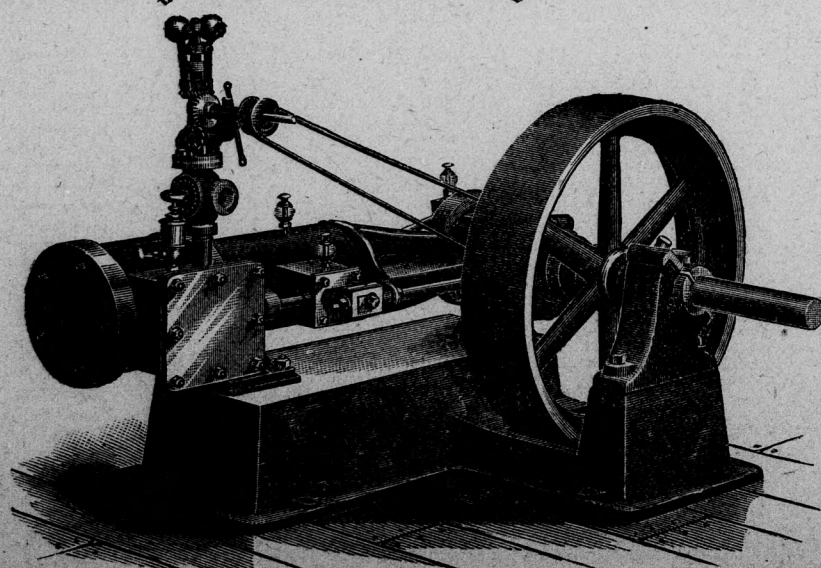
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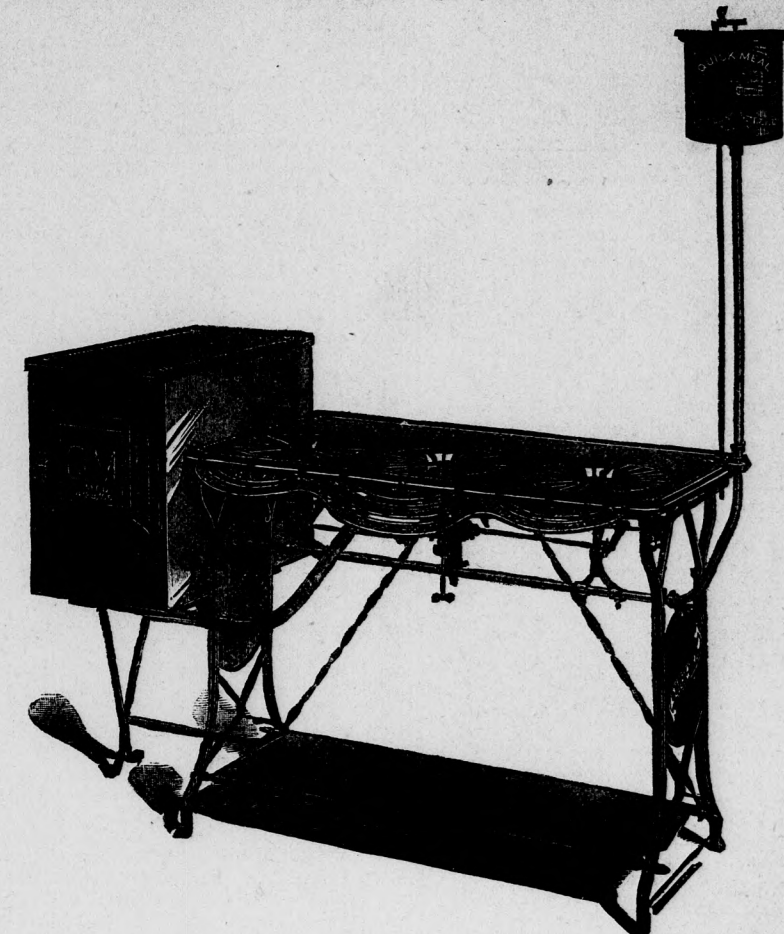
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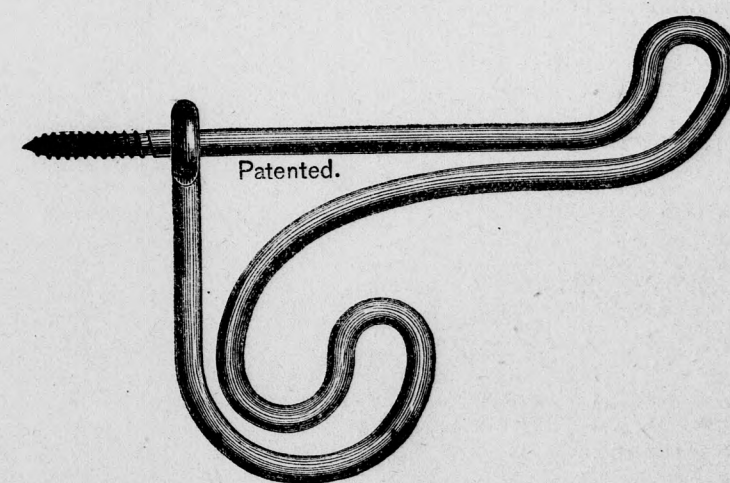
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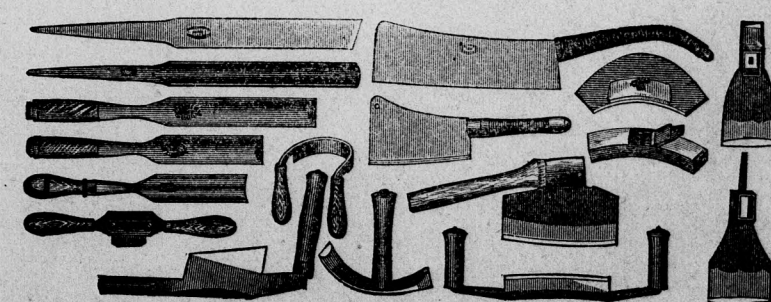
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